

Billboard

The International Music-Record Newsweekly

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

Park Owners Score BMI Fees in Copyright Appeal

By MILDRED HALL

WASHINGTON — The sad saga of a costly Beatles concert was heard by the House Copyrights Subcommittee last week, when George Hamid pleaded for changes in the revised Copyright law to aid amusement park businessmen in copyright battles with "gargantuan" music licensors.

A similar plea was made by a music tape manufacturer, Minnesota Mining and Manufacturing Co., to let storecasting tapes in under compulsory licensing when sold outright — also to avoid being "at the mercy" of copyright proprietors.

During last week's hearing on the 1965 copyright revision, a separate bill to raise copyright office fees from \$4 to \$6 for

registration, and from \$2 to \$4 for renewals, was presented by George Cary, Deputy Register of Copyrights. Increased fees are needed to partially offset spiraling costs to government in handling copyrights. Record

(Continued on page 57)

85% COUNTRY STATIONS IN AWARDS POLL

NEW YORK — An estimated 85 per cent of the nation's country radio stations will participate in the 1965 Billboard Awards, to be televised over ABC-TV on the "Jimmy Dean Show" in October.

Country stations are basing their programming on the 13 ward categories before calling for listener ballots late this month. Stations not already participating may do so by mailing in their reply cards to Billboard by Wednesday (11).

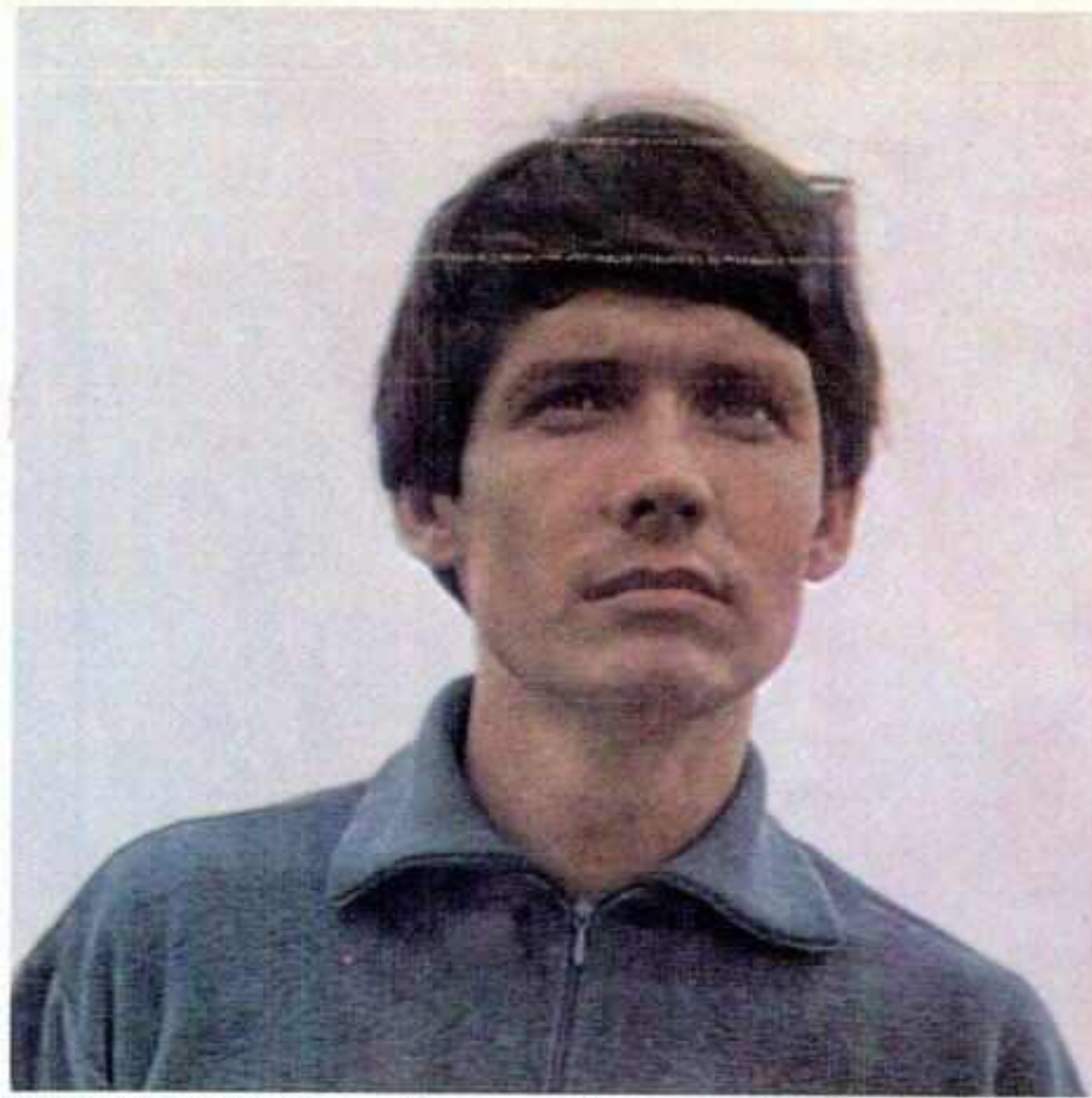
The five nominees in each category will be determined by the station polls, and the final nominee list will be published in Billboard's Sept. 11 issue.

'Going to Cook,' NARA Asserts At Convention

By CLAUDE HALL

HOUSTON — The National Association of Radio Announcers will unveil Saturday (7) definite policies towards manufacturers at its national annual convention here. Carl Procter, Mercury's Blue-Rock sales manager, on behalf of NARA, announced Friday morning that "there is a vibrant young force in Negro

(Continued on page 10)



BILLY JOE ROYAL, the exciting young singer recently signed by Columbia Records, is off to a flying start with his very first single release for the label. It's "Down in the Boondocks," an immediate smash hit that's climbing right to the top of the charts. (Advertisement)

WMCA, WABC Up as Disk Sales Influence

NEW YORK—As a result of the WINS switch to all news both WMCA and WABC increased their power in influencing record sales, according to a survey of the market this week by Billboard's Radio Response Rating department.

WMCA, of the Straus Broadcasting Group, ranked first, increasing its total points to 54 per cent of the votes. WABC, an American Broadcasting Co. affiliate, benefited mostly, increasing its percentage of votes

from 28 as of August 1964 to 46.

There were resultant changes in the power of the disk jockeys of these two stations to influence the sale of popular single records. Bruce Morrow of WABC scored from the also-rans to take over as No. 1 DJ with 28 per cent of the votes . . . gaining the lofty position mostly because of the departure of B. Mitchell Reed from WMCA, top man last August.

(Continued on page 52)

Record of Absurd Gets Serious Play

By ELIOT TIEGEL

HOLLYWOOD — A record depicting the frenetic plight of society today, written with biting incisiveness by a 19-year-old renegade from surfing music, is gaining acceptance over top 40 stations despite its "controversial" lyric.

The writer is P. J. Sloan and his composition is "Eve of Destruction," sung by Barry McGuire on Dunhill Records. Close to 200,000 copies were sold as of last week. The disk was released July 26.

What is so remarkable about the single is its acceptance by radio stations. During the past two years three other singles of a controversial or sociological nature were refused play by U. S. stations. These disks, labeled un-

acceptable or controversial by American broadcasters were "In the Summer of His Years," a tribute by Millicent Martin to the late President Kennedy on ABC-Paramount, which was covered by Kate Smith on RCA, Connie Francis on MGM, Mahalia Jackson on Columbia and Tony Arden on Decca; "Now," a plea for first-class citizenship for Negroes sung by Lena Horne and released on 20th-Fox and "Ballad of Ira Hayes," depicting injustices to American Indians, sung by Johnny Cash on Columbia.

Dunhill Productions executive Lou Adler, in attempting to explain why "Destruction" has jumped on format station playlists, claims the song is not a protest at all. The writer is

(Continued on page 57)

(Advertisement)



ARTHUR PRYSOCK, Old Town Records' sensational recording star, is swinging with his latest single release, "It's Too Late, Baby (Too Late)," which is heading for the top of the chart. Also a chart contender is his latest album, "A Double-Header With Arthur Prysock" OT 2009, and watch the album that gave you his current hit single, "Intimately Yours" OT 2008, it's really moving. (Advertisement)

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Skeeter Davis
has a new hit single
"Sun Glasses"
C/w "He Loved Me Too Little" - 8642

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Capitol Uses Rotation System at Convention

HOLLYWOOD—Capitol Records utilized a round-robin seminar system to educate and test its sales promotional personnel at its recently concluded national sales convention in Puerto Rico.

Conventioneers were broken down into six groups rotating through six workshops to study and analyze Angel Records, special products, singles, albums and two sessions called sales I and II.

The idea behind the workshops at the Sheraton Hotel was to generate an exchange of ideas between employee.

In the singles workshop, excerpts from six records released weeks before the convention were played with volunteers

asked to identify artist and selection. Volunteers were also solicited to represent rack jobbers, one-stops, dealers and program directors with other volunteers demonstrating how they go about introducing new singles to these segments of the industry. Prizes were awarded the best performances.

New fall single and LP product was unveiled with a strip from "Help," the Beatles new film being shown.

Artists performing at the final dinner-show included Bobby Rydell, Jody Miller, H. B. Barnum, Glen Campbell, Lou Rawls and Mickie Lynn. The Capitol organization was in Puerto Rico Wednesday-Sunday (14-18).

Sizzling Pitch at Liberty Parley

LOS ANGELES—Sell the "sizzle as well as the steak," Liberty Records marketing director Lee Mendell bade distributors at the first Liberty-Imperial-World Pacific national sales convention here (30-31) at the Ambassador Hotel.

Mendell's terse pitch to diskmen attending the label's 10th anniversary celebration-business meeting, stressed the importance of the home entertainment value of phonograph records. The lasting value of an LP must be emphasized, he added. Realistically, however, this is an educational process, Mendell said, which cannot be done overnight.

Yet an informational-educational approach to selling should be "native" to distributor's salesmen. Liberty's growth potential for the future is great, Mendell said, but "accept the responsi-

ties as well as the benefits." The executive charged the conventioneers with expanding their total marketing concepts, including a re-emphasis in the juke box singles field.

Coroprate president Al Bennett estimated Liberty releases around 200 singles and 120-125 albums a year, indicating the company's year-round activity. "Ten years ago 75-80 per cent of all records were singles," Bennett said. "Today it's been reversed."

A doubling of the company's co-op advertising participation with distributors was announced by Al LaVinger, merchandising director. The company has expanded the areas in which co-op advertising may be used to include radio, LaVinger revealed. "We have the bucks . . . we want you to use them," he explained.

La Vinger introduced two members of the expanded art department, director Woody Woodward, and Dick Oliver. Woodward was with World Pacific nine years.

To increase the company's international effectiveness, Ron Kasse, formerly Vee Jay's resident European rep has joined the operation.

In the new product area, the three labels would be releasing a total of 24 LP's during August-September. In addition to the already mentioned artists (Billboard, August 7) packages would feature Les McCann-Gerald Wilson, Gil Fuller-Dizzy Gillespie, Joao Donato, John Barbour, Ravi Shankar, Johnny Rivers, Billy J. Kramer, Jackie DeShannon, Sandy Nelson, Mel Carter, Slim Whitman and the Ojays.

CBA REPORTS

Religious Disks Post General Market Gain

By MAURIE ORODENKER

PHILADELPHIA — As the distribution base broadens, religious records will increasingly become a potent factor in the general record market. This was the firm feeling, based on their own sales figures, by the manufacturers and distributors of sacred and gospel music recordings exhibiting at the 16th annual convention at the Sheraton Hotel here of the Christian Booksellers Association (CBA) from Aug. 1 to 5.

While the largest part of their sales is still among the approximately 1,000 CBA outlets plus the sales registered by the recording artists themselves while on tour, they all find a growing acceptance of the religious records in the general record market.

Bill Jelley, national sales manager for Word Records, of Waco, Tex., said that emphasis is being placed on franchising rack jobbers and independent distributors for its four labels—
(Continued on page 57)

Liberty Celebrates 10th Anniversary



BOB SKAFF, corporate a&r-promotion vice-president, addresses distributors at the Ambassador Hotel. Members of the company's executive staff are at the dais.



BROTHERLY LOVE: Two members from Marnel distributors, Philadelphia, Marshal Verbit, left, and Larry Cohen, second right, meet with marketing director Lee Mendell, second left, and Executive Vice-President Phil Skaff, right.



ROSS BAGDASARIAN, standing second left, stares with disbelief at the "award" presented him for selling \$25 million worth of records. Surrounding him are Liberty executives.



LIBERTY'S NEWEST division general manager, Dick Bock, addresses his network of distributors.



SAUL STAR, of Arc Distributors, Detroit, left, and Rick Frio, Imperial's national sales manager, with Liberty's enchantress, Julie London.



TOP DRAWS Bobby Vee, left, and Mel Carter meet before entertaining conventioneers.



AMOS HEILICHER, Minneapolis distributor, right, with corporate president, Al Bennett.

ABC-Para. and Light To Go Separate Ways

NEW YORK — Enoch Light and ABC-Paramount Records will part company at the end of next month. Light is vice-president of the Grand Award Rec-

ord Co., which produces Command Records, an ABC-Paramount subsidiary label.

Light had built up a reputation as an orchestra leader, record company executive, and innovator in imaginative sound. He has been with the ABC-Paramount organization since 1959, when the label acquired Command, with Light in charge of the label.

As head of Command, he was given a free hand in running the label, and he was responsible for several daring and successful sound innovations.

Light said he will remain in the music and record producing fields and will announce his plans as soon as his employment termination with ABC-Paramount becomes effective.

Larry Newton, who took over the presidency of the label from Sam Clark earlier this year, said Light's successor will be named in two weeks.

He added that the replacement would report directly to him, and that he (Newton) would exercise a large measure of control of the Command label operation.

Roker Promoted

LOS ANGELES — Renny Roker has been promoted national promotion director of r&b for Liberty and Imperial Records and all product of World Pacific and Pacific Jazz.

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Fla. Next for Handleman; Dallas Set-Up Expanded; Income Up 39%



PAUL HANDLEMAN



JOSEPH HANDLEMAN



DAVID HANDLEMAN

By HAL REVES

DETROIT — The move by the Handleman Co. to the West Coast is now official. Moe Handleman, 48, vice-president of the mammoth rack-jobbing firm, will soon move to Los Angeles to set up the branch, as exclusively reported by Billboard last week. (At that time, Joseph Handleman, board chairman, said that nothing had been determined, nor would it be determined until the board met Monday (2).

This week, Handleman said the Los Angeles operation will concentrate on "wholesaling," a euphemism that he uses for "rack jobby," which term he dislikes.

He also revealed that his firm will move into the Florida market for the first time. A branch will be opened in Miami.

Also, Handleman said the company's Dallas operation has been expanded with the leasing of a building to be used in addition to its present facilities.

Sales Up 24

He told stockholders that for the fiscal year ended April 30, the firm reported sales of \$34,932,453, up 24 per cent from the previous year, while earnings climbed 39 per cent to \$1,516,428. Sales prediction for the first fiscal quarter of this year is 15 per cent more than the \$6,074,931 a year earlier.

However, the record business now accounts for two-thirds of Handleman sales, and the increase in the fiscal year amounted to 59 per cent in this department. Drugs and sundries accounted for the rest.

The record business is now on a national basis, while the drug and sundry business is con-

finied to Michigan and Ohio.

All directors were re-elected by the annual stockholders' meeting. In a directors' meeting immediately following the general session, Joseph Handleman, 60, former president, was elected to the new post of chairman of the board. He will devote most of his time to planning and seeking acquisitions.

Paul M. Handleman, 56, former executive vice-president, was named president, and will move here from Cleveland, where he has headed company activities.

David Handleman, 49, former secretary-treasurer, will move up to vice-president and continue as general manager of record operations. Moe Handleman, former vice-president, becomes secretary-treasurer, headquartered in Los Angeles where he will head the new West Coast operations.

Kapp's Fall Album Campaign Shown to Eastern Area Distributors

NEW YORK — New York, Philadelphia and Newark, N. J., distributors Monday (2) were presented with Kapp Records' fall album campaign.

Discount policy for the fall program is 16 free albums with each 100 bought. Dated billing arrangements and special advertising allowances are also available for both dealers and rack merchandisers.

Kapp executives Micky Kapp, Al Cahn and Macey Lipman, holding forth at All-State Distributors here, presented a sight and sound demonstration of the label's 17 LP's, 13 of which are being released this week, with the other four due Sept. 1.

Another 22 distributor dem-

onstrations are being made by Kapp executives this week.

Varied Selections

In addition to albums by the label's two big bread-and-butter artists, Roger Williams and Jack Jones, the line features a selection of comedy, country and British beat.

Set for immediate release are albums by Jack Jones (arranged by Nelson Riddle), Roger Williams and the Do-Re-Mi Children's Chorus. The initial release also includes albums by Hugo Winterhalter, Robertino, "You Don't Have to Be Jewish," by the producers of "The First Family"; John Gart, Jimmy Sedlar, and the Copacabana Orchestra and Chorus.

Four of the 13 releases will

be country. These feature Billy Edd Wheeler, an LP featuring various artists, Warner Mack, and the stars of the WGN "Saturday Night Barn Dance." The entire cast of the last-named release was signed by Paul Cohen, Kapp's Nashville a&r chief.

The last four packages—set for Sept. 1 release—feature the Searchers, the Waikikis, the Boss Guitar and the Greenwood County Singers.

Ad Campaign

An extensive advertising campaign, which is expected to run about \$300,000 in advertising allowances, includes a special mat magazine which has headlines, body copy, album cover reproductions and prices. Page perforations enable the dealer to make up his own advertisements.

Colorful litho books and sales tip inserts are available for distributors, and distributor salesmen will receive complete album samples at their homes.

Special product selections will be sent dealers and rack jobbers, and a merchandise aid series will be available for retailers.

Disk Jockey Mailings

The label will send mailings to disk jockeys, supplemented by station mailings from distributor promotion men and from the Kapp field promotion staff.

Distributors were asked to show the Kapp sight-and-sound presentation, which traces the history of the label and explains the fall program in detail, to dealers in their areas.

Beatles' 'Help': Album Gets Initial Pressing of Million

NEW YORK — An initial pressing of 1 million albums, reportedly the largest single order in the history of the business, is in the works for "Help!" the Beatles album scheduled to be released by Capitol Records when the United Artists film of the same name opens Wednesday (11).

A previous Beatles album, "Beatles VI," had an initial pressing order of 500,000.

The film will be accompanied by a publicity barrage calculated to blast the American public out of its homes and into the movie houses.

In New York, Murray the K will introduce the British group on his hour-long Channel TV show Saturday (14). The show will be televised in 40 major markets.

The evening after the telecast, the Beatles make their much-heralded appearance in New York's Shea Stadium.

Gary Stevens, WMCA disk jockey, is conducting a "Beatles Stakes" contest, with tickets to the Shea Stadium concert as prizes. Here's how it works:

From 7-11 p.m., during Stevens' show, fans telephone the jockey, guess which Beatle will be talking to them next. Tapes of individual Beatles will be played on the program. Those who make the correct predictions get pairs of tickets to the concert.

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Editor-in-Chief Lee Zhitto
Editors Paul Ackerman,
Aaron Sternfield, Nick Biro

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

Department Editors, Chicago
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Coin Machines Nicholas Biro
Ass't Coin Machines Ray Brack

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International Offices
European Office Andre de Vekey, Dir.
15 Hanover Square, London W.1
HYde Park 3659
Cable: Billboard London
Brazilian Office Sylvio Cardoso
Apt. 1237, 460 Praia de Botafogo
Rio de Janeiro 26-2535
Argentine Office Ruben Machado, Dir.
Lavalle 1783, Buenos Aires

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LONGEVITY KING: Bill Tallant (with crown) is congratulated upon completing 20 years with Capitol Records by Stan Gortikov, right, distributing corporation president, and Voyle Gilmore, a&r vice-president. A special party was tendered Tallant, Capitol's national sales manager in the company's Hollywood headquarters.

The action starts with Columbia singles!

**"A Card for My Baby" c/w
"Midnight Prowler" 4-43350
by Len and Glen**



**"Goodnight, Irene" c/w
"Stop, Look, Listen" 4-43359
by Linda Gayle**



**"Must I Tell You (I Love You)" c/w
"Miss You So" 4-43351
by The Liverpool Set**

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Clive J. Davis Made Room at Top



NEW YORK—Clive J. Davis, a 33-year-old lawyer, has emerged at the top echelon of both the Columbia and Epic labels, reporting directly to Columbia's President Goddard Lieberson, following Lieberson's realignment of his firm's executive staff (see Billboard, Aug. 7). Thus, as Columbia's administrative vice-president, Davis is responsible for providing over-all direction to both labels and thereby becomes the industry's youngest major label executive in a top slot.

Davis joined Columbia a mere five years ago and became its general counsel six months later. That five-year span, however, coincided with one of telling significance in the history of the company.

From a unique vantage point, Davis was able to observe and participate as a lawyer in such major matters as the Federal Trade Commission's record club hearings, Columbia's full-scale invasion of the international market with wholly owned subsidiary labels based in the various countries, the firm's price stabilizing "Age of Reason" stand (formulated by Bill Gallagher, who has just moved up to a higher Columbia post), its entry into the music publishing field, the start of a major diversification program with the ac-

quisition of the Fender Guitar Co., to name a few.

These milestones in Columbia's growth, coupled with the usual record company lawyer's exposure to artists' negotiations and contracts and acquisition of original cast rights to Broadway productions, served to hone Davis' knowledge of the intricacies of the music-record industries.

Prior to coming with Columbia, Davis served for three years in Judge Samuel Rosenman's law firm of Rosenman, Colin, Cotin, Kaye, Petscheck & Freund, the firm which represents Columbia. While there, Davis devoted his talents to general corporate matters rather than as a trial lawyer. Among the firm's entertainment industry clients with whom Davis was directly involved was Columbia Artists Management, Inc. This experience further helped to broaden his grasp of the artist's facet of the record business.

When asked, Davis recalls that his deep interest in the music-record fields dates back to his college days. While in school, he was intrigued by copyright law, and delved extensively into it in his studies.

He is a Phi Beta Kappa graduate of New York University where he received his B. A. degree magna cum laude and was

graduated in 1956 from the Harvard Law School with high honors.

This unceasing interest in industry affairs was clearly evident during his five-year period as Columbia's lawyer. Davis was seen as a regular observer at various industry gatherings, such as the NARM convention, ARMADA meetings, and other affairs. Frequently, he was the only record company lawyer seen at these functions.

Davis explains his desire to be present at such affairs by stressing his firm conviction that "a lawyer should never live in a vacuum, but become a part of the very fabric of the field in which he is active. Talk to dealers and distributors, and work with artists. Know them and understand. Learn their problems, and one can be in a better position to find a solution."

When asked why Columbia Records was blessed with a predominance of lawyers in its key executive positions (Norman Adler, Neil Keating, Harvey Schein, Walter Dean), Davis had a twofold answer: Perhaps the study of law tends to discipline the mind without stifling creativity and thereby serve as ideal basic training for an executive. And then, with characteristic mild humor, he said that lawyers are used to working long hours. "It comes from working late into the night, tackling legal problems without the thought of watching the time. The record business, by its nature, is not a 9 to 5 business."

In meeting Davis, one is struck by his youth, his mild manner, and his penetrating knowledge of the industry. He has a no-nonsense, straightforward, inoffensive directness in his conversation, tempered by good humor.

His favorite time diversions include the theater ("I never seem to get enough of it"), books and sports. He lives in Manhattan, forsaking the commuter's lot when he moved a year ago from Roslyn, N. Y. He is the father of two children.

Forest Hills a Smash



The Forest Hills Tennis Club has become the New York City summer showcase for the nation's top entertainers.

Six years ago, tennis player Bill Gruman had the brilliant idea that the beautiful tennis stadium with its 15,000 capacity would be a perfect place to present the nation's top talent. The promotion-minded tennis officials agreed, providing the playing surface (lush bent grass) would be protected. Thus the Forest Hills concerts became a reality.

During the past six years, Gruman and his associates, Don Friedman and Ron Delsener, have played the top names. During a recent three-night engagement, Frank Sinatra and Count Basie drew a capacity 45,000.

The facilities of the Tennis Club, and all the necessary arrangements, lights, sound, guards, etc., cost \$17,000 for one evening's engagement. This does not include any talent costs. Thus it becomes necessary to buy the services of the best performers and to promote the attractions in an expansive way.

Lest anyone believe the life of a producer is easy consider Saturday, July 31.

A sold out house is on hand. The concert stars Trini Lopez, Stan Getz and Woody Allen; emcee is William B. Williams. At 8 p.m. producer Don Friedman learned that Stan Getz' plane from Japan has been delayed and he will be unable to appear. Here is how the cool Friedman and his staff handled the matter.

8:15—Friedman phones Herbie Mann who lives in the neighborhood and is appearing at New York City's Village Gate. Can Herbie round up his musicians and fill in for Stan Getz. Herbie says he will do his best.

8:45—William B. Williams brings on Woody Allen as the opening act. Woody kills the people for 30 minutes.

9:15—Woody is off.

9:16—Intermission is called.

9:20—Herbie Mann arrives and says he was able to reach five of his seven musicians and they are all en route.

9:30—Woody Allen and his manager agree to help out. Woody goes on again after William B. levels with the crowd on Getz' delay.

9:45—Woody exits. William B. tells the crowd Herbie Mann will substitute for Getz. Crowd reacts enthusiastically. Herbie Mann greets the crowd with the comment, "Right before your eyes this band will get bigger." Four more musicians arrive.

9:50—The vibes and last musician arrive—Herbie's group has already grabbed the audience.

10:15—Herbie Mann and his group complete a sensational set.

10:20—Trini Lopez on stage, moves the people (See review elsewhere in this issue).

11:20—Concert over and a good time was had by all.

Barbra Streisand, Johnny Mathis and Bob Dylan will appear in successive weeks at Forest Hills to wind up this season's events.

Val B. Cook PUBLISHER

NARAS Maps Membership Move

HOLLYWOOD—An all-out campaign to snare the rock 'n' roll-contemporary music fraternity for membership in the L. A. chapter of National Association of Recording Arts and Sciences (NARAS) is envisioned by Dave Pell, energetic new chapter president.

Pell and other members of the local chapter feel that the contemporary record scene has hardly been recognized by the Academy. The young people working in the current trend of music feel outside NARAS, Pell explained and he plans to entice them into joining the Coast chapter.

Meetings of a "conversational" nature on a regularly scheduled basis to involve tradesters working with top 40 records is one means by which Pell hopes to actively interest producers who heretofore have not felt NARAS cared about them.

Fuller Label

TAMPA, Fla. — Fuller Records has been formed here as a wholly owned subsidiary of Charles Fuller Productions. The label will be headed by John R. Brumage, chief recording engineer for the parent company.

"There is a driving need for the Academy to recognize today's contemporary music," Pell said after chairing his first board of governors meeting last week. We've always had classical and other representation but we don't have the young people

Price Appoints Chi. MGM Staff

CHICAGO—The new MGM factory-owned outlet will be opened for business at 1112 South Wabash Avenue here. The distributorship, headed by



PRICE Morrie Price, formerly the label's merchandising director, has named a new staff to run the operation. It consists of Paul Baio and Berle Hyman in sales, Glen Miller in promotion, and Andrew Edwards and Earl Butler in shipping. Harold Weiss, who had worked with James Martin, the previous distributor, is shipping foreman. Elizabeth Martin is secretary.

working in today's record business. The record academy should be where the record business is."

Another area Pell's chapter is concerned about is simplifying and revamping the 47 categories of Grammy awards. "There are only two categories out of 47 which recognize rock 'n' roll and rhythm and blues," Pell said. The new president added he would seek to engender enthusiasm among all chapters for reducing the number of awards and also having members of each separate craft select categories and nominations. This is the mode of operation at the motion picture academy.

"Having members of a craft vote is the answer to having wrong records nominated and made winners," Pell explained. Next year's awards banquet has been set in March instead of April-May as was the case in past years.

In order for West Coast ideas to have fruition, NARAS chapters in New York, Chicago and Nashville have to agree and ask the national board to act on the suggestions. "We're hoping in the future to be able to come up with some answers for our ills," Pell noted.

NOW...SONNY HAS A HIT OF HIS OWN...WITH A POWERFUL MESSAGE!



LAUGH AT ME

Atco 6369

Arranged and Produced by: **SONNY BONO**
A YORK-PALA Production
Chas. Greene/Brian Stone

THE SHINDIG PICK OF THE WEEK!
Watch Sonny perform it August 11

WHY CAN'T I, BE LIKE ANY GUY
WHY DO THEY TRY TO MAKE ME RUN, SON OF A GUN
WHAT DO THEY CARE, ABOUT THE CLOTHES I WEAR
WHY GET THEIR KICKS FROM MAKIN' FUN
THIS WORLD GOT A LOT OF SPACE
AND IF THEY DON'T LIKE MY FACE
IT AIN'T ME THAT'S GOIN' ANYWHERE
SO I DON'T CARE
THEN LAUGH AT ME,
IF THAT'S THE FARE I HAVE TO PAY TO BE FREE
THEN BABY, LAUGH AT ME
AND I'LL CRY FOR YOU
AND I'LL PRAY FOR YOU
AND I'LL DO ALL THE THINGS
THAT THE MAN UPSTAIRS SAYS TO DO
I'LL DO 'EM FOR YOU, I'LL DO 'EM FOR YOU
IT'S GOTTA START SOMEPLACE
IT'S GOTTA START SOMETIME
I'LL MAKE THAT OTHER CHEEK MINE,
AND MAYBE THE NEXT GUY, THAT DON'T WEAR A SILK TIE
HE CAN WALK BY AND SAY HI, SAY HI, INSTEAD OF WHY

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Words and music by Sonny Bono

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Atco 6359

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FIRST LP
LOOK AT US
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Sub-Distributor Reaction to the Columbia Statement

CHICAGO — Columbia's warning that it would discontinue selling to subdistributors who solicited its full-line accounts produced reactions ranging from anger to outright indifference among rack jobbers in the Midwest.

Howard Rosen, Mid-America here, said he wouldn't blame Columbia for feeling the way it did if racks simply utilized their functional discount to steal Columbia's accounts.

"However, what about the many discount stores that were developed into full-line accounts by racks such as us," Rosen said. "Columbia's letter leaves us very confused. It appears Columbia wants to put itself in the position of choosing what accounts it should sell direct."

Varied Reactions

Rosen said that about 75 per cent of the rack jobbers in the country were selling and subsisting on the type of accounts the diskery seemed to be talking about.

Jim Tiedjens of Musical Isle, Milwaukee, said simply that he threw the letter in the wastebasket—mentally and physically. "I don't think it will have any effect on us," he said.

"If a customer wants to do business with a record merchant who gives him complete service, what are we to do?" Tiedjens asked. "You can't tell people who to do business with."

Don Zimmerman, All Records here, said he didn't think the letter would affect his business at all. All specializes in r&b and jazz lines and often shares an account with other rack jobbers who handle pop product.

Accounts Solid

"Our accounts are solid, and as far as Columbia goes, we don't solicit theirs," Zimmerman said.

Amos Heilicher, head of J. L. Marsh Co., Minneapolis, (also one of the Midwest's biggest distributors, one-stops and retail store chain owners) said that a large department store is better off doing business with a firm that can give it diverse product, proper spread and exposure of all lines in proportion to the value of each line.

Heilicher noted his large rack operation had everything on computers. "We receive a constant analysis of each of our

stores. We can pick what they need."

Heilicher said that distributors tended to load an account—"my distributing company is no exception."

Never Closed to Buy

"With our rack jobbing company, there is no such a thing as having a retail account 'closed to buy!' We give daily replacement. The account need never be out of hits merely because an inexperienced buyer loaded up on merchandise and has no money to spend for 90 days."

Heilicher said that in the long run a company such as Columbia would benefit by doing business with rack jobbers. A few racks may "cream"—we don't, Heilicher said.

A spokesman for Columbia's branch here said it had received little comment from subdistributors. "We only received two calls that I can recall—and both were simply requests for more information. We're not trying to get rack jobbers to stop selling accounts they have built up—we don't want them to take away the full-line people we have."

Randy Wood Forms Mira

LOS ANGELES—Mira Productions has been formed by Randy Wood, former president at Vee Jay Records. His staff is comprised of several other ex-Vee Jayites including national sales chief Bill Siegel now general manager, George Steel handling regional sales-promotion and Pam Burns secretary-assistant.

First single released is "Too Many People" by the Leaves. National distribution is through independent outlets, with Clef the local representative.

First r&b single picked up by Mira for distribution is "Country Style" by Dorothy Williams from the Nashville-based Bandstand USA label.

Mira plans becoming involved in all facets of the music business, Wood said. Offices are at 9145 Sunset Boulevard.

Spindle Formed

KANSAS CITY, Mo.—A new company, Spindle Records, has been formed here and has cut an initial eight sides in Nashville under the direction of Bill Justis at the new RCA Victor studio.

Cap. Shuffles Finance Staff

HOLLYWOOD—Capitol has made eight appointments in the financial division. Allen W. Murphy has been named national plant controller, handling functions for the label's three pressing plants. He was formerly senior staff auditor.

James Fallon has been named director of data processing and James Dougherty has joined the company as director of corporate taxes. Fallon held a similar post for six years with the County of Orange, California. Dougherty was formerly an attorney in Orange County.

General controller Eugene Mueller also announced the following organizational staff changes within the company: P. Vaughn Burdick, executive staff assistant; Lloyd Haw, director of cost-price analysis; John Macedo, director of corporate accounting; Neil Kelly, general auditor, and Thomas Davis, manager of central data processing.

Mehegan Volume Offers Jazz Piano Analysis

NEW YORK — Jazz pianist-teacher John Mehegan's book, "Contemporary Piano Styles" (Watson - Guptill Publications, New York) is the fourth in a series of volumes in which he continues the development of his unique approach to jazz theory and improvisation for the piano. He has taken the individualistic harmonic and rhythmic devices employed by the outstanding artists of jazz history and blended them into a comprehensive system.

The "art" and "experiments" of these artists now emerges as a co-ordinated science and is here presented as a learned study for exploration by the advanced music student interested in jazz improvisation. It will inspire any musician to develop his musical talents both intellectually and artistically.

In this volume, the author analyzes and illustrates in full detail two forms of voice structures which constitute the basic textual sound of contemporary jazz. The first is derived from

the classical works of the 19th century; the second from the 20th century modern composers. He explains and illustrates, using all keys, how their voicings are used in the left hand to support a given melody or an improvised line in the right. He concludes each lesson with an illustration of a base line to a popular song.

In Section II, Mehegan demonstrates for the solo pianist, root voicing patterns in both forms, using simple and compound syncopation, block chords and left hand arpeggiation.

Section III outlines "comping" or accompaniment through the different jazz periods. There are illustrations of a rhythmic section for the period prior to 1930; from 1930-1940; and to the present day. The book features an inner spiral binder to help it remain open on a piano music stand.

This volume should enjoy a healthy market in the jazz piano educational field.

JOAN DIAL

Turntable's 1st Product: Susan King, Smith Disks

NEW YORK—First product to be released by Turntable Records, new indie label in which retailer Sam Goody is the major stockholder and Sylvia Langler, vice-president, are singles by George Smith and Susan King.

Smith, who was lead singer for the new Ink Spots, does "I've Had It," backed with "When Love Turns to Pity."

Miss King makes her debut with "Drum Rhythm," backed with "You Got Me in a Fix."

Other artists under contract to the label include Vince Carey, Bobby Harris, Gay Jamison, George Smith and Susan Rafey.

Goody, who operates seven retail outlets in the New York City area, will also exercise an a&r function with the label—applying his general knowledge of the selection of sides to be released. The label is also setting up ASCAP and BMI publishing firms; the BMI firm is titled Tru Green Music.

Miss Langler was formerly associated with National Rec-

ords years ago and played a part in the introduction of Billy Eckstine, Ames Brothers, the Ravens and other noted artists. Miss Langler stated the label is open to contact by indie producers who wish to negotiate deals on masters.

Producers who have already furnished sides include Earl Robinson, Larry Lucie, O. D. Jamison, Robert Banks and others.

The distributor set-up includes the following: Southland, Atlanta; Mutual, Boston; Mangold, Charlotte; Four State, Cincinnati; Cleve-Disc, Cleveland; United, Houston; B&K, Dallas; Jay Kay, Detroit; Harold Lieberman, Minneapolis; Southern Record Distributors, Nashville; Dave Rosen, Philadelphia; Schwartz Bros., Washington; Hamburg Bros., Pittsburgh; Roberts, St. Louis, and others of similar strength.

Atl.-Atco Distrib Sales Parley Set

CHICAGO — Atlantic and Atco Records distributors will hold sales meetings here Sept. 10-11 at the Continental Plaza Hotel. New Product and the fall sales plan for the two labels will be introduced.

Atlantic-Atco brass on hand for the meetings will include Ahmet Ertegun, Nesuhi Ertegun, Jerry Wexler, Bob Kornheiser, Len Sachs, George Funness and George Bodansky. Milt Ross, Clarion Records, will also attend.

The meetings begin after the National Association of Record Merchandisers' convention ends.

New 4 Corners LP's

NEW YORK—Four Corners Records in distributor meetings here and one on the West Coast have introduced five new albums in its fall release schedule. The artists include the Gunter Kallmann German Chorus and Orchestra, Francois Hardy, Sergio Franchi, Philip Dante and His Orchestra and Kyriakos and His Orchestra.

J. Gabler Dies

NEW YORK—Julius Gabler, founder of the noted Commodore Music Shop, and father of Decca r&b executive Milt Gabler, died Wednesday (28) here. Services attended by many in the industry were held Friday (30) at the Riverside Chapel. Besides Milt, he is survived by two daughters, two other sons and 13 grandchildren.

Five Impressions Change Name

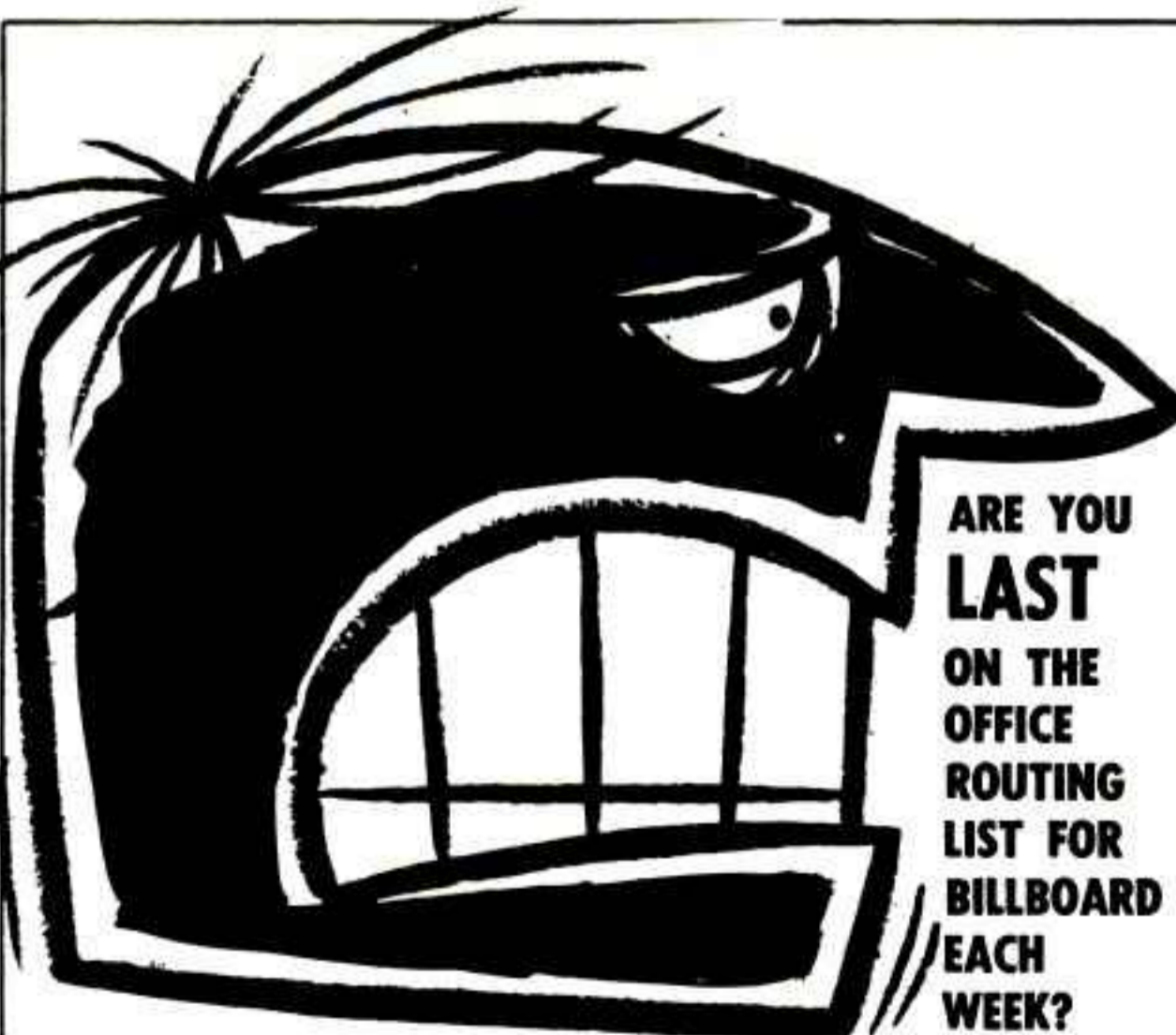
CHICAGO — The Five Impressions, a Benton Harbor, Mich., group whose "Little Miss Sad" hit the WLS playsheet last week, changed their name to the Five Empees. The group's single, on the Freeport label, is being handled by local disk veteran Irv Garmisa and Fred (Buddy) Brown, an attorney.

Garmisa said the disk sold 18,000 copies in Chicago, Indianapolis and Milwaukee, and is now being offered nationally, with six distributors named.

STEVENSON LP RELEASED BY MGM RECORDS

NEW YORK — MGM Records last week released "The Voice of the Uncommon Man," an album of speeches by the late Adlai Stevenson. One side of the album covers Stevenson's campaign speeches, while the other is devoted primarily to his United Nations years. Linking narration is delivered by Alexander Scourby.

The album is accompanied with a four-page illustrated booklet containing President Johnson's eulogy, an editorial from the NXEW Republic and a Walter Lippman column.



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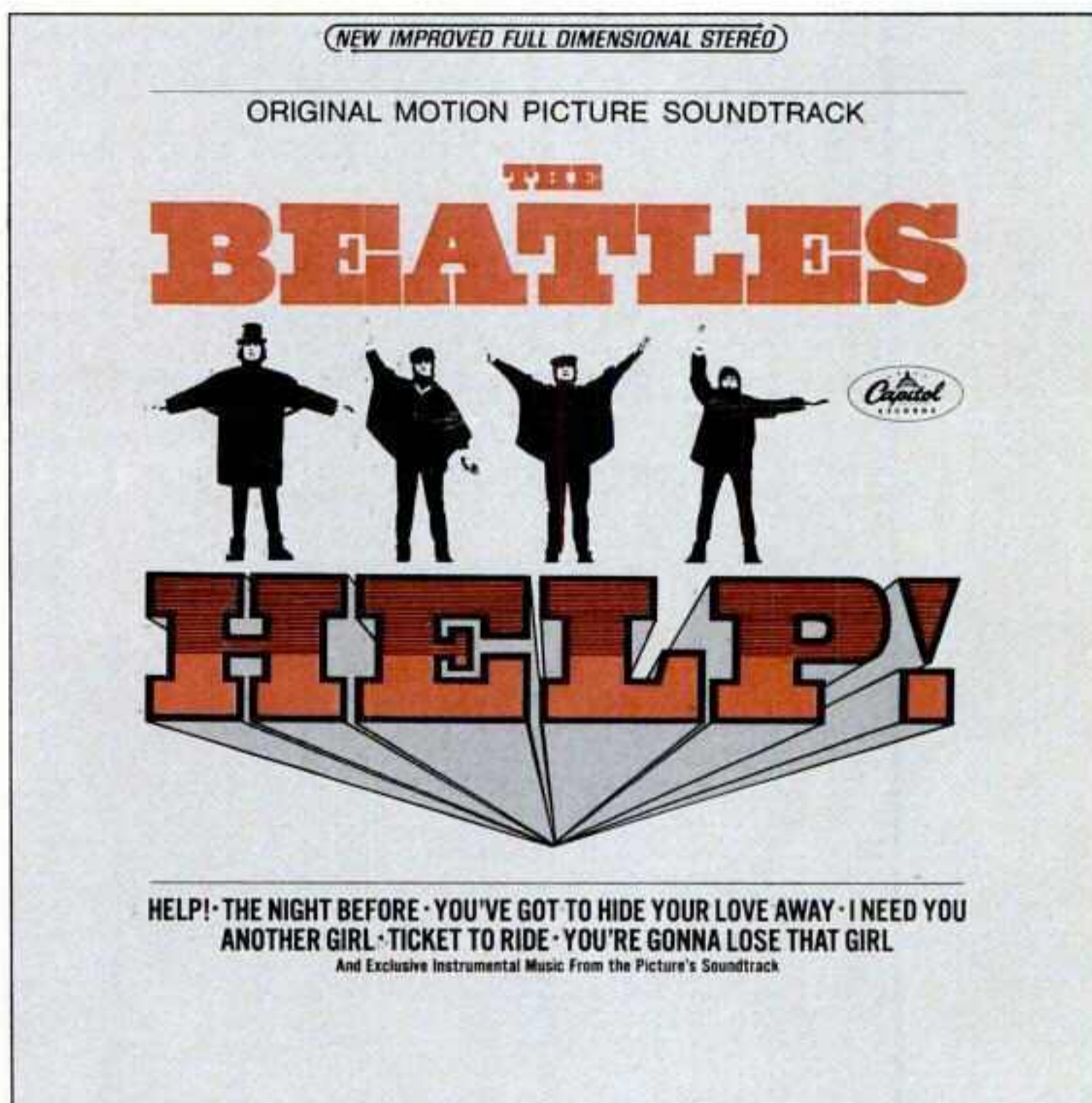
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THE
SOUNDTRACK
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AIRPLAY BEGINS: AUGUST 9!
NATIONAL RELEASE: AUGUST 13!



SMAS-2386



FROM THE BEATLES!

NARA Asserts at Its Parley: Going to Cook

• Continued from page 1

radio making its move. From this moment on, NARA is going to cook.

Indications late Friday were that a NARA splinter group, calling itself "The New Breed," was at work behind the scenes to oust the present control of the organization, and lead it in a more dynamic direction.

Philadelphia deejay Del Shields was to present the new group's program at a luncheon Saturday to be hosted by MGM. Some of the points the group will propose: establishing job security and a national minimum wage base, an employment bureau, opening a permanent NARA office (New York City

recommended as the headquarters base). The group's primary criticism of the present operation is that NARA is active only during convention times, and remains dormant throughout the year.

A fact-finding committee searched for new policies Wednesday, Thursday and Friday here in an effort to improve the association's image, however, the NARA program was aimed at internal improvements as well as a new image.

Members Thursday at the 10th annual meeting—the first held in the South — voted to elect a 15-man committee.

In the running for president were Ed Wright of WABQ,

Cleveland, and Chuck Jackson, KFOX, Los Angeles. Wright was considered to be top contender as of Friday night.

In addition, NARA will increase its vice-presidents to four. The executive vice-president and the president will be members of the 15-man governing committee.

Largest Ever

The six-day convention is the largest ever held by NARA, according to Mrs. Novella Smith of KPRC, Houston, committee co-ordinator. She said about 400 DJ's had registered in advance plus 200 record men. As of Thursday night, only about 150 had registered, but the big crowd was expected Friday when disk jockeys get off for the weekend.

One of the speakers Thursday afternoon was "Voice of Gemini" Paul Haney, public Affairs Officer of the National Airspace Administration. Chuck Chellman of Monument Records, vice-president and director of marketing, announced that Sound Stage 7, a Monument subsidiary, will be heavily oriented to r&b. The label—comparatively new—has had many successful pop records. Chellman said that the first r&b release on Sound Stage 7 will be out in two or three weeks. Among the artists signed are: Roscoe Shelton, Sam Baker, Lattimore Brown and Bob King. Chellman also announced that Sound Stage 7 and Monument would sponsor an annual scholarship whose recipient will be selected by NARA's board of directors and presented annually at the NARA convention.

Special Awards

Procter and Decca's Lenny Salidor received special NARA awards Friday afternoon.

Andrew E. Dalton, of WEUP, Huntsville, Ala., and general



DON ROBEY, head of Duke-Peacock Records, and Mrs. Novella Smith, of KPRC, National Association of Radio Announcers convention chairman, look over the shoulders of Houston DJ's Bob Garner and Al Garner, left. The disk jockey team was preparing to launch the KYOK-Radio "Bob and Al Show." Bob Garner is also in sales-promotion for Duke-Peacock.



HOUSTON MAYOR LOUIE WELCH welcomes convention members of the National Association of Radio Announcers to town. From left, are the mayor; Al Garner, of KYOK, Houston; Bill Summers, of WLOU, Louisville, NARA chairman of the board; Ken Knight, of WRHC, Jacksonville, Fla., NARA treasurer, and Jack Gibson, Tamla-Motown Records promotion man.

manager Paul Hoy of KYOK, Houston spoke Friday. Most of the convention seemed to be taken up with backstage wheeling and dealing and entertainment. Johnny Nash was one of the entertainers Thursday night at a cocktail party-dance held by Scepter-Wand Records.

Duke-Peacock, Vee Jay and Constellation scheduled a show Friday night that was to include such stars as Bobby Bland, Jerry Butler, Junior Parker, Joe Hinton, Gene Chandler and O. V. Wright, the Ovations, Jimmy Washington, and others.

A NARA benefit show, slated for Sunday, was to include such artists as Jackie Wilson, James Brown, the Marvellos, Mary Love and others. Brook Benton had to cancel his appearance be-

cause of the death of his brother Alfred Teay, 36, who died Wednesday.

Disney Backs Bid

• Continued from page 4

could hide the notice in a musical part" and still claim it was a "reasonable position" under the proposed broad language of the 1965 bill. Also, they think derivative works claiming copyright should point out which is new, and which public domain material, for the benefit of users.

Senate hearings scheduled to open last week were canceled in mid-week due to pressure of apportionment legislation floor action. No new date was set as of Billboard's deadline.

The Great Scots
**"GIVE ME
 LOVIN"**
 From Nova Scotia,
 Canada comes a
 new sound...
 a new  hit single
 introduced on
 "Shindig," August 4th.

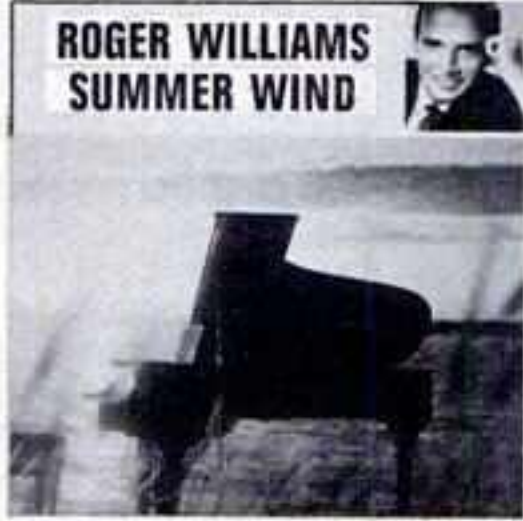


The Fastest
 Growing Name
 in Recorded
 Entertainment.



KAPP IS PRODUCT FOR PROFIT

(PHASE I)



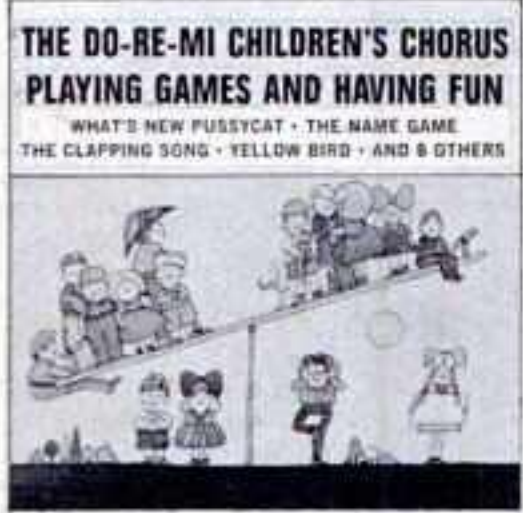
Kapp is: The Piano
SUMMER WIND AND YOUR SPECIAL REQUESTS
 Roger Williams
 KL 1434; KS 3434

A delightful collection of current hits and the favorites of Roger's fans, with his exciting piano interpretations blended neatly with the Harry Simeone Chorale. For the first time, these two talented artists are together in a fabulous LP highlighted by SUMMER WIND.



Kapp is: Great Ballads
 there's love
& THERE'S LOVE
 Jack Jones
 KL 1435; KS 3435

Jack Jones, the new vocal king, sings a collection of the great love songs, magnificently arranged by Nelson Riddle. Hits include "True Love", "Embraceable You", "Young At Heart", "And I Love Her", "Tenderly".



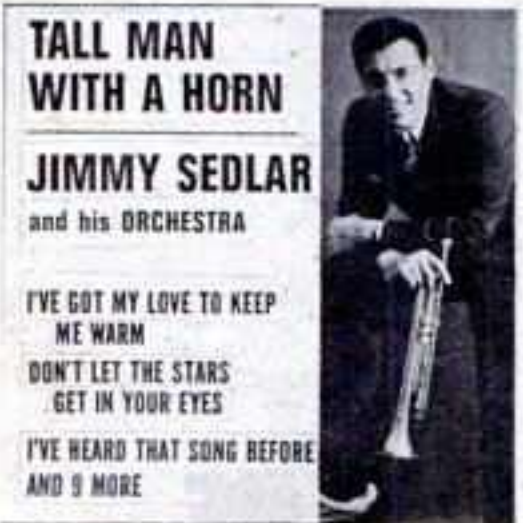
Kapp is: Young Artists
PLAYING GAMES AND HAVING FUN
 The Do-Re-Mi Children's Chorus
 KL 1438; KS 3438

Warmth and appeal that fill the void between the end of the kiddie market (age 6) and the start of the pop-rock market (age 10).



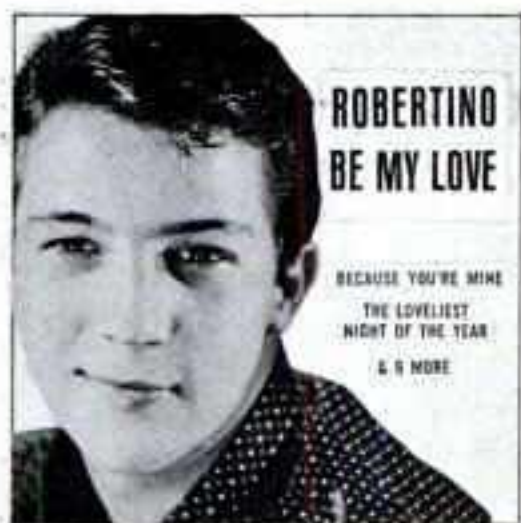
Kapp is: Hits
THE BIG HITS OF 1965
 Hugo Winterhalter
 KL 1429; KS 3429

The current hits concept and a proven album hit maker combine in this listenable—and saleable—new album. Big hits like "Red Roses For A Blue Lady", "Goldfinger", "Downtown" and "King Of The Road". The past has shown the strength of the buying market for "Hits" LPs of this type.



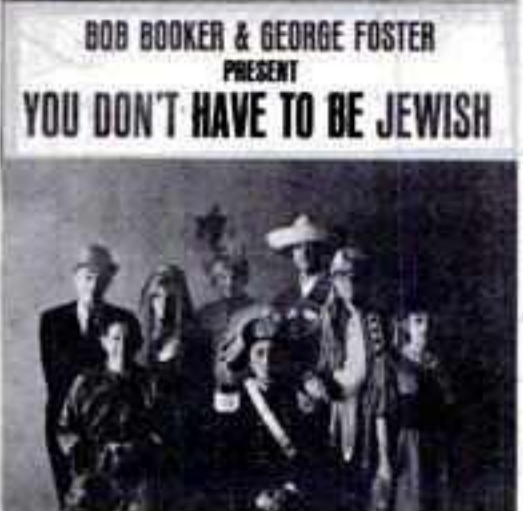
Kapp is: The Trumpet
TALL MAN WITH A HORN
 Jimmy Sedlar
 KL 1441; KS 3441

Exciting, clean trumpet sounds in numbers like "Memories Are Made Of This", "I've Got My Love To Keep Me Warm" and "Ballerina", from a man with the personality and the talent to go places in a big way. This combination of assets plus tremendous mass merchandising and promotion should produce a new star.



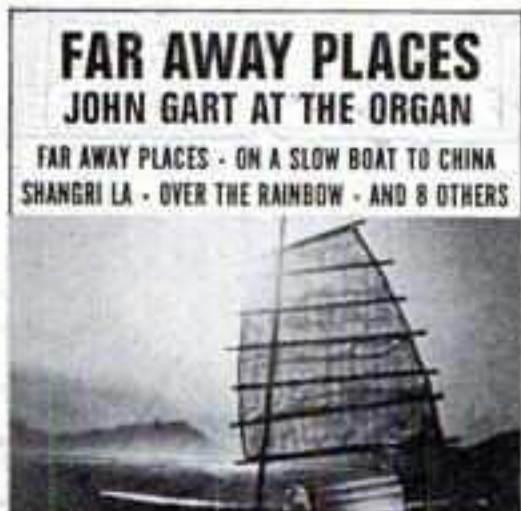
Kapp is: International
BE MY LOVE
 Robertino
 KL 1436; KS 3436

A powerful artist who's never failed to make money, sings six Italian and six English language songs, including the new hit "Two Different Worlds". With 30,000,000 Italian-American families in the United States, no wonder there is such a consistent market for this product.



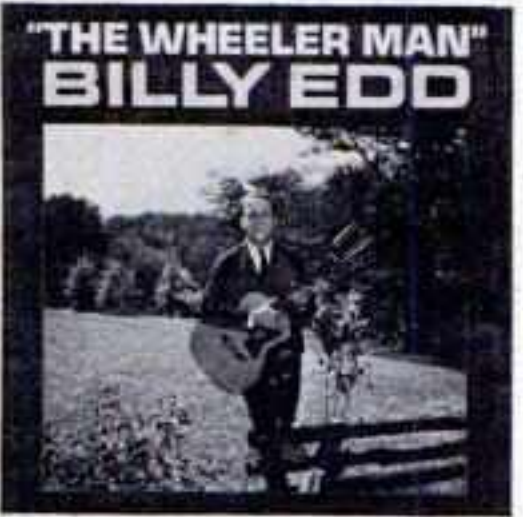
Kapp is: Comedy
YOU DON'T HAVE TO BE JEWISH
 KRL 4503; KRS 4503

A wildly funny new album by the writers and producers of the famous "First Family" album, performed by Frank Gallop, Jack Gifford, Lou Jacobi and others. You truly don't have to be Jewish to enjoy this LP; neither do your customers.



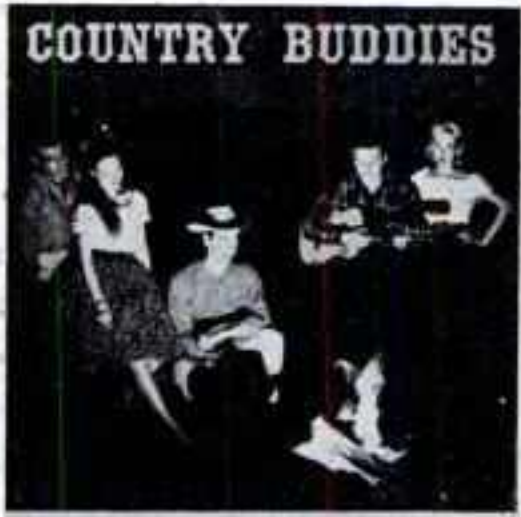
Kapp is: Home Sweet Home
FAR AWAY PLACES
 John Gart
 KL 1430; KS 3430

Songs for your musical travelogue of the magic far-away places, including great songs like "Caravan", played by America's favorite Hammond organist. Organ music and organ album sales are basic to the record industry.



Kapp is: Great New Artists
THE WHEELER MAN
 Billy Edd Wheeler
 KL 1443; KS 3443

The wonderfully clever country-pop-folk writer-singer now comes into his own! One of the most talented new entertainers in many a year sings "The Waltz Of Miss Sarah Green", "Politician's Dog", "It's A Shame", and other top tunes.



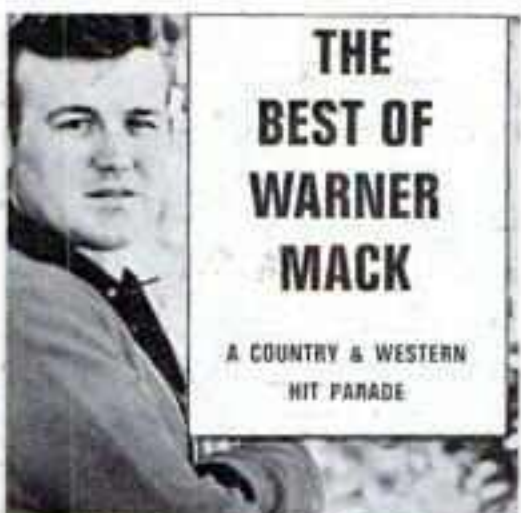
Kapp is: Country Hits
COUNTRY BUDDIES
 KL 1445; KS 3445

The top names in Kapp's country catalog, Billy Edd Wheeler, Patsy Cline, Warner Mack, Hugh X. Lewis, Glen Garrison, Maybelle Carter, Buzz Ray, Freddie Hart and Dick Flood, with their most appealing sides. Sure-fire appeal and sales to the buyer of Country & Western music.



Kapp is: Country & Western
SATURDAY NIGHT AT THE OLD BARN DANCE
 KL 1442; KS 3442

All-time great country music by the entire cast of WGN's famous country barn dance troupe. More than 75% of the viewing and listening population of the United States has been exposed to the fun and pleasure of this famous show.



Kapp is: The Nashville Sound
THE BEST OF WARNER MACK
 Warner Mack
 KL 1440; KS 3440

A dozen of the best country tunes done by Warner Mack, currently an extremely hot chart artist, including "Four Walls", "Walk On By", "Crazy Arms", "Send Me The Pillow You Dream On". Consistency in sales are always present in Country & Western product.



Kapp is: Latin
CARNIVAL IN RIO
 Orchestra Copacabana
 KL 1446; KS 3446

A dozen of the exciting "Carnival" songs from gay and colorful Rio, done by the famous Orchestra Copacabana. No American imitation comes close to recreating the true Latin flavor as heard in this LP.

Kapp is: People

Kapp is: Product

Kapp is: Reputation

Kapp is: Quality

Kapp is: Catalog

Kapp is: Sales

Kapp is: Merchandising

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This is the greatest sales promotion and advertising program in our history.
Contact your local distributor for details.





EPIC RECORDING ARTIST COMEDIAN GODFREY CAMBRIDGE autographs his albums at Stern's department store, New York, where he spent Monday (26) promoting his LP's "Ready or Not—Here's Godfrey Cambridge" and "Them Cotton Pickin' Days Is Over."

Carol Sloane Getting A New Image by Col.

By ELIOT TIEGEL

NEW YORK—Carol Sloane is now being groomed in a new career by Columbia Records as a pop vocalist. For the 28-year-old singer, her new pact with Columbia offers her a second chance at record stardom. From 1961-1963, she was an aspiring jazz vocalist with the label after quickly being snared as a result of a Newport Jazz Festival performance.

"I wanted to be a musician's singer then," Miss Sloane said. What concerns Carol these days is working toward the sustaining power of such performers

as Peggy Lee, Ella Fitzgerald and Eydie Gorme.

Miss Sloane admits that her first recording career developed too quickly, but now she's ready to face the difficult task of reaching mass audiences.

"I know myself much better now than I did two years ago," she said. Carol's attitude regarding a show business career is that it could take her years to gain stature.

Her career at Columbia is being guided by two a&r men, John Simon and Ernie Altshuler. Her first pop single, now getting airplay on Top 40 stations, is "Music," written by Tony Hatch and arranged in a contemporary fashion by Marty Manning.

During her first go around with Columbia, she recorded two LP's, none of which filled the company's expectations. Carol says she knows where she went wrong and is now tackling singing with somber earnest. When her contract ran out with Columbia, she quietly withdrew from the record industry, but kept working in clubs and doing TV-radio shots.

For the past several years she has appeared regularly on NBC-TV's "Tonight" show and CBS-Radio's "Arthur Godfrey Time."

"My ultimate projection," she said, "is for people 10 years from now to say 'I remember this little girl'. . . I want to be one of those persons who have been around a long time."

Ellington, Fiedler Make Tanglewood a Go-Go Spot

LENOX, Mass. — A live recording stint by RCA Wednesday (28) of a concert featuring Arthur Fiedler and the Boston Pops Orchestra with Duke Ellington completely disheveled this long-hair stronghold at Tanglewood.

Fiedler opened proceedings with "Amarito Roca, Spanish March," followed by the overture to "Poet and Peasant" and Britten's "Matinee Musicales." These, the conductor performed with his usual display of masterly loose precision.

With Ellington at the piano, Fiedler and the composer-pianist blended in a series of elegant numbers, including "Mood

Teen-Age Hops Disk Barometer

By HANK FOX

NEW YORK—The local teen-age hop held at the neighborhood recreation center serves as an accurate and national barometer of music trends and also functions as a farm system for new singers.

"The main advantage of the hops," according to T. J. Johnson, one of the major hop DJ's and promoters in New York, New Jersey and Connecticut, "is that you can talk to these kids and find out, first hand, what they want to hear. You have the opportunity of playing something new and immediately seeing their reaction."

"The tastes of any one group doesn't mean very much. But when you're doing three or four hops a week throughout the tri-state area, you get a good cross section of tastes and consequently, you spot trends."

Word of Mouth

Johnson, a former Georgia and West Virginia disk jockey, has emceed hops for the past five years. Deejaying hops at recreation centers, religious institutions, schools and country clubs, he finds that most of his business stems through word of mouth.

"When an organization starts planning a money raising function, it usually consults similar groups that have previously undertaken such functions. Also, since teen-agers go to many hops, they pass the word on."

Johnson uses mailing lists as his only formal means of promotion. However, he regards them as strictly supplementary.

Flat Fee

The financial arrangements between Johnson and the organization are always on a flat fee basis.

At each hop, Johnson employs an engineer to play the records. He also supplies his own equipment even though the hall may already have the facilities.

"Poor equipment will ruin both the hop and the potential appeal of a new record; why take a chance? . . . By having someone else spin the disks, I can walk around and talk to the kids—find out reactions," he said.

Johnson usually plays one or two new records at each hop.

"Since these records are unfamiliar to the teenagers, I try to use them six or more times during

the evening. After I play each record once or twice, the kids will come over to me and tell me whether or not they want to hear it again."

By playing the same new recordings at many hops throughout the region, Johnson gets a good idea of the reaction generated. Many times he finds that the flip side of a new record may get more favorable reaction than the "A" side.

All this information goes back to the manufacturer or distributor and subsequently makes its way to the local radio stations and dealers. Occasionally, Johnson informs the local stations directly.

Ken Luttmann, district singles promotion manager for Capitol Records, calls Johnson's information "very accurate."

"We rely on people such as T. J. (Johnson) to guide us in formulating and directing the promotion of a record."

Portem Distributors' Joe Grippo airs his views by citing Adam Faith's recording of "It's Alright" as an example.

"When Amy Records released it in August 1964, the New York jockeys weren't playing it. But T. J. kept reporting that it was getting big reaction at the hops. Three months later we finally got the DJ's to give it a try. By December it was high in the top 10, both locally and nationally."

Survey Reports

Another way in which Johnson and other 'hop' DJ's keep the industry up-to-date on trends is by writing for various survey reports. Johnson's Column in Tunedex, a New England record report, is read by disk jockeys, record manufacturers and distributors throughout the country.

The hop has also become a farm system of sorts for amateur singers just about to break into the recording industry.

Exposure Needed

For a new singer with a potential hit, exposure is a must. And with the ever-increasing number of tours, concerts, and television programs featuring singers, stage presence can make or break a recording artist.

The trade has no formal training grounds for new talent. Therefore, the hop has come to fill the gap. Singers are brought before small audiences in a relaxed setting. Here they gain poise and enough 'polish' to appear comfortably before a large or even national audience.

Vic Dana Sets Television Dates

HOLLYWOOD — Vic Dana interrupts a night club schedule this month for a series of TV appearances. In conjunction with the video guest shots, Dana will be promoting his new Dolton Records single, "Moonlight and Roses."

Dana will appear on ABC-TV's "Night Life" program in New York Aug. 23, and on Sept. 1 flies to Cleveland for a taping of the "Mike Douglas Show." Dana returns to Los Angeles on Sept. 9 where he will appear as the guest celebrity on NBC-TV's "What's This Song?"

PEOPLE AND PLACES

Peter, Paul and Mary will be on a round-the-world tour from Aug. 20-Oct. 3. The group will hit Honolulu, then Brisbane, Sydney, Adelaide, Melbourne and Perth, all in Australia, winding up with dates in France and England. . . . Wayne Fontana and the Mindbenders, British group touring the U. S., returned to England Friday (6). While in the U. S. they taped TV appearances for "Hollywood A Go Go" and the "Mike Douglas Show." . . . John Denver is the replacement for Chad Mitchell on Mercury's Mitchell Trio, with the founder beginning a career as a solo artist. The reorganized group has played the Cellar Door, Washington, and opens at the Golden Bear, Huntington Beach, Calif., Aug. 24, for two weeks. Then it's the Philadelphia Folk Festival and a College concert series.

Herman's Hermits, MGM group, gave a concert at the Rose Bowl, Pasadena, Calif., Saturday (7). The British group is on the second phase of its 30-day U. S. tour. . . . The Highwaymen will play 15 college concerts this fall, starting with Texas Christian Sept. 18, and winding up with Pennsylvania Military College, Dec. 10. . . . TV appearances for the Supremes are set for the "Dean Martin" and "Hollywood Palace" shows this fall. The girls are currently playing at packed houses at the Copa in New York.

Chubby Checker, Cameo-Parkway artist, will spend September doing personal appearances in England. . . . Robert Goulet will star in the TV dramatic series, "Blue Light," to be presented over ABC-TV in 1966-1967. . . . Bud and Travis have recorded the theme for the 20th Century-Fox TV series, "The Legend of Jesse James," to be aired over ABC-TV this fall. . . . Bobby Helms is touring Germany. . . . Barbara Allen, Harold Morrison and Johnny Russell have signed exclusive contracts with the Wil-Helm Agency, Nashville. . . . Don Bailey's first on Decca release is due out this week.

Woody Allen will star on the "Andy Williams Show" Sept. 13 then make the "Ed Sullivan Show" Oct. 10. . . . Bill Cosby was voted as one of the nation's three top comedians in a campus poll conducted by Glamour Magazine. . . . Carol Channing does a CBS-TV Special Feb. 18. The hour-long variety show will be taped in Los Angeles this month. Miss Channing's "Hello, Dolly!" road tour gets underway in Los Angeles Sept. 14. . . . Sammy Davis does a Thanksgiving Day special over ABC-TV. It's called "Sammy Davis and the Wonderful World of Children."

Lesley Gore will appear on "Shindig" this month and on "Hullabaloo" in September. . . . Dee Dee Warwick is set for a September appearance in New York's Apollo. . . . Roy Drusky is off to England for personal appearances. . . . The 4 Seasons play Atlantic City's Steel Pier Aug. 15-21.

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Columbus, Ohio
August 18,
Oklahoma City, Okla.
August 19,
Longview, Tex.
August 20,
Beaumont, Tex.
August 21-Aug. 22,
Houston, Tex.
August 24,
Lubbock, Tex.
August 25,
El Paso, Tex.
August 26,
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August 27,
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New York City
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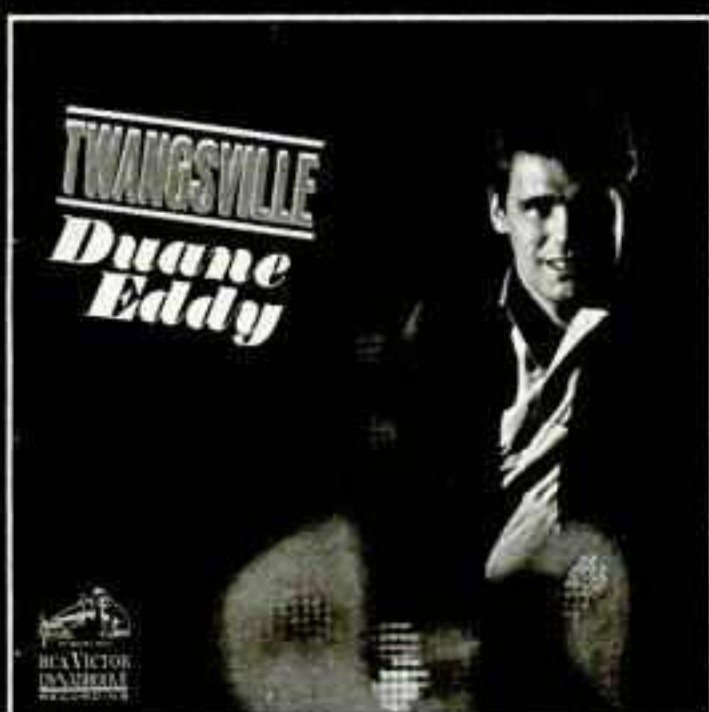
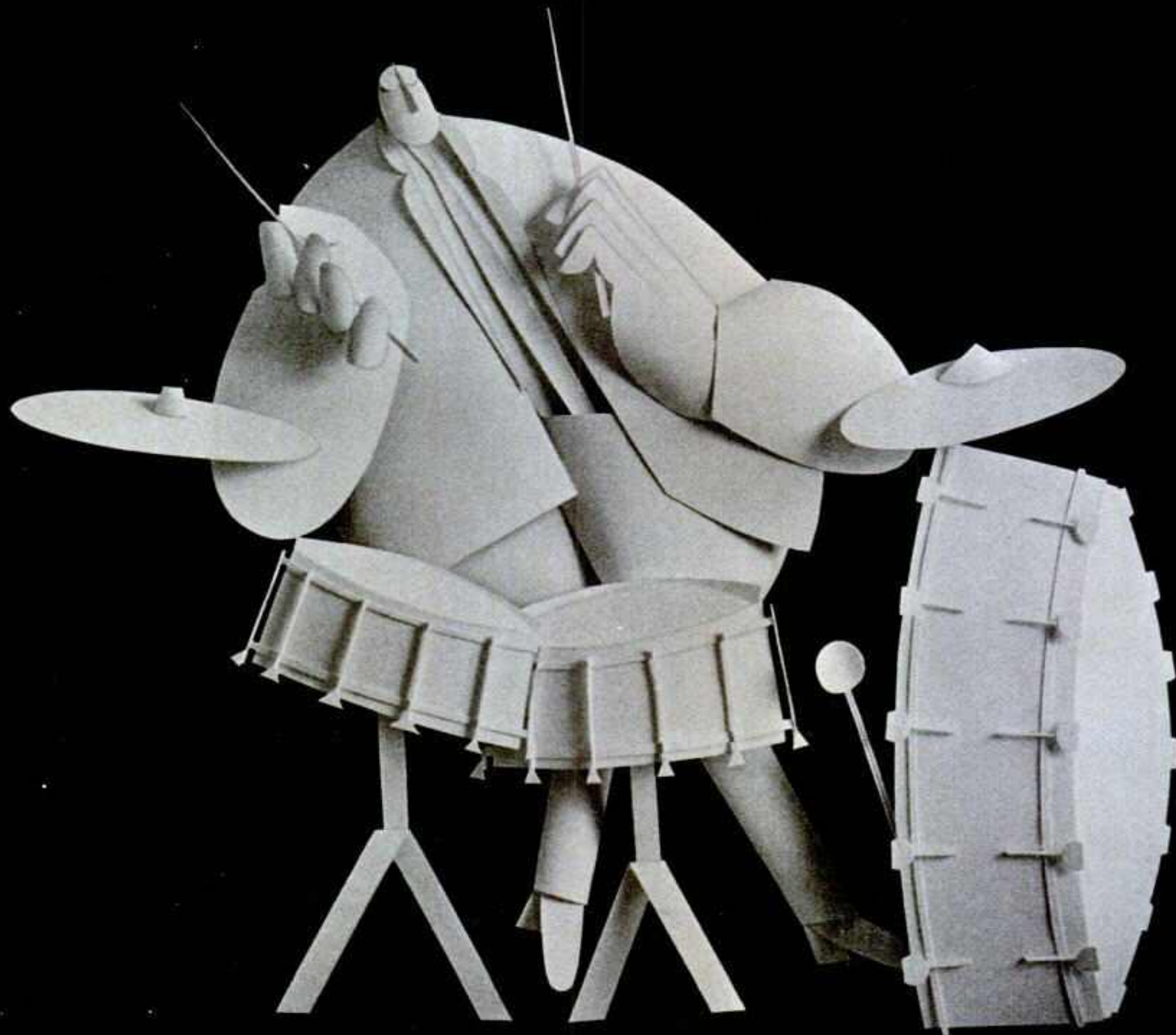
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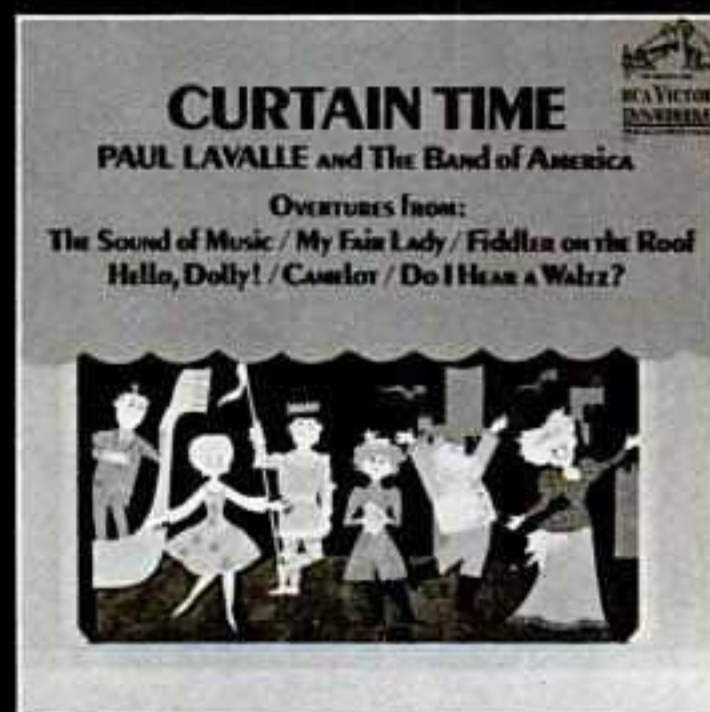
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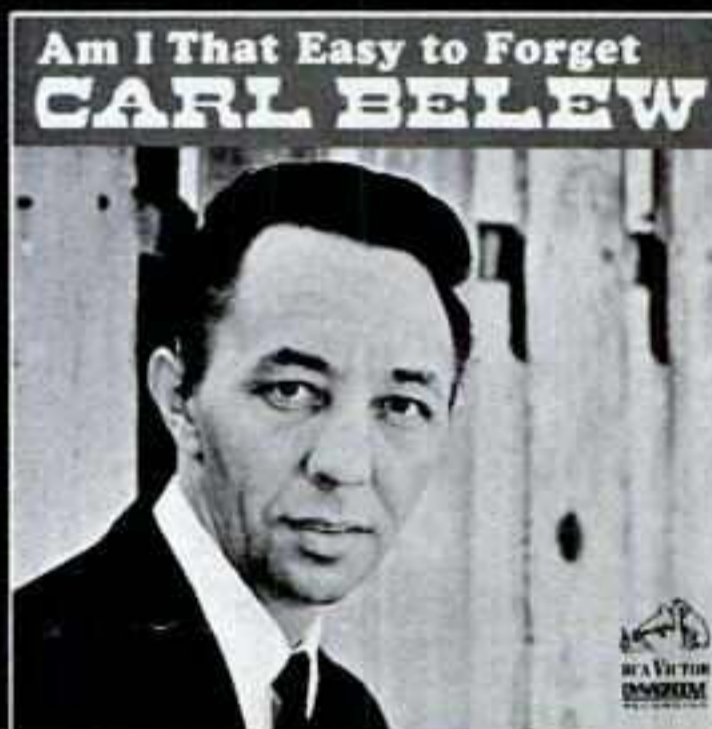


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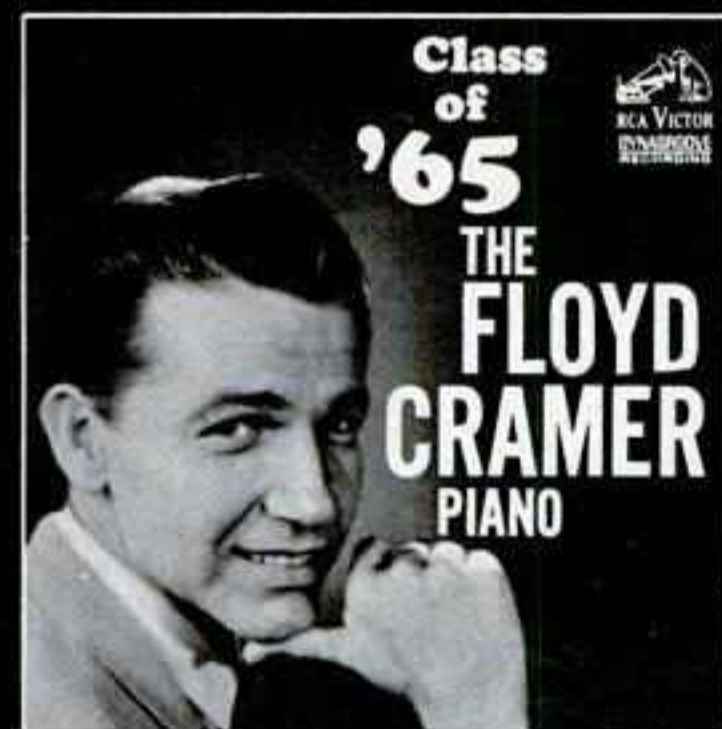
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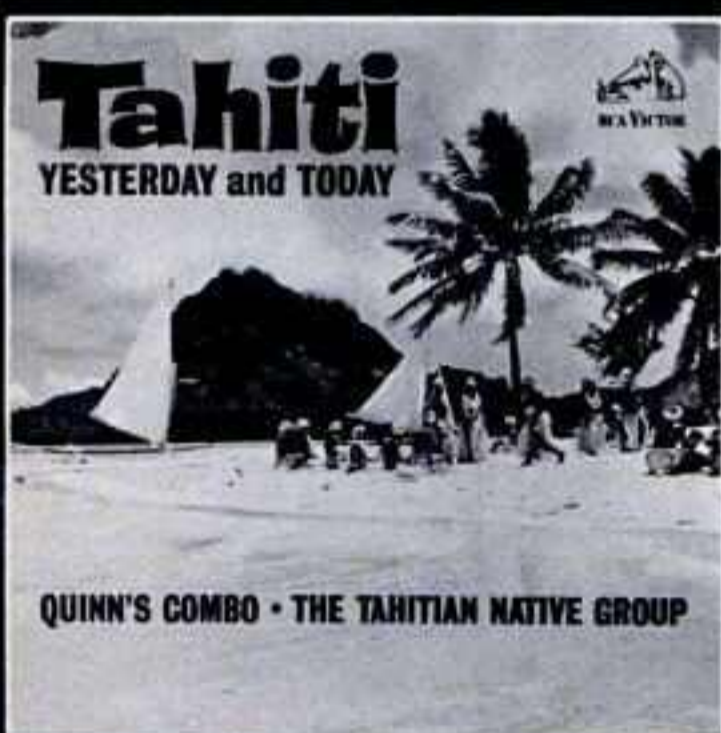
EXCITING NEW POP ALBUMS



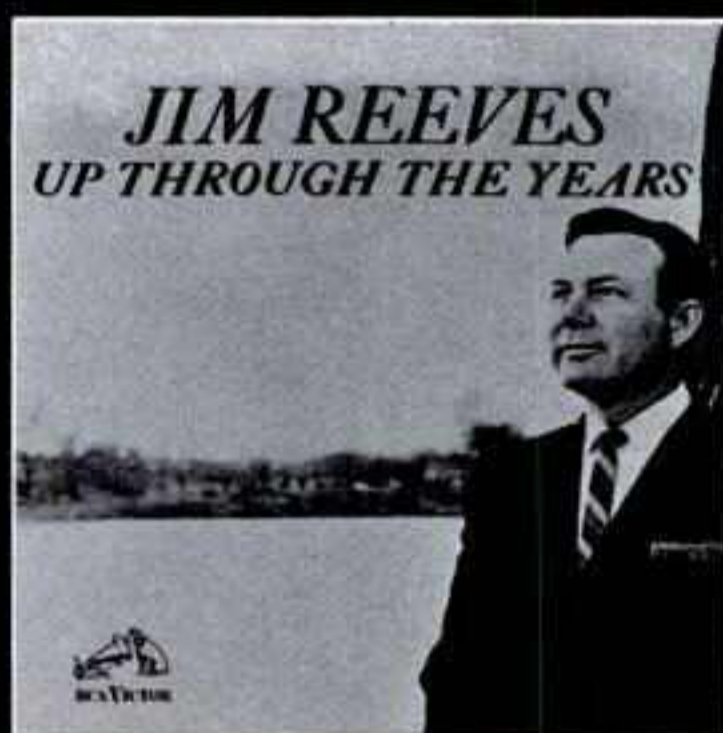
Top material by this hit country artist includes "Kentucky Waltz," "She Reads Me Like A Book," plus 10 more. In Dynagroove sound. LPM/LSP-3381



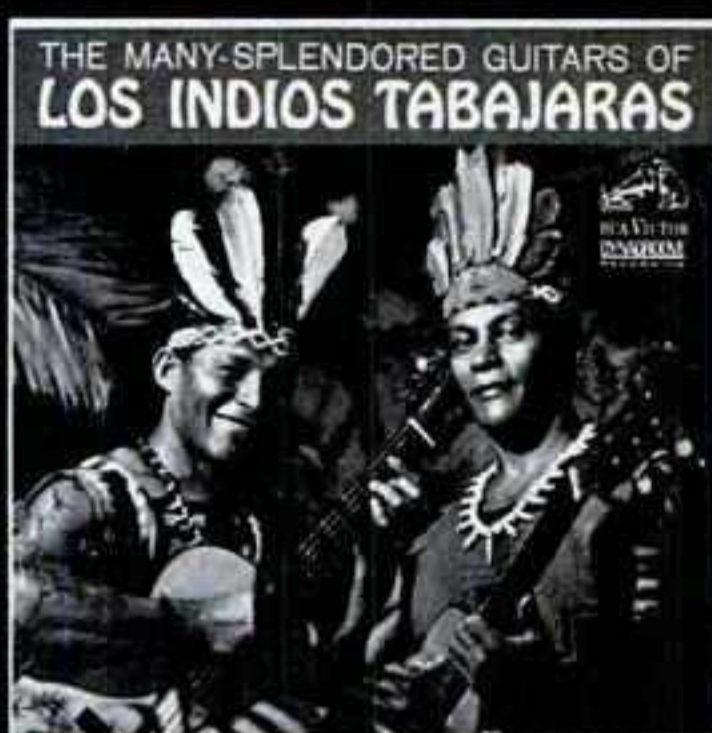
Floyd adds big band sound for big appeal in "Downtown," "Red Roses For A Blue Lady," "Mr. Lonely" and 9 more. In Dynagroove sound. LPM/LSP-3405



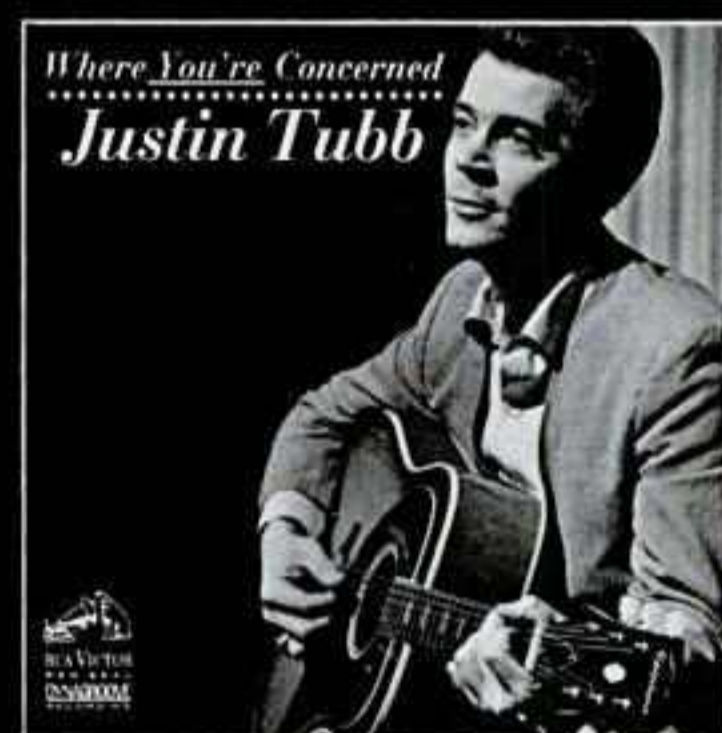
6 traditional native songs on 1 side and 6 modern songs on the other, recorded at Tahiti's top tourist spot, Quinn's Waterfront Bar. LPM/LSP-3344



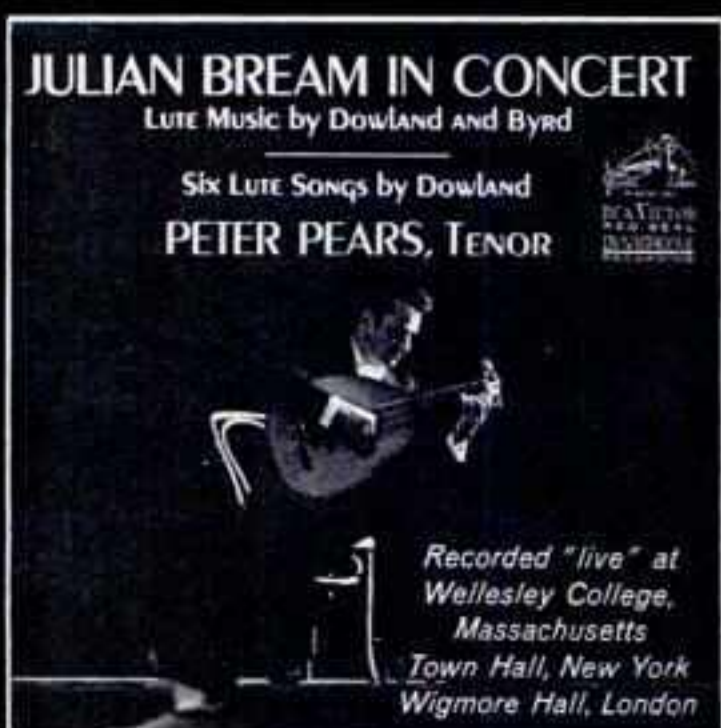
12 songs that trace Jim's career. "I Know One," "Bimbo," "Ichabod Crane," "Tweedle O' Twill," "Jimbo Jenkins," "I'm Hurtin' Inside." LPM/LSP-3427(e)



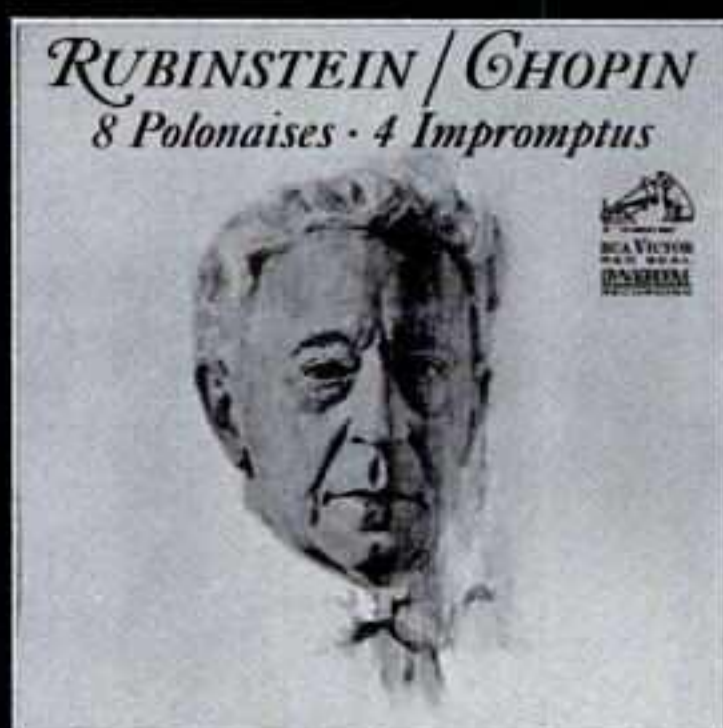
Great artists, great songs, great album. "Harbor Lights," "You're Breaking My Heart," "La Novia," 9 others. In Dynagroove sound. LPM/LSP-3413



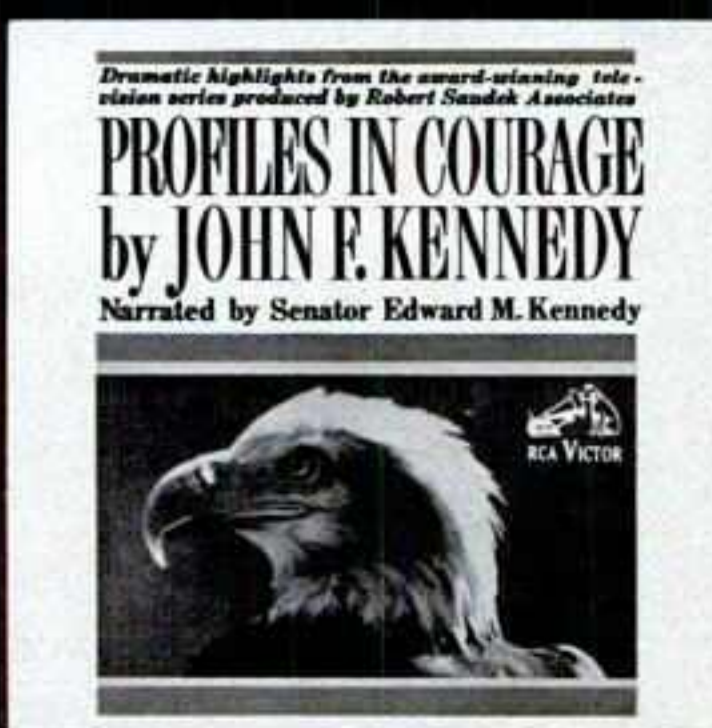
Carrying on the family name with his own hits. "Lonesome 7-7203," "Prematurely Blue," "If I Miss You," 9 more. In Dynagroove sound. LPM/LSP-3399



His many fans will welcome this addition to his recordings. Tenor Peter Pears joins him to sing six of Dowland's most charming lute songs. LM/LSC-2819



Rubinstein's ever-growing art glows in these warm, elegant performances. 2 L.P. set contains 8-page insert. In Dynagroove sound. LM/LSC-7037



Finely acted performances of seven climactic moments from the widely hailed TV series. Sen. Edward Kennedy provides the narration. VDM-103



From the sell-out Carnegie Hall recital. Includes her great performance of the Mozart "Alleluia" and four Russian songs (in Russian). LM/LSC-2835



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 141—Last Week, 104

* 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 DAVE CLARK FIVE—CATCH US IF YOU CAN (Branston, BMI)—Rushed out by popular demand is this pulsating rocker from their forthcoming film and soundtrack album "Having a Wild Weekend." Smash follow-up to "I Like It Like That." Flip: "On the Move" (Branston, BMI). Epic 9833

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

IAN WHITCOMB—N-E-R-V-O-U-S! (Burdette, BMI)—More wild, off-beat and humorous material from the "You Turn Me On" lad with the same teen potential as the former. Flip: "The End" (Burdette, BMI). Tower 155

ROY ORBISON—RIDE AWAY (Acuff-Rose, BMI)—Marking his debut on the MGM label, Orbison has a winner in a driving piece of material that moves from start to finish with a strong dance beat. Flip: "Wondering" (Acuff-Rose, BMI). MGM 13386

SOLOMON BURKE—SOMEONE IS WATCHING (Web IV-Falart, BMI)—Hot on the heels of his "Tonight's the Night," Burke will top this hit with this soulful ballad reading backed by big band sound and vocal group. A winner! Flip: "Dance, Dance, Dance" (Cotillion-DeFaith, BMI). Atlantic 2299

CONNIE FRANCIS — ROUNDABOUT (Leeds, ASCAP)—Merging the true Francis talent with that of England's composer-arranger Tony Hatch of "Downtown" fame pays off in this well performed ballad with rhythm backing. Flip: "Bossa Nova Hand Dance" (Francon, ASCAP). MGM 13389

CHUCK JACKSON & MAXINE BROWN—CAN'T LET YOU OUT OF MY SIGHT (Screen Gems-Columbia, BMI)—An exciting raucous swinger to top their recent hit "Something You Got." Flip: "Don't Go" (Flemar-Chuck & Betty, BMI). Wand 191

BARRY McGUIRE — EVE OF DESTRUCTION (Trousdale, BMI)—Strong vocal interpretation from former New Christy Minstrels member is backed by a solid dance beat. Controversial message lyric aimed at teen-age thinking leaves a lot to be desired. Flip: "What Exactly's the Matter With Me" (Trousdale, BMI). Dunhill 4009

DEL SHANNON—MOVE IT ON OVER (Vicki, BMI)—Pulsating Bo Diddley sound backs a wailing vocal performance that should rush Shannon up the charts. Flip: "She Still Remembers Tony" (Vicki-Bright Tunes, BMI). Amy 937

THE OLYMPICS—BABY I'M YOURS (Regent, BMI)—Following up their successful "Good Lovin.," the group should hit fast and hard with this meaningful blues ballad with full rich backing. Flip: "No More Will I Cry" (Towles & Aries, BMI). Loma 2017

THE EVERLY BROTHERS—LOVE IS STRANGE (Ben Ghazi, ASCAP)—Strong revival of the Mickey and Sylvia oldie should move the Everlys rapidly up the chart. Good narration, vocal and guitar work, with an English-Nashville feel. Flip: "Man With Money" (Acuff-Rose, BMI). Warner Bros. 5649

LINDA GAYLE—GOODNIGHT, IRENE (Ludlow, BMI)—Big sound is this rousing teen revival of the classic. Great discotheque beat backs strong debut vocal and group. Flip: "Stop, Look, Listen" (Hill & Range, BMI). Columbia 43359

THE FIVE EMPREES—LITTLE MISS SAD (Radford, BMI)—Hard pounding fender guitar drives this strong vocal performance home. Left fielder that should go all the way. Flip: "Hey Lover" (Roosevelt, BMI). Freepoint 1001

MARY LOVE—I'VE GOTTA GET YOU BACK (Jobete, BMI)—Soft sell swinger with a fascinating vocal reading backed by pulsating dance beat. Flip: "Hey Stoney Face" (Jobete, BMI). Modern 1010

CHART Spotlights—Predicted to reach the HOT 100 Chart

THE IKETTES—I'm So Thankful (Jobete, BMI). MODERN 1011
NINI ROSSO—Il Silenzio (Embassy, BMI). COLUMBIA 43363
NANCY ADAMS—I'm Gonna Build a Fence (Miniature Musicals, ASCAP). RCA VICTOR 8650
THE IN CROWD—The Girl in the Black Bikini (Mimosa & J. D. A., BMI). MUSICOR 1111
TOMMY ROE—Wish You Didn't Have to Go (Fame, BMI). ABC-PARAMOUNT 10706

JODY MILLER—HOME OF THE BRAVE (Screen Gems, BMI)—Change of pace material for the "Queen of the House" gal is this powerful teen message song based upon the town put-down of the boy with the long hair and funny clothes. Flip: "This Is the Life." Capitol 5483

BONNIE & THE TREASURES—HOME OF THE BRAVE (Screen Gems, BMI)—Teen sound interpretation of the hot teen message piece of material. Driving beat from start to finish and vocal reading to match. Flip: "Our Song" (Mother Bertha, BMI). Phi-Dan 5005

THE DEBONAIRE — EENIE, MEENIE, GYPSAL-EENIE (Myto, BMI)—With all the exciting rhythm and puzzle lyrics of the "Shirley Ellis" successes this debut has the same potential. Good beat and vocal. Flip: "Please Don't Say We're Through" (Myto, BMI). Golden World 26

GEORGE SMITH—I'VE HAD IT (Benjamin, ASCAP)—Dramatic, soulful performance serves as an exciting debut of both the artist and the label that should put both of them on the chart. Flip: "When Love Turns to Pity" (Joy, ASCAP). Turntable 713

THE DENIMS—EVERYBODY LET'S DANCE (Fame BMI)—New group should hit big with this teen belter for wild discotheque appeal. Flip: "Sad Girl" (Screen Gems-Columbia, BMI). Columbia 43367

CHRISTY ALLEN—LITTLE CIRCUS CLOWN (Tree, BMI)—Exciting new voice much in the Brenda Lee vein debuts with a strong piece of material. Flip: "Don't Let the Sun Go Down On You" (Tree, BMI). Diamond 187

THE LIVERPOOL SET—MUST I TELL YOU (I LOVE YOU) (Red River, BMI)—Debut of a hot new group recorded in Nashville with a powerful sound of three English Presleys. Flip: "Miss You So" (Blackwood, BMI). Columbia 43351

JOHNNY NASH—LET'S MOVE & GROOVE (TOGETHER) (And, BMI)—Debating on his own label with the most exciting commercial sounds of his career, Nash has a smash in this wailing powerful rhythm and blues ballad penned by his wife Margaret Nash. Flip: "Understanding" (And, BMI). Joda 102

DANNY HUTTON—ROSES AND RAINBOWS (Anihambar, BMI)—Bright happy rhythm number capturing the hit British sound throughout and should prove as successful. Flip: "Monster Shindig" (Anihambar, BMI). HBR 447

BUDDY KNOX—LIVIN' IN A HOUSE FULL OF LOVE (Gallico, BMI)—That "Party Doll" guy is back with a rouser right up the alley of the "Race Is On" smash. Country number should hit big pop as well. Flip: "Good Time Girl" (Venox, BMI). Reprise 0395

JIMMY VELVET—I WON'T BE BACK THIS YEAR (Regent, BMI)—Following up his successful "It's Almost Tomorrow," this ballad is a change of pace and a commercial one with a lyric aimed right at the teen market. Flip: "Young Hearts" (Judy-Jim Florentine, BMI). Philips 40314

LEROY VAN DYKE—IT'S ALL OVER NOW, BABY BLUE (Witmark, ASCAP)—With equal possibilities in both the pop and country markets, this Bob Dylan material serves as an exciting debut on the label for the modern country star. Flip: "Just a State of Mind" (Buckhorn, BMI). Warner Bros. 5650

THE BELMONTs—Today My Love Has Gone Away (Francap-Unart, BMI). UNITED ARTISTS 904
THE ROCKIN' RAMRODS—Wild About You (Chicory, BMI). SOUTHERN SOUND 205
GLORIA LYNNE—Try a Little Tenderness (Robbins, ASCAP). EVEREST 2059
THE "D" MEN—So Little Time (Water-Tone, Ashland, BMI). APP 691
BILL DANA—Cry (Shapiro-Bernstein, ASCAP). A & M 773
THE CITATIONS—Down Went the Curtain (Gallico, BMI). MGM 13373

COUNTRY SPOTLIGHTS

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

BILL ANDERSON—BRIGHT LIGHTS AND COUNTRY MUSIC (Ross-Champion, BMI)—Happy plaintive country rhythm piece will rush up the charts. Pop possibilities as well. Flip: "Born" (Rose, BMI). Decca 31825

MELBA MONTGOMERY—I'LL WAIT TILL SEVEN (Glad, BMI)—Strong ballad with vocal performance to match from the Montgomery pen. Flip: "Yearning" (Starrite, BMI). United Artists 900

CARL SMITH—LET'S WALK AWAY STRANGERS (Cedarwood, BMI)—Powerful rhythm number of lost love serves as a hot follow-up to his "Be Good to Her" hit. Flip: "Ain't Love a Hurting Thing" (Pamper, BMI). Columbia 43361

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

RED FOLEY—River of Regret (Raleigh, BMI). DECCA 31831
ROGER MILLER—If You Want Me To (Tree, BMI). RCA VICTOR 8651
BOBBY EDWARDS—A Little Less Heartache (Glad, BMI). MUSICOR 1101
PATSY CLINE—There He Goes (4-Star, BMI). EVEREST 2060
BENNY BARNES—Tea Leaves Don't Lie (Glad, BMI). MUSICOR 1100
WAYNE WALKER—The Message (Cedarwood, BMI). RIC 171
TOMMY CASH—I Didn't Walk the Line (Glad, BMI). MUSICOR 1109
LON COLLINS—Two Words Ended it All (Acuff-Rose, BMI). MONUMENT 895
PAT ZILL—Heartaches by the Number (Pamper, BMI). BOONE 1031
Cecil Baysinger—When the Bop Hits the Fan (Starday, BMI). NASHVILLE 5226.

R&B SPOTLIGHTS

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

MAJOR LANCE — TOO HOT TO HOLD (Dakar, BMI)—A rocker that wails from start to finish should put Lance at the top of the r&b chart with strong pop potential as well. Flip: "Dark and Lonely" (Jalynne, BMI). Okeh 7226

KING CURTIS—THE PRANCE (Kilynn, BMI)—An exciting new dance and Curtis gives his all vocally with dance instructions to boot. A rhythm winner! Flip: "Slow Drag" (Kilynn, BMI). Capitol 5490

LITTLE ROSE LITTLE — PAPA, DON'T YOU WORRY 'BOUT YOUR DAUGHTER (Anita & MRC, BMI)—A tremendous shouter that should run this spiritual-oriented performer rapidly up the chart. Fine performance and material. Flip: "Bye Bye Big Boy" (Morris, ASCAP). Blue Rock 4022

ODESSA HARRIS—THE COLOR OF HIS LOVE IS BLUE (Central Songs, BMI)—New stylist should hit big with this discursive sound that will put her in the Nancy Wilson class. Good material well-performed. Flip: "Driving Wheels" (Lion, BMI). Uptown 711

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

IKE AND TINA TURNER—I Don't Need (Modern-Placid, BMI). MODERN 1012
WILLIAM BELL—Crying All By Myself (East, BMI). STAX 174
THE LEADERS—Night People (Painted Desert, BMI). FONTANA 1519
HAROLD BURRAGE—Got to Find a Way (Vapac, BMI). M-PAC 7225
THE DIXIE DRIFTER—Soul Heaven (Unbelievable & Nom, BMI). ROULETTE 4641
THE COMPLIMENTS—You Are My Sunshine (Peer Int'l, BMI). CONGRESS 243
LEON HAYWARD—Pain in My Heart (Rose, BMI). IMPERIAL 66123
BOBBY BENNETT—Soul Jerk (Part 1) (Try Me, BMI). LOMA 2016

SONNY AND CHER—Baby Don't Go (Chris-Mark & Ten-East, BMI). REPRISE 0309
ELLA FITZGERALD—She's Just a Quiet Girl (Mae) (Miller, ASCAP). VERVE 10359
LEMME B. GOOD—I Can't Stop Myself (Southern, ASCAP). MERCURY 72470
ROGER AND LYNN—Summer Kind of Song (Anihambar, BMI). HBR 444
GARY (U.S.) BONDS—Do the Bumpie (Rockmasters, BMI). LEGRAND 1039
THE PALACE GUARD—All Night Long (Orange-Empire, ASCAP). ORANGE-EMPIRE 332
STAN KENTON AND HIS ORCH.—Theme from "Peyton Place" (Robbins, ASCAP). CAPITOL 5480
JOE SOUTH—I Want to Be Somebody (Lowery, BMI). APT 25084
GARY FARR & THE T-BONES—Give All She's Got (Feldman, ASCAP). EPIC 9832
ROUND ROBIN—I'm the Wolf Man (4-Star, BMI). DOMAIN 1424
BUBBLES AND CO.—Underneath My Pillow. BLUE CAT 120
IVY LEAGUE—Tossing and Turning (Southern, ASCAP). CAMEO 377
THE INVINCIBLES—It's That Love of Mine (Corcle Seven, BMI). WARNER BROS. 5636
AL KENT—You Know I Love You (Myto, BMI). WIN GATE 004
LYN ROMAN—My Life Story (Leatherneck, BMI). MERCURY 72473
PETE FOUNTAIN—The Whiffenpoof Song (Miller, ASCAP). CORAL 62460
H. B. BARNUM—I Can't Help It (Rose, BMI). CAPITOL 5477

ROSES & RAINBOWS

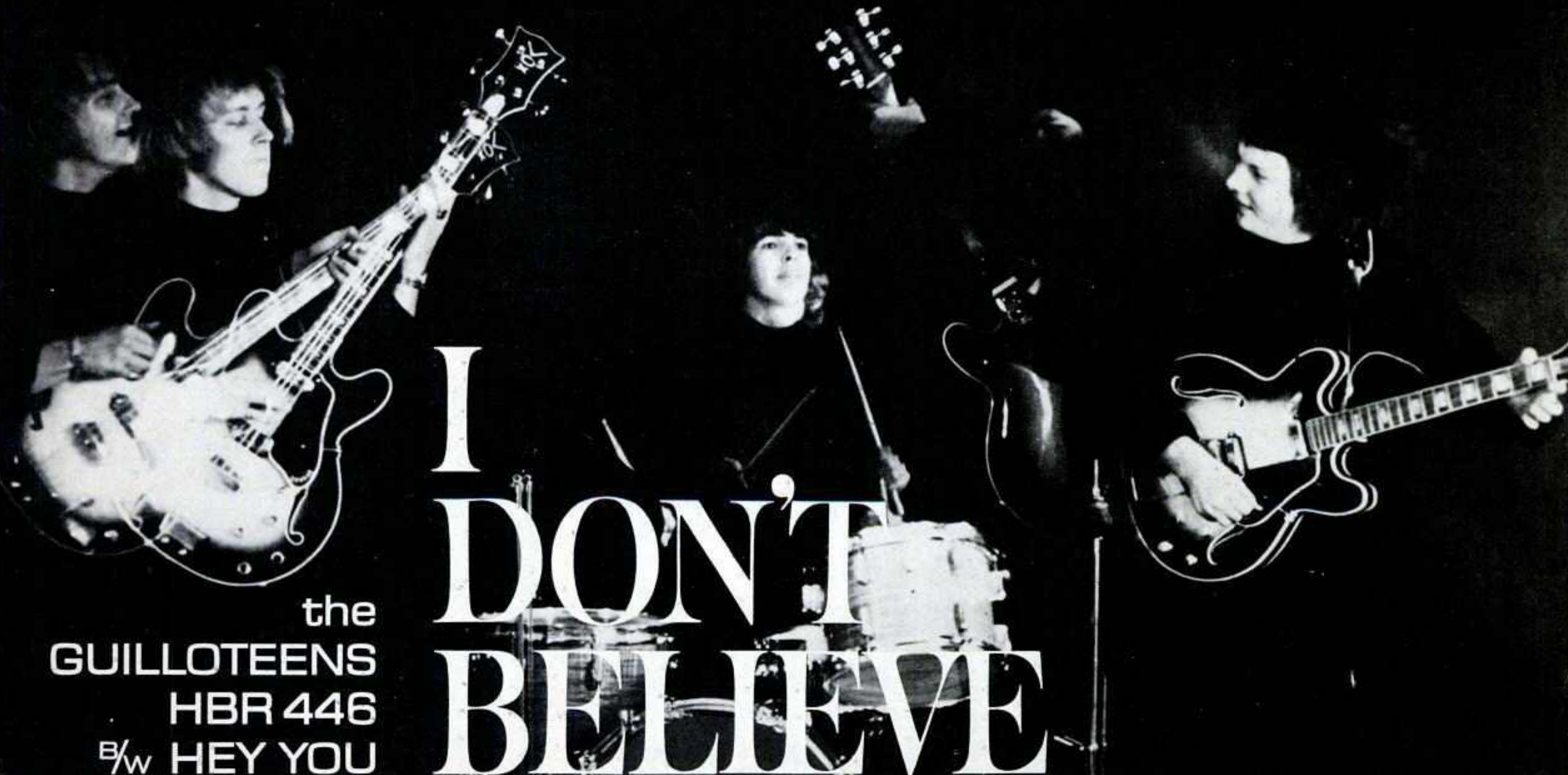
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TAPE CARTRIDGE TIPS

by Larry Finley

After reading last week's **BILLBOARD**, many record companies are probably wondering why International Tape Cartridge Corporation (ITCC), a subsidiary of The Dextra Corporation, placed orders for one million four track Fidelipac cartridges and one million Lear-Stereo eight track cartridges.

The answer is very simple. It is our feeling that both systems will be around for a long time to come—just as we have the 45 and 33 $\frac{1}{3}$ rpms (not to forget the Ortronics cartridge which also has great merit).

As of the present time, ITCC is the ONLY COMPANY that offers record companies, as well as cartridge distributors, both the four and eight track systems. ITCC is the ONLY COMPANY to offer both systems together with complete distribution through the electronic, automotive and OEM (Original Equipment Manufacturers), as well as through record distributors.

Our knowledge of selling, and the advantage we have in offering both systems, can help record companies get those "plus" dollars. ITCC even goes to the extent of helping record companies set up their distributors so that our unique selling plan encompasses everything a record company is looking for.

ITCC's first catalogue is already closed, and we are happy that many of the giants of the industry have joined with us to permit a release schedule of 500 complete cartridges. Our delivery schedules are set up to begin on August 15th.

So many other companies want to get on our bandwagon that we will have a second printing in the very near future.

We never realized how great the interest was in the tape cartridge business until this past week. We have received almost 100 telephone and written inquiries from dealers and distributors in all parts of the country.

We are working overtime to send out information and samples. If you are one of the people who contacted us and have not received a reply as yet, please be patient a few more days.



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Complete line of stereo tape cartridges priced at \$2.98, \$3.98, \$4.98, \$5.98 and up.

Cilla Black Strong, 'Book' Lacking at Persian Room

NEW YORK — Cilla Black, making her Hotel Plaza debut here Monday (26), was long on poise, off-beat humor and vocal ability, but short on material befitting the Persian Room.

The British vocalist who records for Capitol displayed a fresh personality and voice, coming on strong with a bright "You'd Be So Nice to Come Home To."

Unfortunately, she relied heavily on the British pop material big with U. K. teen-agers, but was lost on an American adult audience.

Miss Black was effective with standards, particularly "Fever," which contained such ad-lib lines as "they told me to be sexy" and "is it working?"

Signings

Eddie Harris, tenorman, has signed with Atlantic Records. His first Atlantic album will be released shortly. . . . **Neil Wilburn**, disk jockey on KHEY, El Paso, has left Capitol Records and signed with Bragg Records. His first Bragg release should be out in a couple of weeks. . . . The **Highwaymen** have signed a new ABC-Paramount contract. The group is managed by **Ken Greengrass** and is under the musical direction of **David Fisher**. . . .

Billy Arnell and His Sparkles are now under a long-term contract with **Jack Goldberg's** Cloud Records. **Felix Balkin** will supervise the publicity campaign for their release. . . . **Jo Stafford** has signed with Dot. Her first album will team her with husband **Paul Weston**. . . . **Buddy Knox** has joined the Reprise roster. . . . The **Profiles** have signed with **Al Gaitwood's** Gait Records. . . . **Dick Kallman** has been signed to a long-term contract by RCA Victor.

Alberto Rochi is now under contract to Mercury and GCA. . . . The **Echos**, who have signed with United Artists, will record for the UA subsidiary, Ascot. . . . **Bob Braun**, Cincinnati radio and television personality, has signed a contract with **Hank Hunter** for production and placement of a new master.

Col. to Wax 'Drat'

NEW YORK — The original score for "Drat! the Cat!" the musical which opens on Broadway Oct. 9, will be recorded by Columbia Records. It will be the only musical to be recorded by Columbia this season.

Standout number was her treatment of "September in the Rain."

The Persian Room performance demonstrated that Miss Black is in command of her material and her audience. With the material more nearly in line with the audience's taste, she could be a blockbuster.

DON OVENS

Gloria Coleman 4 Driving Jazz Unit

NEW YORK — The Gloria Coleman Quartet, which opened at the Five-Spot here last week, plays a driving, zesty brand of jazz that instills the listener with a happy feeling.

Wednesday night (4), the group let loose with improvisations of two standards—"If I Should Leave You" and "Secret Love"—and one classical selection—the "Going Home" theme from Dvorak's "New World Symphony"—with abandon seldom found in the disciplined contemporary cool jazz.

None of the selections were from the group's recently released "Soul Sisters" album on Impulse.

Leader is Gloria Coleman, who plays a fine jazz organ. Miss Coleman started as a bass player for Sonny Stitt and Willis Jackson, and handles the organ with a skill and feeling that places her among the best.

The rest of the group—Harold Ousley on tenor sax, Pola Roberts on drums and Eddie Diehl on guitar—all exhibited high degrees of musicianship, and the group must be rated high in the roster of jazz combos.

Jorge Morel, an accomplished Argentine guitarist who records on the Village Gate label, opened the bill.

AARON STERNFIELD

Patti Page Tour

HOLLYWOOD — Patti Page has scheduled a six-week concert tour of the Far East with stops in Korea, Hong Kong, Tokyo and Australia. She leaves for the series of personal appearances Oct. 9.

Following her concert tour, Miss Page tapes the first of several guest appearances on NBC-TV's "The Dean Martin Show." She is currently appearing in "Annie Get Your Gun" at the Dallas Music Hall Theater, and will open a three-week engagement at the Nugget in Sparks, Nev. Aug. 26.

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Billboard TOP 40

EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. On Chart
	1	2	3			
1	5	—	—	SAVE YOUR HEART FOR ME	Gary Lewis & the Playboys, Liberty 55809	3
2	3	7	7	HOLD ME, THRILL ME, KISS ME	Mel Carter, Imperial 66113	9
3	14	19	24	YOU WERE ON MY MIND	We Five, A&M 770	7
4	2	4	5	THEME FROM "A SUMMER PLACE"	Lettermen, Capitol 5437	9
5	7	8	11	YOU'D BETTER COME HOME	Patula Clark, Warner Bros. 5643	6
6	4	2	2	TOO MANY RIVERS	Branda Lee, Decca 31792	11
7	5	3	3	MARIE	Bachelors, London 9762	11
8	9	11	14	ONE DYIN' AND A BURYIN'	Roger Miller, Smash 1994	6
9	15	18	18	IT'S GONNA BE FINE	Glenn Yarbrough, RCA Victor 8619	6
10	34	—	—	HOUSTON	Dean Martin, Reprise 0393	2
11	24	—	—	IT'S TOO LATE BABY, TOO LATE	Arthur Prysock, Old Town 1183	2
12	13	15	15	MOON OVER NAPLES	Bert Kaempfert & His Ork, Decca 31812	7
13	17	20	20	HERE I AM	Dionne Warwick, Scepter 12104	7
14	20	23	23	CANADIAN SUNSET	Sounds Orchestral, Parkway 958	5
15	36	—	—	MOONLIGHT AND ROSES	Vic Dana, Dolton 309	2
16	6	1	1	(Such An) EASY QUESTION	Elvis Presley, RCA Victor 8585	7
17	19	21	22	FLY ME TO THE MOON	Tony Bennett, Columbia 43331	6
18	29	33	—	SUMMER WIND	Wayne Newton, Capitol 5470	3
19	23	26	—	COWEE, COWEE	Perry Como, RCA Victor 8636	3
20	—	—	—	IS IT REALLY OVER?	Jim Reeves, RCA Victor 8625	1
21	21	22	23	AFTER LOVING YOU	Della Reese, ABC-Paramount 10691	6
22	33	37	—	WHERE WERE YOU WHEN I NEEDED YOU	Jerry Vale, Columbia 43337	3
23	—	—	—	YOU CAN'T BE TRUE DEAR	Patti Page, Columbia 43345	1
24	27	31	—	I DON'T WANT TO LIVE (Without Your Love)	Bobbi Martin, Coral 62457	3
25	31	36	36	THE SWEETHEART TREE	Johnny Mathis, Mercury 72464	4
26	—	—	—	TWO DIFFERENT WORLDS	Lenny Welch, Kapp 689	1
27	32	34	34	THE SWEETHEART TREE	Henry Mancini, His Ork & Chorus, RCA Victor 8624	5
28	—	—	—	I CAN'T BEGIN TO TELL YOU	Buddy Greco, Epic 9817	1
29	8	6	4	A LITTLE BIT OF HEAVEN	Ronnie Dove, Diamond 184	10
30	23	32	39	MOONGLOW & THEME FROM PICNIC	Esther Phillips, Atlantic 2294	4
31	26	28	37	IT HAPPENED JUST THAT WAY	Roger Miller, Smash 1994	5
32	10	12	12	TRAINS AND BOATS AND PLANES	Billy J. Kramer & the Dakotas, Imperial 66115	6
33	22	25	31	I'M A FOOL TO CARE	Ray Charles, ABC-Paramount 10700	5
34	—	—	—	NOBODY KNOWS YOU WHEN YOU'RE DOWN AND OUT	Damita Jo, Epic 9821	1
35	16	17	17	THEME FROM HARLOW (Lonely Girl)	Bobby Vinton, Epic 9816	6
36	—	—	—	SIMPLE GIMPEL	Horst Jankowski, Mercury 72465	1
37	—	—	—	SUMMER WIND	Roger Williams and the Harry Simons Chorals and Ork, Kapp 55	1
38	37	24	26	MY MAN	Barbra Streisand, Columbia 43323	8
39	38	35	35	THOSE MAGNIFICENT MEN IN THEIR FLYING MACHINES	Village Stompers, Epic 9824	5
40	—	—	—	I'M LETTING YOU GO	Eddy Arnold, RCA Victor 8632	1

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HOT 100

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

Table with columns: WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains top 32 songs including 'I Got You Babe', '(I Can't Get No) Satisfaction', 'Save Your Heart For Me'.

Table with columns: WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 33-66 including 'What The World Needs Now Is Love', 'One Dyin' And A Buryin'', 'I Can't Help Myself'.

Table with columns: WEEK, Wks. Ago, TITLE, Artist, Label & Number, Weeks On Chart. Contains songs 67-100 including 'Candy', 'Sad, Sad Girl', 'If I Didn't Love You'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing publisher-licensee information for songs 1-100, including names like Screen Gems-Columbia, Myto-BMI, and various ASCAP and BMI entries.

BUBBLING UNDER THE HOT 100

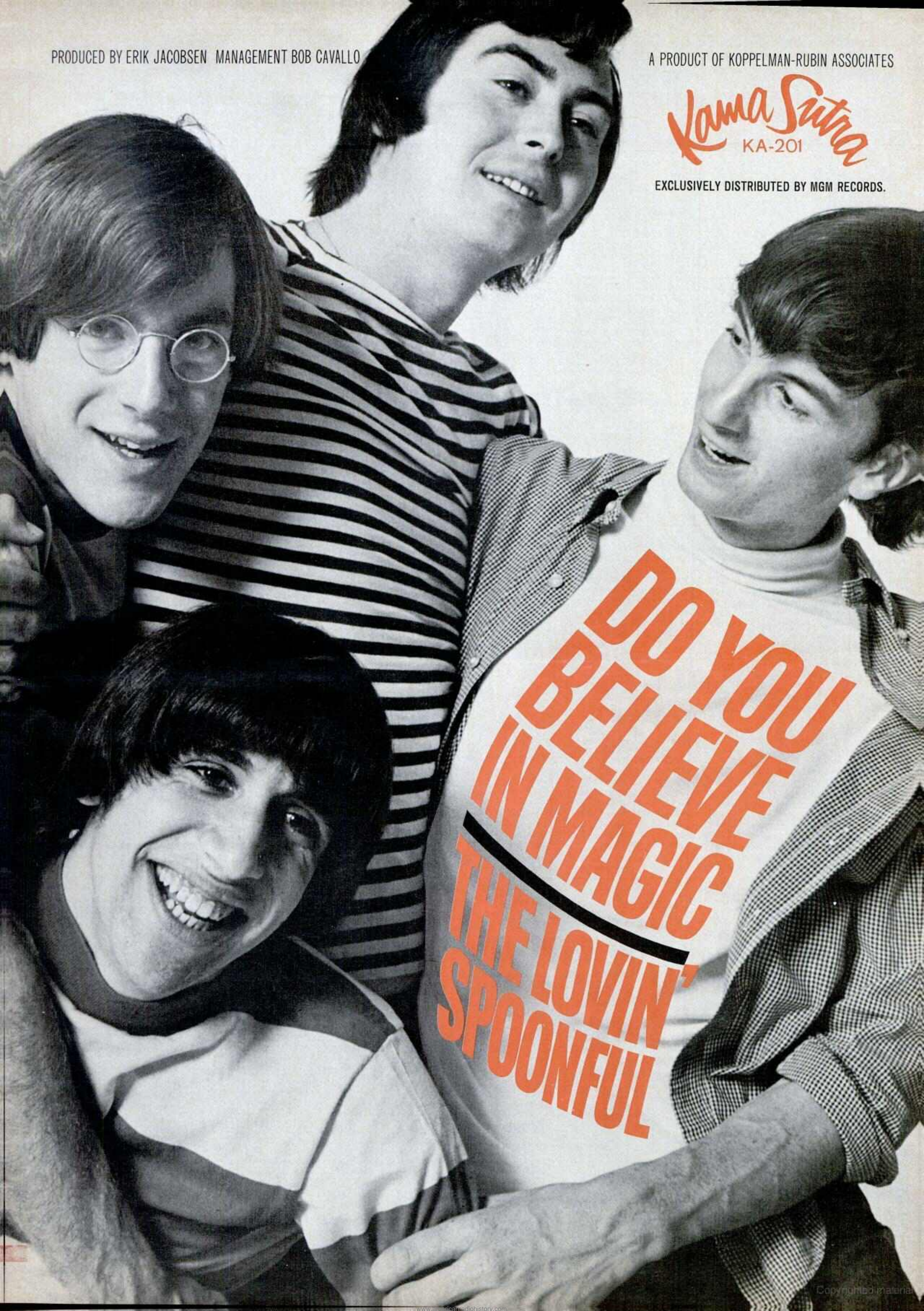
Table listing songs that are bubbling under the Hot 100, including 'Louie Louie', '99 Plus 1', 'Eve of Destruction', and 'I'm Alive'.

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MARION WILLIAMS: FESTIVAL PLEASER

Gospel Singer the Rage at Antibes

ANTIBES, France — Gospel singer Marion Williams, backed by Tommy Brown and the Jubilations, took principal honors at the sixth Antibes-Juan les Pins Jazz Festival.

The predominantly French 3,500 audience at the open air theater in the Square Gould really got the message as her big, vibrant voice with its spectacular range soared joyfully up into the starlit sky.

Whatever else is featured on the Antibes program next year, it's a safe bet that a gospel group will be engaged.

Further proof of the French enthusiasm for this music was the spectacular success of the Jazz Mass on the second day—a Sunday—of the Festival.

The Mass, attended by 5,000 was conducted by the Abbe Guy de Fatto, a former bass player with the Claude Bolling band, and it was followed by a recital of gospel songs by Marion Williams and her group.

The Marion Williams concerts were distinguished by the high degree of communication between artist and audience, a factor noticeably lacking in the performance of other artists.

The great vitality and enthusiasm of Marion Williams was so infectious that in no time at all she had warmed up a fairly staid audience, and at the end, when she produced a roaring version of "The Saints," they just wouldn't let her off the stage.

Impressive Start

The Festival got off to an impressive start on Saturday with the French debut of the Boy Edgar Big Band from Holland. This 19-piece band, featuring a seven-man saxophone section, has been together four years and it played with great precision and drive. Featured as guest soloist was trumpeter Benny Bailey, now a resident of Germany, who produced some characteristic high-note work on "Summertime."

The Boy Edgar band was followed by the Quartet of Danish violinist Svend Asmussen—and the first surprise of the evening. Asmussen's quartet featured MJQ leader John Lewis on piano. Lewis, an old friend of Asmussen, was staying in Nice and he agreed, at the

last minute, to sit in on piano. The quartet was completed by the bassist and drummer of the Boy Edgar band.

Asmussen Swings

Asmussen, a tasteful player with a very classical tone, swung his way through an improvised program featuring "Take the A Train," Toots Thielemann's "Blue Lady" and "Someone to Watch Over Me." Lewis' piano playing was tasteful and delicate as ever and blended excellently with the happy, lilting quality of Asmussen's violin.

But the jazz highlight of the

evening was the appearance of Donald Byrd, pinch-hitting for Stuff Smith, recovering in a Paris Hospital.

Byrd, backed by the rhythm section of the Dutch band, played magnificently. He followed an incisive up-tempo version of "Moon River" with a beautiful interpretation of "Come Rain or Come Shine."

Byrd hears the changes so clearly and plays them so cleanly that his playing seems almost effortless. His music is soulful in the truest sense and

(Continued on page 24)

Drug Retailer Fights Disk Ban Proposal

LONDON — Britain's largest chain of drugstores, Boots, is contesting a resolution that could put an end to its record departments in stores throughout the country.

The Pharmaceutical Society decided that drugstores should not sell products outside their normal range of medical and toilet preparations. Boots, however, is contesting the council's rights to tell druggists what they should sell outside of pharmaceutical goods.

They claim that drugstores should be allowed to decide

their own trade sales policy and that a restriction on future trading arrangements was a restraint on their business.

At a mass meeting in London, 6,900 druggists voted overwhelmingly not to carry records in their shops.

Boots has a massive expansion plan which involves open-record departments in those chain's stores which don't already have them.

HOUSTON ORK, A-Z ENTER DEAL

HOUSTON—The 105-piece Houston All-City Symphony Orchestra, conducted by Harry Lantz has signed a contract with the A-Z Disc Record Co., Paris, which will give the orchestra 5 per cent of all money received through sale of an album to be waxed in Europe. The contract signed by Lantz is exclusively for Europe, and recording rights for the U. S. and England will be retained by the orchestra. A scholarship fund will be established with the proceeds of the album. A cover for the 50-minute long album will be a color picture of the orchestra in Houston.

British Decca, Stones Contract

LONDON — The Rolling Stones and their manager, Andrew Loog Oldham, and British Decca, represented by Sir Edward Lewis, have signed a five-year contract which guarantees the British group \$1 million.

The deal gives British Decca world rights—exclusive of the United States and Canada—for Rolling Stones recordings.

Allen Klein, who represented the Rolling Stones and Oldham in the negotiations, is in New York to continue negotiations for U. S. and Canadian rights.

Top Talent to Perform At City Hall Opening

TORONTO — The new \$30 million Toronto City Hall will be officially opened Sept. 13 with a week-long celebration that winds up with a Toronto A Go-Go night featuring half a dozen of Canada's top recording artists.

The evening of the official opening of the architecturally striking City Hall, a historical pageant with massed military band, will be presented in Nathan Phillips Square in front of the City Hall. The following night the program will offer performances by the Toronto Symphony Orchestra, the National Ballet, and the Canadian Opera Company. The third night of the festivities there will be square and round dancing to live bands. The next night will be a sports night; on Friday it will be Nationbuilders '65, a spectacular show of ethnic songs and dances.

The week-long celebration

ends Sept. 18 with a show and dance emceed by Tartan recording star Bobby Curtola and featuring the Liverpool Set, whose first single for Columbia in the U. S. has just been released; RCA Victor's J. B. and the Playboys; Capitol's Big Town Records; Roman Records' David Clayton Thomas and the Shays, and Jon and Lee and the Checkmates.

The Mayor's Committee for Toronto A Go-Go night includes Gene Kirby, program director of CKEY, chairman of the Committee; Allan Slight, p.d. of CHUM, and Jack Dawson, station manager of CFRB; with representatives from the city's newspapers. General chairman is William Vanderburgh, Coca-Cola advertising manager, whose new commercials feature several of the groups appearing, and Jack Richardson, radio-TV account executive on the Coke account at McCann-Erickson, is also on the committee. Lorene Freed, CFTO-TV producer, is producing Toronto A Go-Go. In charge of the festivities is "Mr. Show Business," Jack Arthur, executive producer of the Grandstand Show at the Canadian National Exhibition.

The city has budgeted \$50,000 for the celebration, and the Toronto Musicians Association is co-operating by providing live music through a grant from the Trust Fund of the Recording Industries.

Cantastorie to Turi Di Prima

BOBBIO — Turi Di Prima was named "Italian Troubadour" at the annual contest of Cantastorie (Story Singers) with his rendition of "The Tragedy of the Tanker Luisa."

With words by Vittorio Alberti and music by Ignazio Privitera, the song recounted the recent sinking of an Italian tanker. Other top-rated songs dealt with a recent honor murder, the activity of a dynamiter and the building of a road. In the previous year's competition, the leading theme was the assassination of President Kennedy.

The Cantastorie is essentially a part of Sicilian folklore. However, it has its exponents in every part of Italy although it is more popular in the south than in the north. It originated with songs about the exploits of notorious bandits.

London Fans Mob Beatles At Premiere

LONDON — About 10,000 screaming fans mobbed London's Picadilly Circus Thursday (29) when the Beatles arrived for the premiere of "Help," their second movie. Some 200 police attempted to restrain the crowd. Ambulances were summoned to take away the casualties as 14 girls fainted.

The quartet received louder cheers than Princess Margaret, the chief guest in a star-studded audience.

"Help" is a 90-minute slapstick comedy about the Beatles being chased around the world by oriental villains hot on the trail of a priceless sacrificial ring owned by Ringo Starr. The film is directed by Philadelphia-born Richard Lester.

"Help" is due to open in the United States on Aug. 11, two days before the Beatles leave England for an American tour.

CBS's London Plant Rolling

LONDON—CBS's new pressing plant at Aylesbury, some 30 miles outside of London is now in full operation. This factory, which was started prior to the Oriole take-over by CBS has 45 presses currently fully occupied.

Transfer from the old Oriole factory has been taking place during the past three months, the old building now being used for other purposes. Maurice Oberstein, from the U. S., is now director of operations in charge of the factory and production. His office is at 104, New Bond St.

Peter de Rougemont, European vice-president of CBS, was in London after the CBS Miami convention, en route to visit the new CBS company in Israel with Harvey Schein.

MAXIN HEADS FOR EUROPE

LONDON — Arnold Maxin, executive vice-president and general manager of the Big 3 Music Corp., arrives Wednesday (11) for meetings with the company's European affiliates. He will be here and in Europe for about a week. In London he will confer with executives of Day & Hunter, B. Feldman & Co. and Robbins Music, Ltd., and will have talks with Maurice Jarre who is completing the "Dr. Zhivago" film score. He'll also visit the Big 3 Paris office.

Roses and Records in Mixture



THE HIT SINGLE, "Red Roses for a Blue Lady" from Bert Kaempfert's "Blue Midnight" album inspired a roses-and-records cross promotion in the display windows of Sam the Record Man (at left), one of Canada's largest dealers, and Simmons Flowers (above). The two stores are across the street from each other in downtown Toronto. Sam's offered a free rose with each purchase of the Decca album, while Simmons' rose-laden window prominently promoted the song and album.

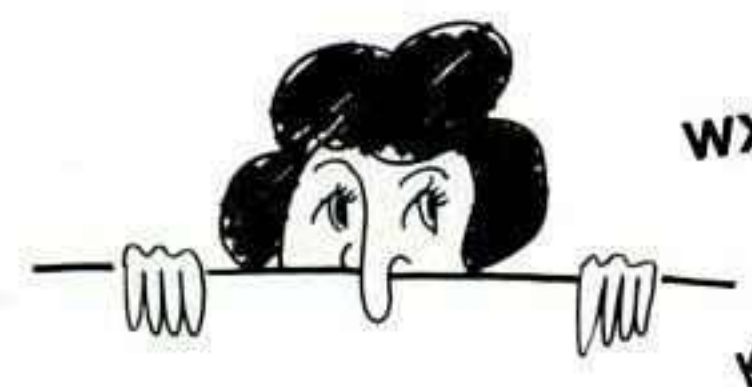
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MARION WILLIAMS: FESTIVAL PLEASER

Gospel Singer the Rage at Antibes

• Continued from page 22

the Dutch rhythm section—despite having had only one rehearsal with him earlier that day—rose to the challenge superbly.

Nina Simone Smash

But if the pure jazz honors went to Byrd, Nina Simone, who had the closing spot on the first two days, certainly took first place in terms of audience response.

Her many-faceted talent was displayed to full advantage. In "Strange Fruit" she sang her heart out.

Unpredictable, supremely dedicated, she sang, she played powerfully dramatic piano, she danced, she cajoled, she threatened, she improvised lyrics, stood tunes on their heads and thoroughly mesmerized the audience.

At one point during a chant number, she turned to her rhythm section (Lyle Atkinson, bass; Rudy Stevenson, guitar, flute, and Bobby Hamilton, drums) and sang: "It's Getting faster, why don't you relax and keep it where it's supposed to be?" The musicians sheepishly slowed the tempo.

'Porgy' a Masterpiece

"I Love You Porgy" was a masterpiece of emotional singing. "Trouble in Mind" was the blues at its most compelling, and featured such unorthodox lyrical variations as "Gonna let the 2:19 train and barbiturates ease my troubled mind," and "Little Girl Blue" was distinguished by the bizarre use of "Au Clair de la Lune" and "Good King Wenceslas" as counter melodies. The show stopper was the famous "Mississippi Goddam," sung with fire and superbly controlled ferocity.

Stuff Smith's spot on the second day was filled by Art Farmer, who flew in from London where he was appearing at the Ronnie Scott club. Farmer, on flugel horn, played with his customary immaculate tone and lyricism, but he was wretchedly

served by a local drummer who constantly misplayed the beat.

Also featured at this concert was another very exciting big band—the Gustave Brom outfit from Czechoslovakia—and the phenomenal 14-year-old guitarist Boulou Ferre, a nephew of Django Reinhardt who is following rapidly in uncle's footsteps. Ferre has a formidable technique for one so young and clearly has a very big future.

McGriff Next

The third day saw organist Jimmy McGriff making his European debut and following the path pioneered in France by Jimmy Smith. McGriff, who describes his music as swing rather than jazz, was backed by Thornell Schwartz (guitar) and Richard Easley (drums), and the trio swung their way confidently through some hard-driving blues. Schwartz showed himself to be a fresh and enterprising soloist; McGriff took care of business very much in Jimmy Smith style and got a warmly enthusiastic response.

Climax of the third night was the appearance of the John Coltrane Quartet—an appearance which left the packed audience a little nonplussed. For Coltrane played just one piece—"A Love Supreme"—and it went on for 47 minutes. There were a few boos mingled with the applause at the end.

Nevertheless, the Coltrane Quartet played superbly. Coltrane himself, a restlessly searching musician, forcefully demonstrated that he is no superficial, gimmick-ridden avant-garde exponent.

His music is rich in sincerity, he builds his solos magnificently. And the support from McCoy Tyner, Jimmy Garrison and Elvin Jones just could not be faulted. This is probably the most integrated and most formidably equipped jazz quartet in the world.

On the fourth night Coltrane produced a less demanding program—featuring the cele-

brated "My Favorite Things" and "Impression"—and the audience reaction was considerably more enthusiastic.

As an hors d'oeuvre for this concert, Britain's Bruce Turner Jump band played a swinging program of Basie-inspired mainstream. Surprisingly, because French audiences are very favorably disposed to middle-of-the-road jazz, this was the only mainstream offering of the entire Festival and it was well appreciated.

The last two days of the Festival featured Marion Williams and the powerhouse Woody Herman band, preceded on the fifth night by the Jean-Marie Troisfontaine trio from Belgium, playing "freeish jazz" and on the final night by a French Dixieland group, complete with washboard and banjo—the Haricots Rouges.

Herman's band, featuring all the old stomping Herman specials like "Cal'donia," "Four Brothers," "Wailing in the Woodshed" and "Hallelujah Time" played with tremendous verve. The ensemble passages, with the full power of five trumpets, three trombones, and four saxes, were executed with immense vitality and precision and a fine array of soloists.

Southall maintains the Herman tradition of slightly eccentric trombonists—started by Bill Harris and continued by Phil Wilson. The standout piece was an arrangement by Yugoslavian trumpet player Dusko Goykavich of Benny Golson's "I Remember Clifford," which featured Goykavich on flugel horn.

Another highlight was the tenor duel between Nistico and McGhee on "Hallelujah Time."

Both the Herman band the John Coltrane Quartet played concerts in Paris during the run of the Festival and Nina Simone and Marion Williams made extra appearances at the Juan les Pins Casino.

MUSIC CAPITALS OF THE WORLD

AMSTERDAM

Phonogram this week released **Rolling Stones** "Satisfaction." . . . On Sept. 23 the Rank Organization will premiere the English film, "The Iceman File." CBS will release the original soundtrack LP. . . . Atlantic rushed out **Esther Phillips** "And I Love Him." . . . After the release in Germany, Vogue in France released a French version of the great Dutch success, "Spel Kaarten" (Deck of Cards). . . . Vogue also released the EP of the Dutch beat group, the **Motions**. . . . Summer release of Inelco RCA: **Johnny Kendall** and the **Heralds**, "I Wanna Be Free." . . . Parlophone's **Roel Kruijze** is happy with the overwhelming success of the **Beatles** "Help!" single, No. 1 in Holland in just two weeks. . . . Recently, Negram, in co-operation with Reprise, started a special action for the **Sammy Davis** album, "A Salute to Nat King Cole." . . . Delta discovered a new beat group, the **Sandy Coast**. First record: "Being in Love"—"I Want You for My Own." **RAYMOND DOBBE**

COPENHAGEN

One of the top records at the moment is "Do What You Do Well" by **Ned Miller**. Singer **Gustave Winckler** has made a Danish version of the song "Ger hvad du kan," which looks like a best-seller. Winckler has a voice like the late **Jim Reeves** and has made many Danish versions of Reeves' songs. . . . The **Rolling Stones** are shooting up the charts with an EP containing four concert recordings. The numbers are "Everybody Needs Somebody to Love," "Pain in My Heart," "I'm Moving On" and "I'm Alright." . . . The Danish group, the **Defenders**, which scored in Denmark, is preparing their first LP, and it will be released in many countries. . . . The American rock 'n' roll and country star **Wanda Jackson** looks like she will repeat her German success with "Santo Domingo" in Denmark. . . . The Danish teen-agers are interested in the flipside of "Help!" with the **Beatles**. It is the first rock 'n' roll composition from **Lennon-McCartney**, called "I'm Down." **Paul McCartney** sounds like **Little Richard**. . . . Compositions from the American singer **Larry Finnegan** are very popular. He has penned many hits in the past two years. His hit now is "Lucinda."

Despite very bad quality, the latest album with the late **Buddy Holly**, "Holly in the Hills," is getting interest. . . . Last time the **Kinks** performed here, their concert was stopped because of rioting. However, precautions have been taken for the **Kinks** return here in September for a couple of concerts. . . . A **Bob Dylan** fever, coming from England, is growing. His albums are very popular. . . . Sounding like a mixture of the **Swinging Blue Jeans** and the **Rolling Stones**, the Danish group, the **Swinging Stones**, have cut their first single. . . . Will **Elvis Presley** ever visit Denmark? All the pop fans would see him if he performed in Denmark. **JORGEN MYLIUS**

HAMBURG

Metronome has a smash with its disk, "Zorba," which sold 60,000 in the first five days after release. **Joergen Ingmann**, in the Metronome version, plays the music from the film "Alexis Sorbas." Metronome director **Lief Kraul** has acquired German production rights to the **Grethe Ingmann** version of "Sommerwind." Metronome also will produce the first LP of **Suzanne Doucet**, German chansons, titled "Rot wie Rubin." Some of the titles were written for Suzanne by **Udo Juergens**, and others Suzanne wrote herself. . . . Philips has taken over the Amadeo disk repertory, Philips will gain access

to releases on the U. S. Vanguard label, distributed in Germany by Amadeo. Philips also intends to promote heavily the Amadeo "Quodlibet" series of cabaret disks. Philips will release as the first LP's from the Amadeo repertory: **Klaus Kinski**, **Boy Gobert**, **Fred Liewehr**, "Jacobovsky und der Oberst" and **Carl Zuckmayer's** *Des Teufels General*.

Polydor's **Peter Alexander** will appear in a Hollywood film featuring the top pop stars of Germany, England, France, Spain, Italy and the U. S. Three other Polydor artists will leave in September for tours of the U. S. and Canada—**Lolita**, **Ivo Robic** and **Martin Lauer**. . . . Deutsche Grammophon is releasing LP's with prose from **Thomas Mann**, **William Faulkner** and **Dostoevsky** in its "Literary Archive" series. . . . Grammophon's **Karl Boehm** will conduct concerts in September in Rio de Janeiro, Sao Paulo and Buenos Aires. **OMER ANDERSON**

LONDON

Decca has signed the **Alan Price Combo**. Price is the organist who quit the **Animals** in May. The group has inked a management agreement with **Mike Jeffries** who handles the **Animals**. . . . CBS conductor, composer and artist **Leonard Bernstein** was here for the first performance of his "Chichester Psalms," a work commissioned from him by the Dean of Chichester. . . . **Brian Poole** and the **Tremeloes** recordings may be released on three different continental labels in the future. Their manager, **Peter Walsh**, is negotiating for his Strand label to be issued on Polydor in Germany. Swe-disc in Scandinavia and CBS in the Benelux countries. . . . Hot on the heels of **Sam the Sham's** first hit "Woody Bully" **MGM** is this week issuing his "Ju Ju Hand." . . . **Philip's Walker Brothers** could score their first major hit with the **Burt Bacharach-Hal David** composition, "Make It Easy On Yourself." . . . Decca has a hitmaker in **Jonathan King**, currently on the charts with "Everyone's Gone to the Moon," shortly to be released in the U. S. King is in the unique situation of having neither manager nor agent.

Dusty Springfield was unable to open in her seaside season show because of a suspected ulcer. In the balance now is her projected American visit next month which includes an appearance on the "Danny Kaye Show." . . . **Pearl Bailey** is expected to follow **Buddy Greco** at London's night spot, the Talk of the Town, in mid-September for four weeks. . . . "Help!"—both film and single are proving astonishingly successful for the **Beatles**. The record gave the group its sixth instant No. 1 in the British charts and despite the present sales slump notched up 500,000 in less than a fortnight. . . . British agent **Mervyn Conn** is seeking **Andy Williams** for concerts in Britain this fall and the **Sir Douglas Quintet** for a projected Christmas show with the **Byrds**. **CHRIS HUTCHINS**

MEXICO

Alberto De Luque, Hamburg-based Paraguayan bolero singer, appeared here in night clubs and on TV. His second LP, "Para Ti," just came out on Philips. . . . After an absence of two years, Chilean singer **Monna Bell** made a very successful comeback in a fashionable night club and recorded in Spanish for Gamma, four international melodies: "La gente" (People), "The Girl From Ipanema," "La playa" (La plage) and "Tu Sabes." . . . The conductor-arranger who introduced the yenka to Mexico, **Louis Bert**, is in reality a musician from Venezuela, **Julian Romero**, also well-known as pianist in Latin orchestras in Las Vegas (Continued on page 26)

Antibes Jazz Fest Proves Point

ANTIBES, France—The unqualified success of the sixth Antibes-Juan les Pins International Jazz Festival has consolidated the event's position as the most important jazz manifestation in Europe.

This year's Festival made fewer concessions than ever to commercialism. Certainly it featured top jazz names like John Coltrane, Woody Herman, Nina Simone and Marion Williams. But none of these artists—as yet—has a big following in France (compared with, say, Lionel Hampton and Ella Fitzgerald who starred in last year's Festival) and, in addition, the complex music of Coltrane is not the easiest for the average jazz enthusiast to assimilate.

Nevertheless total attendance at the six-day Festival was an estimated 18,000. Said Jacques Souplet, a jazz enthusiast of more than 20 years' standing who has had a big hand in the organization of all six Festivals: "We think we will show a profit—but this is not our main concern. What we are particularly pleased about is the evidence of broadening tastes among the Festival audiences.

"If we had put Coltrane on three or four years ago there would have been a lot of opposition. But now the people listen and try to understand. They are much more tolerant."

Singers Score

Nevertheless, it is significant that the biggest acclaim was reserved for singers—Marian Williams and her Gospel Group and Nina Simone, with the powerful but thoroughly orthodox Woody Herman Herd taking an honorable third place.

Unquestionably, though, the Antibes Festival is growing all the time. This year's press contin-

gent—around 160—was bigger than ever and the audience as a whole had a more international flavor.

The entire Festival was filmed by the ORTF, and the film is expected to be sold in more than 30 countries. In addition, the concerts were recorded for the first time in stereo and will be broadcast over the France Music radio channel.

A Swedish film unit also shot thousands of feet of film for a documentary on the Festival.

For the first three years of its existence the Antibes Jazz Festival ran at a loss. Then, when Miles Davis came for the fourth Festival, it proved a vital shot in the arm. The downward trend was reversed and the success of the last three events has more than covered the loss made on the first three.

Beautiful Area

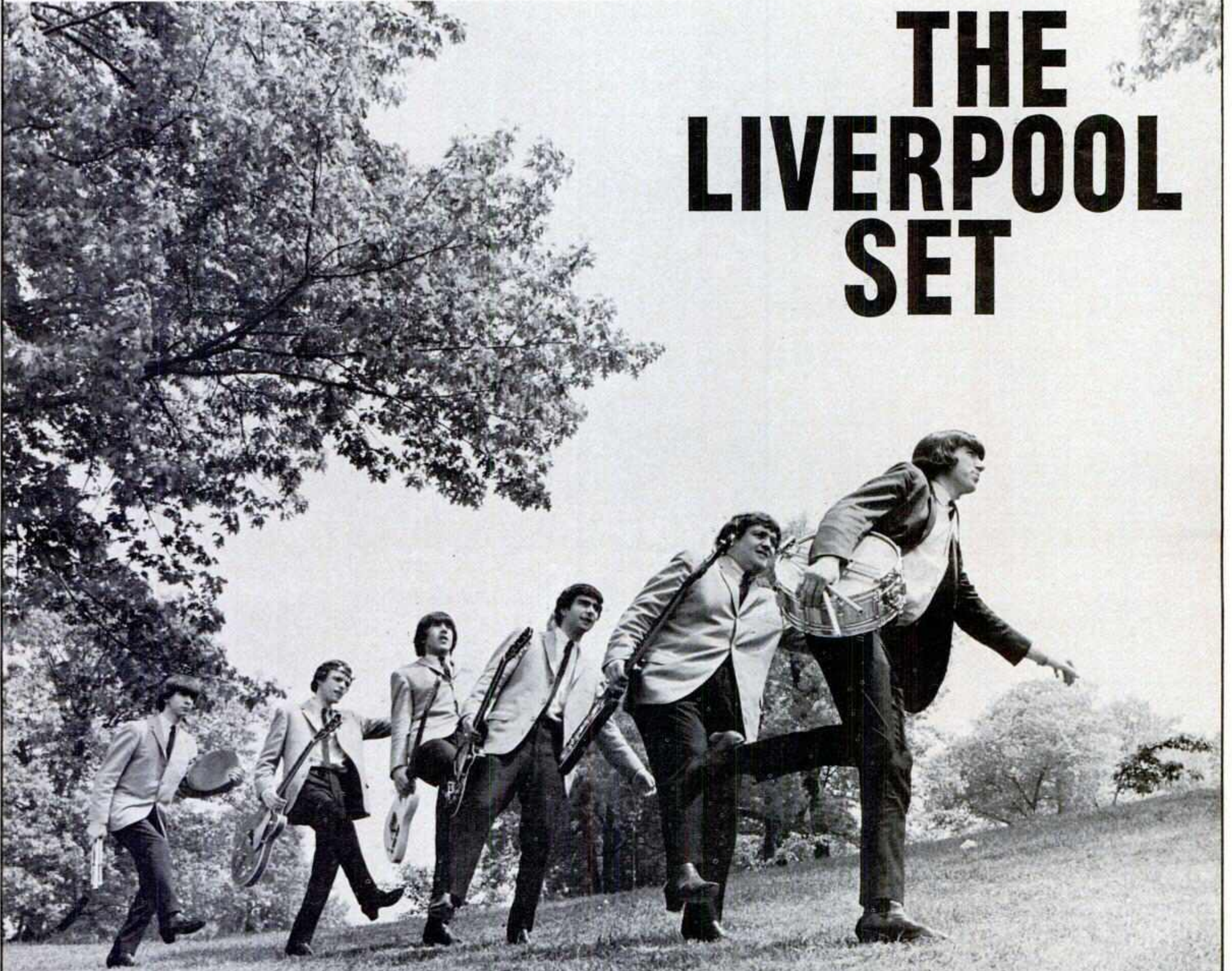
The Festival, which is financed jointly by the ORTF and the municipality of Antibes, has the great advantage of beautiful surroundings. The stage is set among the pine trees right on the shore and in six years not a single drop of rain has fallen on the audience.

The budget for this year's event was around \$80,000, most of which went on return air tickets for 35 musicians from the States and hotel accommodations.

Said another of the organizers, Remy Quennehen, "Jazz has certainly had a crisis, but it is in a very healthy state now in Europe. We took something of a risk this year in not engaging artists who are thoroughly well established in Europe.

"But the policy has been fully justified. Our principal aim, after all, is to spread the jazz message, and the signs are that we are succeeding."

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CAB-CAPAC Program Moves Into 2d Gear

By KIT MORGAN

TORONTO—Within the last year, four LP's have been put on the market in Canada, with all talent costs subsidized by a quarter-million-dollar fund set up by the Canadian Association of Broadcasters, and the Composers, Authors and Publishers Association of Canada "to encourage the creation, development and use of Canadian music" over a five-year period.

The four albums have been described by the CAB-CAPAC Committee for the Promotion of Canadian Music and by the major record companies who pick up the tab for manufacture and distribution, as "artistic successes."

Next on the agenda are "commercial successes," with a move into the pop singles market. Mid-month, Columbia will release CAB-CAPAC's first 45, "You've Got a Flag, Wave It" and "I Wanna Hear That New Sound," with a 31-piece orchestra and 14-voice chorus conducted by Howard Cable. "Flag" is a show tune, while "I Wanna Hear," which features young singer Debbie Lori Kaye, is a pop number reminiscent of "Downtown." Both numbers are from the Canadian National Exhibition Grandstand Show, though their lyrics aren't tied to the show in any way. Both were written by CAPAC member Stan Daniels, who has signed with Frank Loesser's Frank Music in New York.

Huge Promotion

The disk will get promotion like no disk has had before in Canada. Over 200,000 will hear the tunes, showcased in spectacular production numbers, in the Grandstand Show (20-Sept. 4), which draws an average of 17,000-18,000 to each of 14 nightly performances. And three million visiting the exhibition will hear the disk via the p.a. system throughout the 350-acre grounds, with the A side played every hour on the hour, and the B side every hour on the half hour.

In advance of general release, the disk will go out to all member stations of the CAB, where it will get special attention because of the broadcaster's participation, and because of its tie-in with the CNE, which attracts widespread interest. The CNE will also send the disk to U. S. border stations on which the big fair (the largest annual exhibition in the world) buys commercial time.

The disk, in a special CNE jacket, will be sold at the grandstand and throughout CNE grounds, as well as through Columbia's national distribution system.

Debbie Kaye Featured

The songs from the Grandstand Show sparked the move to 45's, but with the recording session set it was decided to cut other material suitable for singles at the same session. The second single features Debbie Lori Kaye, featured in the Grand-

stand Show, whose first single for Columbia in the U. S. was released recently. She sings "Half a World" and "Just We Two," by CAPAC writer Pat Bestall, with big-band, swinging rock arrangements. She is a Columbia artist and this single will also be released by Columbia sometime this fall.

Third single cut by the CAB-CAPAC session is not yet set as to label and release date. It was prompted by the success of two tunes from a Canadian Talent library transcription service LP, "Ben McPeck, His Voices and His Orchestra," and it represents an experiment in covering the most popular numbers from the CTL series for public release.

Only Limited Play

Previous releases under the CAB-CAPAC aegis, the "artistic successes," have received only limited radio play, mainly on FM, because of their minority appeal. They fulfilled the aim of preserving Canadiana (the Stratford Festival fanfares, the Royal Canadian Mounted Police March, etc.) and making Canadian compositions performed by Canadian musicians available to the Canadian public, but there has been some pressure from CAB stations for material more suited to most stations' programming. The singles are a test balloon in the pop market.

Of the four LP's, "Music in the Round," by the Cable Concert Band conducted by Howard Cable, and "Souvenir de Quebec" with the Cable Concert Band conducted by Maurice DeCelles, were released on RCA Victor; "Action With Agostini" with a large orchestra conducted by Lucio Agostini, was released by Capitol; and Columbia recently released "Scored for Ballet" with the Toronto Philharmonic Orchestra.

Fifth in Series

In September, Capitol will release the fifth in the series, Piano Concerto No. 1 by Oscar Morawetz featuring pianist Anton Kuerti, and Roger Matton's Concerto for Two Pianos and Orchestra, with pianists Bouchard and Morriset, both with the Toronto Symphony.

Sales of the three earlier albums are running about 1,000 copies each, with the "Souvenir de Quebec" album of martial music based on French-Canadian folk songs selling best, and the "Music in the Round" winning as much play on New York State FM stations as anywhere at home.

There have been some complaints to the CAB-CAPAC committee about distribution, from those who have been unable to find the albums even in large stores in major centers. However, committee member composer-conductor Howard Cable comments that album sales suffer most from that he calls "Canadians' reverse-chauvinism," an attitude of "if you're so good, why aren't you in the States?"

Canadian Postal Strike Tied Up Industry; Disk Clubs Hardest Hit

TORONTO — A week-long strike which virtually halted all mail service in Ontario, Quebec and British Columbia and crippled postal service in other parts of Canada the end of last month struck hard at record companies, distributors and dealers. On the brighter side, however, the strike came at a low ebb in activity at almost all levels of the record industry, manufacturing, sales, promotion and retail sales.

"If it had hit a few weeks later, in the midst of fall activity, it could have been a disaster," said one record company executive. All companies were cut off from mail from their affiliates in the U. S., U. K. and other countries, and from their branches and distributors across Canada, and turned to long distance phone and telegraph for communication.

Promotional activities in disk companies ground to a halt. New release sheets for dealers and deejays mailings were held up, and the companies were cut off from news of chart action on their product as delivery of trade papers and radio station charts ceased.

Hardest hit were the record

clubs. At the Capitol Record Club, 5,400 records ready for mailing were delayed for the five-day period when no outgoing mail was processed in Toronto, and approximately the same number of orders, in hand

Cabos Capture Spanish Fest

BENIDORM, Spain — This year's seventh annual Benidorm Award went to Laura and Frederico Cabo for their presentation of "Tu Loca Juventud" (Your Crazy Youth), by Tomas De la Huerta and Jose Luis Navarro.

The resort village of Benidorm and Chile's top seacoast resort of Vina Del Mar have become sister cities, by way of a pact signed by both mayors during the recent festival here. Vina Del Mar's Mayor Juan Andueza, who flew here from Chile to attend festivities, joined Mayor Pedro Zaragoza, of Benidorm, in proclaiming the two spas twin cities for future song festivals.

when the wildcat strike hit, were held up because there seemed no point in packaging orders with no indication of when they might get into the mail. The daily average of 1,200 pieces of mail from 30,000 members, mostly payments or advice cards either accepting or refusing releases, dwindled as the strike hit first in Montreal and Vancouver, then mail ceased entirely for five days when there was no delivery in Toronto. Employees could only prepare for the avalanche of mail to come with the resumption of postal service.

The Capitol Record Club had placed a three-page ad in the July 24 issue of TV Guide, experimenting with cutting out all descriptive copy listing selections on the albums, in favor of using that space to illustrate more albums, but because of the strike the effectiveness of the ad cannot be measured in comparison with the response to previous ads.

Smaller Dealers Hurt

Smaller dealers, particularly those outside the major cities, who normally order by mail and are serviced via parcel post, were also hard hit. Shipments

MUSIC CAPITALS OF THE WORLD

• Continued from page 24

and San Francisco. Romero lives in Mexico and his first LP, with the current hit, "Leccion de besos" (Lesson of Kisses) was just issued by Orfeon. . . . The record business has reached the provinces. One of the biggest stores of Guadalajara, Casa Lemus, just opened its first branch store. With a population of over a million, Guadalajara is now the second city of Mexico.

The veteran duo of the **Aguila Sisters** records now for Orfeon. . . Supervisor **Guillermo Burckle** left Dusa and became manager of Cisne Records. . . . The Mexican quartet of the **Castro Brothers** returned after having been successful during several years in the U. S. They recorded their first EP for RCA Victor Mexicana with "Tx-trano tu calor," "Noche tras noche," "Yo sin it" and "Me trae herido." . . . On leave of absence, **Bernard, Ness**, president of RCA Victor Mexicana, will take a rest during several weeks. In the meantime, **Louis Couttolenc Jr.**, general director of operations, is in charge. **David Crump**, the same company's manager of industrial expansion, was sent for two months to Caracas to reorganize the record division of Venezuela's RCA.

OTTO MAYER-SERRA

RIO DE JANEIRO

Astrud Gilberto is in town for a two-week visit. She'll make some TV appearances in Sao Paulo. . . . Composer **Harold Lobo** died of a heart attack. He shared with **Lamartine Babo** and **Joao De Barro** the position of Brazil's best carnival composer. . . . RCA released the first LP of new singer **Maria Bethania**. Lassie is from Bahia, **Joao Gilberto's State**. . . . **Dalmo Santos** is new general-superintendent at Discos Continental. . . . Philips released LPs by **Jorge Ben, Luli, Jair Rodrigues** and the last item from ex-licensee ABC-Paramount: "Ray Charles at Shrine Auditorium." . . . American singer **Ray Rivera** was invited to visit Rio. . . . Philips fired promotion-assistant **Paulo Jorge**. . . . Pianist **Antonio Adolfo**, of 3D Trio, plays a lot of wrong notes on RCA LP "3D Invites." RCA doesn't know exactly who okayed the tapes.

SYLVIO TULLIO CARDOSO

ROME

Three fan weeklies are in disagreement over which of three disks should be in first place. All three are from RCA, and star **Rita Pavone, Jimmy Fontana** and **Gianni Morandi**. Rita received her fourth golden record at the Ariccia summer festival where she first won renown four years ago. . . . Spain's **Marisol** is singing in Italian for Jolly for the first time. . . . **Charles Scholz**, RCA a&r, here for opera recordings at RCA Italiana. . . . **Katyna Ranieri**, having completed her role in "Respectfully Speaking," left for U. S. to begin promotion of **Riz Ortolani's** "Ballad," which she

were switched to railway express, more expensive and slower because of the sudden increase in volume as all businesses turned to express.

"There was no real emergency, because it hit us in a lull and only lasted a week," said one executive. "But it gave us an indication of what a crippling blow a prolonged strike in the busy season could be, and it could be a nightmare."

sings in film. . . . Festival of the Roses set for Oct. 1-3 at the Cavalieri Hilton here. . . . **Peppino di Capri** has built a special wing on his villa in Capri for entertainment, with special nights for guest stars. . . . **Miranda Martino** sharing billing with **Carlo Dapporo** in new weekly TV musical, "Rotocarolo." . . . **Michele, Audrey** and **Francoise Hardy** were honored for top-selling records of those presented at 1964 Pesaro Festival. . . . **Peter Tevis**, American vocalist active in Italy, has done a western album for RCA, "A Fistful of the West." . . . New RAI opera schedules shows 14 TV productions in a seven-month period.

Ri-Fi has released two disks by the **Giants**, Rome's big new teenage sensation. . . . "Cantafilm" will feature winning vocalists of a nationwide contest. The finals will be held on Corfu Island Sept. 10-12. . . . Fonit-Cetra's latest five summer disks have some of the sexiest covers seen here. . . . **Gino Paoli** is booking for a new label after a long spell with RCA. . . . **Mariolino Barberis**, young winner of the Cantagiro newcomers' division, is making the grade among record sellers. . . . Festivalbar event has now been postponed to September. **Petula Clark**, riding high with her winner, "Ciao, Ciao," now has "I Know a Place." . . . **Luigi Tenco** is out with his first LP for Jolly. . . . **Louis Armstrong** recordings of long ago are in demand. CBS has put out three and RCA two. **SAM L. STEINMAN**

STOCKHOLM

Mel Torme back at the Tivoli for the third year and better than ever. This time he is backed by a Swedish all-star band and Mel and the band are swinging up a storm every night. . . . Top entertainer **Owe Thörnquist** is in the headlines again. Last time he punched a heckler in the nose. . . . **Eartha Kitt** did a show for the prisoners at Langholmen and was a smash. She had to do a lot of encores

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before they let her go. . . . The record business is in a slump, but that happens regularly in June and July. . . . The **Spotnicks**, instrumental group, trying to get to the U. S. again. The group had no luck last year but things look better now, says manager **Roland Ferneborg**. . . . A lot of Swedish rock groups are trying to get into England. English groups can come to Sweden and work but Swedish groups can't go to England and work because the English union bans all foreign competition.

BJORN FREMER

SYDNEY

Festival Records has released two **Righteous Brothers** waxings, Moonglow's "Justine" and Phil Spector's "Unchained Melody." Festival is also releasing on its Ampar label the ABC-Paramount master of **Della Reese's** first single in a long time, "After Loving You." Other Atlantic singles due for early release include **Carla Thomas'** "Stop, Look What You're Doing," **Solomon Burke's** "Tonight's the Night," **Wilson Pickett's** "The Midnight Hour" and **Sammy & Cher's** "I Got You Babe."

On the local album scene **Barry Creyton**, current star of the con-

(Continued on page 28)

Spin It! It's a Winner!

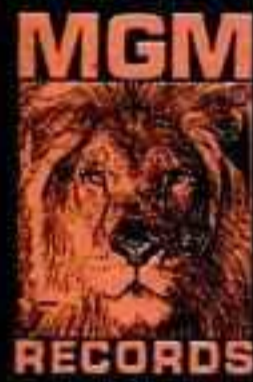
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JOHNNY TILLOTSON

HEARTACHES BY THE NUMBER

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Party to Mark Launching Of WB-Pye Release Deal

LONDON—The Warner Bros. label will be officially launched under its new British release deal with Pye at a party at London's Kensington Palace Hotel Aug. 19. Warner Bros.' president Mike Maitland and Allan Sherman will be among Americans attending.

In addition to disk jockeys and newspapermen, Pye has invited British artists whose records are released on Warner Bros. in America, including the Kinks, Petula Clark, Sandie Shaw and the Rockin' Berries.

The party precedes by one day Pye's annual sales conference which will be angled heavily on Warner Bros. Maitland will be among those addressing the company's sales staff throughout Britain. Another speaker will be Jim Bailey, Pye's newly appointed international head.

Invited to both occasions by managing director Louis Berjani are Pye's European licensees.

The first new Warner Bros. product will be issued Aug. 20 and will be backed by a unique promotional campaign. A nationwide window display contest for record dealers will be divided into two classes—windows dressed professionally and small shops.

Blackpool is just one of the major seaside resorts at which there will be special campaign events. Pye has even arranged for elephants to parade the beach with advertising matter. A cocktail party to which dealers will be brought by coach from the north of England will coincide with switching on Blackpool's illuminations Sept. 3.

At the Belle Vue pleasure ground in Manchester, a week of summer festivities will be devoted to WB campaigning.

Twenty-three major provincial newspapers will carry a Pye contest, heavy advertising will appear in the trade papers, and there will be similar pro-

motion in ATV's chain of bowling alleys and through ABC films.

In addition, there will be TV and radio advertising, and blanket national coverage of full-color posters.

HOLLYWOOD — Pye Records of London will receive its first batch of Warner Bros. Records Friday (20) when WB-Reprise President Mike Maitland and comedian Allan Sherman present the first 12 albums at Pye's national sales convention.

Py has handled Reprise product for the past several years. Maitland revealed his London trip at the recent touring sales show in Los Angeles, New Orleans, New York and Chicago (Billboard July 31).

WB artists scheduled to tour England in the fall include the Everly Brothers; Peter, Paul and Mary, and Dick and DeeDee.

MUSIC CAPITALS OF THE WORLD

• Continued from page 26

roversial TV series "The Mavis Bramston Show," and **Noeline Brown** ex-star of the show now living in London, made it big here with their first album titled "The Front & Flipside of Barry Creyton and Noeline Brown," are about to release their second album "The Not So Wet and Dry Side of Barry Creyton and Noeline Brown." This is in keeping with Festival's policy of releasing artists and actual soundtracks from top-rated Australian TV shows.

To tie in with the opening of Columbia Pictures film "Major Dundee" Australian Record Company, Ltd., has released **Mitch Miller's** single of the title theme. The release of the soundtrack album will follow within the next couple of weeks. Both are on CBS.

ARC has also rushed the **Village Stomper's** Epic single of "Those Magnificent Men in Their Flying Machines" which has been receiving tremendous air play for the past two weeks. T.M. Music is active with a record by **Ray Brown**, "Fool, Fool, Fool." Also receiving strong plugging is "Laura Lee" a title from the Columbia film "Major Dundee." T.M. Music arranged with both RCA and Capitol to have singles on the title released by **Eddy Arnold** and **Wayne Newton**.

Meanwhile, Belinda Music's promotion department, headed by **Tony Brady**, has launched competition around its artist, **Elvis Presley**. To celebrate Presley's 10th anniversary in show business, a two-week "Write a Greeting to Elvis" campaign is being conducted over radio 2 UW climaxing into a one-hour all-Presley music program. The winner of the competition will be given a Presley album and a "Fly-Away Holiday" with a leading airline company, Ansett-ANA. RCA has arranged a special window display advertising the competition. **GEORGE HILDER**

TORONTO

More Canadian recording talent will be appearing on "Hullabaloo" this season. **Bill Davis**, ex-Canadian Broadcasting Corp. TV producer who now directs "Hullabaloo," is spending the summer in Toronto, working on several shows for CBC-TV and other TV projects, and has been catching the talent in the clubs and collecting disks by Canadian talent to present to producer **Gary Smith**. . . . Columbia Records in the U. S. has picked up another Canadian group, **Johnny and the Canadians**, from London, Ontario. First single by the vocal and instrumental septet, who wowed the crowds in their first engagement at Friars A Go Go in Toronto last month, is "Say Yeah" and "A Million Tears Ago," recorded in New York. . . . The rich French-Canadian market caught the attention of **Adam Faith** when he visited Montreal and, back in London, he recorded his big hit, "It's Alright" and its follow-up "Talk About Love" in French. They're on Pathe, Capitol's French-Canadian label.

Arc Records has acquired the

international rights to "The Wings of a Dove" by **King Eric and His Knights**, which was very big in the Caribbean and is reportedly due for valuable promotion via inclusion in the next James Bond movie, "Thunderball." In addition to distribution in Canada, it's on Arc in the U. S. through Cosmo. . . . The **Esquires**, the first of the pop groups to be signed for Capitol of Canada's now-lengthy roster of Canadian talent, have an old **Buddy Holly** favorite, "Love's Made a Fool of You" going on their latest, their fifth single. . . . **Ritchie Knight** and the **Midnights**, whose "Charlena" was No. 1 in Ontario for weeks a couple of years ago, figure to break the jinx that hit their follow-up disks with their new Arc single, "One Good Reason," a big hit at their teenage dance dates in and around Toronto. **KIT MORGAN**

DETROIT

The **Supremes**, **Fugitives**, and **New Gibson and Martin Trio** have been booked for a special concert Aug. 21 at Oakland University's Baldwin Pavilion at Meadowbrook on the campus, for the benefit of the scholarship fund. . . . **Martha** and the **Vandellas**, the **Spinners**, **Barbara Lewis**, the **Byrds**, the **Orlons**, and **Vic Dana** appeared for four days at Bob Lo Island Park, taping a series of shows for Teen Town, emceed by **Robin (The Bird) Seymour**, veteran disk jockey, on CKLW-TV. . . . The **Serenity Singers**, NBC's "Hullabaloo," **Jack Jones**, **Jimmy Wilkins** Orchestra, and the **Supremes** have been booked for several days as free acts at the Michigan State Fair Music Shell, opening Aug. 27. **HAL REEVES**

HOLLYWOOD

The **Teddy Phillips** 12-piece dance band extended at the Golden West Ballroom in Norwalk until Jan. 1. The band is starred Sundays from 3:30-4 p.m. on KCOP-TV in a show taped earlier in the week at the ballroom before a live audience. Phillips, a former Chicagoite, came to L. A. a year ago to front the Art Castle band when the leader died. Featured vocalist is Phillips' wife **Colleen Lovett**. Band members include many top casual, film and recording studio musicians, including **Dick Saunders**, tenor sax-bass clarinet; **Breesty Thomas**, trombone; **Ethmer Roten**, flute; **Ed Stanley**, lead trumpet and **Earl Morris**, alto saxophone. . . . New rock group, the **Catalina Boys**, have been placed by manager **Richard Shepp** with the Catalina sportswear people to appear in TV commercials. They are supposed to visit 40 U. S. markets in August to model clothes. Group is looking for a disk contract.

Art Benson has left Hollywood International Talent Agency to manage singer **Tommy Cooper**. Benson retains his Celestial label as well as Grosvenor House (ASCAP) and Star Tunes (BMI) publishing firms. Benson's new firm is CB Enterprises. . . . New pactees with Dee Gee Records are **Jennie Haywood**, the **Messengers**, **Frisby Clemens** and **Darius**. **Ike Cole** was the first artist joining the new company. . . . **Sonny Bono** is the most recent long-haired male artist getting the heave from *(Continued on page 34)*

German Record Companies Win--On Fair Trade Pricing Decision

BERLIN — German record companies have won an important court test in their campaign to obtain the same fair trade pricing privileges enjoyed by book publishers.

The Berlin district court has ruled that disk firms, as with book publishers, need not seek approval of the Federal Cartel (antitrust) office for fair trade price fixing.

The court's decision is contrary to the ukase of the Federal Cartel Office, which also has its headquarters in West Berlin.

West Germany's antitrust law requires manufacturers to seek approval of the cartel office for all retail price fixing. The cartel office has exempted book publishers, but has ruled that phonograph records are consumer goods within scope of its directive.

Disk firms have been seeking to have the cartel office's decision reversed by court proceedings. The first step—the Berlin court decision—is the result of suit filed by a West

Berlin retailer against Deutsche Grammophon.

Grammophon required the retailer to sign a retail price maintenance (RPM) pact. The retailer asked the court to void the pact on the grounds that it had not been approved by the Federal Cartel Office.

The court ruled, however, that phonograph records are in the same category as books—cultural material rather than a necessity of life or a consumer goods staple item.

The retailer is appealing the

court's decision to the Federal Supreme Court at Karlsruhe. The Federal Cartel Office, meanwhile, is holding to its position that phonograph records are in a separate category from books and require prior approval of RPM contracts.

The case represents part of the determined campaign German disk firms are waging to hold and extend fair trade practices throughout the German disk trade. All major disk companies are tightening distribution procedures to strengthen RPM.

Philips' Boat Pulls (Publicity) Weight

CANNES, France — The Philips "Floating Studio" which is moored in the new pleasure boat port of Cannes, is proving to be one of the most successful promotion ideas of the summer.

The boat has been hired as a floating studio for a daily Philips broadcast from 4 to 5 p.m. on Radio Monte Carlo.

Each day the boat sets out at 3 p.m. with a number of Philips artists aboard and anchors in the bay of Cannes while Philips chief P.R.O. Andre Asseo, an experienced broadcaster, interviews the artists between record plugs.

A total of 32 daily broadcasts has been scheduled—and tremendous interest has been aroused among holidaymaking listeners by the appearance of the Philips boat in the bay.

Leaflets advertising the programs are thrown from the boat and each day scores of people swim out from the beach to collect them, plus autographed pictures of the artists. Some intrepid and determined swimmers manage to clamber aboard to meet some of France's top singers.

The entire operation is cost-

ing Philips \$15,000, but according to George Meyerstein, president director general of Philips in France, it was paying off.

Antibes Jazz Festival artist **Nina Simone** was one of the visitors on board this week. Other stars who have appeared or are due to appear include **Quincy Jones**, **Claude Francois**, **Yves Montand**, the **Swingle Singers**, **Brigitte Bardot**, **France Gall**, **Georges Brassens**, **Johnny Hallyday**, **Michel Legrand**, **Mimi Perrin**, **Claude Nougaro**, **Jose Salcy** and **Herve Vilard**.

Rita Pavone Gets 4th Gold Disk at Fest of Unknowns

ARICCIA, Italy — Rita Pavone received her fourth gold disk at the finals of the fourth Competition of the Unknowns on the third anniversary of her own victory. The award emphasizes the importance of young new voices in the Italian disk industry.

The new voices success in Italy was emphasized by the acclaim given **Gigliola Cin-**

quetti, **Michele** and **Dino** in recent contests here as well as at **Castrocaro Terme** and the **Canagiro**. A gold medal was given **Ferruccio Ricordi (Teddy Reno)** by Undersecretary **Pietro Micara** of the Ministry of Entertainment and Tourism.

Actual competition, backed by RCA Italiana, saw 16-year-old **Loredana Bufalieri** beat **Roberto Raimondi**, 22. In the cate-

gory of singers who write their own songs, winner was **Gianni Mazza**, 20. However, all 16 finalists have been signed for a tour and they will have a try at recording contracts if they show promise. Particular impetus was given this program by RCA, which issued a special ARC label LP featuring the 16 voices under the title of "The Unknowns 1965."

Sonny & Cher Get 2-Pronged Push in U.K.

LONDON—Sonny & Cher have arrived in Britain for a special promotion campaign—it is being handled by Britain's two top record companies, EMI and Decca.

On Liberty, EMI has released Cher's "All I Really Want to Do" in opposition to the Byrds' CBS version which is also being promoted here by the group.

Decca is pushing Sonny and Cher's U. S. Atlantic hit, "I Got You Babe." EMI and Decca hosted a reception for the duo at the London Hilton. Decca's **Tony Hall** and Liberty's **Mike** set up every possible TV and radio date for the pair to push both songs.



**They're all new....
The strongest album
release in  history.**



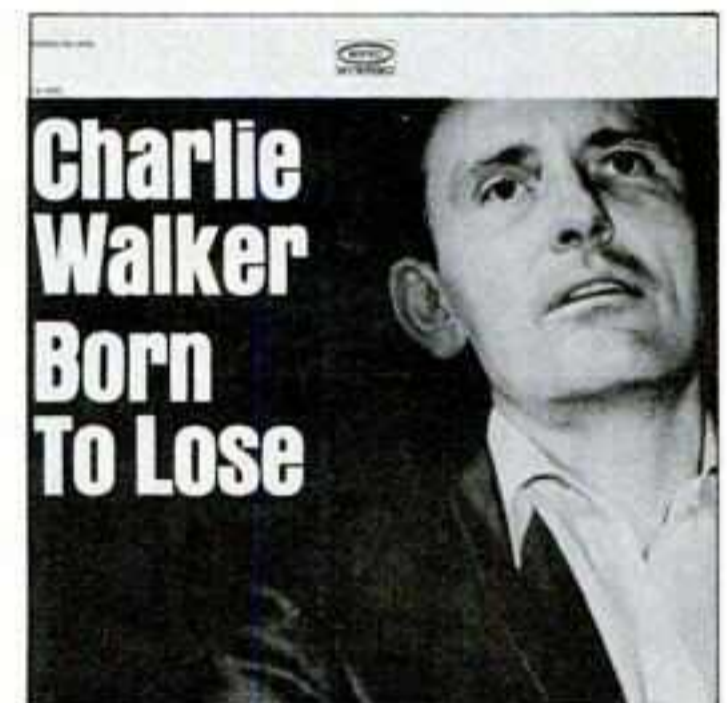
LN 24149/BN 26149*



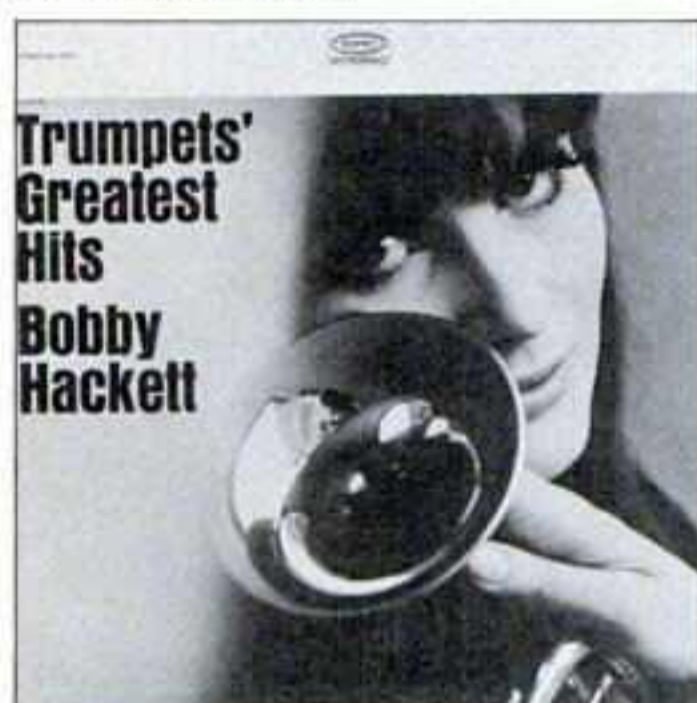
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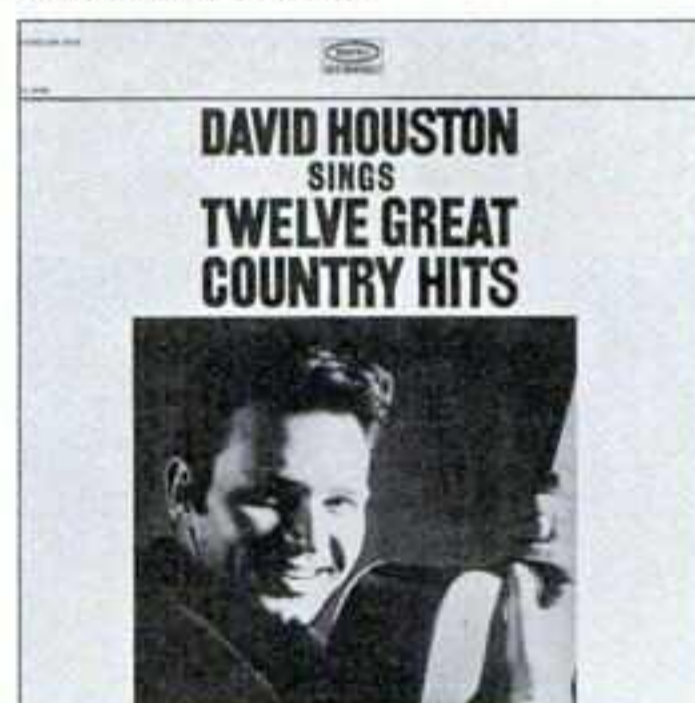
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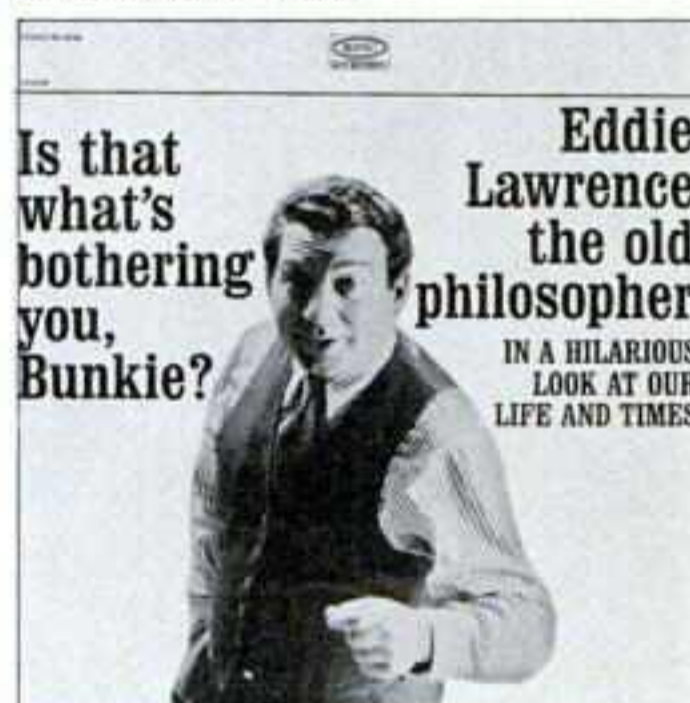
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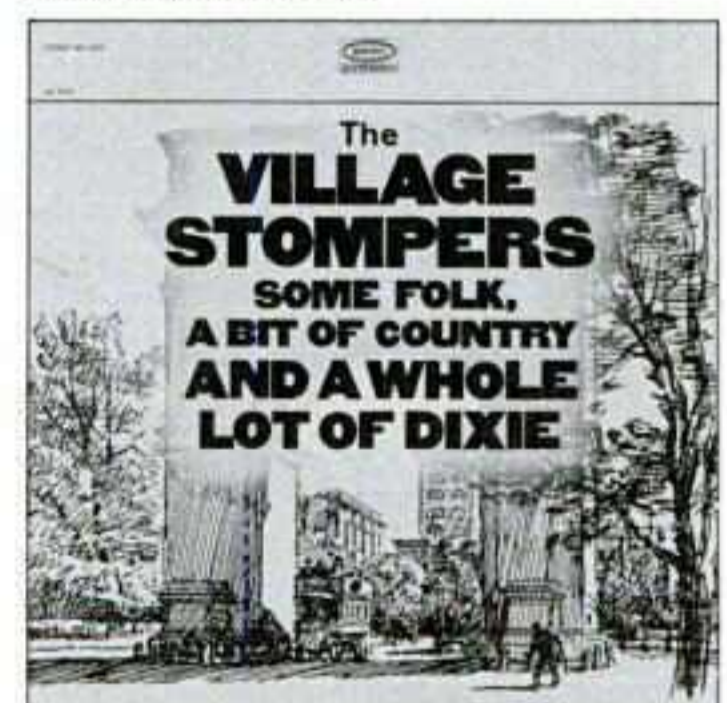
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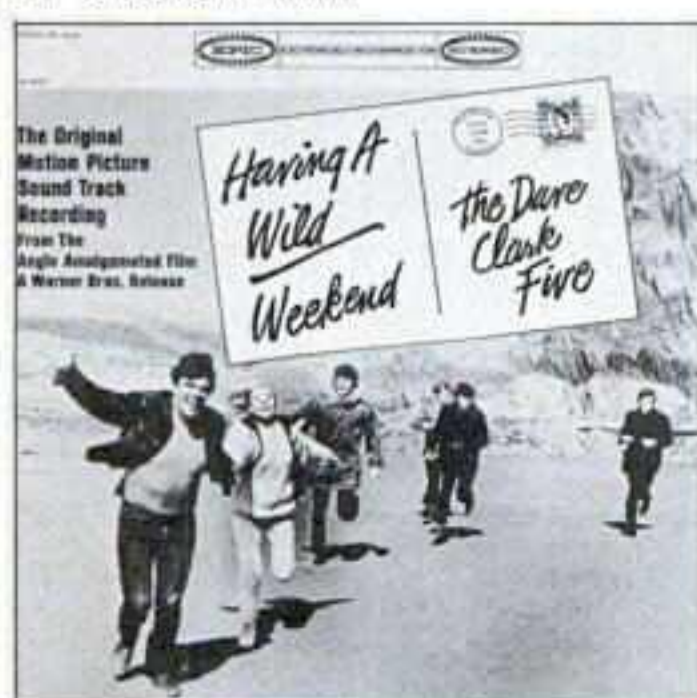
LN 24156/BN 26156*



LN 24159/BN 26159*



LN 24161/BN 26161*



LN 24162/BN 26162*



LN 24164/BN 26164*



LF 18036/BF 19036*



LF 18037/BF 19037*



HAS THE WINNING KNACK!!



THE KNACK—ORIGINAL MOTION PICTURE SCORE
Monaural: UAL 4129 Stereo: UAS 5129

The biggest, most exciting and most enthusiastically received program in our history!



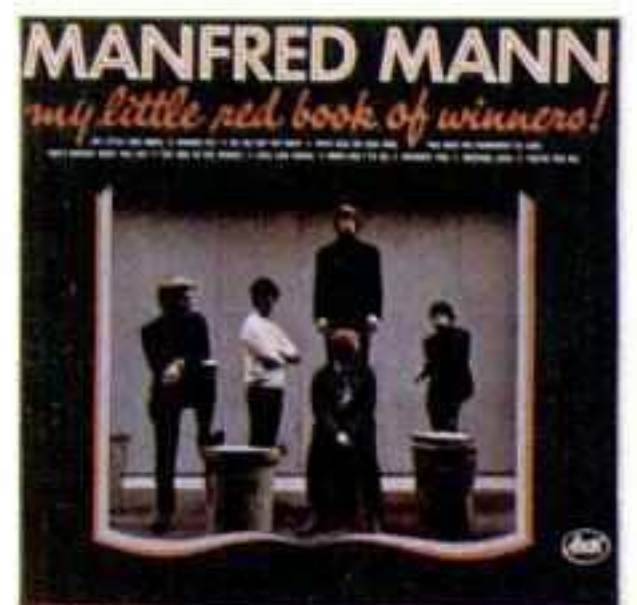
LOVE AND VIOLINS—CHUCHO AVELLANET
Monaural: UAL 3439 Stereo: UAS 6439



VIVA WATUSI—RAY BARRETTO
Monaural: UAL 3445 Stereo: UAS 6435



MUCHO MUCHO MACHITO—MACHITO & HIS ORCHESTRA
Monaural: UAL 3447 Stereo: UAS 6447

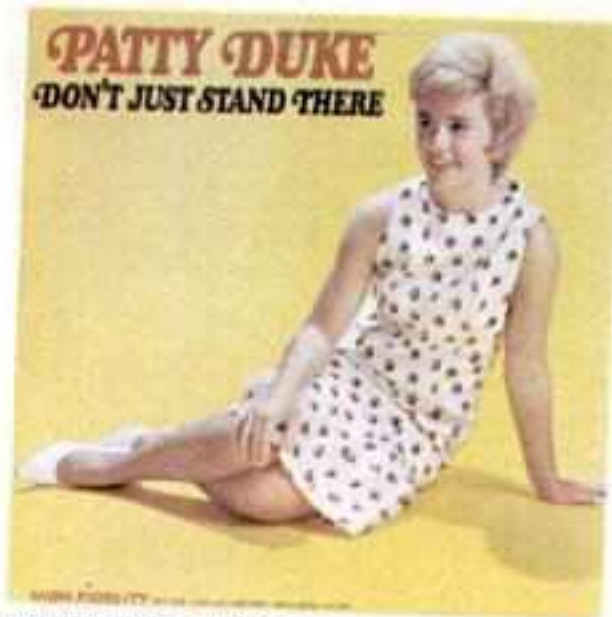


MY LITTLE RED BOOK OF WINNERS—MANFRED MANN
Monaural: ALM 13021 Stereo: ALS 16021

and on the dynamic  label



ONLY THE BEST—FERRANTE & TEICHER
Monaural: UAL 3434 Stereo: UAS 6434



DON'T JUST STAND THERE—PATTY DUKE
Monaural: UAL 3452 Stereo: UAS 6452



THE GREAT ONES—JIMMY ROSELLI
Monaural: UAL 3438 Stereo: UAS 6438



SOUNDS FOR SPIES AND PRIVATE EYES—AL CAIOLA
Monaural: UAL 3435 Stereo: UAS 6435



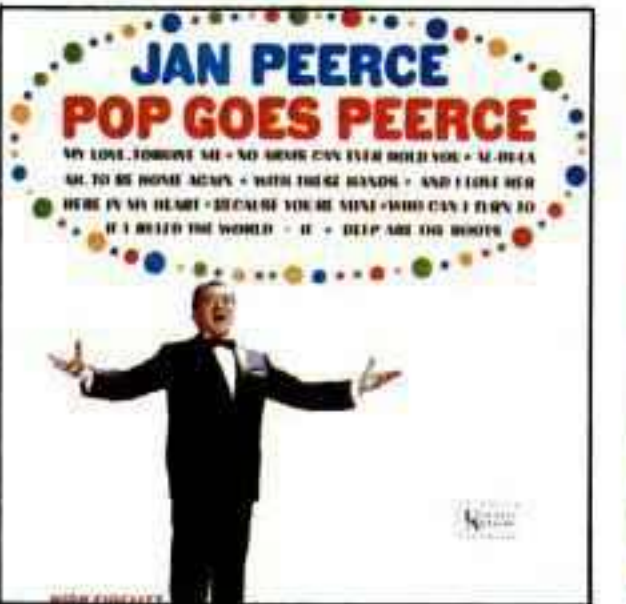
FEELIN' GOOD—LENA HORNE
Monaural: UAL 3433 Stereo: UAS 6433



THE "ARTHUR" SOUND—INTRODUCING THE WILD ONES
Monaural: UAL 3450 Stereo: UAS 6450



HELP—GEORGE MARTIN
Monaural: UAL 3448 Stereo: UAS 6448



POP GOES PEERCE!—JAN PEERCE
Monaural: UAL 3431 Stereo: UAS 6431



14 ORIGINAL CHART TOPPERS—VARIOUS ARTISTS
Monaural: UAL 3440 Stereo: UAS 6440



THE GLORY GUYS—ORIGINAL MOTION PICTURE SCORE
Monaural: UAL 4126 Stereo: UAS 5126



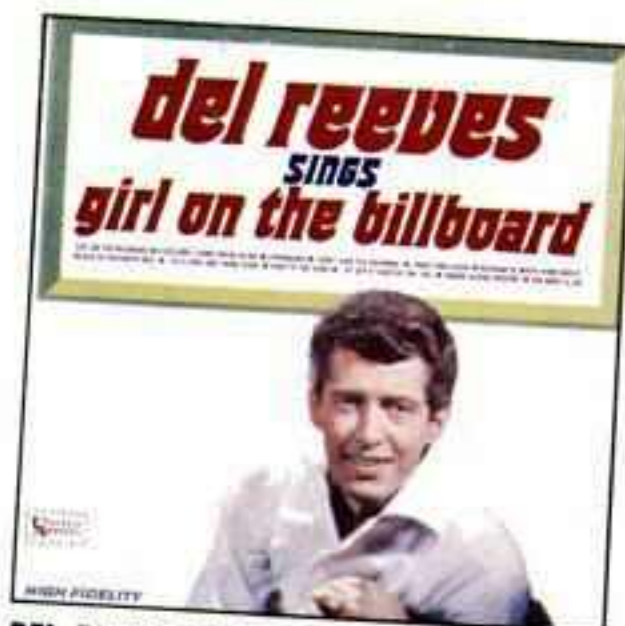
OUR HERO—PAT COOPER
Monaural only: UAL 3446



HELLO JERRY—JERRY HERMAN
Monaural: UAL 3432 Stereo: UAS 6432



THE SONGS OF BOB DYLAN THROUGH THE HEART OF A GIRL—DORINDA DUNCAN
Monaural: UAL 3436 Stereo: UAS 6436



DEL REEVES SINGS GIRL ON THE BILLBOARD—DEL REEVES
Monaural: UAL 3441 Stereo: UAS 6441



KING OF BROKEN HEARTS—GEORGE JONES
Monaural: UAL 3442 Stereo: UAS 6442



THE JUDY LYNN SHOW, ACT 2—JUDY LYNN
Monaural: UAL 3443 Stereo: UAS 6443



LA PLAYA IN PUERTO RICO—LA PLAYA SEXTET
Monaural: UAL 3428 Stereo: UAS 6428



TITO RODRIGUEZ IN BUENOS AIRES—TITO RODRIGUEZ
Monaural: UAL 3449 Stereo: UAS 6449

they're all on



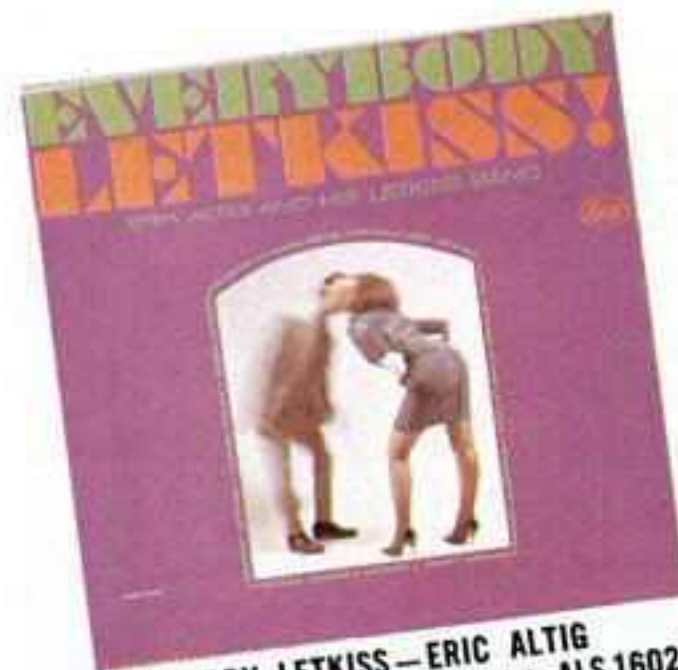
of course



LONG JOHN'S BLUES—LONG JOHN BALDRY
Monaural: ALM 13022 Stereo: ALS 16022



EVERYBODY LOVES SATURDAY NIGHT—MORGANA KING
Monaural: ALM 13020 Stereo: ALS 16020



EVERYBODY LETKISS—ERIC ALTIG
Monaural: ALM 13023 Stereo: ALS 16023

TOP TIPS

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.

Billboard Award

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including Beatles VI, Herman's Hermits on Tour, and Out of Our Heads.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including The Monster, People, and Getz/Gilberto.

Table with 4 columns: This Week, Last Week, Title, Artist, Label, Wks. on Chart. Contains 50 entries including Aretha Franklin/Yeah!, We're Gonna Make It, and Half a Sixpence.

monument

Bristol Music
ASCAP
D6W-714



45-8

Time 2

Produced
Fred Foster

"Disc Jockey"
NOT FOR SALE

YOU CAN'T BE TRUE DEAR
(Otten-Griffin-Ebeler-Cotton)

RUSTY DRAPER

MONUMENT RECORD CORP., HENDERSONVILLE, TENN., U.S.A.

There are two recordings of this song.
One of them is Rusty Draper's.
The other one isn't.



ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	VENECIA SIN TI	Charles Aznavour (Barclay); *Juan Ramon (RCA)—Fermata
2	2	HE COMPENDIDO QUE TE AMO	Luigi Tenco (Fermata); Wilma Goich (CBS); *Jose Antonio (Microfon)—Fermata
3	9	COMENCEMOS A QUERERNOS	John Foster (Fermata); Dalida (Barclay); Robert Goulet (CBS); *Cinco Latinos (Music Hall); *Claudio (Odeon)—Fermata
4	3	LOS DOMINGOS	*Cinco del Ritmo (Microfon); *Los Caucanos (Music Hall)—Korn
5	10	MUNECA DE CERA	*Juan Ramon (RCA); France Gall (Philips); *Jose Carli (CBS)—Korn
6	4	AMOR, PERDONAME	*Juan Ramon (RCA); John Foster (Fermata); Tito Rodriguez (CBS); Dalida (Barclay); *Claudia (Odeon)—Fermata
7	8	TICKET TO RIDE	Beatles (Odeon)—Fermata
8	6	SE PIANGI SE RIDI	Bobby Solo (CBS); Mina (Fermata); Los Iracundos (RCA)—Melograf
9	5	LA MANANA	*Horacio Ascheri (Music Hall)—Korn
10	7	ROMPAN TODO/MAS	Shakers (Odeon)—Fermata

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	SATISFACTION	Rolling Stones (Decca)
2	2	FOOL, FOOL, FOOL	*Ray Brown & Whispers (Leedon)—Beli
3	12	CRYING IN THE CHAPEL	Elvis Presley (RCA)—Chappell
4	—	HELP	The Beatles (Parlophone)—Leeds
5	1	SHE'S SO FINE	*The Easybeats (Parlophone)—Alberts
6	—	I LIKE IT LIKE THAT	Dave Clark Five (Columbia)—Boosey & Hawkes
7	5	A WALK IN THE BLACK FOREST	Horst Jankowski (Phillips)—Alberts
8	—	MY LITTLE RED BOOK	Manfred Mann (HMV)
9	—	MORNING TOWN RIDE	*The Seekers (W.&G.)
10	4	CARA MIA	Jay & the Americans (U.A.)—Alberts
11	—	LET IT BE	*The Blue Beats (Festival)
12	—	YOU'RE MY GIRL	Roy Orbison (London)—Acuff-Rose
13	3	I TOLD THE BROOK	*Billy Thorpe & Aztecs (Parlophone)—Acuff-Rose
14	6	WAKE UP MY MIND	The Ugliers (Astor)—Leeds
15	7	STINGRAY	The Shadows (Columbia)—Leeds

DENMARK

This Week	Last Week	Title	Artist
1	1	HEART OF STONE	Rolling Stones (Decca)
2	—	DON'T HA HA	Rocking Ghosts (Metronome)
3	—	EASY QUESTION	Elvis Presley (RCA)
4	5	BELINDA	Rocking Ghosts (Metronome)
5	4	THE LAST TIME	Rolling Stones (Decca)
6	—	I'M GONNA LOVE YOU	Peter Belli & Les Rivals (Triola)
7	9	VOGT DIG NAR DU KYSSER HAM	Siw Malmkvist (Metronome)
8	19	MRS. BROWN YOU'VE GOT A LOVELY DAUGHTER	Herman's Hermits (Columbia)
9	3	TICKET TO RIDE	Beatles (Parlophone)
10	2	THE BIRDS AND THE BEES	Defenders (Sonet)

FRANCE

This Week	Last Week	Title	Artist
1	1	C'EST TOI QUE J'AIME	Shelia (Philips)—Tutti
2	4	QUAND REVIENS LA NUIT	Johnny Hallyday (Philips)—Pathe
3	2	ZORBA LE GREC	Original Soundtrack (20th Century-Fox)—France Melodie

4	—	MES MAINS SUR TES HANCHES	Adamo (Voix de son Maitre)—Pathe
5	10	POURVU QUE CA DURE	Sandie Shaw (Vogue)—AMI
6	14	BIENTOT LES VACANCES	Monty (Barclay)—Tutti
7	11	MES YEUX SONT FOUS	Johnny Hallyday (Philips)—Tutti
8	13	LA MONTAGNE	Jean Ferrat (Barclay)—Halleuya
9	3	QUAND UN BATEAU PASSE	Claude Francois (Philips)—Salvet
10	5	N'AVOIE JAMAIS	Guy Mardel (A.Z.)—Tutti
11	—	CATHY CRUELLE	Marie Laforet (Festival)—Fantasia
12	15	UNE GRENOUILLE DANS LE VENT	Eileen (A.Z.)—Essex
13	8	AU REVOIR MON AMOUR	Richard Anthony (Columbia)—AMI
14	9	CAST YOUR FATE TO THE WIND	Sounds Orchestral (Vogue)—Mellin
15	12	VIENS AVEC MOI	Petula Clark (Vogue)—Vogue International

FRENCH (WALLOON)

*Denotes local origin

This Week	Last Week	Title	Artist
1	10	MES MAINS SUR TES HANCHES	*Adamo (HMV)—Ardmore & Beechwood
2	1	LA DANSE DE ZORBA	Mikis Theodorakis (20th Century-Fox)
3	2	QUAND REVIENS LA NUIT	Johnny Hallyday (Philips)—Ardmore & Beechwood
4	—	IL SILENZIO	Nino Rosso (Durium)
5	5	WOOLY BULLY	Sam the Sham and His Pharaohs (MGM)—Belindamusic
6	4	J'AI PLEURE	*Claudia Sylva (Decca)—Eds. Fonior
7	3	KATY	*Marc Aryan (Marcal)—Coda
8	7	LA NUIT	*Adamo (HMV)—Ardmore & Beechwood
9	—	QUAND UN BATEAU PASSE	Claude Francois (Fontana)—Belindamusic
10	—	C'EST TOI QUE J'AIME	Shelia (Philips)—Belindamusic

HOLLAND

This Week	Last Week	Title	Artist
1	1	WOOLY BULLY	Sam the Sham (MGM)—Belinda
2	2	IL SILENZIO	Nino Rosso (Stibbe); Heinz Schachtner (Polydor)a.o.—Portengen
3	3	MR. TAMBOURINE MAN	Byrds (CBS); Hunters (RCA)—Basart
4	4	HELLO JOSEPHINE	Scorpions (CNR)—Chappel
5	5	LA DANSE DE ZORBA	several artists—Melodia
6	6	SANTO DOMINGO	several artists—Anagon
7	7	TICKET TO RIDE	Beatles (Parlophone)—Basart
8	9	COLOURS	Donovan (Pye)—Holland Music
9	8	PRICE OF LOVE	Everly Bros. (WB)—Int.Muz.Co.
10	15	GOT LIVE IF YOU WANT IT EP	Rolling Stones (Decca)—Basart

HONG KONG

This Week	Last Week	Title	Artist
1	6	HUSH, HUSH, SWEET CHARLOTTE	Patti Page (CBS)
2	—	HELP	The Beatles (Parlophone)
3	3	SE PIANGI SE RIDI	New Christy Minstrels (CBS)
4	1	COUNT ME IN	Gary Lewis (Liberty)
5	2	CRYING IN THE CHAPEL	Elvis Presley (RCA Victor)
6	5	LOUIE LOUIE	Paul Revere (CBS)
7	7	TO KNOW YOU IS TO LOVE YOU	Peter and Gordon (Columbia)
8	4	TICKET TO RIDE	The Beatles (Parlophone)
9	—	SUCH AN EASY QUESTION	Elvis Presley (RCA Victor)
10	—	BEFORE AND AFTER	Chad and Jeremy (CBS)

ITALY

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TU SEI QUELLO	*Orietta Berti (Polydor)
2	3	SE NON AVESSI PIU' TE	*Gianni Morandi (RCA)

3	4	QUELLO SBAGLIATO	*Bobby Solo (Ricordi)
4	2	IL MONDO	*Jimmy Fontana (RCA)
5	7	LUI	*Rita Pavone (RCA)
6	6	LA CASA DEL SOLE	*Marcellos Ferial (Durium)
7	5	IL SILENZIO	*Nini Rosso (Sprint)
8	9	CIAO CIAO	Petula Clark (Vogue)
9	11	LA NOTTE	Adamo (Pathe)
10	8	E VOI BALLATE	*Adriano Celentano (Clan)
11	10	SONO TANTO INNAMORATA	*Isabella Jannetti (Durium)
12	12	OGNI MATTINA	*Little Tony (Durium)
13	13	UN BACIO E' TROPPO POCO	*Mina (Ri Fi)
14	—	TI SENTI SOLA STASERA	*Michele (RCA)
15	—	I TUOI OCCHI VERDI	*Franco Tozzi (Fonit)

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	ONNA GOKORO NO UTA	*Bob Satake (King)—Jasrac
2	2	CARAVAN	Ventures (Liberty)
3	4	NATSU NO HI NO OMOIDE	*Hino Teruko (Polydor)—Jasrac
4	6	ANOKO TO BOKU	*Hashi Yukio (Victor)—Jasrac
5	8	SLAUGHTER ON 10TH AVENUE	Ventures (Liberty)—Chappell (Folster)
6	7	DYNAMITE	Cliff Richard (Odeon)
7	3	ABASHIRI BANGAICHI	*Takakura Ken (Teichiku); Shirane Kazuo (Toshiba)—Jasrac
8	—	CRYING IN A STORM	*Emy Jackson (Columbia)—Jasrac
9	5	FUTARI NO SEKAI	*Ishihara Yujiro (Teichiku)—Jasrac
10	10	SAYONARA WA DANCE NO ATONI	*Bansho Chieko (King)—Jasrac

MALAYSIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	PATCH IT UP	Linda Scott (Kapp)
2	1	NIGHTMARE	*Falcons (Life)
3	7	THANKS A LOT	Brenda Lee (Life)
4	5	IN THE MOODSHAKE	Rhythmics (Life)
5	—	WONDERFUL WORLD	Herman's Hermits (Columbia)
6	—	WORLD OF OUR OWN	Seekers (Columbia)
7	2	THE MINUTE YOU'RE GONE	Cliff Richard (Columbia)
8	—	FORGET THE MONEY	Catherina Valente (London)
9	—	GOLDFINGER	Shirley Bassey (London)
10	3	DO THE CLAM	Elvis Presley (RCA)

MEXICO

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SOMBRAS	*Javier Solis (CBS)—Sadaic
2	2	WHIPPED CREAM	Herb Alpert's Tijuana Brass (Tizoc)—Pending
3	4	CAST YOUR FATE TO THE WIND	Sound Orchestral (Pye)—Pending
4	6	EL MUDO	*Sonora Santanera (CBS)—Mundo Musical
5	3	COSECHA DE MUJERES	*Mike Laure (Musart)—Brambila
6	—	WOOLY BULLY	Sam the Sham and the Pharaohs (MGM)—Pending
7	5	POR ESO ESTAMOS	*Apsion (Peerless)—Predisa
8	—	QUEM E	Silvinho (Philips)—Pending
9	9	LECCION DE BESOS	*Julian Bert (Orfeon)—Pending
10	—	ROSA MARIA	*Los Moonlights (RCA)—Pending

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOLLIPOPS & ROSES	Steve Lawrence (CBS)—Mareco, Inc.
2	4	FOR MAMA	(La Mamma)—Connie Francis (MGM); Jerry Vale (CBS)—Mareco, Inc.

3	3	DO THE CLAM	Elvis Presley (RCA)—Filipinas Record Corp.
4	5	HELLO, DOLLY	Bobby Darin (Copitol); Louis Armstrong (Kapp)—Mareco, Inc.
5	2	THE GIRL FROM IPANEMA	Astrud Gilberto (Verve); Steve Lawrence (CBS)—Mareco, Inc.
6	6	OH, PRETTY WOMAN	Roy Orbison (London)—Super Records; The Gauchos (ABC-Paramount)—Mareco, Inc.
7	9	WHERE LOVE HAS GONE	Jack Jones (Kapp)—Mareco, Inc.
8	8	LITTLE THINGS	Bobby Goldsboro (UA)—Mareco, Inc.
9	10	HAWAIIAN WEDDING SONG	Pat Megegan (London)—Super Records; Andy Williams (CBS)—Mareco, Inc.
10	7	SIMPLY I DO	*Ronnie Villar (Mabuhay)—Mareco, Inc.

RIO DE JANEIRO

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	MA VIE	Alain Barriere (RCA); Luciene Franco (RCA)
2	1	NAO QUERO VER VOCE TRISTE	Roberto Carlos (CBS)
3	6	SENTIMENTAL DEMAIS	*Altemar Dutra (Odeon)
4	4	CARCARA	*Maria Bethania (RCA)
5	3	EIGHT DAYS A WEEK	Beatles (Odeon)
6	—	FALHASTE CORACAO	*Angela Maria (Copacabana)
7	10	GAROTA MODERNA	Doris Monteiro (Philips); Wilson Simonal (Odeon)
8	9	ARRASTAO	*Ellis Regina (Philips)
9	—	A FESTA DO BOLINHA	*Trio Esperanca (Odeon)
10	—	QUE C'EST TRISTE VENISE	Charles Aznavour (RGE)

SINGAPORE

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	WORLD OF OUR OWN	Seekers (Columbia)
2	2	BE MY GIRL	*Keith Locke & the Quests (Columbia)
3	5	PEARLY SHELLS	Pat Boone (Dot)
4	6	CRYING IN THE CHAPEL	Elvis Presley (RCA)
5	7	WALKING IN THE BLACK FOREST	Horst Janowski (Mercury)
6	8	THE PRICE OF LOVE	Everly Bros. (Warner Bros.)
7	9	I'M ALIVE	Hollies (Parlophone)
8	—	TOKYO MELODY	Pastels (Jubilee)
9	—	SILVER THREADS AND GOLDEN NEEDLES	*Crescendos (Philips)
10	—	THE LAST TIME	Rolling Stones (Decca)

URUGUAY

This Week	Last Week	Title	Artist
1	4	CALHAMBEQUE	Roberto Carlos (CBS)—Korn
2	5	MA VIE	Alain Barriere (RCA)—Relay
3	1	EIGHT DAYS A WEEK	Beatles (Odeon); Los Buhos (CBS)
4	6	AMORE SCUSAMI	John Foster (Fermata-Tonodisc); Tito Rodriguez (CBS)—Fermata
5	1	LETKISS	(JENKA)—So Waldoff (Tonodisc); Piero Sanchez (Odeon)—Fermata
6	2	TU VOZ	Enrique Guzman (CBS); Alain Barriere (RCA)
7	3	SE PIANGI SE RIDI	Bobby Solo (CBS); Mina (Fermata)—Melograf
8	8	SARA QUERIDA	George Maharis (CBS)
9	9	QUE SEAS VOS	Jorge Cafrune (CBS); Los Chalchaleros (RCA)
10	10	CALOR	Palito Ortega (RCA)

MUSIC CAPITALS OF THE WORLD

Continued from page 28

a restaurant. His frustration at being refused service resulted in the song "Laugh at Me" just out on Atco. Members of the Byrds have been refused entry into eating places for assorted reasons, including their unorthodox appearances and seeking to eat in a public place without shoes. . . . New recording studios in the area include Custom Fidelity, Pasadena; Sounds Unlimited; Palo Alto; Skyline Productions, L. A.; Alta Recording, San Francisco, and Ukopia, L. A. . . . New publishers include: Tickson Music, **Jim Dickson**, Ed Tickner and Marshall McDaniel; Sialis Music, **Herb Wolas**, **Grace Woods** and **Ruth Miranda** and **Freeway Music**, **Frank Marti Jr.**, **Judith Booth** and **Marguerite Oliver**. . . . **Sam Kramer** named sales promotion chief for **Ray Charles'** Tangerine Records. He formerly owned the Sam's retail jazz chain. . . . **Bob Kirstein**, former Prestige promotion man, now special representative for **Thomas Cook & Son**, travel agents. **ELIOT TIEGEL**

NEW YORK

Lester Sims is now general manager of the music publishing interests of GLG Productions, a firm comprised of **Eydie Gorme**, **Steve Lawrence**, and their manager, **Ken Greengrass**. . . . **Larry Uffal**, general manager of the Amy-Mala-Bell Records set up, has signed two new label distribution deals, one with **Rotary and Wild Deuce Records**, the other with **Streetcar Records**. . . . **Herb Galewitz** producer and business manager six years for **Golden Records**, has left the firm; he has announced no new plans as yet. . . . **Robert Kallish**, former general manager of the Record

Shack One-Stop, New York, has purchased the College Music Shop in Boston. . . . "Woolly Bully" on **MGM Records** by **Sam the Sham** and the **Pharaohs** has been certified by the Record Industry Association of America for one million sales. . . . **Bob Jones**, RCA Victor Records art and production manager, left for Palo Alto, Calif., to serve as one of three judges in the International Exhibition of Communications Art. Jones recently was elected first vice-president of the Art Director's Club, and is a winner of numerous art awards. While on the Coast, Jones will confer with **Col. Tom Parker** on future packaging concepts for forthcoming **Elvis Presley** albums.

Ray Fowler, former producer and chief engineer for **Riverside Records**, has joined the **Gotham Recording Corp.** . . . **Charles Koppleman** and **Don Rubin**, who head **Faithful Virtue Music** and **Koppleman-Rubin Associates**, are on the West Coast to supervise the first album of the "Lovin' Spoonful," to continue negotiations on two new independent production deals, and to discuss material of **Chardon Music** and **Faithful Virtue Music** with West Coast labels and artists. . . . **Lester Sims** has joined **GLG Productions** as general manager of music publishing. GLG is owned by **Eydie Gorme**, **Steve Lawrence** and **Ken Greengrass**. . . . **Scott Muni**, local radio TV personality, last week opened a Manhattan dis-cotheque, **The Rolling Stone**.

Murray the K has added **Jordan Christopher** and the **Wild Ones** and the **Supremes** to "Murray the K Continues," his half-hour television show to be aired on Channel 9 here Saturday (14).

CLAUDE HALL

(Continued on page 57)

You must hear

CONNIE FRANCIS

sing **ROUNDABOUT**

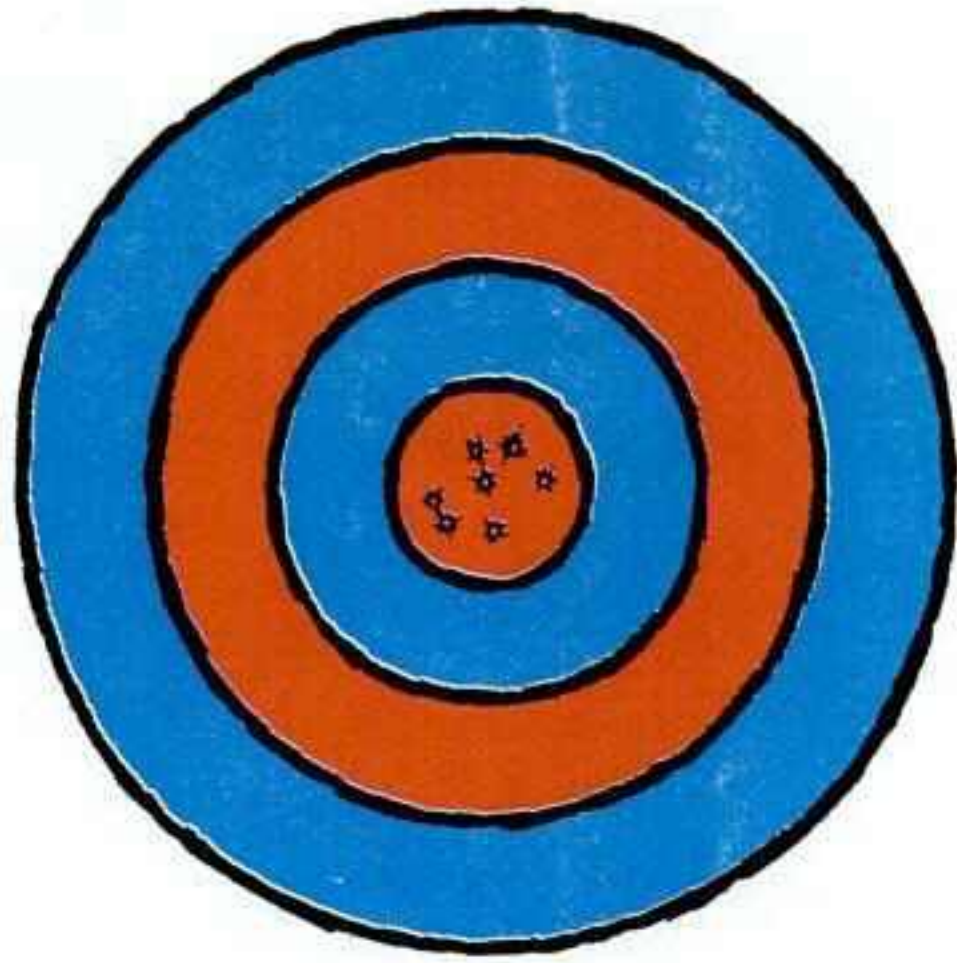
K-13389

Arranged & Conducted by Tony Hatch

MGM Records is a division of Metro-Goldwyn-Mayer, Inc.



WIN WITH

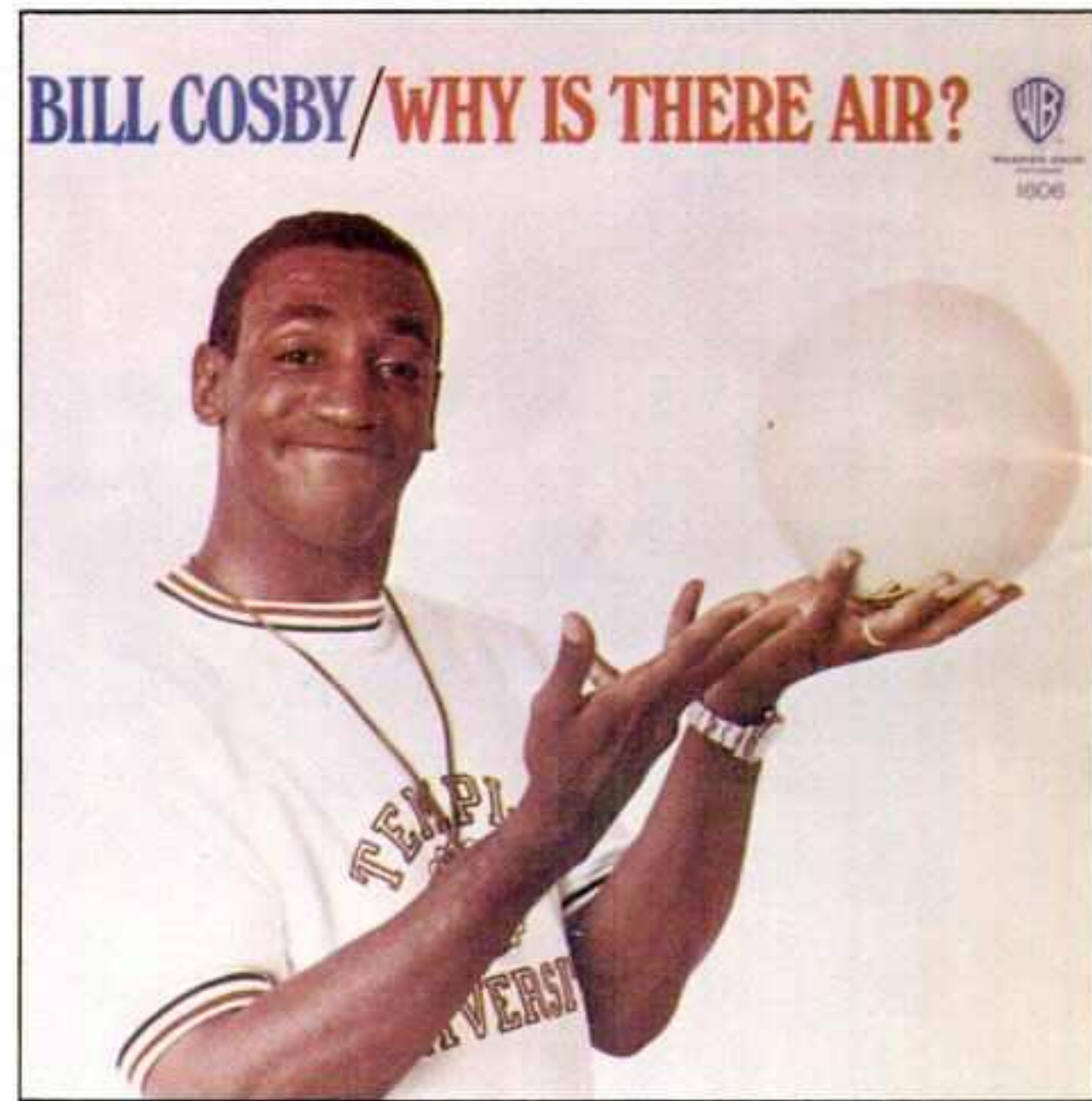


**NAMES! IDEAS! PROVOCATION!
OF CHART-ORIENTED PRODUCT**



BEAT 'N SOUL – The Everly Brothers

W/WS 1605

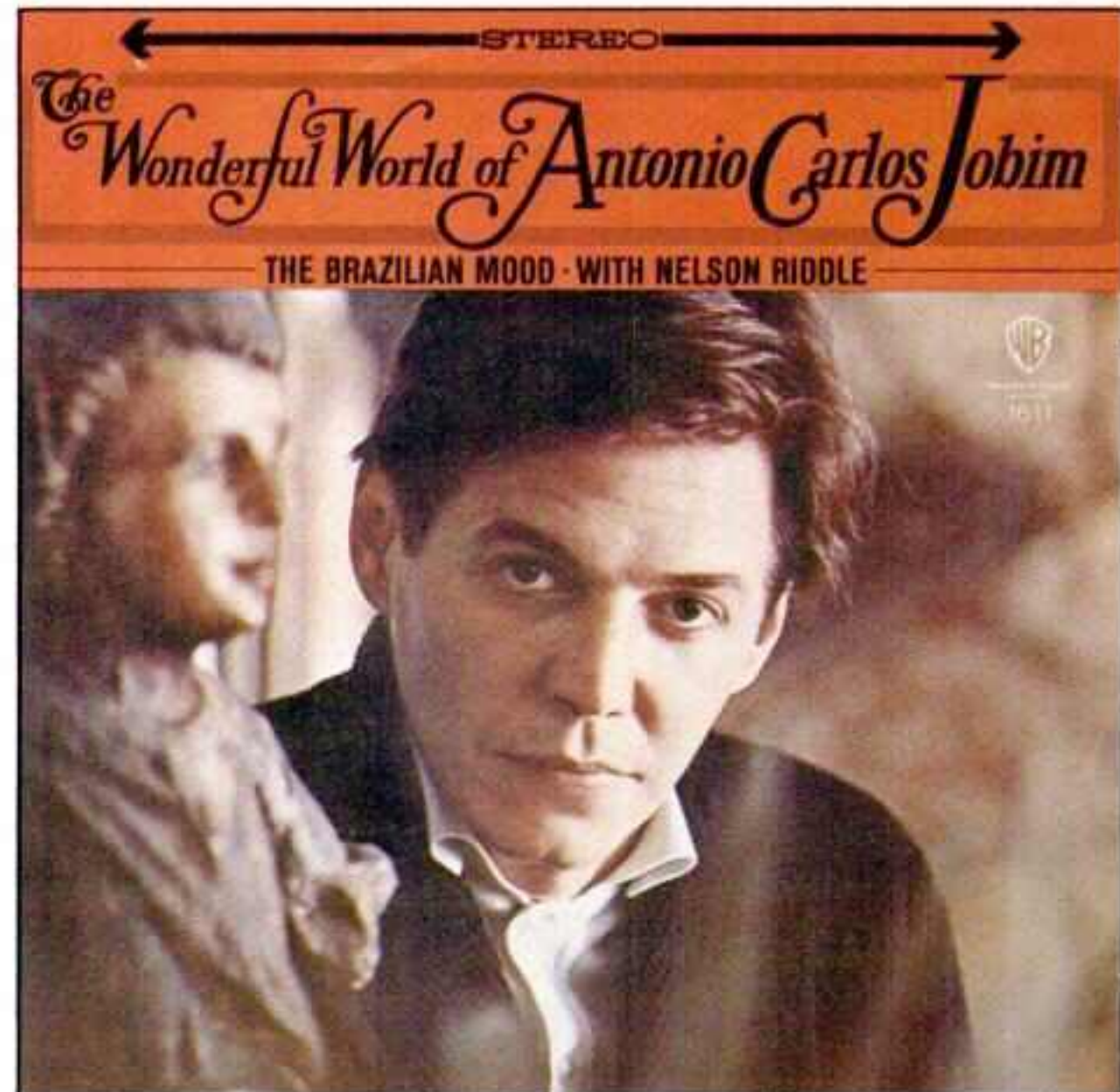


WHY IS THERE AIR? – Bill Cosby

W 1606



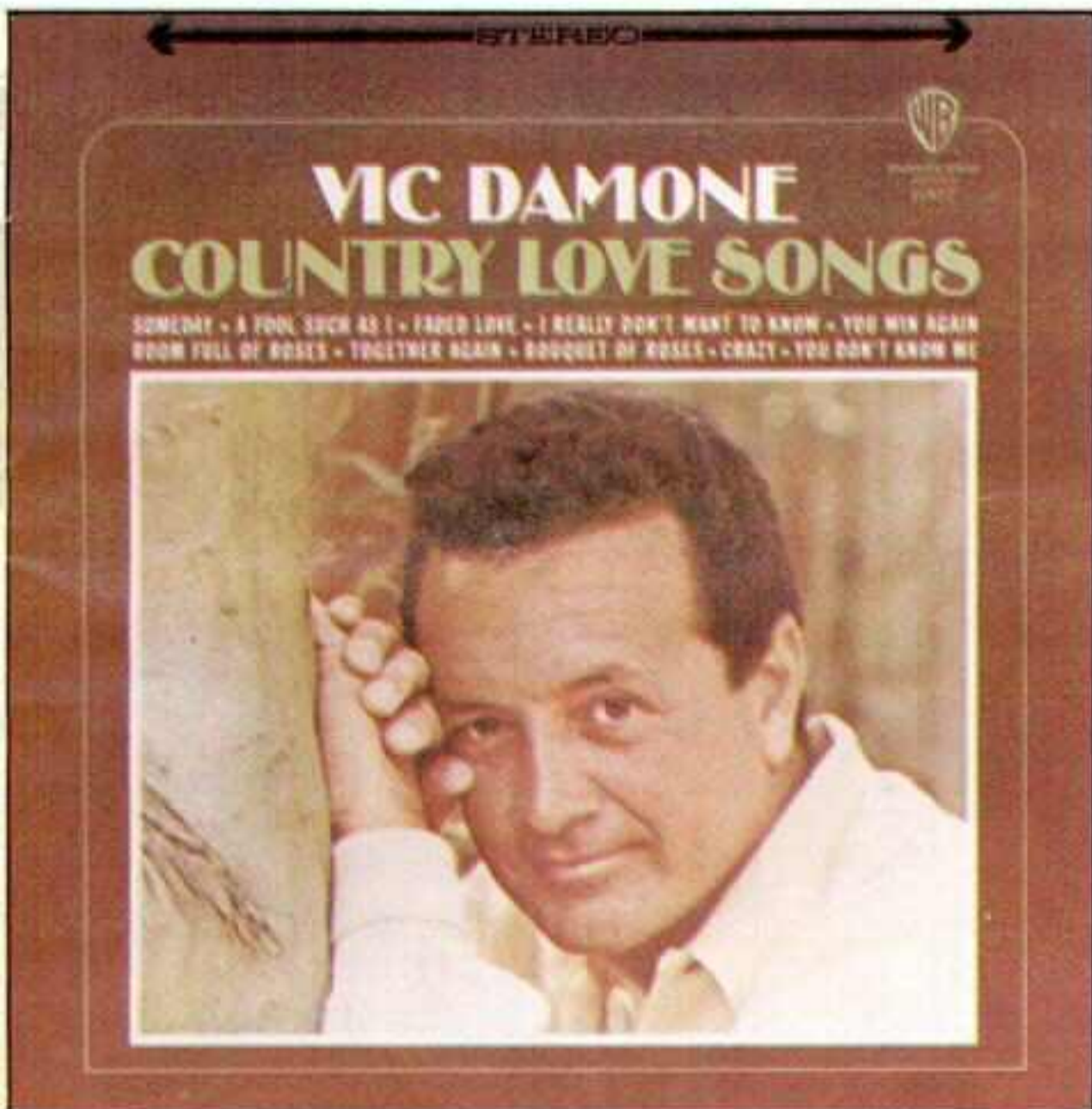
JOAN RIVERS PRESENTS MR. PHYLLIS & Other Funny Stories W 1610



THE WONDERFUL WORLD OF ANTONIO CARLOS JOBIM W/WS 1611

WARNERS!

— A LUSH PRE-AUTUMN ALBUM SPECTACULAR
 — FROM THE NATION'S NUMBER 1 INDEPENDENT!



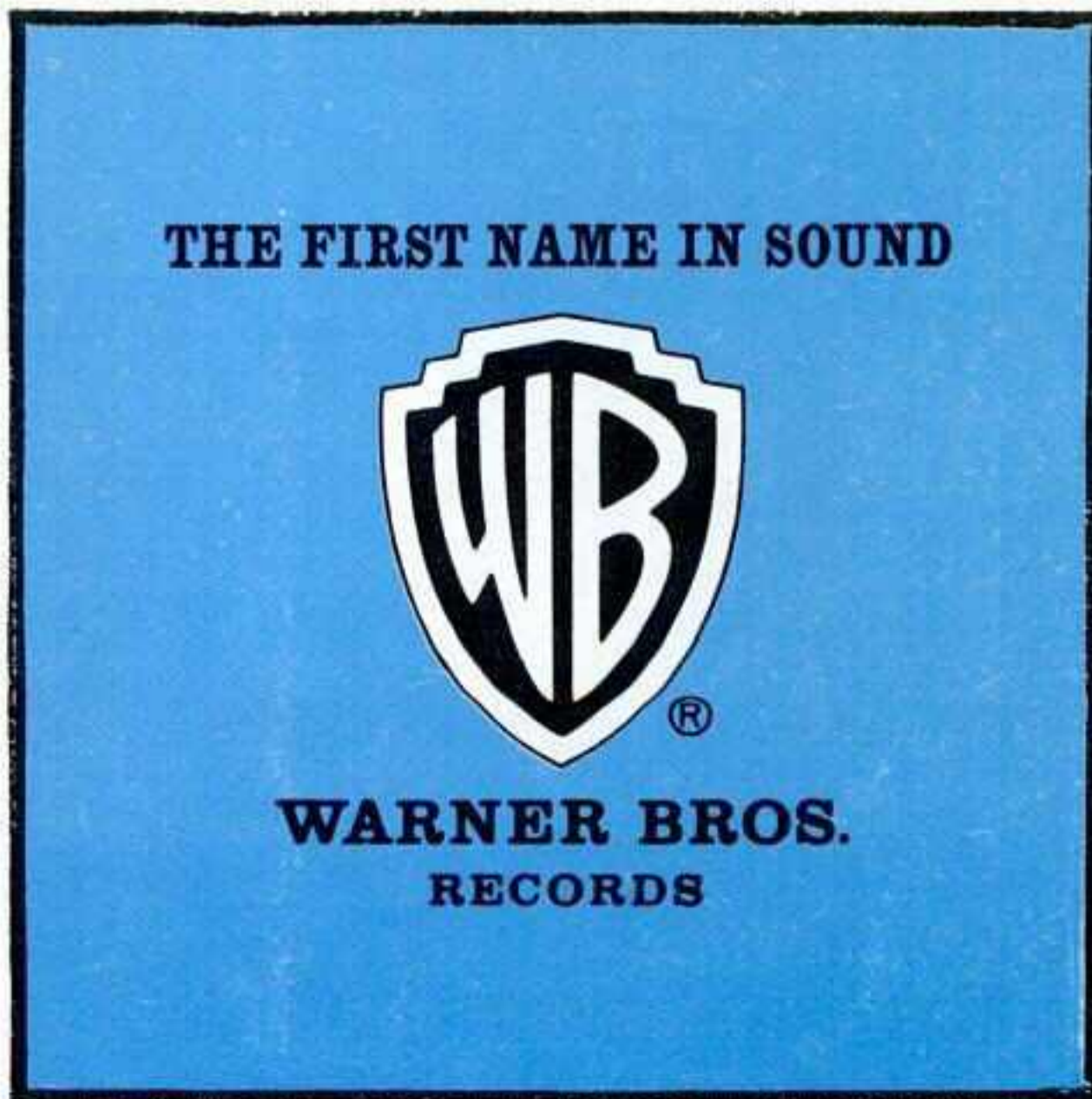
COUNTRY LOVE SONGS — Vic Damone W/WS 1607



THE WORLD'S GREATEST! — Petula Clark W/WS 1608



THE KING FAMILY ALBUM! W/WS 1613



REPRISE!

**NINE CHART-PRONE SURESHOTS
IN A PRE-AUTUMN PROFIT
PRECURSOR FROM THE NATION'S
NUMBER 1 INDEPENDENT!**



reprise
RECORDS



... to play and play again

ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.



POP SPOTLIGHT

BEAT & SOUL

Everly Brothers. Warner Bros. W 1605 (M); WS 1605 (S)

With the big beat, the Everly Brothers free-wheel through with a sure winner. The duo shows their true feel and understanding of down home blues. "C. C. Rider" and "What Am I Living For" are among the standout performances.



POP SPOTLIGHT

DORIS DAY'S SENTIMENTAL JOURNEY

Columbia CL 2360 (M); CS 9160 (S)

The distinctive Day style generates a beautiful mood of nostalgia. Her warm sounds float gracefully through some of the standards she performed with the Les Brown band. She is backed by creative string arrangements by Mort Garson. Well produced by Allen Stanton, the LP should win readily.



POP SPOTLIGHT

THE BEST OF LIBERACE (2-12")

Coral 7CXS 9 (S)

With the established built-in solidarity of Liberace, this de luxe package, featuring two dozen standards he has performed in his act, is a hot chart contender. He gives his own special interpretations of such greats as "September Song," "Love Letters" and "Moon River" and the result is sheer entertainment Liberace style!



POP SPOTLIGHT

TRUMPETS' GREATEST HITS

Bobby Hackett. Epic LN 24155 (M); BN 26155 (S)

The giant of the trumpet is backed by "wall to wall" strings for a program of standards that sparkle with rhythm while the ballads are ear soothing and rich. Full of the nostalgic mood featuring "I Can't Get Started" and "What's New," the Hackett trumpet sound is fresh and warm. A must album for romantic mood collectors.



POP SPOTLIGHT

THAT'S ALL

Mel Torme. Columbia CL 2318 (M); CS 9118 (S)

In his Columbia album debut, Torme masters this collection of lush material with warmth and flexibility. He breathes new life into such evergreens as "My Romance," "P.S. I Love You" and "The Nearness of You." The Bob Haymes favorite "That's All" features a jazz waltz flavor backing the tasteful phrasing of Torme. His most wide-appealing package in some time.



POP SPOTLIGHT

FEELING GOOD!

Xavier Cugat & His Orch. Decca DL 4672 (M); DL 74672 (S)

Take the pop music of today, add the distinctive Cugat sound and the result is an exciting new concept of the material. The Latin beat proves a winner again in this Decca debut of the band as they cha-cha and mambo their way through "Downtown" and "Hello, Dolly!" For dancing and listening the entire album keeps you tapping and wanting to hear more.



POP SPOTLIGHT

SHENANDOAH

Soundtrack. Decca DL 9125 (M); DL 79125 (S)

James Stewart's moving narration, backed by chorus and orchestra in "The Legend of the Shenandoah" is the standout band from this standout soundtrack album. The story is well told. The "Shenandoah" musical theme dominates the track. "War is Hell" is a particularly stirring cut. "We're Ridin' out Tonight" treats the theme in a martial manner.



POP SPOTLIGHT

THE EXODUS SONG

Richard Tucker. Columbia ML 6167 (M); MS 6767 (S)

The magnificent voice of Richard Tucker is capable of producing fine popular music as well as opera. This album is drawn from inspirational, and romantic pop repertoire—"I Believe," "Tonight" from "West Side Story," "Climb Ev'ry Mountain," "Love is a Many-Splendored Thing" and "You'll Never Walk Alone." Skitch Henderson conducts and did the arrangements.



COUNTRY SPOTLIGHT

ERNEST TUBB AND LORETTA LYNN

Decca DL 4639 (M); DL 74639 (S)

This album pairing two of the greatest names in country music, Ernest Tubb and Loretta Lynn, should be a sales explosion. "Mr. and Mrs. Used to Be," a real tear-jerker, is combined with the classic "A Dear John Letter" and the country hit "Just Between the Two of Us." All standouts.

COUNTRY SPOTLIGHT

STONEWALL JACKSON'S GREATEST HITS

Columbia CL 2377 (M); CS 9177 (S)

Anything by Stonewall Jackson is automatically a hit; this package of "Leona," a beautiful and hauntingly mournful tune, and "Smoke Along the Track" will put this album over the top in sales. Another tune, "Old Showboat," will prove a favorite. Then there's Stonewall's recent hit, "I Washed My Hands in Muddy Water."



COUNTRY SPOTLIGHT

THE INSTRUMENTAL HITS OF BUCK OWENS AND HIS BUCKAROO'S

Capitol T 2367 (M); ST 2367 (S)

Buck Owens' album of instrumentals may prove he's a genius—the music is great even without the Owens vocal touch. "Buckaroo" has an enjoyable danceable beat led by the guitar work of Don Rich. Then Owens leads the fancy picking on "Mexican Polka," a Latin-American-flavored tune with a country beat.



COUNTRY SPOTLIGHT

SATURDAY NIGHT AT THE GRAND OLE OPRY—VOL. 3

Various Artists. Decca DL 4671 (M); DL 74671 (S)

Volume 3 in the successful series is a bargain at the price. Package is made up of 13 powerful "Opry" artists, which include Ernest Tubb, Loretta Lynn, WSM's Bill Claiborne ties the LP together as MC. Fine country merchandise which should melt off the shelves.



COUNTRY SPOTLIGHT

JOHNNY AND JONIE MOSBY

Starday SLP 328 (M)

"Dear Oakie," a humorous song with popular music flavor, is just one of the winning selections in this album that includes solos by both Johnny and Jonie and duets by both. Apart they're great; together, for example on "I'll Just Have a Cup of Coffee (Then I'll Go)," they're better. While this album features some of their earlier material, their current successes will help boost sales of this product.



CLASSICAL SPOTLIGHT

VIVALDI: THE FOUR SEASONS

Corigliano: New York Philharmonic (Bernstein). Columbia ML 6144 (M); MS 6744 (S)

Orchestra and violinist combine skills in a lyrical effort that is beautifully balanced, and with Bernstein's flavoring produces an exceptionally fine LP. The violinist displays excellent form; he is descriptive and shows a vastness of technique and style. Bernstein gives and takes in flowing harmony with the orchestra.



CLASSICAL SPOTLIGHT

BEETHOVEN: FOURTH PIANO CONCERTO

Serkin: Philadelphia Orch. (Ormandy). Columbia ML 6145 (M); MS 6745 (S)

Rudolf Serkin's masterful performance coupled with the brilliant work of Eugene Ormandy and the Philadelphia Orchestra make this recording of Beethoven's "Fourth Piano Concerto" one of the great piano albums of our time. Serkin is at his best.



CLASSICAL SPOTLIGHT

WILLIAM TELL AND OTHER FAVORITE OVERTURES

New York Philharmonic Orch. (Bernstein). Columbia ML 6143 (M); MS 6743 (S)

Leonard Bernstein has wisely selected five overtures which contain moving theatrical qualities—"William Tell," "Poet and Peasant," "Zampa," "Mignon" and "Raymond." The New York Philharmonic, of course, comes through with its usual polished performance.



CLASSICAL SPOTLIGHT

ORPHEUS

Chicago Symphony Orch. (Stravinsky)

APOLLO
Columbia Symphony Orch. (Stravinsky). Columbia ML 6046 (M); MS 6646 (S)

Igor Stravinsky conducts the Chicago and Columbia Symphony Orchestras in two of the composer's greatest works—the "Orpheus" and "Apollo" ballets.



JAZZ SPOTLIGHT

ANGEL EYES

Dave Brubeck Quartet. Columbia CL 2348 (M); CS 9148 (S)

The Brubeck artistry applied to a marvelous collection of Matt Dennis standards. "Let's Get Away From It All," "Will You Still Be Mine" and "Everything Happens to Me" are standouts in this group of all-time winners. Paul Desmond provides beautiful alto sax sounds and the smooth fusion of talent is blessed with excellent sound engineering.



FOLK SPOTLIGHT

RIVERBOAT DAYS!

The Back Porch Majority. Epic LN 24149 (M); BN 26149 (S)

The Randy Sparks group of seven has picked 12 tunes from the songbag of Mississippi River folklore and woven them into a musical history of the "Riverboat Days." "Banks of the Tennessee," a Civil War lament; "Life on the Ohio" and "Were You There" are standouts. A must for the folk

SEE ALBUM REVIEWS ON BACK COVER

ALIVE

ALIVE

ALIVE

ALIVE

ALIVE

ALIVE

I'M ALIVE
THE HOLLIES

#66119



IMPERIAL...really on the go!

ALBUM REVIEWS (continued)



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

BROADWAY BOUQUET

Percy Faith. Columbia CL 2356 (M); CS 9156 (S)

The straight melodic treatment given by Percy Faith to selections taken from recent Broadway hits is aimed at a large audience. The album includes the omnipresent "Hello, Dolly!" as well as numbers from "Fiddler on the Roof," "Roar of the Greasepaint," "Flora, the Red Menace" and "Golden Boy." It all adds up to a sweet package.

POP SPECIAL MERIT

MY KIND OF BROADWAY

Woody Herman. Columbia CL 2357 (M); CS 9157 (S)

The jazz overtones in Woody Herman's big band are effective in this Broadway album. Herman provides exciting treatments of show standards like "I Feel Pretty," "Get Me to the Church on Time," "This Can't Be Love" and "Hello, Young Lovers." It's a big and uninhibited sound.

POP SPECIAL MERIT

LA BAMBA

Mongo Santamaria. Columbia CL 2375 (M); CS 9175 (S)

Mongo Santamaria's explosive brand of Latin rhythms contains a good measure of jazz and a touch of the blues. The title song really jumps, as does Santa Maria's famed "Watermelon Man." His treatment of "Summertime," a perfect blending of Latin and jazz, is one of the most imaginative ever given the Gershwin classic.

COUNTRY SPECIAL MERIT

WILD CHILD

Roger Miller. Starday SLP 318 (M)

The winner of five Grammys (on the Smash label) is hot merchandise, and these sides by Starday will move very well at the retail level. The performances are perhaps somewhat more country-oriented in arrangement than Miller's Smash sides, and include "Poor Little John," "Under Your Spell Again," "Can't Stop Loving You."

COUNTRY SPECIAL MERIT

THE FABULOUS COUNTRY MUSIC SOUND OF BUCK OWENS

Starday SLP 324 (M)

Buck Owens, Capitol artist, has a powerful following and will do well on this package of Starday sides. They are in the true traditional style, and include "Sweethearts in Heaven," "Loose Talk," "There Goes My Love," "Above and Beyond." Solid merchandise for the c&w market.

CLASSICAL SPECIAL MERIT

BRUCKNER: SYMPHONY NO. 6 IN A MAJOR

The New Philharmonia Orch. (Klemperer). Angel 36271 (M); S 36271 (S)

Otto Klemperer and the New Philharmonia Orchestra do an outstanding job with one of Bruckner's best-known works. The great dramatic quality of the symphony is captured in the Klemperer interpretation. The album cover art—cloud-shrouded Alps rising from a placid lake—captures the mood of the record and its eye appeal should enhance the album's sales potential.

CLASSICAL SPECIAL MERIT

ANDRES SEGOVIA, GUITAR

Decca DL 10112 (M); DL 710112 (S)

Classical guitar aficionados will buy a Segovia album automatically, but the works of Alexandre Tansman, Federico Mompou and Maria Esteban de Valeria aren't well known enough to give the album heavy classical sales. It's a pity, because the two suites and two miniatures offer the artist ample opportunity to display his mastery of the instrument.

JAZZ SPECIAL MERIT

I LOVE JAZZ

Louis Armstrong & the All-Stars. Decca DL 4227 (M); DL 74227 (S)

A splendid chance for fans to get hold of some of Louis' outstanding performances of the '50's. "Tenderly" and "You'll Never Walk Alone" get the Satchmo treatment together with old jazz standards like "Basin Street Blues" and "Twelfth Street Rag." Jazz greats Jack Teagarden, Earl Hines, Barney Bigard, Peanuts Hucko and Trummy Young (among others) should make this album a welcome addition to any collection.

BLUES SPECIAL MERIT

COUNTRY BLUES CLASSICS, VOLUME 2

Various Artists. Blues Classics 6

This is for true blues aficionados, and includes a grab bag of fascinating sides by such artists as Bayless Rose, Frank Stokes, Bukka White, Blind Norris, Scrapper Blackwell, Blind Boy Fuller, etc. Notes include pertinent information with dates of the sessions and accompanying instrumentation. The sides range from 1928 to the 1950's. Country blues fans will like it.

BREAKOUT ALBUMS

★ NATIONAL BREAKOUTS

SUMMER SOUNDS

Robert Goulet, Columbia CL 2380 (M); CS 9180 (S)

TRUE LOVE WAYS

Peter & Gordon, Capitol T 2368 (M); ST 2368 (S)

HAVING A WILD WEEKEND

Dave Clark Five, Epic LN 24162 (M); BN 26162 (S)

★ 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.

THE HALLELUJAH TRAIL . . .

Elmer Bernstein, United Artists UAL 4127 (M); UAS 5127 (S)

UP THROUGH THE YEARS . . .

Jim Reeves, RCA Victor LPM 3427 (M); LSP 3427 (S)

THE DECLINE AND FALL OF THE ENTIRE WORLD AS SEEN THROUGH THE EYES OF COLE PORTER . . .

Kaye Ballard, Columbia OL 6410 (M); OS 2810 (S)

MOONLIGHT BECOMES YOU . . .

Jerry Vale, Columbia CL 2371 (M); CS 9171 (S)

LOOK AT US . . .

Sonny & Cher, Atco 177 (M); SD 177 (S)

ENGLAND'S GREATEST HITMAKERS . . .

Various Artists, London LL 3430 (M); PS 430 (S)

BLUES SPECIAL MERIT

SKY SONGS, VOL. 1

Bukka White. Arhoolie F 1019 (M)

Here is one of two volumes of country blues by one of the authentic purveyors of the old blues style. Bukka's material is highly original and his performances are highly individual. He is a true folk artist, plucking his songs "out of the sky" and extemporizing on the spot. They run long, each of these LP's carrying four or five tunes or variations. Fine material for collectors of true down home product.

BLUES SPECIAL MERIT

BROWNSVILLE BLUES

Sleepy John Estes. Delmark DL 613 (M); DS 9613 (S)

Package of sides by the legendary blues artist includes recording made in session in New York, Chicago, London, Copenhagen and other spots. They will be relished by devotees of the folk and blues genres. The material is true country blues, reflecting the influence of his native Brownsville, Tenn. Sides include "The Girl I Love," "City Hall Blues," "Government Money," a pick.

INTERNATIONAL SPECIAL MERIT

GREAT FAVORITES OF MEXICO

Coral Mexicano. Columbia EX 5143 (M); ES 1843 (S)

The 40 men and women of the Coral Mexicano sing out with zest on the popular "Guadalajara" and display even more spirit with "Cancion Mixteca." The album contains some of the great traditional Mexican songs, including "Alfa en el Rancho Grande," the cowboy classic. Ramon Nobel's arrangements are just right for the chorus.



FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

POPULAR

ON THE BEACH AT WAIKIKI
Burl Ives. Decca DL 4668 (M); DL 74668 (S)

SPOTLIGHT ON EARL GRANT
Decca DL 4624 (M); DL 74624 (S)

DISCOTHEQUE A-GO-GO
The Cliff Davis Sextet. Epic LN 24173 (M)

THE RIVIERA ORCHESTRA PLAYS HITS FROM BROADWAY AND HOLLYWOOD
Wing MGW 12309 (M); SRW 16309 (S)

THE WAY I FEEL
Yvonne. Yvonne 001 (M)

THE RIVIERA ORCHESTRA PLAYS GOLDEN FAVORITES
Wing MGW 12308 (M); SRW 16308 (S)

THE RIVIERA ORCHESTRA GOES LATIN
Wing MGW 12310 (M); SRW 16310 (S)

INTRIGUE WITH SOUL
Perry & the Harmonics. Mercury MG 21037 (M); SR 61037 (S)

LUCKY 'LEVEN
Jimmy Gilmer. Dot DLP 3643 (M); DLP 25643 (S)

THAT TORRID TAMPICO SOUND
The Tampicos. Columbia CL 2347 (M); CS 9147 (S)

COUNTRY

GEORGE JONES
Starday SLP 335 (M)

JAZZ

"LIVE" AT BOURBON STREET (CHICAGO)
Dukes of Dixieland. Decca DL 4653 (M); DL 74653 (S)

SOUL SOUNDS
The 3 Souls. Argo LP 4044 (M)

TESTIFYIN' TIME
Bunky Green. Argo LP 753 (M)

FOLK

SANDY BULL/INVENTIONS
Vanguard VRS 9191 (M); VSD 79191 (S)

JACKIE WASHINGTON AT CLUB 47
Vanguard VRS 9172 (M); VSD 79172 (S)

POLKA

OLD TIME—HIT TIME
"Whoopie" John Orchestra. Decca DL 4648 (M); DL 74648 (S)

RELIGIOUS

FROM SCANDINAVIA
Teen Tones. Word W 3304 (M); WST 8304 (S)

PACEM IN TERRIS
Utah Symphony Orchestra (Abravanel). Vanguard VRS 1134 (M); VSD 71134 (S)

INTERNATIONAL

VIVA WATUSI
Ray Barretto. United Artists UAL 3445 (M); UAS 6445 (S)

THE LA PLAYA ORCHESTRA IN PUERTO RICO
United Artists UAL 3428 (M); UAS 6428 (S)

SIESTA EN PANAMA
Lucho Azarraga Y su Conjunto. Art ALP 2008 (S)

DANCE THE TANGO
The Castillans. Decca DL 4662 (M); DL 74662 (S)

ALPEN FRIEDEN
Lieder von den Bergen mit Lolita. Polydor 237 236 (S)

(Continued on page 48)

SEE ALBUM REVIEWS ON BACK COVER

The Jazz Hits are on BLUE NOTE



HANK MOBLEY
THE TURNAROUND BLP 4186



THE HORACE SILVER QUINTET
SONG FOR MY FATHER BLP 4185



BLUE MITCHELL
THE THING TO DO BLP 4178



ART BLAKEY & JAZZ MESSENGERS
FREE FOR ALL BLP 4170



KENNY DORHAM
TROMPETA TOCCATA BLP 4181



STANLEY TURRENTINE
HUSTLIN' BLP 4162

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ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

EVITEZ LES CONFUSION!

Avoid confusion—this ad is being taken out in behalf of the original recording, "HOME OF THE BRAVE" by BONNIE AND THE TREASURES on PHI-DAN RECORDS #5005, a master which I purchased.

To avoid any confusion, there is no doubt that this is the original recording, and original creativity is still the backbone of our industry—isn't it?

Thanks,

Phil Spector



LEONARD BERNSTEIN with his wife and children at London airport. Bernstein was in England, combining a holiday and a visit to Chichester Cathedral to attend the first performance of his work, "The Chichester Psalms." The work, in Hebrew, was specially commissioned by the Dean of Chichester as part of the Southern Cathedral Festival this summer. Performance was given by the Cathedral choir and the Philo Musica of London.

DGG Plans Spec'l Offering Of De Luxe Classical LP's

HAMBURG — Deutsche Grammophon plans a special offering of classical music at the beginning of the winter season — "Masterworks in Deluxe Editions."

The company is issuing selected works of the romantic age at reduced prices from Sept. 1 to Jan. 15. The repertory of two of the three de luxe albums, each having eight 12-inch LP's, is as follows:

"Frederick Chopin's "Selected Works for Piano," interpreted by Tamas Vasary"; and Franz

Schubert's "chamber music," with leading chamber music ensembles.

These two albums will precede the long-heralded Gramophon version of Mozart's "Magic Flute," under direction of Karl Boehm.

"Masterworks in Deluxe Editions" will be issued simultaneously. *(Continued on page 47)*

AF Returns to Classical Fold

NEW YORK—Audio Fidelity Records, after a five-year absence from the classical field, returns to the fold with its fall program. Five of the label's 12 album releases will be in the already established First Component Series.

The classical release, all with the Vienna State Opera Orchestra, features work by Beethoven, Brahms, Schumann, Von Suppe and Strauss.

Other new program releases are the Folk Four, a folk group; Sonny Simmons, Clifford Jordan, Prince Lasha and the Bossa Tres on a Latin-jazz album; a five-set "Library of Sound Effects"; nickelodian instruments; Chico Holiday, with a single on the Karate label, and the Folk Four, also on a Karate single.

During August, the entire Audio Fidelity catalog, with the exception of the First Component Series, will be offered to distributors on a buy-10-get-2-free basis.

Kodaly at College

HANOVER, N. H. — Zoltan Kodaly, 82-year-old Hungarian composer, arrived at Dartmouth College here to become the second composer-in-residence at the college's third "Congregation of the Arts."

Kodaly, who was invited to the U. S. by Mario di Bonaventura, director of the Hopkins Center at Dartmouth, is well known for inclusion of Hungar-

DGG Program To Emphasize Marketing Aids

NEW YORK — DGG's fall program will place heavy emphasis on dealer merchandising aids, according to Jerry Schoenbaum, sales head of the MGM classical division which distributes the German label in the U. S.

Wire racks, browser cards, easel-backed display cards and catalogs will be the basis of the merchandising program.

In addition, DGG distributors will provide dealers with both DGG and Archive catalogs for distribution to customers.

Set for October release is a specially priced set of five Bach cantata albums for the Christmas season.

Schoenbaum said that multiple-set deals will be used increasingly by both DGG and the Archive series.

Minneapolis, AFM Local Sign Contract

MINNEAPOLIS—The Minneapolis Orchestral Association, representing the Minneapolis Symphony Orchestra signed a five-year contract with Local 73, American Federation of Musicians.

By the fifth year of the contract, musicians will be guaranteed 45 weeks of employment, compared with the present 31. Annual earnings for orchestra members will nearly double during the five-year period.

More concerts are in the works for the upper Midwest cities, and broadcasts and telecasts of concerts are planned.

The Minneapolis contract is in keeping with the trend set by major orchestras in Boston, New York, Philadelphia, Cleveland, Detroit, Pittsburgh and Chicago. That trend is toward year-round employment of musicians.

'Faustus' Cut By Academic

DENVER — "Dr. Faustus," the 16th century Christopher Marlowe play, has been produced by the Academic Album Co. here in co-operation with RCA Victor Records. All 27 parts in the performance are read by James Sandoe, professor of speech and drama at the University of Colorado. He is an expert on the Elizabethan theater.

The play is regarded as Marlowe's greatest work, and the disk is a record selection of the National Council of Teachers of English.

The recording was made before a live audience at Regis College, Denver. List price is \$4.50.

ian folk material in his compositions.

The composer also visited this country in 1946 through Bonaventura's efforts.

BEST SELLING BUDGET-LINE CLASSICAL LP's

Below is a list of best selling Budget-Line Classical LP's in top Classical Retail Outlets.

This Week

- BARTOK**—Concerto for Orchestra; Chicago Sym. Orch. (Reiner): RCA Victrola VICS 1110 (S), VIC 1110 (M).
- VAUGHN-WILLIAMS**—Symphony No. 2 (London); Halle Orch. (Barbirolli): Vanguard SRV-134 SD (S), SRV-134 (M).
- HUMMEL**—Mandolin Concerto in G major/**HOFFMAN**—Mandolin Concerto in D major; Bauer-Slais, Kunschak, Vienna Pro Musica Orch. (Hladky): Turnabout TV 34003 S (S), TV 4003 (M).
- SIBELIUS**—Symphony No. 1 in E; Halle Orch. (Barbirolli): Vanguard SRV-132 SD (S), SRV-132 (M).
- BACH**—Four Concertos for Harpsichord and Orchestra; Neumeier, Berger, Burr, Urbuteit, Ch. Orch. of the Sarre (Ristenpart): Nonesuch H 71019 (S), H 1019 (M).
- ALBINONI**—Adagio for Strings and Organ, Concerti A Cinque; Sinfonia Instrument Ensemble (Witold): Nonesuch H 71005 (S), H 1005 (M).
- HAYDN**—Symphonies 103 (Drum Roll) and 104 (London); Vienna St. Op. Orch. (Woldike): Vanguard SRV-126 SD (S), SRV-126 (M).
- COURT AND CEREMONIAL MUSIC OF THE EARLY 16TH CENTURY**; Roger Blanchard Ensemble: Nonesuch H 71012 (S), H 1012 (M).
- TCHAIKOVSKY**—1812 Overture/**BEETHOVEN**—Wellington's Victory; Mpls. Sym., Minn. U. Brass Band (Dorati): Mercury SRD-19 (S), MGD-19 (M).
- VIVALDI**—Concerto for Two Horns and Strings in F major, Concerto for Guitar and Strings in C major, Concerto for Guitar and Strings in D major and Suite From "Il Pastor Fido"; Aubin, Guerin, Delwarde, Spickett, Collegium Musicum of Paris (Douatte): Nonesuch H 71018 (S), H 1018 (M).
- ORFF**—Carmina Burana; Czech Phil. (Smetacek): Parliament S-161 (S), 161 (M).
- TCHAIKOVSKY**—Symphony No. 4 in F; Halle Orch. (Barbirolli): Vanguard SRV-135 SD (S), SRV-135 (M).
- SCHUBERT**—Waltzes, German Dances and Valses Nobles; Hautzig: Turnabout TV 34006 (S), TV 4006 (M).
- BACH**—Motets; Norddeutscher Singkreis (Wolters): Nonesuch H 71060 (S), H 1060 (M).
- SYMPHONIES AND FANFARES FOR THE KING'S SUPPER**; Collegium Musicum of Paris (Douatte): Nonesuch H 71009 (S), H 1009 (M).

BILLBOARD'S NEWEST INDUSTRY-SERVICE ANNUAL

THE WORLD OF RELIGIOUS MUSIC

The industry's first full-scale study of the important and growing force of religious music in the recording industry.

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When Answering Ads . . . Say You Saw It in Billboard

DUNHILL

NOT JUST A COMPANY THAT MAKES RECORDS
...BUT A RECORD COMPANY



THE EVE OF DESTRUCTION

**JUST THE BEGINNING
FOR A GREAT ARTIST**

BARRY MCGUIRE

D-4009

AND A GREAT WRITER

P. F. SLOAN

EXCLUSIVELY DISTRIBUTED BY ABC PARAMOUNT

NEW ALBUM RELEASES

This form is designed to aid dealers in ordering and broadcasters in programming.

ART

BILL BARNER Laughs it Up; ALP 38

CAPITOL

THE BEATLES—Help!; MAS 2386, SMAS 2386.

AL MARTINO—My Cherie; T 2362, ST 2362.

COLUMBIA

BACH Organ Favorites, Vol 2-E. Power Biggs; ML 6148, MS 6748.

KAYE BALLARD—The Decline and Fall of the Entire World as Seen Through the Eyes of Cole Porter; OL 6410, OS 2810.

THE BROTHERS FOUR—Try to Remember; CL 2379, CS 9179.

JACK BURNS & AVERY SCHREIBER—In One Head and Out the Other; CL 2370, CS 9170.

BOB DYLAN—Highway 61 Revisited; CL 2389, CS 9189.

CARLOS JOBIM—Brazilian Byrd; CL 2337, CS 9137.

ANDRE KOSTELANETZ—The Thunderer—The Spectacular Sound of John Philip Sousa; CL 2359, CS 9159.

HERBIE MANN—Latin Mann AFRO to Bossa to Blues; CL 2388, CS 9188.

CORAL MEXICANO—Great Favorites of Mexico; EX 5143, ES 1843.

THE MORMON TABERNACLE CHOIR—This Land is Your Land; ML 6147, MS 6747.

ROSSINI: STABAT MATER—New York Philharmonic (Schipper); ML 6142, MS 6742.

IRMA SERRANO—Loren Organillos Folk Songs of Mexico; EX 5144.

TCHAIKOVSKY: VIOLIN CONCERTO—MENDELSSOHN: VIOLIN CONCERTO—Francescatti (violin); ML 6158, MS 6758.

RICHARD TUCKER—The Soul of Italy; ML 6164, MS 6764.

NEIL WOLFE—Out of This World; CL 2378, CS 9178.

WOODSTOCK JESUIT SINGERS—Sing To The Lord, Vol. 1; CL 2381, CS 9181.

CONCERT DISC

DEBUSSY: QUARTET—RAVEL: QUARTET—Fine Arts Quartet; M 1253, CS 253.

DEUTSCHE GRAMMOPHON

KARL RICHTER—Johann Sebastian Bach; 138,907 SLPM.

BEETHOVEN: KLAVIERSONATEN NR. 16—Wilhelm Kempff; 138 940 SLPM.

MOZART: DIE ZAUBERFLOTE (Magic Flute)—Various Artists; 138 981 83.

RAVEL: L'HEURE EAPAGNOLE—Orchestra National Paris (Maazel); 138 970 SLPM.

ADOLF SCHERBAUM—Baroque Music for Trumpet Virtuoso; 136 470 SLPM.

SIBELIUS: SYMPHONY NO. 5—Berliner Philharmoniker (Von Karajan); 138 973 SLPM.

EVEREST

GREGG SMITH SINGERS—An American Trip-tych; 3129, 6129.

FOLKWAY

ROGER SPRUNG—Progressive Bluegrass; FA 2472.

HICKORY

BOB LUMAN'S Livin', Lovin' Sounds; LPM 124.

ILGWU

VARIOUS ARTISTS—Two Two For The Union; ILGWU 1.

LONDON

ROBERT MERRILL—Americana; PM 55003, SP 44065.

FRANK CHACKSFIELD & HIS ORCH.—The New Limelight; LL 3431, SP 44066.

WERNER MULLER & HIS ORCH.—Germany; SP 44067.

ERIC ROGERS—The King of Sound; SP 44068.

LOS MACHUCAMBOS—Mucho Machucambos; TW 91375, SP 44055.

LOS MACHUCAMBOS—Percussive Latin Trio; TW 91376, SP 44012.

THE LITTLE SINGERS OF TOKYO AT LINCOLN CENTER; TW 91378, SW 99378.

A Musical Journey Through Germany's Harz Mountains; TW 91384, SW 99384.

ROSSINI: THE BARBER OF SEVILLE—Various Artists; A 4381, OSA 1381.

GIUSEPPE DI STEFANO—Neapolitan Songs; 5936, OS 25936.

CHOPIN: FOUR BALLADES—Vladimir Ashkenazy; CM 9422, CS 6422.

TCHAIKOVSKY: SYMPHONY NO. 1 IN G MINOR—Vienna Philharmonic Orch. (Maazel); CM 9426, CS 6426.

NONESUCH

ANDRE BENICHEU—Jazz Guitar Bach; H 1069, H 71069.

RCA VICTOR

VARIOUS ARTISTS—Newport Jazz Festival; LPM 3369, LSP 3369.

SHIRLEY VERRETT—Carnegie Hall Recital; LM 2835, LSC 2835.

FATS WALLER—'34/'35; LPV 516.

REPRISE

DUKE ELLINGTON & HIS ORCH.—Will Big Bands Ever Come Back?; R 6168, RS 6168.

DEAN MARTIN—I'm The One Who Loves You; R 6170, RS 6170.

FRANK SINATRA—September of My Years; R 1014, RS 1014.

ROY

THE WALLWOODS; 2121-EP.

SPOKEN ARTS

FOLIO THEATRE PLAYERS PRODUCTION—Shakespeare; Richard II; 890.

FOLIO THEATRE PLAYERS PRODUCTION—Shakespeare; Richard III; 891.

ROBERT SPEAIGHT/ROBERT EDDISON—Treasury of Percy Bysshe Shelley; 869.

UNITED ARTISTS

CHUCHO AVELLANET—Love & Violins; UAS 6439.

AL CAIOLA—Sounds For Spies and Private Eyes; UAS 6435.

FERRANTE & TEICHER—Only the Best; UAS 6434.

JERRY HERMAN—Hello, Jerry!; UAS 6432.

THE JUDY LYNN Show Act 2; UAS 6443.

MACHITO & HIS ORCH.—Mucho Mucho Machito; UAS 6447.

JAN PEERCE—Pops Goes Peerce; UAS 6481.

DEL REEVES Sings Girl on the Billboard; UAS 6441.

TITO RODRIGUEZ in Buenos Aires; UAS 6449.

SOUNDTRACK—The Glory Guys; UAS 5126.

WARNER BROS.

EVERLY BROS.—Beat & Soul; W 1605, WS 1605.

JOAN RIVERS Presents Mr. Phyllis & Other Funny Stories; W 1610.

ALL "SCOTCH" BRAND BOXES SHRINK-PACKED TO INSURE "FACTORY-TO-YOU" CLEAN TAPES (ELIMINATES TAPE SWITCHING, TOO).

DGG Plans Special Offering

• Continued from page 44
ously in 14 European countries. Gramophone said substantial



price reductions had been made possible for the large pressing orders for this special release. The Chopin album will cost 118 Deutschmarks and the Schubert album 128 Deutschmarks (prices are the diskery's recommended price).

The complete recording of "The Magic Flute" is being offered at an introductory price of 49.50 Deutschmarks, com-

pared with the normal price of 75 Deutschmarks.

Gramophone also is issuing a special LP, "Selected Masterworks," by way of introduction to the romantic era, the great epoch represented by the Chopin and Schubert albums.

The luxurious, multicolor albums are accompanied by large illustrated booklets with pictorial and biographical material on the artists and articles by leading French, German and Polish authorities on Chopin and Schubert.

Peerce to Paris

PARIS—Jan Peerce, Metropolitan Opera tenor, will make a concert appearance at the Champs Elysee Theater here Oct. 7. Peerce, currently on a U. S. concert tour, will return to the Met this season and is set for several TV appearances.

NASHVILLE—Bill Anderson and His "Po' Boys" fly to New York Sept. 20 to tape for "The Jimmy Dean Show" to be televised Oct. 1.



MRS. HENRY CANNON, who has parlayed the personality of Minnie Pearl into global prominence, chats with Billboard's Nashville news chief, Elton Whisenhunt, about the upcoming Awards Night to be sponsored by the magazine. The Billboard award the pair is discussing is one of the comedienne's "proudest possessions" and adorns the wall of her den.

Monterey Fest Offers Grant

HOLLYWOOD—Directors of the Monterey Jazz Festival will award \$10,000 to the Monterey Peninsula College Music Department and \$5,000 to a student jazz musician to continue his studies.

The grants were allocated from profits garnered from the Jazz Festival's 1964 season, the most financially successful in the seven-year history of the event. Gross revenue for 1964 was \$119,813.

Mel Isenberger, Festival president, said a committee of five jazz artists will be named to select the recipient of the \$5,000 grant.

The \$10,000 grant is the fourth since the Festival was established in 1958. In 1961 the Festival's board awarded the college \$600; in 1962, \$2,000, and in 1963, \$15,000.

Americana Bookings

WOODLAND HILLS, Calif. — Jimmy Walker has joined Americana Corp. artist roster and has begun a series of West Coast dates for the office, opening in Brea, Calif., at the Canyon Hills Inn. Jim Nesbitt, Tom Cash and Connie Hall have been signed by Americana for a 20-day tour of Arizona and California in September and October. Eddie Dean leaves Aug. 6 for a 10-day tour with Jeannie Seely (Challenge) through the Pacific Northwest. Freddie Hart returned here Aug. 2 from a month recording stint in Nashville. Johnny Bond left Aug. 1 for Nashville and a recording session for Starday.

New C&W Unit

PHILADELPHIA—Two lead men in Bill Haley's Comets left to form their own unit which will emphasize country and western music. Leader men for the new Country Showmen are drummer Dave Holly and guitarist Nick Master. New unit's first playing date is a six-week run at Lake View at nearby Almonessen, N. J. Haley's Comets originally stated as a country and western unit before switching to rock 'n' roll.

Cash Meets Distribs

NEW YORK—Joe Cash, national promotion chief of Monument Records, is touring the northeast to meet the label's distributors. Cash is also making the deejay circuit. He arrived in New York last week with Chuck Chellman, Monument sales chief.

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HEAVY ADVERTISING BREAKS IN SEPTEMBER! And will continue through the rest of the year. Not

only in magazines, but on network television and FM radio. Advertisements will appear in Sports Illustrated, The New Yorker, as well as in all leading audiophile fan magazines. "Dynarange" Tape will be featured on the 3M-sponsored documentary series on ABC television. And a special 3M-sponsored weekly program on FM radio will announce this new tape in major markets across the country.

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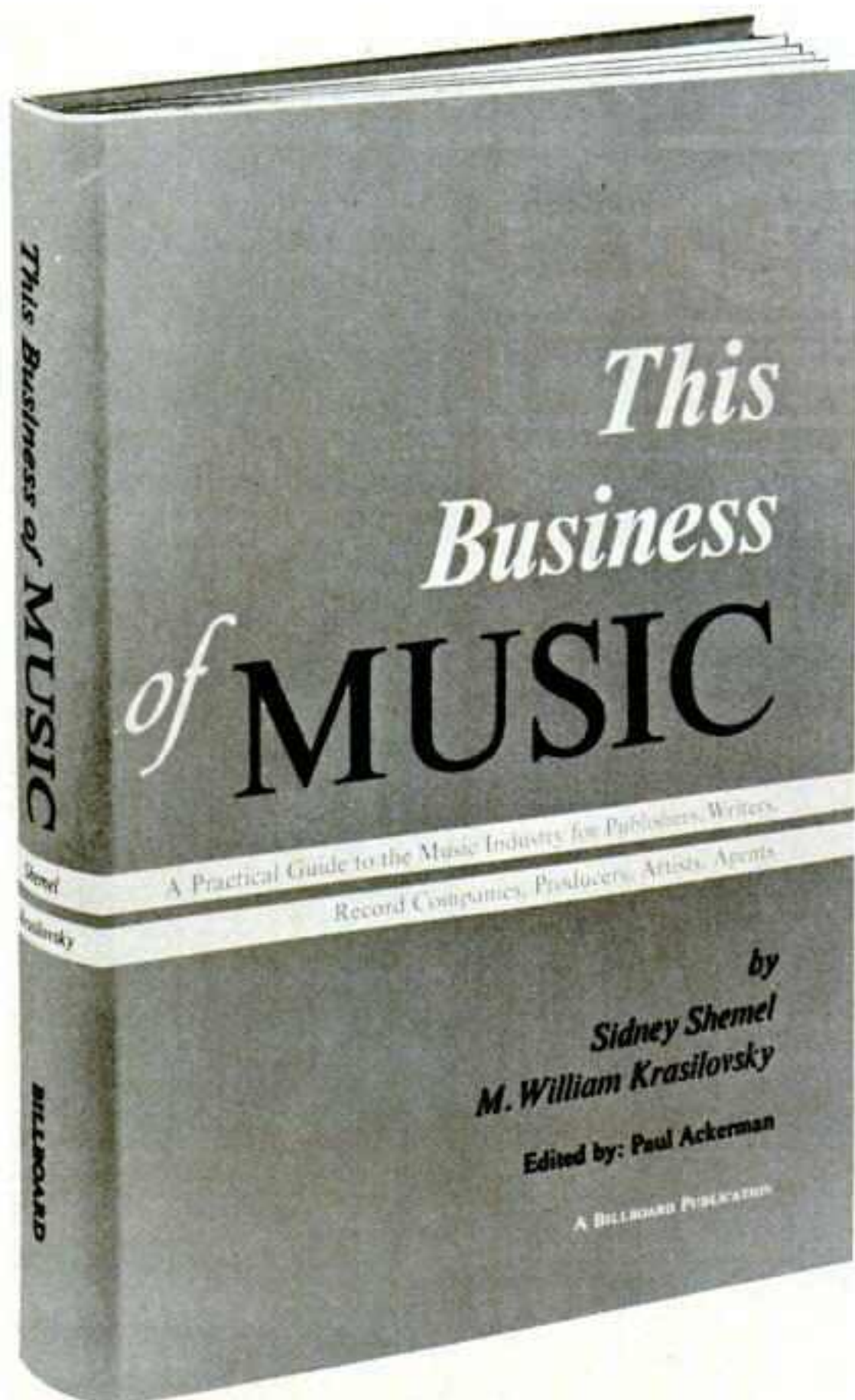
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BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

YOU CAN'T BE TRUE DEAR . . .

Patti Page, Columbia 43345 (Biltmore, ASCAP) (Memphis, Houston)

99 PLUS 1 . . .

J. Gardner, Blue Rock 4026 (Bonatemp & Rated, BMI) (Dallas-Fort Worth, Memphis)

LAUGH AT ME . . .

Sonny, Atco 6369 (Five-West Cotillion, BMI) (Los Angeles)

I WANT TO (Do Everything for You) . . .

Joe Tex, Dial 4016 (Tree, BMI) (Dallas-Fort Worth)

THE WAY OF LOVE . . .

Kathy Kirby, Parrot 9775 (Chappell, ASCAP) (Philadelphia)

THESE HANDS (Small But Mighty) . . .

Bobby Bland, Duke 385 (Don, BMI) (Houston)

I'M ALIVE . . .

Hollies, Imperial 66119 (Camelback Mountain, BMI) (Milwaukee)

HEY LITTLE GIRL . . .

Z. Z. Hill, Kent 427 (Modern, BMI) (Dallas-Fort Worth)

THE SWEETHEART TREE . . .

Henry Mancini, His Ork and Chorus, RCA Victor 8624 (East Hill, ASCAP) (Houston)

SPOOTIN' . . .

Bill Black's Combo, Hi 2094 (Jac, BMI) (Memphis)

ONLY YOU . . .

Buck Owens, Capitol 5465 (Bluebook, BMI) (Detroit)

EVE OF DESTRUCTION . . .

Barry McGuire, Dunhill 4009 (Trousdale, BMI) (Los Angeles)

I'M LIVING GOOD . . .

Ovations, Goldwax 117 (Fame, BMI) (Memphis)

OUT IN THE SUN (Hey-O) . . .

Beach-Nuts, Bang 504 (Grand Canyon, BMI) (Houston)

DOWN BY THE OCEAN . . .

Exceptions, Cameo 378 (Missile, BMI) (Philadelphia)

MOHAIR SAM . . .

Charlie Rich, Smash 1993 (Acclaim, BMI) (Memphis, Houston)

ARE YOU A BOY OR ARE YOU A GIRL . . .

Barbarians, Laurie 3308 (Elwin, BMI) (Boston)

I LIVE FOR THE SUN . . .

Sunrays, Tower 148 (Sea of Tunes, BMI) (Minneapolis-St. Paul)

FOOL'S PARADISE . . .

Bobby Wood, Joy 301 (Beckie, BMI) (Memphis)

• **ALBUM REVIEWS**

• *Continued from page 42*

★ ★ ★
THREE-STAR ALBUMS
The three-star rating indicates moderate sales potential within each record's music category.

POPULAR

MIXED MOODS
Martin Yarbrough, Argo LP 4043 (M)

COUNTRY

THE AMAZING AND INCREDIBLE PETE DRAKE
Starday SLP 319 (M)

CLASSICAL

MARTINU: CONCERTO FOR OBOE & ORCH./STRAUSS: CONCERTO FOR OBOE & ORCH.
Frantisek Hantak/Brno Philharmonic

A-F Distrib in N.J.

NEWARK, N. J.—Wendy Distributors here has been named New Jersey distributor for Audio-Fidelity Records.

rch. (Turnovsky), Parliament PLP 606 (M); PLPS 606 (S)

FOLK

OLD-TIME SOUTHERN DANCE MUSIC THE STRING BANDS, VOL. 2
Various Artists, Old Timey LP 101 (M)

BALLADS AND SONGS
Various Artists, Old Timey LP 102 (M)

BAD LUCK N' TROUBLE
Various Artists, Arhoolie F 1018 (M)

INTERNATIONAL

ANDRE TOUSSAINT LIVE AT LA FIN
Art ALP 26 (S)

BOLEROS DE HOY Y DE AYER
Roberto Yanes, Columbia EX 5141 (M)

E. H. Morris Buys 'Drat, Cat' Rights

NEW YORK — Publishing rights for the upcoming Broadway musical, "Drat! The Cat!", have been sold by the show's producers, Jerry Adler and Norman Rosemont, to the E. H. Morris Publishing Co.

The show is set to open at the Martin Beck Theater Oct. 9. Book and lyrics are by Ira Levin; music by Elliott Gould.



DON BOWMAN (seated) affixes his signature to a management contract which puts him under the guidance of Hubert Long Talent, Inc., Nashville. Gathered around for the signing are (left to right) Long Talent execs John Owen, vice-president; Shorty Lavender, vice-president, and Hubert Long, president.

Gospel TV Show Sold

ATLANTA — A 15-minute syndicated daily gospel music TV show featuring Jake Hess and the Imperials was sold last week by Programming, Inc. of Atlanta to Poole Productions, Inc. of Greenville, S. C. Price was not disclosed.

Programming, Inc., is owned by the LeFevres.

The Hess show will continue to be taped at TV station WSIX, Nashville. The sale involved the tapes of all previously filmed shows. The Hess show is seen in 20 markets.

The Imperials moved their base of operations from Atlanta to Nashville July 1.

Bill Denny Seeks Recordings for Ced'wood Lists

NASHVILLE — Bill Denny, president of Cedarwood Music Publishing Co., has begun a drive to get the religious music in its catalog recorded by various gospel groups.

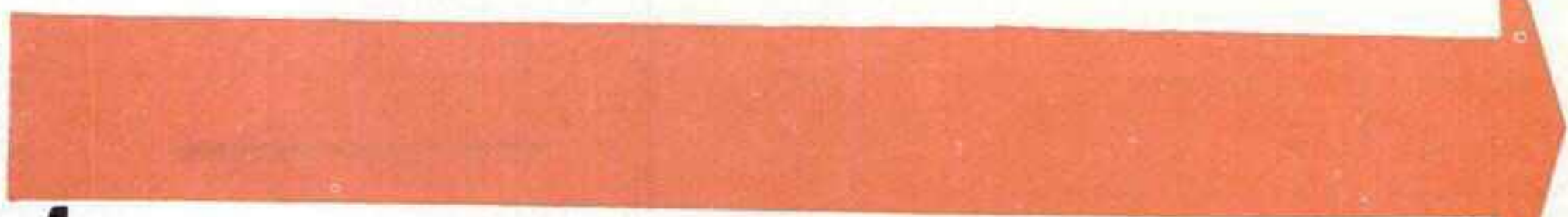
Cedarwood has a catalog of religious songs previously recorded by such country stars as Webb Pierce, Carl Smith and Kitty Wells.

Denny appointed Jan Crutchfield to head the expanded drive into gospel music. Cedarwood recently published a book with some of its top religious songs and mailed it to gospel groups.

Ron-Dells, Uniques Sign With Brown

MEMPHIS — Ray Brown of National Artists Attractions signed last week as exclusive booking agent for two new combos, the Ron-Dells and the Uniques.

Both groups appeared on the Beach Boys show in Tulsa July 21 and Austin, Tex., July 22, which were sellouts. First single for the Uniques is "From Heaven to Heart Break."



A HIT OVER HERE!

DONOVAN

ENGLAND'S NEWEST SENSATION
Sings

COLOURS

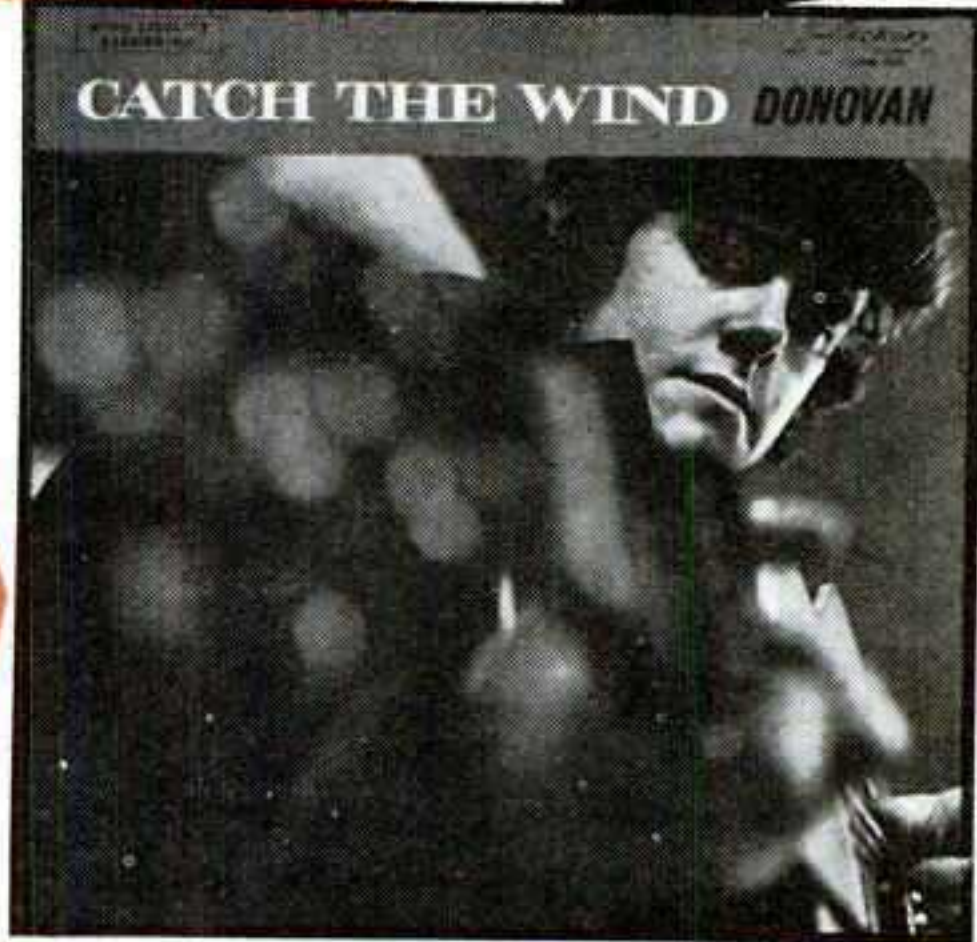
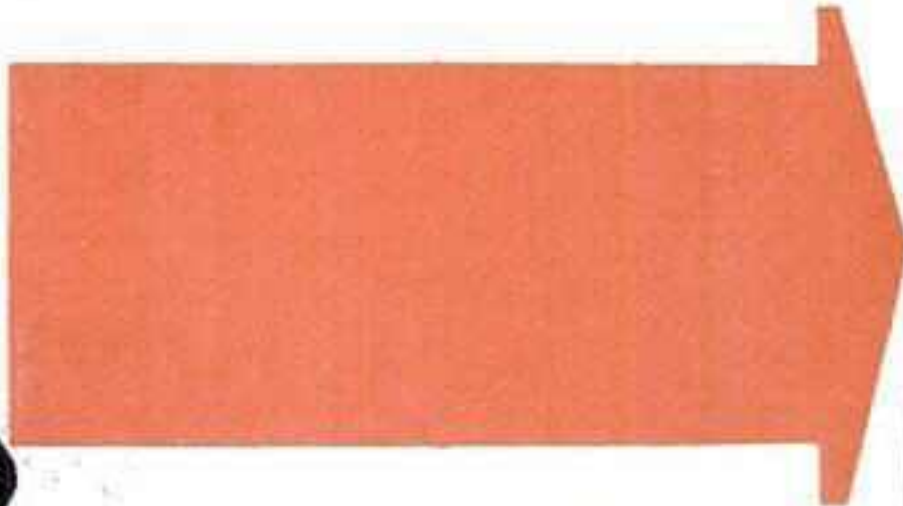
**Watch For Donovan
On These TV Shows***

- SHINDIG
- LLOYD THAXTON SHOW
- HOLLYWOOD A-GO-GO
- AMERICAN BANDSTAND
- 9TH STREET WEST
- SHIVAREE
- WHERE THE ACTION IS
- SHEBANG

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MILLS**



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HICKORY 1323**

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ROY ACUFF QUILTS ROAD

NASHVILLE — Roy Acuff, "King of Country Music" is saying good-bye to road touring after more than three decades of it. It was a hard decision, but the highway crash July 10 near Sparta, Tenn., in which he suffered several fractures and was seriously injured, convinced him. He is recovering, but he said last week he has canceled the rest of his 1965 dates except one. He still hopes to leave with his troupe Dec. 6 to entertain U. S. servicemen in Vietnam. He won't leave the business entirely after that, but will remain active with limited special appearances and his stints on "Grand Ole Opry."



HANK COCHRAN, one of Pamper Music's top writers, is getting strong air play with his RCA Victor recording of "Who's Gonna" (478616). Hank is booked by Haze Jones, of the Hal Smith Artists Bureau, Goodlettsville, Tenn. (Advertisement)

Four Eligible to CMA's 'Fame' Under New Voting

NASHVILLE — Voting deadline for the 120-member Country Music Hall of Fame selection committee has been extended from Aug. 15 to Aug. 21, Jo Walker, CMA executive director, said last week. Ballots must be postmarked by Aug. 21, she said.

Ballots and biographical sketches of the 70 candidates were mailed to the election com-

mittee July 23 by the Nashville accounting firm of Ernst & Ernst, which will tabulate results.

Under the new voting system this year, nominations are in four categories: Living artists, deceased artists, living non-performers, deceased non-performers. It will take at least 61 votes to elect.

Criterion on which votes are to be cast is based on what the candidate "contributed to country music which has exerted a continuing effect on it."

Mrs. Walker said it is possible for four persons to be elected to the Hall of Fame this year, one in each category.

After the votes are tabulated, handsome plaques will be made to be presented to the winner or member of his family. A plaque on each winner will also be mounted in the Country Music Hall of Fame.

The award presentations will be made at the CMA banquet Friday night, Oct. 22. A program of entertainment and dance will follow. A site is not firm, but may be the National Guard Armory. The CMA convention dates, which coincide with WSM's Country Music Festival, are Oct. 21-23.

The Hall of Fame has five members now. Jimmie Rodgers, Fred Rose and Hank Williams were elected in 1961, the year it was founded. Roy Acuff was elected in 1962, no one in 1963, and Tex Ritter in 1964.

Marathon Pic In 21 Markets

NASHVILLE—"Second Fiddle to a Steel Guitar," second film produced by the local Marathon Pictures Corp., will be in markets all over the U. S. within 30 days, Marie Teetor, office manager, said last week. President of the picture company is Audrey Williams.

Mrs. Teetor said the film opened in 21 theaters in Illinois, Indiana, Michigan, Kentucky and Ohio July 28 and that grosses to date have been very good.

First film produced by the Marathon company was "Country Music on Broadway" last year, in which several Hank Williams numbers were used. Hank Williams Jr. and Audrey Williams were among artists who had roles.

"Second Fiddle to a Steel Guitar" features more than two dozen country music stars and actors Huntz Hall, Leo Gorcey and Arnold Stang. It was filmed in Nashville last spring.

coming



DON RENO, seated, signed last week as writer and artist for the Hal J. Smith enterprises, Pamper Music, Inc., and Hal Smith Artists Productions. Standing, from left, are Ray Pennington, production co-ordinator, and Haze Jones, general manager of the artists agency. Reno Records for Dot Records.

HOT COUNTRY SINGLES

Billboard SPECIAL SURVEY for Week Ending 8/14/65

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	1	THE FIRST THING EV'RY MORNING (And the Last Thing Ev'ry Night) Jimmy Dean, Columbia 43263 (Plainview, BMI)	11	26	20	THAT AIN'T ALL John D. Loudermilk, RCA Victor 8579 (Acuff-Rose, BMI)	7
2	4	YES, MR. PETERS Roy Drusky & Priscilla Mitchell, Mercury 72416 (Screen Gems-Columbia, BMI)	12	27	14	WRONG NUMBER George Jones, United Artists 858 (Glad, BMI)	11
3	2	THE BRIDGE WASHED OUT Warner Mack, Decca 31774 (Peach, SESAC)	12	28	12	SIX TIMES A DAY (The Trains Came Down) Dick Curless, Tower 135 (Aroostook, BMI)	9
4	3	BEFORE YOU GO Buck Owens, Capitol 5410 (Bluebook, BMI)	14	29	16	RIBBON OF DARKNESS Marty Robbins, Columbia 43258 (Witmark, ASCAP)	18
5	5	THE OTHER WOMAN Ray Price, Columbia 43264 (Pamper, BMI)	15	30	39	OUR HEARTS ARE HOLDING HANDS Ernest Tubb & Loretta Lynn, Decca 31793 (Moss-Rose, BMI)	4
6	11	TIGER WOMAN Claude King, Columbia 43298 (Gallico, BMI)	8	31	22	I'LL KEEP HOLDING ON Sonny James, Capitol 5375 (Marson, BMI)	20
7	15	YAKETY AXE Chet Atkins, RCA Victor 8590 (Tree, BMI)	8	32	25	LOUISIANA MAN George & Gene, Musicor 1097 (Acuff-Rose, BMI)	7
8	8	IT'S ALRIGHT Bobby Bare, RCA Victor 8571 (Wormwood, BMI)	11	33	36	I HEARD FROM A MEMORY LAST NIGHT Jim Edward Brown, RCA Victor 8566 (Randy-Smith, ASCAP)	6
9	19	HICKTOWN Tennessee Ernie Ford, Capitol 5425 (Central Songs, BMI)	8	34	44	GONNA HAVE LOVE Buck Owens, Capitol 5465 (Central Songs, BMI)	3
10	6	ENGINE, ENGINE #9 Roger Miller, Smash 1983 (Tree, BMI)	13	35	33	BE GOOD TO HER Carl Smith, Columbia 43266 (Cedarwood-Spook, BMI)	8
11	9	I CAN'T REMEMBER Connie Smith, RCA Victor 8551 (Moss-Rose, BMI)	11	36	30	TROUBLE AND ME Stonewall Jackson, Columbia 43304 (Forest Hills, BMI)	5
12	13	WILD AS A WILDCAT Charlie Walker, Epic 9799 (Tree, BMI)	11	37	32	I HAD ONE TOO MANY Wilburn Brothers, Decca 31764 (Sure-Fire, BMI)	12
13	35	IS IT REALLY OVER Jim Reeves, RCA Victor 8625 (Tuckahoe, BMI)	4	38	38	ENOUGH MAN FOR YOU Ott Stephens, Chart 1205 (Peach, SESAC)	10
14	27	ONE DYIN' AND A BURYIN' Roger Miller, Smash 1994 (Tree, BMI)	4	39	50	THE DJ CRIED Ernest Ashworth, Hickory 1325 (Acuff-Rose, BMI)	2
15	29	TRUCK DRIVIN' SON-OF-A-GUN Dave Dudley, Mercury 72442 (Raleigh, BMI)	6	40	49	NOTHING LEFT TO LOSE Faron Young, Mercury 72440 (Husky, BMI)	2
16	18	COUNTRY GUITAR Phil Baugh, Longhorn 559 (Deep Cross, BMI)	10	41	—	BEHIND THE TEAR Sonny James, Capitol 5454 (Central Songs, BMI)	1
17	17	WINE Mel Tillis, RIC 158 (Cedarwood, BMI)	7	42	—	THE BELLES OF SOUTHERN BELL Del Reeves, United Artists 890 (Tree, BMI)	1
18	7	BLUE KENTUCKY GIRL Loretta Lynn, Decca 31769 (Sure-Fire, BMI)	13	43	—	LOST IN THE SHUFFLE Stonewall Jackson, Columbia 43304 (Canada, Ltd., BMI)	1
19	21	MISTER GARFIELD Johnny Cash, Columbia 43313 (Southwind, BMI)	6	44	48	CRYSTAL CHANDLIER Carl Belew, RCA Victor 8633 (Harbot, SESAC)	2
20	10	WHAT'S HE DOING IN MY WORLD Eddy Arnold, RCA Victor 8516 (4 Star, BMI)	21	45	—	THE FRIENDLY UNDERTAKER Jim Nesbitt, Chart 1240 (Peach, SESAC)	1
21	41	ONLY YOU (Can Break My Heart) Buck Owens, Capitol 5465 (Bluebook, BMI)	3	46	—	THEN I'LL START BELIEVING IN YOU Hank Thompson, Capitol 5422 (Brazos Valley, BMI)	1
22	40	I WOULDN'T BUY A USED CAR FROM HIM Norma Jean, RCA Victor 8623 (Wilderness, BMI)	3	47	—	WHO DO YOU THINK I AM Webb Pierce, Decca 31816 (Cedarwood, BMI)	1
23	31	WALKING THE FLOOR OVER YOU George Hamilton IV, RCA Victor 8608 (Norma, BMI)	6	48	—	MEANWHILE, DOWN AT JOE'S Kitty Wells, Decca 31817 (Wilderness, BMI)	1
24	34	GREEN, GREEN GRASS OF HOME Porter Wagoner, RCA Victor 8622 (Tree, BMI)	3	49	—	YODEL, SWEET MOLLY Ira Louvin, Capitol 5428 (Central Songs, BMI)	1
25	26	AGAIN Don Gibson, RCA Victor 8589 (Acuff-Rose, BMI)	7	50	—	WHISTLE WALKIN' Ned Miller, Capitol 5431 (Central Songs, BMI)	1

HOT COUNTRY ALBUMS

This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label & No.	Weeks on Chart
1	2	THE EASY WAY Eddy Arnold, RCA Victor LPM 3361 (M); LSP 3361 (S)	9	11	16	LONESOME, SAD AND BLUE Kitty Wells, Decca DL 4658 (M); DL 74658 (S)	3
2	1	CONNIE SMITH RCA Victor LPM 3341 (M); LSP 3341 (S)	16	12	10	BURNING MEMORIES Kitty Wells, Decca DL 4612 (M); DL 74612 (S)	18
3	3	I'VE GOT A TIGER BY THE TAIL Buck Owens, Capitol T 2283 (M); ST 2283 (S)	23	13	13	RED ROSES FOR A BLUE LADY George Morgan, Columbia CL 2333 (M); CS 9133 (S)	8
4	4	THE RETURN OF ROGER MILLER Smash MGS 27061 (M); SRS 67061 (S)	25	14	14	BLUES IN MY HEART Wanda Jackson, Capitol T 2306 (M); ST 2306 (S)	7
5	6	THE JIM REEVES WAY RCA Victor LPM 2968 (M); LSP 2968 (S)	24	15	15	HERE COMES MY BABY Dottie West, RCA Victor LPM 3368 (M); LSP 3368 (S)	7
6	7	THE RACE IS ON George Jones, United Artists UAL 3422 (M); UAS 6422 (S)	13	16	18	COUNTRY GUITAR Phil Baugh, Longhorn LP W02 (M); (No Stereo)	2
7	11	THE 3rd TIME AROUND Roger Miller, Smash MGS 27068 (M); SRS 67068 (S)	4	17	20	TROUBLE & ME Stonewall Jackson, Columbia CL 2278 (M); CS 9078 (S)	9
8	9	HANK WILLIAMS, SR., & HANK WILLIAMS, JR., FATHER & SON MGM E 4276 (M); SE 4276 (S)	7	18	12	TOMBSTONE EVERY MILE Dick Curless, Tower T 5005 (M); DT 5005 (S)	6
9	5	I'LL KEEP HOLDING ON (Just to Your Love) Sonny James, Capitol T 2317 (M); ST 2317 (S)	11	19	17	GEORGE JONES & GENE PITNEY Musicor MM 2044 (M); MS 3044 (S)	20
10	8	THE WORLD OF COUNTRY MUSIC Various Artists, Capitol NPB 5 (M); SNPB 5 (S)	9	20	—	MEMORY #1 Webb Pierce, Decca DL 4604 (M); DL 74604 (S)	1

WEST COAST RAMBLINGS

By **BIFF COLLIE**
DJ, KFOX, Long Beach, Calif.

Buck Owens has scheduled a special Capitol session to make station breaks for any and all country comers. If you haven't already done so, get your ID information to Buck in Bakersfield, Calif. . . . Texas Bill Strength has been upped to program director at KTCR Radio, Minneapolis. Bill and I worked together in Houston in the late-1940's. What a character!

That hustlin' man at Mercury, "D" **Kilpatrick** is an old friend, too, and a hard-working sonofagun who knows and loves country

Wil-Helm Adds Four Artists

NASHVILLE—The Wil-Helm Agency signed exclusive booking contracts last week with country music artists Barbara Allen, Harold Morrison, Johnny Russell and Bobby Johnson.

Morrison is a regular on the Wilburn Brothers syndicated TV show. Miss Allen will be a regular on the Billy Grammer syndicated TV show now in production.

Glazers on Tour

NASHVILLE—Tompall and the Glaser Brothers are on a nationwide tour, plugging their latest Decca single, "Teardrops 'Til Dawn." The itinerary for August: 15, Loretta, Tenn.; 19, Victoria, Ohio; 20, Lafayette, Ohio; 21, Van Wert, Ohio; 28, Bridgeville, Md.; 29, W. Jefferson, Ohio, and Sept. 4, Dallas.

music. The country stations, thanks to "D," are well aware of Mercury's happy activities. . . . This writer emceed a **Jimmy Dean-Molly Bee-Chuck Cassey** show in San Antonio recently for promoter-producer **Billy Deaton**. Jimmy got the red carpet treatment from the Jaycees, the record industry and radio-TV. My home is San Antonio, so it was a homecoming for me, too.

Dick Haynes informs us that his long-time friend and benefactor, **Tiny Ranier**, for many years a name in St. Louis radio, later one of the most popular of all Los Angeles area radio-TV'ers, passed away recently in Hollywood. Tiny was a friend to many in the industry and will surely be missed. He's survived by his wife. . . . K-FOX Radio is in the process of producing a new station jingle package. **Bobby Bruce**, of the **Lawrence Welk Show**, and I wrote and co-produced a set now being used by many country outlets nationwide. It was recorded at Pepper Sound Studios in Memphis.

Elton Britt has bounced back into the power-packed picture with a big fat hit called "Home Sweet Homesick Blues." Elton has recently been enjoying the Maryland farm life and racing some of his thoroughbreds, but was persuaded to take part in a **Vaughn and Roy Horton** record session, out of which came his happy hit written by **Vaughn Horton**, a fair country songwriter of such hits as "Mocking Bird Hill," and a couple of dozen more which made the top rung of the hit parades.

Rumor has become fact regarding the New York-market station which will momentarily announce its starting date of complete 24-hour country music programming. Well, it had to come, and none too soon. . . . **Buddy Cagle** and **Don Sessions** celebrated the third anniversary of their artist-management pact last week.



LOVELY MARION WORTH has another top record with "Seven Roses" (Columbia 4-43308). The number is getting strong air play in numerous markets and dealers report solid sales. (Advertisement)

CMA Adds 24 New Members

NASHVILLE—Mrs. Jo Walker, executive secretary of the Country Music Association, last week announced the addition of 24 tradespeople to the CMA roster. Approved for CMA membership by the association's officers and directors were:

R. A. Ferris, Toronto; Malcolm S. Lane, Toronto; Martin Whelan, Nashville; Mac Justice, Levittown, Pa.; Art Reuben, Tampa; Red Stewart and Betty Stewart, Odessa, Tex.; Ken Rogers, Atlanta; Robert E. Holman, Yakima, Wash.; John G. Trifero, Stamford, Conn.; Henry Brief, New York; Myron Jones, Erie, Pa.; S. R. David, Mobile, Ala.; Oren V. Zimmerman, Jackson, Mass.; Howard C. Bowman, Glendale, Ariz.; Larry Grounds, Duncanville, Tex.; Charles E. Ison, Portsmouth, Ohio; Jack Paris, Ottumwa, Ia.; Peggy H. Davis, Phenix, Va.; Joe Reisman, Jack Somer, Darol Rice and Andy Wiswell, New York, and Henry J. Sommers, Silver Spring, Md.

'40-Acre Feud' Bows Aug. 18

KNOXVILLE—"The 40-Acre Feud," full-length movie filmed near Nashville, which features a number of country music names, will be world premiered here Aug. 18.

The film, produced by Bill Packham, of Atlanta Productions, Inc., was made at Bradley's Barn, a sound and recording studio located at nearby Mt. Juliet, Tenn., which was converted into a film studio.

Featured in the movie are Minnie Pearl, Ferlin Husky, Del Reeves, Ray Price, Eddie Hill,

NASHVILLE SCENE

By **ELTON WHISENHUNT**

SHORT STORY—**Johnny Cash** was due in Nashville from California one day last week for recording sessions. First session was to begin at 6 p.m. By 5:45 p.m., **Helen and Maybelle Carter** were on hand at Columbia studios for background back-up (Anita was in the hospital with whiplash neck injuries sustained in a crash last month). Also present were Columbia a&r director **Don Law**, assistant **Frank Jones**, musicians, studio staff. But no Cash! Someone asked Jones: "What happens if Cash doesn't show up?" Said Jones: "We'll just call it off. He's paying for it. It comes out of his royalties, and he's got plenty built up for it." At 5:55 p.m. a call came from California: Cash was delayed there, would be in Nashville the next night. Cash did show up next night.

CONGRATS! This is the 25th year of performing for **Mrs. Henry R. Cannon** of Nashville, better known to millions as **Minnie Pearl**. Had a visit with her last week. She's a gracious, charming lady. (Didn't talk like Minnie Pearl at all!) And did you know those single-strap shoes Minnie wears are the original ones she started with in 1940? They've been mended many times, of course.

TOWN AND COUNTRY—**Johnny Sea** recorded an "In Person" album for Philips while appearing last week at the Bitter End Club in New York's Greenwich Village. . . . RCA a&r chief, **Chet Atkins**, guitarist extraordinary, journeyed with staff and equipment to Ponchatoula, La., to record **Porter Wagoner** during an on-the-road live performance. . . . Country singer **Bill Phillips** has some real friends in **Sandy Orwig** and **Barbara Huss**, of Pittsburgh, officers in the Bill Phillips Fan Club. Mrs. Phillips had minor throat surgery while Phillips was touring the Midwest with the **Kitty Wells** show. Sandy and Barbara flew to Nashville to sit with Mrs. Phillips at the hospital.

BIGGEST HIT?—Probably the biggest hit to come out of Music City U.S.A. so far is "The Tennessee Waltz," composed some 20 years ago by **Pee Wee King** and **Redd Stewart**. Publishing rights are owned by Acuff-Rose Publications, Inc. First big record hit was in 1951 when **Patti Page** recorded it.

Anita Carter Signed

NASHVILLE—Anita Carter, member of the Carter Family, signed last week to record as a solo artist for RCA Victor. Her contract with Mercury expired recently. The Carter Family as a group records for Columbia.

Bill Anderson, Roy Drusky, Skeeter Davis, Hugh X. Lewis and George Jones.

It has since been done by numerous recording artists not only in the U. S. but in dozens of foreign countries, has sold millions, become a classic in modern American music. The 1965, Tennessee Legislature adopted a resolution designating it as the State song.

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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 August 15, 1960

1. Please Help Me, I'm Falling, Hank Locklin, RCA Victor
2. Alabam, Cowboy Copas, Starday
3. One More Time, Ray Price, Columbia
4. Softly and Tenderly (I'll Hold You in My Arms), Lewis Pruitt, Decca
5. That's My Kind of Love, Marion Worth, Guyden
6. I'm Getting Better, Jim Reeves, RCA Victor
7. Each Moment (Spent With You), Ernest Ashworth, Decca
8. The Picture, Roy Godfrey, Savoy
9. A Lovely Work of Art, Jimmy Newman, MGM
10. Love Has Made You Beautiful, Merle Kilgore, Starday

COUNTRY SINGLES 10 Years Ago August 13, 1955

1. I Don't Care, Webb Pierce, Decca
2. Cattle Call, Eddy Arnold & Hugo Winterhalter, RCA Victor
3. Satisfied Mind, Porter Wagoner, RCA Victor
4. In the Jailhouse, Webb Pierce, Decca
5. Satisfied Mind, Red & Betty Foley, Decca
6. Making Believe, Kitty Wells, Decca
7. Yellow Roses, Hank Snow, RCA Victor
8. There She Goes, Carl Smith, Columbia
9. Satisfied Mind, Jean Shepard, Capitol
10. Cryin', Prayin', Waitin', Hopin', Hank Snow, RCA Victor

RADIO-TV PROGRAMMING

WMCA, WABC Gain as Record Sales Influence

• Continued from page 1

Two WMCA personalities, Joe O'Brien and Gary Stevens, tied for second place with 20 per cent of the votes. Stevens, incidentally, is the big gun brought in from WKNR, Detroit, last April, creating a tremendous impact for such a brief span of time. Joe O'Brien is the No. 1 DJ for the morning period, while Gary Stevens has to compete with Bruce Morrow of WABC both in the early evening and late evening and comes in No. 2.

All Ages Listen

Stevens said his audience seemed to consist of a good distribution of all ages, but primarily of teen-agers . . . "because I clown around a lot . . . never take anything serious. Now if I want to do anything serious, like make a public service announcement, I have to tell the audience first that I'm going to be serious."

Realizing the impact of the station with teen-agers, when the government's recent report on the danger of lung cancer from cigaret smoking was made public WMCA banned cigaret commercials from its programming.

WMCA personalities, incidentally, also took fourth (Dan Daniel, 16 per cent) and fifth (Jack Spector, 9 per cent) in Billboard's RRR survey. Except for Bruce Morrow's early evening and late evening stints, WMCA DJ's also sewed up the day's time slots, although Charlie Greer of WABC did give Dean Anthony of WMCA a run for his money in the all-night period.

Joe Bogart of WMCA was listed as the most co-operative



RCA VICTOR'S NEIL SEDAKA visited WMCA studios to promote his single, "The World Through a Tear." He chats with "Good Guy" Gary Stevens and program director Ruth A. Meyer on WMCA's terrace.

is William B. Williams, oft-imitated, but hard to equal.

WNEW again took first among New York and area radio stations is being able to give albums the necessary exposure to create sales, earning 45 per cent of the total votes, only a slight less than on the last New York survey in August 1964. Williams of WNEW was again one DJ with 35 per cent of the votes.

It's fantastic to watch Williams at work. When I entered the "Make Believe Ballroom" shortly after 10 p.m., he was at work. Gertie Katzman, WNEW music director, was sitting at a counter against the wall sorting singles. I talked to him while records were spinning, stopping during his commercials and breaks.

Davis-Sales Show Set

I had seen him emcee a Woody Allen - Herbie Mann-

Trini Lopez show a few days before at Forrest Hills Music Festival; he said he did about an average of two such events or charity benefits out of every four weeks. He is slated to do the Sammy Davis-Soupy Sales show at Shea Stadium Sept. 19.

He'd just finished "Breezing Along With the Breeze." Now, he broke for a commercial, reading it from a notebook placed before him on a stand, ad-libbing in a deft William B. touch of humor. His fingers fiddled with a pencil as he talked. There is a sign on the wall reading: "Spoken words worth more than a thousand photos."



WMCA GENERAL MANAGER Herb Mendelsohn, right, is in the engineer's booth as personality Joe O'Brien (through the window) makes an announcement during his 6-10 a.m. stint.

It lists the "Gettysburg Address" and the "Lord's Prayer," among others. A blackboard on the front wall has printed on it: "Please promote WNEW World's" (Continued on page 56)



WNEW'S WILLIAM B. WILLIAMS, tops in influencing the sale of popular albums, was honored as "Man of the Year" by the National Taysachs Association, a charity organization. Above, he (wearing glasses) chats with, from left, Johnny Carson, Hal March and Gloria DeHaven. Jack Carter is at right.

WMCA 'in Touch,' Says Mendelsohn

NEW YORK — Herb Mendelsohn, general manager of WMCA, rock 'n' roll station here, is a man who radiates strength. Questioned about the success secret of his radio station, he replied frankly, "I'm not going to give you the humble bit because I'm anything but humble. We constantly appraise the situation—the good and the bad of everything—then keep the good and try to improve the bad."

While not the first station to use the "Good Guys" tag for its air personalities, WMCA is now considered the "Good Guy" station. Mendelsohn said that at

first he was prejudiced against the tag, but found out that "the way we're doing it gives the audience an empathy with the station. Empathy is the word that describes this station and sets it apart from all other stations in this country. The music we play involves the audience."

The big enemy of any radio station, Mendelsohn felt, is smugness. "Here, we question how to make the radio station better . . . how to be more important to the people we serve?"

He said the station constantly tries to get the audience to react—such as by asking them to do things in promotions or putting them on the air. "The music here expresses the vitality of this station—the mass audience that this station is devoted to."

As for selecting records for play, a music meeting is held every Tuesday. DJ's can, in some instances, put a record they personally like into their program. "This whole business is not scientific," Mendelsohn said. "It's judgment all the way through. But we're pretty sharp on the records we play."

He doesn't worry about people who tried to put rock 'n' roll down. "I don't get emotional about people who don't like the music we play because I don't expect everybody out there to" (Continued on page 55)

Joe Allison Retained by WJRZ As Country Program Adviser

By CLAUDE HALL

NEW YORK—Joe Allison, an authority in country music radio programming has been retained as a consultant for WJRZ-Radio, which switches to a country music format 24-hours-a-day on Sept. 15. The

station is located in Newark, N. J., right across the river from Manhattan.

Allison helped in the change-over to country music programming of such radio stations as KSAY-Radio, San Francisco; KRAK-Radio, Sacramento, and KAYO-Radio, Seattle. He is DJ of a country music show over KFOX, Long Beach, Calif., and operates a music publishing firm, Nashville Music Publishers in Hollywood.

He began work at the station Monday (2). A luncheon officially announcing the station's new format is planned for Tuesday (9) with the co-operation of Billboard.

"WJRZ intends to abolish any doubt whether this area will support a country music station," Allison said. He said he felt that it would have to be an excellent station under any circumstances . . . "big city sounds for big city people." But there will be no reaching for apologies for the records played.

"The country music fan will be satisfied," he said, "but the station will be modern in sound." The nation—and the radio industry—has grown so large, Allison felt, that there's no such thing as a backwoods audience anymore. "Country music has just never had a real voice here."

The station will sponsor live talent shows. "We do it in Los Angeles with tremendous success," he said. "But we won't do it right away." He said station officials were presently discussing just how to do the shows and would probably start them after a month or so of country music programming.

One of the big problems with (Continued on page 55)

Kapp's Kosher Kits Spice LP

NEW YORK—Kapp Records has sent 1,000 Kosher Kits to disk jockeys, dealers and rack jobbers to plug "You Don't Have to Be Jewish," a comedy album produced by the producers of "The First Family."

The kit contains all the essential elements for listening to the record — a kosher salami; a glass, saucer, tea bag and two lumps of sugar to wash down the salami; a bagel; a 1-cent stamp (bought wholesale with matzah ball soup flavored gummed back); kosher stickers, and, of course, the album.

Complete delivery of the kits was delayed temporarily when members of the Kapp staff ate the salamis, and an extra supply had to be rushed over.



WNEW'S TEAM PERSONALITIES Gene Klavan and Dee Finch, right, rank number two in the market in influencing the sale of popular albums.

station personnel in helping to expose new records, a position he also held in Billboard's survey a year ago.

Joe, noted for his uncanny ability to acquire records before manufacturers have released them—and he refused to tell just how—believes in being not only competitive, but prepared. The "Good Guys" kid him about having the national anthem of every country in stock—even Russia—to play in case somebody dies.

WNEW

When it comes to influencing the sale of popular LP's, one radio station and one of its disk jockeys reigns supreme. The station is WNEW, considered a model for good music stations across the nation, and the DJ

Teamwork Cited Key To WNEW Success

NEW YORK — Broadcasting is a tough business — a very emotional business, said vice-president and general manager Harvey Glascock of WNEW, a Metropolitan Broadcasting Radio station. "Any measure of success we've had is tied up in the people who work for us. Teamwork has been the key. Here, we have a stable of seven air personalities—one about as strong as the other. Most of them have been at this station a good many years. They've had a chance to build an image and get to know the market." Glascock, who came to

WNEW last January when Jack Sullivan was promoted to president of Metropolitan, said WNEW's music was a matter of taste. "I'd hate to label what we program as 'good' music. We know we're never going to get 100 per cent of the audience. We try to get the people in the 18-50 age groups. Our music is well - diversified and programmed toward this audience."

Music director Gertie Katzman, he said, "is, in my opinion, the No. 1 record librarian in the field. Records we play are reviewed first by her; then Var" (Continued on page 55)

Stations Put Out Call for Disks

NEW YORK—Summer's explosion of record hops and the burst of record promotion giveaways, with a flurry of live record talent shows being sponsored across the nation by radio stations has created a serious problem—many stations are short on single records. Connected with this is the fact that many stations are not receiving enough records, period, for air play. These stations are in the pop field as well as others including country.

Kenneth Richard Booton of

WNOG-Radio, Naples-on-the-Gulf, Fla., is pleading for Top 40 records. "I only have a very limited playlist for the night show," Booton said. The station programs pop-middle-of-the-road in the day and rock 'n' roll-Top 40 at night. . . . the only station that many thousands of people receive at night in southwest Florida, Booton said, since Miami radio stations a hundred miles away do not reach the area. Booton said he was "in semi-desperate need of getting on mailing lists

of the national record distributors, companies, etc."

In the country field, Uncle Dudley has been doing the "Uncle Dudley" show since 1931 over KOSY-Radio, P.O. Box 60, Texarkana, Tex. But, he said that he receives "so very few country records of late, I have been forced to buy them at retail prices. This seems pretty unfair and I'm appealing to you for help in securing country records. I believe my audience to be one of the largest and most loyal within a hundred-mile radius."

This article is to bring the plight of these stations to the attention of record distributors and companies. A lot of companies, however, are just too loaded down with requests to supply stations in every case. That's why Billboard's Record Source International division was formed. This service, at an at-cost basis which fits the promotional budget of any radio station, will supply radio stations with any and all records—for all fields—they need. Any station manager, program director, or disk jockey desiring further information should drop a note to Don Owens, director, Record Source International, Billboard Magazine, 165 W. 46th St., New York, N. Y. 10036.

KFNF, Shenandoah, Iowa, is in need of records and promotion tapes by country artists. Record library does not contain many artists' albums. Any record received will get full air-play and promotion; needs two copies each to Don Dallas, KFNF, Box 98.

Bob Swanson, music director of KIDO-Radio, Boise, Idaho, needs albums.

Bill Vancil of KSTT-Radio, Davenport, Iowa, a Top 40 station, needs biographies and pictures of artists for radio airing and promotions. Bill Andrews, a deejay at WSNJ, Bridgeton, N. J., needs all singles he can get—especially Top 40—for his Tuesday night record hops at Oasis Ballroom in Mullica Hill, N. J. Lee Smith of rock 'n' rolling KRIZ-Radio, Phoenix, needs short biographies of artists. Ralph Compton, WIXI-Radio, Birmingham, Ala., a country music station, is short on albums and singles by West Coast artists; send to his home at 8500 N. Sixth Avenue, Birmingham 6.



AS PROMOTION FOR a recent REBELation show sponsored by KANE-Radio, New Iberia, La., and the Local Optimist Club, the radio station interviewed some of the record talent and the manager of the show. Above, from left, are three of the Champagne Brothers act; Eddie Arceneaux, manager and originator of REBELation; and Johnny Preston. At th control board is Huey Darby. The latest tour of REBELation began July 23 with the first show being sponsored by KOGT-Radio, Orange, Tex.

STORY BEHIND THE SONG

By JACK BURTON

Most of the drama in the 1908 Olympic Games was packed in the marathon race in which an Italian runner led the field for 26 gruelling miles and then collapsed as he neared the finish line. His handlers carried him across, but he was later disqualified. This last-minute loser was just as great a hero in defeat as was Johnny Hayes, the winner, and when the Italian came to the United States the following year, Irving Berlin wrote a lyric for a comedy song that had the visiting athletic's name, Dorando, for its title.

When Berlin submitted the lyrics to Ted Snyder, the music publisher casually remarked, "Now let's hear the music." Ber-

lin gulped twice, hesitated for a minute before moving slowly over to a piano, struck the few chords he knew and improvised a tune on the spot. Ted Snyder not only bought the song, but hired Berlin as a staff writer at \$25 a week.

With the sudden turn of events, Berlin quit his tray-toting, song-plugging job and also stopped sleeping in Bowery flophouses where he wore his trousers to bed to be sure to have them in the morning.

Thus the marathon runner Dorando helped change Irving Berlin from a singing waiter into a popular song composer who still writes in only one key on a self-transposing piano and depends on a musical amanuensis.

Hollywood Nitery Uses Deejays to Draw Crowds

By ELIOT TIEGEL

HOLLYWOOD — New management of the Crescendo night club, now named Crescendo Tiger's Tail, has begun using DJ's to draw audiences for its rock 'n' roll shows. The new policy is the third in recent months, the club having presented top name pop-jazz artists and discotheque sounds.

The club tried a discotheque policy for a brief period before allowing DJ's to book and emcee their own shows week nights. The response has been so rewarding that the club is considering expanding the policy to the weekends. A \$1 door tab is charged.

Current DJ line-up includes Reb Foster, KFVB, and Dave Diamond, former KHJ DJ, on Monday nights; Diamond, Tuesday; Foster, Wednesday; Larry McCormick, KFVB, Thursday, and B. Mitchell Reed, KFVB, Friday.

New label Dee Gee Records,

owned by Doris Gilbert, has been using Thursday nights to audition talent and may hold its shows on Sunday now that a DJ has moved into the Thursday slot.

Among the acts playing owner Carl Greenhouse's club have been Sonny and Cher, the Leaves, Turtles, Ian Whitcomb, Beau Jives and the Girls.

KPFK-FM to Hold Discussion

LOS ANGELES — "Broadcasting With an Eye and Ear to Public Service" will be discussed by a special panel Saturday (14) as KPFK-FM celebrates its sixth anniversary.

The Pacifica Foundation, listener-sponsored station, has lined up such community leaders and broadcasting representatives as Steve Allen, John Barrett, KRLA; Jim Case, KCET; Stan Freberg, Dr. Kenneth Harwood, KUSC; newspaperman Hal Humphrey; Ken Kantor, NBC; financier Bart Lytton and Bill Stout, CBS, for the panel. KPFK's manager Bob Adler is moderator.

The panel will touch on such questions as when does broadcasting best live up to its promises, when it informs, challenges, stimulates or merely entertains?

WDBF to Put Music In the Driver's Seat

DELRAY BEACH, Fla. — It may not represent a drastic change, because the radio station is already middle-of-the-road, but when Vic Knight takes over as new manager of WDBF Radio here he plans to put together pleasant, nostalgic programs of, for example, Glenn Miller hits, during rush-hour traffic.

Knight said he once was caught in heavy traffic for half an hour while a radio station played pulsating, nerve-wracking "non-music." He wondered how any human could drive sanely while his mind and nerves were being subjected to such torture.

The station, whose purchase is now pending approval by the Federal Communications Commission, will have as its new

manager a man well versed in good music—an Indianapolis band leader. Executive vice-president of Quality Broadcasting Corp. that bought the station, Knight plans to move to Delray Beach to manage the station and commute occasionally to Indianapolis for performances of his orchestra, such as at the 1965 Symphony Ball in October. Knight will remain as president, also, will remain as president, which represents his orchestra and books other entertainment groups in Indianapolis. The agency is managed by Mrs. De. E. Smith.

Knight, of course, is no stranger to radio. He has been at WXLW Radio, Indianapolis, for about 16 years in various capacities ranging from announcer to music director to sales executive. WXLW Radio is a middle-of-the-road station.

WDBF is located about 60 miles north of Miami. The station has programmed good music for some while. Knight, of course, has his own opinions about programming. "Financially thriving stations," he said, "are run by finance men instead of radio men. Many prospering stations are operating with record libraries of as few as 50 selections, none of them musical. These stations, most of which cater to the youth market, are wiping out the last vestige of musical acumen in our young people. Stations that are the wildest successes are those producing the worst product."

Phillips Star Of Daily Tver

NASHVILLE — Canadian country star Stu Phillips will star on a live TV show on station WSIX-TV beginning Monday (9). The show, to be seen daily, will feature music and interviews of music industry personalities.

"The Stu Phillips Show" will be seen from 6 to 7 a.m., in competition with Ralph Emery, who has an early morning show with country music stars on WSM-TV.

Phillips, who recently moved from Canada to Nashville, had starred in a half-hour country music network show for four years on Canadian Broadcasting Co., in prime Saturday night time.

His Nashville show, produced by A. O. Stinson, WSIX program director, will have singer Diane Dixon and the Bill Walker Combo as regulars. There will be two or three guests each day.

WALKER BIG 3 NASHVILLE REP

NASHVILLE—Gary Walker has been named Nashville representative of the Big 3 Music Corp. (Robbins-Feist-Miller). He had been a songwriter and promotion man for music publishers. Walker will acquire new material for the Big 3.



WARNER BROS. RECORDS' KING FAMILY, in Denver for a convention appearance, took time for a luncheon with the "16th and Broadway Boys" of KHOW-Radio. Dan Parker, of KHOW, is at left in straw hat; Vince Paul, right. KHOW asked listeners for old 78 recordings of the King Sisters. In turn, listeners were given "The King Family Show" album of the TV stars.

YOUR ONE GIFT
THE UNITED WAY
works many wonders



COLUMBIA RECORDS' JOHN GARY holds the bow while the label's promotion man, Mike Borchetta, holds the arrows. They convinced KHJ-TV personality Wayne Thomas to display Gary's latest album, "The Nearness of You." Gary visited the station to promote his album when he recently appeared at the Coconut Grove, Hollywood.

AF PROMOTING DISK BY CHARM

NEW YORK—Audio Fidelity Records promotion men this week received shipments of charm bracelets to be used in promoting the Jimmy London's Karate single, "Chain of Love." The charm bracelets have a disk at one end, while the other appendages are letters which spell out the title of the song. Promotion men will distribute the bracelets to local disk jockeys, who will in turn use them as prizes in radio contests.

AlbumMarksTalent Library's Third Year

By KIT MORGAN

TORONTO—A new limited-edition souvenir album, "Canadian Talent at Work," marks the third anniversary of the Canadian Talent Library, the transcription service established by radio station CFRB, Toronto, and CJAD, Montreal, to promote Canadian musical talent through private radio. CTL now boasts 65 albums, the largest catalog of Canadian talent recordings, with 40 radio station subscribers from coast to coast.

More than \$200,000 has been invested in CTL since its inception, with CFRB and CJAD contributing about 75 per cent while also underwriting all administrative expenses. 25 per cent has come from subscribing stations. CTL is nonprofit, with all subscriptions applied to further production.

At the 65-album mark, the series offers a total of some 900 selections, some 150 of which are Canadian compositions, the vast majority of them recorded for the first time. The catalog spans jazz, Dixieland, ragtime, folk, Latin, country and pop, with the emphasis in the roster of performers on folk singer Gordon Lightfoot, whose first Warner Bros. LP will be released this fall; jazzman Moe Koffman, who has a new pop single on Atlantic upcoming; folk singers Malka and Joso, whose albums for Capitol here have been picked up by Capitol in the United States.

Available in Mono

CTL albums are available in mono for AM stations, stereo for FM. Stations report great listener interest in the recordings and artists appearing across the country thank CTL airplay for a big boost in their popularity. Fans from across Canada and from New York, where WNEW programs some of the CTL material, track down CTL chief J. Lyman Potts, a veteran broadcaster who is assistant to the president of CFRB and CJAD, hoping to obtain their favorite albums. But as transcriptions they are not available to the public.

An article about the Canadian Talent Library in "Canadian Composer," a new publication of the Composers, Authors and Publishers Association of Canada, calls the library "The private radio industry's greatest achievement in the field of the performing arts."

NASHVILLE — King Records artist James Brown will headline an r&b show Sunday (15) at Sulphur Dell Speedway ballpark. Brown's current single, "Papa's Got a Brand New Bag," is high on the r&b charts.



"SILVER THREADS and Golden Needles" is a hit for Capitol Records' Jody Miller and she was a hit at WCPQ-Radio, Cincinnati, when she recently helped the station promote its "Christmas in July" contest. With Miss Miller are WCPQ personality Ron Beach, left, and Tom Moore, local promotion man for Capitol Records.

RADIO RESPONSE RATING

NEW YORK... Third Cycle

AUGUST 14, 1965

TOP STATIONS

Call Rank	Letters	% of Total Points
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★ POP Singles

1. WMCA 54%
2. WABC 46%

★ POP LP's

1. WNEW 45%
 2. WCBS 22%
 3. WHN 15%
 4. WOR 8%
 - Others 10%
- (WPIX-FM, WNBC, WJZR (Newark), WTFM-FM (L. I.), WVNJ (Newark))

★ R&B

1. WWRL 50%
2. WLIB 36%
3. WNJR (Newark) 14%

★ COUNTRY

Note: On Sept. 15, 1965, radio station WJZR, Newark, New Jersey changes to 24 hours a day country format. At present no stations feature country music in New York City area.

★ CONSERVATIVE

1. WPAT (Newark) 61%
2. WHN 15%
3. WVNJ (Newark) (Tie) 8%
3. WTFM-FM (Tie) 8%
- Others 8%

★ CLASSICAL

1. WQXR 77%
 2. WNYC-FM 8%
 3. WABC-FM 7%
 - Others 8%
- (WPAT-FM, WVNJ-FM (Newark), WEVD)

★ FOLK

1. WJZR (Jerry White) 63%
 2. WABC-FM 19%
 - Others 18%
- (WCBS, WNEW, WNYC, WPIX-FM, WEVD)

★ COMEDY LP's

1. WJZR (Newark, N. J.) 67%
 2. WCBS (Jack Sterling) 12%
 3. WNEW (Klavan & Finch) 9%
 - Others 12%
- (WEVD (Art Raymond), WTFM-FM, WBAB (L. I.), WLIB)

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
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★ POP Singles

1. Bruce Morrow WABC 28%
2. Joe O'Brien (Tie) WMCA 20%
2. Gary Stevens (Tie) WMCA 20%
4. Dan Daniels WMCA 16%
5. Jack Spector WMCA 9%

Others 7%

(Dan Ingram, WABC; Herb Oscar Anderson, WABC; Bob Dayton, WABC; Bobby Lewis, WABC; Harry Harrison, WMCA)

BY TIME SLOT

- | Time Slot | Disk Jockey | Call Letters | % of Total Points | | | | | | | | | | | | | | | | | | | | |
|-----------------|------------------------|--------------|-------------------|--------------|------------------------|--|--|--------------|------------------------|--|--|-----------|------------------------|--|--|-----------|------------------------|--|--|--|------------------------|--|--|
| Morning | Joe O'Brien | WMCA | | | | | | | | | | | | | | | | | | | | | |
| Mid-Morning | Harry Harrison | WMCA | | | | | | | | | | | | | | | | | | | | | |
| Early Afternoon | Jack Spector | WABC | | | | | | | | | | | | | | | | | | | | | |
| Traffic Man | Dan Daniel | WMCA | | | | | | | | | | | | | | | | | | | | | |
| Early Evening | 1. Bruce Morrow, WABC | | | | 2. Gary Stevens, WMCA | | | Late Evening | 1. Bruce Morrow, WABC | | | | 2. Gary Stevens, WMCA | | | All Night | 1. Dean Anthony, WABC | | | | 2. Charlie Greer, WABC | | |
| | 2. Gary Stevens, WMCA | | | Late Evening | 1. Bruce Morrow, WABC | | | | 2. Gary Stevens, WMCA | | | All Night | 1. Dean Anthony, WABC | | | | 2. Charlie Greer, WABC | | | | | | |
| Late Evening | 1. Bruce Morrow, WABC | | | | 2. Gary Stevens, WMCA | | | All Night | 1. Dean Anthony, WABC | | | | 2. Charlie Greer, WABC | | | | | | | | | | |
| | 2. Gary Stevens, WMCA | | | All Night | 1. Dean Anthony, WABC | | | | 2. Charlie Greer, WABC | | | | | | | | | | | | | | |
| All Night | 1. Dean Anthony, WABC | | | | 2. Charlie Greer, WABC | | | | | | | | | | | | | | | | | | |
| | 2. Charlie Greer, WABC | | | | | | | | | | | | | | | | | | | | | | |

★ PROGRAM DIR., MUSIC DIR. or LIB. for POP SINGLES

(Most Co-Operative in Exposing New Records)

Joe Bogart, WMCA Music Director
 Frank Costa, WMCA Assist. Music Director
 Rick Sklar, WABC Program Manager
 Ruth Myers, WMCA Program Director

★ TOP TV BANDSTAND SHOW

(Exposing Artists & Records)

The Clay Cole Show, WPIX-TV, Wed. 7:30-8:30 p.m.
 Sat. 6:30-7:30 p.m.
 Disc-O-Teen (J. Zackerly), WNJU-TV, M-F, 6-6:30 p.m.

★ POP LP's

1. William B. Williams WNEW 35%
 2. Klavan & Finch WNEW 19%
 3. Ted Brown WNEW 15%
 4. Pete Myers WNEW 5%
 5. Bill Randall (Tie) WCBS 4%
 5. Jim Lowe (Tie) WNEW 5%
- Others 18%
- (Lee Jordan, WCBS; Lonnie Starr, WHN; Dick Shepard, WHN; John Gambling, WOR; Jack Sterling, WCBS; Ted Steele, WCBS; Jim Ameche, WHN; Wally King, WNEW; Paul Brenner, WJZR (Newark); Bob Brown, WJZR (Newark); Martin Block, WOR; Bob Taylor, WNEW)

★ PROGRAM DIR., MUSIC DIR. or LIB. for POP LP's

(Most Co-Operative in Exposing New Records)

Gertie Katzman, WNEW Music Director
 Irv Faskow, WCBS Librarian
 John McCarthy, WOR Music Director
 Graham Slater, WHN Music Director

★ R&B

1. Rocky "G" Grosse WWRL 43%
 2. Jack Walker WLIB 26%
 3. Eddie O'Jay (Tie) WWRL 12%
 3. Tommy Small (Tie) WLIB 12%
 5. Hal Jackson (Newark) WNJR 3%
 - Others 4%
- (Danny Stiles, WNJR (Newark); Herman Amis, WNJR (Newark); Enoch Gregory, WWRL)

★ JAZZ

1. Mort Fega WFRM-FM 31%
 2. Symphony Syd WEVD 23%
 3. Alan Grant WABC-FM 18%
 4. Billy Taylor WLIB 15%
 5. Alan Fredericks WADO 11%
 - Others 2%
- (Rhett Evers, WGLI; Father J. O'Connor, WRVR-FM)

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WMCA 570	WABC 770	WJZR 970	WNEW 1130	WVIP 1310	WNJR 1430
WNJ 620	WNYC 1010	WINS 1010	WLIB 1190	WEVD 1330	WHOM 1480
WNBC 660	WCBS 880	WHN 1050	WGBB 1240	WPOW 1330	WQXR 1560
WOR 710	WPAT 930	WHLI 1280	WADO 1100	WBX 1380	WWRL 1600

FM RADIO FREQUENCIES

WSOU 89.5	WHOM 92.3	WABC 95.5	WHLI 98.3	WCBS 101.1	WNCN 104.3
WKCR 89.9	WPAT 93.1	WQXR 96.3	WOR 98.7	WPIX 101.9	WRFM 105.1
WFUV 90.7	WNYC 93.9	WNBC 97.1	WBAI 99.5	WNEW 102.7	WHBI 105.9
WNYE 91.5	WFME 94.7	WEVD 97.9	WVNJ 100.3	WTFM 103.5	WRVR 106.7

NOTE: The remaining New York City Area station formats will be included in next week's survey of Newark, N. J.

NEW YORK CITY: Country's 1st Radio Market (including stations in Long Island, New Jersey and Conn.) (16 AM; 12 FM).

WABC: 50,000 watts. ABC-affiliate. Music format: Contemporary. Highly identifiable air personalities. Special play-by-play sporting events carried. Station editorializes daily. Special programming: "The Breakfast Club with Don McNeill," aired 10-10:55 a.m. "WABC Newscope," 6:15-7:20 p.m., M-F, includes financial, sports commentary and hard news features. "ABC-Flair" reports carried. "Tom Harmon Sports," 6:40-6:50 p.m., M-F; 6:40-6:55 p.m., Sat. Alex Drier, "Man on the Go," M-F, 6:30-6:40 p.m. Station features tight playlist consisting mainly of established hits. Ed Hardy is in charge of 20-man news dept. 1 mobile unit, 3 radio cars, radio equipped boat. New records are selected by committee of station personnel. Approximately 3 new records aired a week. Playlist published weekly. Promotion people seen Fri. morning. TV outlet is WABC-TV, Channel 7. VP & gen'l mgr., Walter A. Schwartz, Prog. mgr., Rick Sklar. Send 2 copies each of new 45's and LP's to Mr. Sklar, 7 W. 66th St. N. Y. C. 10023. Phone (212) 787-5000.

WABC-FM: ERP 1,500 watts. Music format: Classical-Standard-Jazz. Editorializes daily. Simulcast with AM 6-11 a.m. Special programming: N. Y. Jets football in season. "The Anthology of Spoken Arts," with Charles Woods, 3-6 p.m., Sun. Station mgr., Alex Smallens, Jr. Prog. dir., Dennis Oppenheim. Send 2 copies of stereo LP's to Mr. Oppenheim, 7 W. 66th St. N. Y. C. 10023. Phone: (212) 787-5000.

WADO: 5,000 watts. Bartell Broadcasting Corp. Music format: Latin-Gospel-Jazz. Spanish language programming 5 a.m., M-F. 5-min. newscasts in Spanish on the hr. Special programming: "Nightbeat," with Alan Fredericks, Mid-5 a.m., Tues-Sun. "Joe Crane's Gospel Highway," 9-Mid., M-F. VP & station mgr., Sydney Kavaleer. Prog. dirs., Alan Fredericks & Luis Romanace. Send records to prog. dir., 205 E. 42nd St. N. Y. C. 10017. Phone (212) 532-9266

WBNX: 5,000 watts. Music format: Spanish Language. Special programming: Italian language show 9:30-10 a.m., M-F. French language show 7:30-8 p.m., Sat. "Times Sq. Mission," religious service, 9-9:30 a.m., M-F. Gen'l mgr., C. Carroll Larkin. Prog. dir., Sergio Ballesteros. Send records to prog. dir., 801 2nd Ave., N. Y. C. 10017. Phone: (212) 889-6880.

WCBS: 50,000 watts. CBS affiliate. Music format: Standard-Pop. Yankee baseball carried, as well as other special play-by-play sporting events. Editorials aired regularly. Special programming: "Arthur Godfrey Time," 10:10-11 a.m.; "Talk of N.Y.," 11:30 a.m.-5 p.m. "Up to the minute" traffic reports), with Lou Adler, 5-6:45 p.m. Station features 5-min. information series, "Dimensions," 8 times daily. Ski reports in season. Stock market

and weather reports aired daily. Joe Debo is in charge of 25-man news dept. New records are selected by committee of station personnel. Approximately 5 new records aired a week. Record promotion people are seen Tues. & Thurs. Gen'l mgr., Ralph W. Goshen. Prog. dir., James McQuade. Send 3 copies of 45's and LP's to dir. of record library, Irv Gaskow, 485 Madison Ave. N. Y. C. 10022. Phone (212) 765-4321.

WCBS-FM: 1,500 watts. Simulcast with WCBS.

WEVD: 5,000 watts. Independent. Music format: Classical-Jazz-Foreign Language. Editorializes occasionally. Special programming: Shows featuring more than a dozen languages (European, Oriental and So. American). Leon Goldstein is in charge of news dept. 5-min. news on the hr., headlines on the half hr. Record promotion people are seen M-F. Gen'l mgr., Norman Furman. Prog. dir., Leon Goldstein. Send 2 copies each of 45's and LP's to Mr. Goldstein, 117 W. 46th St. N. Y. C. 10036. Phone: (212) 757-0880.

WEVD-FM: ERP 20,000 watts. Simulcast with WEVD except for 6:30-8 p.m. Tues-F.

WHN: 50,000 watts. A Storer station. Music format: Conservative. Special programming: NY Mets baseball and champion boxing in season. Cuts from original Cast Albums aired every hr. daily. Mike Prelee is in charge of 11-man news dept. Regular 5-min. news casts. 15-min. newscasts at 7 & 8 a.m. Records are selected for airplay by committee of personnel. Record promotion people are seen M-F. Pres. & Gen'l mgr., John C. Moler. Prog. dir., Ted Schneider. Send 3 copies each of new 45's and LP's to music dir., Graham Slater, 400 Park Ave. N. Y. C. 10022. Phone: (212) Mu. 8-1000.

WHOM: 5,000 watts. Independent. Music format: Latin-Jazz-Rhythm & Blues. Spanish language programming. Station airs Yankee and Mets baseball games; baseball games direct from Puerto Rico; other sporting events; soap operas and boxing from South America in Spanish. "Ralph Cooper Show" 12-2 a.m. Pres. Fortune Pope. Prog. dir., Ralph Constantino. Send records to Mr. Constantino, 136 W. 52nd St. N. Y. C. Phone: (212) 246-3900.

WHOM-FM: ERP 11,000 watts. Simulcast with WHOM.

WLIB: 1,000 watts. Independent. Negro-oriented programming. Music format: R&B-Gospel-Ethnic-Jazz. Station regularly airs opinions of community affairs. Special programs: "Gospel Train," with Joe Bostic, 10 a.m.-1 p.m., M-F and Sat., 9:30-11:30 a.m. "At Home With Evelyn Cunningham," 1:30-2 p.m. M-F. "The Billy Taylor Jazz Show," 5 p.m. to sign off. "Editors Speak," with George W. Goodman, 11:30 a.m.-noon, Sats. "Voice of Free Poland," noon-3 p.m., Sat. and noon-2 p.m., Sun. "Voice of Puerto Rico," 7-10

(Continued on page 55)

Teamwork Key to WNEW Success

• Continued from page 52

ner Paulsen, the program director, and myself and Gertie selects the final records to be played.

"The music business is so emotional, you can't have 10 people making the decisions about records," he said, "and that's why it has to be a management-level decision where there's less chance of error. We don't care how a promotion man feels about a record, it has to first fit our own ears.

"In the end, of course, it's the public who is the judge. If the public doesn't like something we play, we discard it." One of WNEW's main respon-

sibilities, Glascock felt, was to expose new artists. "We realize there are people on the way up and tomorrow is another day."

About station personnel, including its disk jockeys, he said he felt attitude was the most important factor. "People have to like what they're doing. You have to respect the people you work with."

It's a certain chemistry that makes a radio station successful, he said, "and someday I'd like to put down a formula for this chemistry, but how do you do it?"

WMCA 'in Touch'

• Continued from page 52

like what we do. But the station has an obligation to serve the people. There's no reason to knuckle under to a country club set of rules about music; we try to reach as many people as we can reach." He said the station's audience on a recent survey numbered 457,700 people between 6 and 9 a.m. on a given day.

"We're a very competitive radio station. We try to be first in everything we do. We don't expect to win all the time, but we go out with the feeling we're going to win every time."

Joe Allison Retained by WJRZ

• Continued from page 52

changing a station such as WJRZ to country music is the immediate lack of records. "It's mandatory we get both a catalog and a backlog," Allison said. So far, the station is getting excellent co-operation from the major labels. He mentioned Columbia, Decca and Capitol. He said he was considering a letter to be sent to all of the country music labels asking for their record support.

Columbia Helps

Frank Campaga, a&r relations and promotion manager at Columbia Records, said he expected the station to increase country music record sales. "We were

doing well without a radio station, but WJRZ will be one of the biggest booms for country music the market has ever seen." He said he was already shipping station records, about 50 at a time.

One of the reasons why a country music station is likely to succeed in New York, Campaga believes, is that an "awful lot of people here have migrated to have migrated to Manhattan from elsewhere. Any many of these people would welcome a little bit of home, so to speak."

Decca Records has already sent two shipments of country music records to the station and more will be forthcoming from Nashville. Lenny Salidor, head of promotion, said the label will supply WJRZ not only with current country music records, but with older ones, too.

STATIONS BY FORMAT

• Continued from page 54

a.m.; "Greek-American Hour," 2-2:30 p.m.; "Greek Radio Parade," 3:30-4:30 p.m., Sun. "Luncheon at Franks," with Evelyn Cunningham featuring interviews and commentary, 1-1:30 p.m., M-F. Bill McCreary is in charge of 5-man news dept. 5-min. news on the hr. and half hr. New records are selected for air play by individual DJ's. Promotion people are seen M-F. Gen'l mgr., Harry Novik. Prog. dir., Miss Perry Harper. Send 2 copies each of 45's and LP's to Miss Harper, 310 Lenox Ave., N. Y. C. 10027. Phone: (212) 831-1000.

WMCA: 5,000 watts. Straus Broadcasting Group. Music format: Contemporary. Highly identifiable air personalities. Station pioneered editorialization on radio. Heavy on-and-off-the-air promotion. Special programs "Barry Gray Show," live interviews, comment, controversy and discussion. M-Sun., 11:05-1 a.m. Parent company for Radio

Press International audio news service. Barrie Beere is in charge of news dept. Regular 5-min. newscasts. New records are selected for air-play by committee of personnel. Approximately 25 new records are aired each week. Playlist published each Thurs. Promotion people are seen all day Mon. and Tues. a.m. Pres. R. Peter Straus. Gen'l mgr. Herbert J. Mendelsohn. Prog. dir. Ruth A. Meyer. Send 3 copies each of new 45's and LP's to Miss Meyer, 415 Madison Ave., N. Y. C. 10017. Phone: (212) 688-5700

WPIX-FM: ERP 9,500 watts. Music format: Pop-Standard. Folk music included in regular programming. Paul Lockwood is in charge of 3-man news dept. 5-min. news at 55 past the hr. Record promotion people seen 11 a.m.-4 p.m., M-F. TV outlet is WPIX-TV. Gen'l mgr., Lynn Christian. Prog. dir., Charles Whitaker. Send 2 stereo and 1 mono copy of LP's to Mr Whitaker, 220 E. 42nd St., N. Y. C. 10017. Phone: (212) 682-6500.

Arnold—Visiting DJ



RCA VICTOR RECORDS' EDDY ARNOLD found his deejay duties multiple and varied as he spent a week behind the mike at WIND-Radio, Chicago, recently for vacationing Bob Larsen. Above, he had to determine which boy had the dirtiest face at a pie-eating contest held in Evergreen Park Plaza Shopping Center (Arnold, holding mike, decided both boys were winners). WIND deejay Cassidy looks on. Below, Arnold autographs a copy of his latest album for Tom Mannos, vice-president of Arkwright Advertising in New York, while WIND sales manager Don Frost looks on. The occasion was a champagne brunch for WIND clients held for Eddy, who was the radio station's first guest deejay in its third "Summer of Stars" program.



Deejays Receive 'Bikini' Telegrams

NEW YORK — Disk jockeys throughout the nation this week received telegrams signed by the "Girl in the Black Bikini." It's all part of Musicor's promotion to plug the single by the In Crowd, a Houston group. The black bikini is the mourning symbol worn by a young lady whose boyfriend is resting in Davy Jones' locker as a result of a surfing venture. The girl is walking the sands seeking her lost lover.

WBAL to Stage Benefit Concert

NEW YORK — WBAL-FM, which recently made use of a 52-hour-plus marathon to raise money to stay in operation, is sponsoring at Town Hall here Aug. 14 a benefit concert featuring folksinger Richard Dyer-Bennett, Harry Rubinstein, William Masselos, Harvey Scollberger, and Eugenia Earle. The radio station's marathon raised more than \$25,000 to enable the station to continue operation.

Bandstand TV Luring Teens

NEW YORK—Area TV bandstand shows are being recognized more and more as effective ways in which teen-age audiences can be reached. WLW-TV, Cincinnati, is launching a new teen-age, in-color, dance show, "5 A-Go-Go," 4:30-5 p.m. daily.

Another bandstand variety show that premiered over KMSP-TV, Minneapolis, Aug. 1 was "Upbeat!" The hour show is aired Sundays at 2 p.m. Top Twin City recording groups, plus national artists, are featured. Dino Day is host.

Some other popular local variety shows include "Don Melvoin Show" over WLW-TV, Indianapolis, that will be seen 4-5 p.m. beginning Aug. 30, and WNEP-TV's "TV Bandstand." Sid Friedman hosts the WNEP-TV Saturday 6:30-7:30 p.m. show, on the air since 1959.



RCA VICTOR'S CONNIE SMITH discusses the country music field with Charlie Doll, general manager of country music station WISZ-AM-FM, Glen Burnie, Md. Connie, along with Johnny Sea, was one of the special guest performers at a July 24-25 talent contest held at Shiloh Dude Ranch near Dickerson, Md. Doll was one of the judges. Other judges included Bob Neal, of the Bob Neal Agency, and John McMeen, of the Wil-Helm Talent Agency, both of Nashville. More than 5,000 country music fans attended the two-day event, which drew 150 contestants.

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 August 15, 1960

1. It's Now or Never, Elvis Presley, RCA Victor
2. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Brian Hyland, Leader
3. I'm Sorry, Brenda Lee, Decca
4. Only the Lonely, Roy Orbison, Monument
5. Walk, Don't Run, Ventures, Dolton
6. Walkin' to New Orleans, Fats Domino, Imperial
7. Finger Poppin' Time, Hank Ballard and the Midnighters, King
8. Twist, Chubby Checker, Parkway
9. Tell Laura I Love Her, Ray Peterson, RCA Victor
10. Image of a Girl, Safaris, Eldo

POP SINGLES—10 Years Ago August 13, 1955

1. Rock Around the Clock, Bill Haley, Decca
2. Ain't It a Shame, Pat Boone, Dot
3. Learnin' the Blues, Frank Sinatra, Capitol
4. Blossom Fell, Nat King Cole, Capitol
5. Yellow Rose of Texas, Mitch Miller, Columbia
6. Hard to Get, Giselle MacKenzie, X
7. It's a Sin to Tell a Lie, Somethin' Smith & the Redheads, Epic
8. Hummingbird, Les Paul & Mary Ford, Capitol
9. Cherry Pink and Apple Blossom White, Perez Prado, RCA Victor
10. Unchained Melody, Les Baxter, Capitol

R&B SINGLES—5 Years Ago August 15, 1960

1. A Woman, A Lover, A Friend, Jackie Wilson, Brunswick
2. Fool in Love, Ike and Tina Turner, Sue
3. Walking to New Orleans, Fats Domino, Imperial
4. The Twist, Chubby Checker, Parkway
5. Question, Lloyd Price, ABC-Paramount
6. Finger Poppin' Time, Hank Ballard and the Midnighters, King
7. It's Now or Never, Elvis Presley, RCA Victor
8. I'm Sorry, Brenda Lee, Decca
9. This Bitter Earth, Dinah Washington, Mercury
10. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini, Brian Hyland, Leader

POP LP's—5 Years Ago August 15, 1960

1. Button-Down Mind of Bob Newhart, Warner Bros.
2. Sold Out, Kingston Trio, Capitol
3. The Sound of Music, Original Cast, Columbia
4. Elvis Is Back, Elvis Presley, RCA Victor
5. Edge of Shelley Berman, Verve
6. Paul Anka Sings His Big 15, ABC-Paramount
7. Can Can, Sound Track, Capitol
8. Encores of Golden Hits, Platters, Mercury
9. Lanza Sings Caruso—Caruso Favorites, Mario Lanza-Enrico Caruso, RCA Victor
10. Woody Woodbury Looks at Love and Life, Stereodiddies

when answering ads . . .

Say You Saw It in Billboard

August 14, 1965, BILLBOARD

WMCA, WABC Gain as Record Sales Influence

• Continued from page 52

Fair July 30 twice per show. A TV set high on the wall is dark.

At 10:14 a.m., the engineer interrupts to asked where the time tone switch is and Williams tells him. Williams has been with the station a total of 17 years; four years his first stint and 13 years since he returned. He has been in New York radio 21 years.

Gertie Katzman at 10:18 a.m. said, "I'll be out of here soon, Willie."

"Take your time," he replied. "I have no place to go for three hours." He works three hours each day except Saturday, when he works four; a total of 19 hours a week.

What makes his program so strong as an influence in selling albums? "Maybe the fact I'm the contemporary of most people who like good music in the popular field . . . maybe I'm fairly sensitive to what they do like—Sinatra, Tony Bennett, because I personally like this type of music myself. It's easy to sell, if that's the right word, music that you like."

Miss Katzman, during a commercial, tiptoed out at 10:23 a.m. Williams went into an ad about a medicine, speaking almost about the commercial as he would have a favorite record. Ben Chandler came in at 10:27 a.m.

Faith in Good Music

Good music, Williams said, would be around for some while to come, certainly in an area like New York "because there are enough adults here and enough kids who like popular good music."

At 10:30 a.m. Chandler launched into the news and I left.

To illustrate Williams' popularity in New York, music director Gertie Katzman once said that all she has to do anywhere in town at any restaurant or night club is mention his name and suddenly "I'm beautiful."

Miss Katzman is certainly a dream come true to record promotion men. She topped Billboard's RRR survey as being the most co-operative in exposing new albums. She does all of the initial reviewing of records at WNEW and said that in the course of a hit record such as "Summer Sounds" we wear

out about 25 records. Our personalities like fresh records," she said.

The "certain sound" of WNEW, she said, is patterned to the hour and the personality.

Varner Paulsen, program director, lauded the station's air personalities as all being superlative salesmen. "You can't compare William B. to a disk jockey. The personalities here are all conversationalists. Besides that, they're active in civic and social functions.

The station also tries to do things with a flair, such as do a full day's programs recently from the World's Fair.

"Unlike a newspaper, we can't add pages, we have to depend on making the product better," he said. One of these methods of creating a better product is via exposing new talent. "We have a philosophy—there's a great deal of good talent who have the potential for success. We play these artists if we like them. Then there are the surprises such as Perry Como who've been dormant for a while—we make room for them, too."

Whatever the philosophy, it's a successful one so far as the record industry is concerned. WNEW personalities held all of the top positions in the influencing of albums except for a fifth place tie between Bill Randell of WCBS and Jim Lowe of WNEW. The team of Klavan and Finch earned 19 per cent of the votes, followed by Ted Brown with .5 per cent.

WWRL Radio again took top honors in the r&b field with 50 per cent of the total votes; WLIB was second with 36 per

cent; WNJR (Newark) third with 14 per cent. But Rocky (G) Grosse of WWRL virtually ran away with the top DJ spot—43 per cent of the votes. Jack Walker of WLIB was second with 26 per cent. Eddie O'Jay of WWRL and Tommy Small of WLIB tied for third with 12 per cent.

The jazz field saw some radical changes. Mort Fega again took first place, but with a different radio station, this time WRFM-FM, while Symphony Syd earned 23 per cent of the votes and took second place, but with Fega's old station, WEVD. Last year Syd was with WADO. Alan Grant, with WABC-FM, ran third with 18 per cent, a station that didn't even show on last year's survey. And Billy Taylor, last year with WNEW, dropped to fourth place with WLIB and 15 per cent. Alan Fredericks was fifth with 11 per cent on WADO.

WPAT (Newark) again took top place in influencing sales of conservative records—61 per cent; while WQXR this time had to share honors, though it ranked first with 77 per cent of the votes, with WNYC-FM and WABC-FM.

'Tops and Pops'

CLEVELAND — "Tops and Pops," an hour-long program featuring such top British acts as Herman's Hermits, the Yardbirds, Cliff Bennett and the Rebel Rousers, Julie Grant and the Migil Five, is being aired over WKYC here. The show is taped in England and shipped by air. DJ for the show is Britisher Brian Matthew.

VOX JOX

KLAC's general manager Al Henry has resigned from the Los Angeles station over differences of opinion with Metro-media's president John Kluge. Henry said his departure resulted from three fights with Kluge over running the station from the parent company's New York offices. John Sullivan, head of Metro-media's radio division, is the interim KLAC head until a replacement is named.

Two Chicago DJ's, E. Rodney Jones, WVON program director, and WVON's blues man Pervis Spann, have opened The Club, a South Side night spot. They opened July 1 with live entertainment. Both have staged live shows at Chicago's Regal Theater for some while. . . . Charles R. (Chuck) Sanford has been upped to station manager of WGAN-Radio, Portland, Me. . . . Terrill Aitken has been named program director of KPLY, Crescent City, Calif., and needs good music LP's.

Bob Bowman, 10 Fern Drive, Bloomfield, Conn., would like to receive survey sheets and newsletters from stations for a newsletter type survey for his record hops. Bob said he's starting his sixth year of hops and wants to improve them. . . . Texas Bill Strength has joined countrified WMIN, St. Paul, Minn. He was with KTCR there. . . . Miami's WQAM disk jockey Roby Yonge has made Dot Records happy by reviving the flip side of a two-year-old single by the Surfaris. Dot branch manager Polly Reese said "Surfer Joe" is in the top 10 on most Florida peninsula radio stations.

David A. DeTurk, who has a folk music program over WJOY, Burlington, Vt., has announced he is a Democratic

candidate for the Vermont House of Representatives. . . . Jack Lacy, a former WINS, New York, DJ, has joined WBAL, Baltimore. He'll team with Mollie Martin 10-11 a.m. M-F and handle "Listen to Lacy" 11 a.m. to 2 p.m. weekdays and from 10 a.m. to 2 p.m. Saturdays.

WMEX-Radio, Boston, will soon move into the renovated 20th Century-Fox Building at 115 Broadway there. Opening date is slated Sept. 1. . . . Also moving are WPGC's "Good Guys" in Bladensburg, Md., to the Parkway Building, Baltimore Washington Parkway and Defense Highway.

Franklin C. Snyder has been promoted to vice-president and general manager of the Pittsburgh Broadcast Division of the Hearst Corp. to supervise all operations of WTAE-TV and WRYT-AM-FM. He succeeds Leonard Kapner, who is retiring after 35 years with the Hearst organization.

Stanton P. Kettler has been elected president of Storer Broadcasting Co.; George B. Storer Jr., former president, moves to vice-chairman of the board. . . . Dino Summerlin has switched from WAPE to WPDQ, Jacksonville, Fla., where he handles the afternoon show. . . . Don Ross is the new emcee of WCKY's early-morning show in Cincinnati. . . . J. Patrick Tallman has been upped to program director at KBAT, San Antonio.

Jazz-oriented WAAF-Radio, Chicago, brought in disk jockey Fred Mac from WLTH, Gary, Ind., . . . New program manager of WKYC-FM is Leslie F. Biehl. Separate programming has been introduced; previous programming was a taped service produced in New York. . . .

Mike Lundy, program director at KAFY, Bakersfield, Calif., continues to handle all music programming for the station. (Sorry, Mike.)

CLAUDE HALL

Sitting Tall in the Saddle



WINNERS OF FORD MUSTANGS in Columbia Records' sweepstakes—a sales incentive contest based on Billboard's Hot 100 and Top LP charts—were 16 promotion men and sales managers. In addition, Roy Mollomo, promotion manager at CRD, Boston, was awarded a Lincoln Continental as the result of "Mr. Tambourine Man" by the Byrds hitting No. 1 on the chart. The awards were announced at the recent Columbia sales convention held in Miami Beach, as reported in Billboard July 24. The awards were presented to the two top salesmen and district managers in each of four districts whose distributor had achieved above national Columbia averages in sales. In some districts, the salesmen were from different distributors. Standing, from left, are Bob Moering, regional promotion manager, western region; Chuck Inman, salesman, H. R. Basford Co., San Francisco; Hal Bakke, promotion manager, Columbia Record Distributor, Dallas; Bob Haines, salesman, CRD, Philadelphia; Bob Ewald, salesman, CRD, Chicago; Dick Jester, salesman, CRD, Chicago; Don Comstock, sales manager, Comstock Distributing Co., Atlanta, and William Shaler, sales manager, CRD, New Orleans. Sitting, from left, are Jack Graves, salesman, Craig Corp., Seattle; Jim Slocum, salesman, Comstock Distributing Co., Atlanta; Del Costello, district manager, western region; Jim Gilchrist, salesman, CRD, Cleveland, and Roy Mollomo. Also winning Mustang cars but not in the picture were George Ryan, sales manager, CRD, Boston; Patrick Butler, sales manager, H. R. Basford Co., San Francisco; Tom Croft, salesman, CRD, New Orleans; Skip Byrd, salesman, CRD, New Orleans.

Robbins Pilot

NASHVILLE—Country music star Marty Robbins filmed a pilot TV show last week for a possible syndicated series. The format includes singing, recitations, instrumentals and guest artists. Taping was at station WSIX-TV, which films several other syndicated country music TV shows.

Fuller Tune Bows at Fest

MONTEREY, Calif. — Gil Fuller's original compositions, "On the Road to Monterey" will have its world premiere at the Monterey Jazz Festival in September. Trumpeter Dizzy Gillespie will be featured along with the festival orchestra.

Fuller and Gillespie were first teamed in the '40's with Fuller arranging many of Gillespie's "bebop" classics.

The growing popularity of this annual event, now in its eighth year, is reflected in the anticipated appearance of 100 Minneapolis jazz fans flying here for the three-day event (17-19). Festival theme is tribute to the trumpeter.

SOON
↓
The *Jagiello*
SOUND

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

Religious Disks Post General Market Gain

• Continued from page 3

Word, Sacred, Sword and Cannon. With increased emphasis on popular appeal names, particularly those who get TV exposure, such as Burl Ives, Ethel Waters, Jim Roberts and Bobby Richardson, the New York Yankee ball player, the label is finding greater acceptance in the general market.

Since recordings are only a limited sideline with the CBA merchants, most of whom find heavy promotion out of keeping with the tranquility and character of their general merchandising of religious products (particularly books and greeting cards), Jelley feels the great future in religious records sales lies in the general market.

First With \$1.98 Line

To complement its \$3.98 line of Word and Sacred (stereo a dollar higher) the company was the first in the field with a \$1.98 line under the Sword label, designed especially to meet the needs of the general market. And more recently, Word introduced the Cannon label, also scaled at \$3.98, which features the gospel quartets and gospel singers exclusively, with the other labels carrying the sacred material. The increasing popularity of the gospel quartets, in contrast to the sacred singers, has also helped materially to brighten the sales picture in the religious field.

Also of special interest, said Jelley, is the fact that a computer analysis of sales records showed that stereo records are a runaway in sales in comparison to the monos. Most surprising, in contrast to the general acceptance of stereo percentages in the general market, Jelley said the company survey showed that stereo was selling 75 per cent better than monos. Word company production this coming year will be geared to these results, finding that buyers of religious records get them to keep with the same interest as the classical record buyers. As a result, the stereo versions find more favor among the buyers, Jelley said.

Staffing the Word exhibit, in addition to Jelley, were Jarrell McCracken, George Doms, George Baskin, Bill Mann, Kurt Kaiser, Cy Jackson, W. L. Doms, Galen Lowman, R. E. Swanson, Jay Piper, Hugh Brown, Fred Bock and Flo Price.

One of Biggest Exhibits

One of the biggest record exhibits was that of Tim Spencer, Inc., of Hollywood. The national distributor of the RCA Victor line of religious records, Tim Spencer finds the market decidedly on the upbeat. More and more, said Spencer, the CBA merchants are realizing that there is a growing demand for religious records. And more and more, they are taking advantage of that demand.

In addition to Spencer, the RCA Victor exhibit was staffed by Velma Spencer, John Finch and Meredith Finch.

Christian Faith Music

Christian Faith Recordings, produced in Northridge, Calif., by Alma Records, Inc., exhibited a large line of instrumental and vocal albums of Christian faith music. Also featured by the label are Spanish language albums in the religious field as well as some stereo tapes.

Rudy Atwood, the label's top artist with his many piano album sets, staffed the exhibit

along with Jack A. Blackmon and Mrs. Charlene Blackmon. Christian Faith, at the show, introduced a new release plan for the CBA merchants. Designed to keep them informed at all times on new records, the "Dealer Review Plan" provides for automatic shipment of all new releases at a \$2 billing with full exchange privileges, in contrast to the \$2.37 wholesale price for the line retailing at \$3.98 for mono and \$4.98 for stereo.

Also concentrating on the "double market" and intensifying its distribution through jobbers in addition to the CBA outlets is Diadem Productions, Inc., Grand Rapids, Mich. Its Diadem label finds increasing acceptance in the general markets for its artists who have had TV or radio exposure.

The general market also figures prominently for John T. Benson Publishing Co., of Nashville, for its Heart Warming and Hymntime labels. The gospel music featured on the label leans heavily on the country style, with up-beat tempo to make the sets more satisfying for the general market. Here again, TV and radio exposure counts heavily for sales appeal, especially for Carol and Jimmy Snow (he's the son of Hank Snow) and the Imperial Quartet, leaders for the label, along with the Weatherfords and the Plainsmen Quartet.

Big sales are also registered by the label's artists, most of whom are continually on tour. And being located in Nashville, the company has an advantage in picking up talent. Staffing the Benson booth were Bob Benson, Mary Davis, Robert E. Davis and George Thomas.

A new and limited line introduced at the CBA convention was that of Sprague Recording Co., of Anderson, Ind., for its T D E label. Heavy on the sacred sets and the gospel singing groups more reserved than rhythmic, the label is sold for the most part in the CBA stores and by its artists who are constantly on the move.

Biggest seller is Doug Oldham, whose singing voice is heard on some 400 radio stations throughout the country. Also the product of radio religious programs and doing their own selling are the Gaither Trio, the Leppian Sisters and Herb Hoover, who comprise the label's artist roster. In addition to Richard Sprague, president of the record company, the exhibit was staffed by Bill Gaither.

In addition to the record manufacturers, the CBA show also included exhibits by two major record distributors in the religious field. Pathway Records of Cleveland, Tenn., highlighted the Sing, Skylight and Festival labels, for which it is the exclusive sales representative nationally.

Connor B. Hall, director of the company, also noted a market acceptance of the religious records in the general field and said that Pathway was concentrating its sales efforts heavily in the general market. He also noted heavy sales impact being made by the gospel quartets, particularly those seen on TV.

Biggest sellers for the company are the LeFevre, the Speer Family, Blackwood Brothers and the Statesmen Quartet. Pathway also handles Heart Warming, Songs of Faith, Christian Faith and Zondervan labels in addition to its exclusive lines.

Record of the Absurd Getting Serious Air Play

• Continued from page 1

simply relating conditions in the world today, he says. "Sloan is not a hippie or pacifist," Adler says. "He's just a youngster who speaks in a contemporary language."

Adler feels many of radio's young disk jockeys have beliefs which coincide with those of Sloan's. Adler points to a broadening attitude by broadcasters which allows them to now accept a song whose lyric (published by Trousdale Music) makes mention of "senators (who) don't pass legislation . . . marches alone can't bring integration . . . when human respect is disintegrating . . . think of all the

hate there is in Red China . . . then take a look at Selma, Ala."

A rekindling of interest in folk music, including the current folk-rock trend (Billboard June 12), has created an aura in which disk jockeys are aware of changing times, Adler says.

One additionally vital reason for the acceptance of the single, according to Adler, is the rock-like background behind McGuire, a former lead with the New Christy Minstrels.

This contemporary guitar-harmonica sound allows DJ's to quickly identify the disk as a commercial product. In the case of the three other "message" records, the arrangements were uncommercial. There were scat-

tered stations which played them, but nothing like the exposure "Destruction" has received here from KRLA, KFWB, KHJ and KBLA.

Despite the probing of domestic tinderbox situations like the struggle for human rights, the single is being played in all parts of the country, the label says. Among the first markets providing exposure were Boston, Cleveland, L. A., San Francisco and Baltimore-Washington. It was reported that in some areas disk jockeys and program directors went to station owners to obtain clearance to play the record.

When Lena Horne's "Now" protest single was released, several program directors told Billboard in Los Angeles they were in the entertainment business and were not concerned with airing records with political overtones. When the Millicent Martin tribute to the slain president was recorded from its original "This Was the Week That Was" British TV show, broadcasters claimed the single was in poor taste. Some said they did not think it proper for anyone to make money out of such a catastrophe.

John Barrett, general manager of rating leader KRLA, told Billboard that the arts have always been associated with political thought and that for radio stations to negate this was foolish. KRLA was playing "Destruction" because it suddenly appeared on its local survey, Barrett said. If public demand warrants play, the station complies, unless indecency rules out exposure, Barrett explained. "It is not our prerogative to censor." Barrett said the station played a Kennedy tribute single but did not air the "Now" disk since it never showed up on its survey of 30 locations a week.

Barrett added there had been "surprisingly little comment" from listeners about "Destruction," McGuire's debut for Dunhill. There was more comment from station personnel who were split idealistically over subjects in the song.

launched against Beatles concert promoters in Cincinnati, Chicago and California, said Hamid. But after the death of BMI President Robert Burton, who held out for the 1 per cent of the gross basis, an arrangement was worked out with concert hall managers on the basis of seats in the auditorium. But Hamid was not sure matters would end here. He said "thousands of small amusement business men are at the mercy of copyright monopolies," largely because of that \$250 per infringement. The association has warned members of the dangers, said Hamid.

Subcommittee members carefully refrained from comment on the contest between the park and concert hall operators and the music licensors. But Rep. Herbert Tenzer (D., N. Y.), a stickler for money details, brought out the fact that the Beatles concert was moved from the Steel Pier which seats 10,000 at customary admission for talent show of \$1.90, to the Convention Hall which seats 17,000—and Beatles tickets cost between \$2.75 and \$4.90. So if the licensing was different for the Beatles concert, "the income was different, too," said Rep. Tenzer.

Park Owners Score BMI Fees in Copyright Appeal

• Continued from page 1

manufacturers, in addition to the \$3 notice-of-use fee, would pay another \$3 for the "notices of intention to use" copyrighted music on records. However, simplified procedures in the 1965 revision will cancel the latter requirement, and the extra \$3 fee would end when the revision bill is passed.

A new type of background music package, in which equipment and tapes are sold outright rather than leased, will soon be launched by Minnesota Mining and Manufacturing Co., its Washington attorney told the subcommittee. The equipment will be aimed at the "very small" store owner who can't afford leased background music operation.

The tape and photocopying equipment firm fears that unless the tapes can record under the compulsory licensing proviso, like phonograph records, copyright proprietors can "discriminate" or even prevent some manufacturers from going into store-casting tapes and equipment.

Minnesota's attorney Ralph Dwan noted that the compulsory licensing clause, retained in the 1965 revision, is so worded as to exclude background music tapes for storecasting. The Copyright Office supplementary report says the clause covers only the making of phonograph records for home use (after a first recording has been made, and on payment of 3 cent maximum mechanical fee). Excluded are movie or broadcast soundtrack, wired music transmissions or juke box music. The tape equipment firm wants to have the law expressly include background music in places other than private homes.

The Copyrights subcommittee members had little comment other than to ask exactly what was meant by "very small" commercial establishments to be served by the storecasting package. Dwan said beauty and barber shops, among others. The shops would pay performance fees on the music.

George Hamid, operator of Atlantic City's Steel Pier, and spokesman for the International Association of Amusement

In addition, Pathway operates two record clubs.

In addition to Hall, the Pathway exhibit was staffed by Joel Gentry and H. Bernard Dixon.

International Distributors of Minneapolis, Minn., also exhibited with George Parson and Kenny Bliss in charge.

Parks, told the mournful tale of a 1964 one-night stand by the Beatles that cost Hamid a BMI fee of almost one per cent of the gross (\$575) instead of the usual concert hall fee of \$10 to \$25.

Hamid said Broadcast Music, Inc., was able to change license terms for the concert halls to a gross percentage, because the copyright law gives licensors a terrific weapon. The law permits a copyright owner to choose statutory damages of between \$250 and \$10,000 on infringement, as an alternative to actual loss in damages and profits. Hamid said this is unfair when used against the average amusement park proprietor who is a small businessman.

Hamid said the August 30, 1964 Beatles concert scheduled for the Steel Pier (licensed at the time for \$200 a year by BMI) had to be held at Atlantic City Convention Hall. Indications were for a gross of some \$68,000. A month before the concert, BMI announced the new 1 per cent license fee and said it would have to be paid on the Convention Hall Beatles bash. Hamid said the new type license makes both operator and owner of halls responsible for payment.

Hamid pleaded with BMI that 1 per cent of the gross could mean 10 or 12 per cent of profit, after expenses. If ASCAP followed suit, the music licensing fees would cost 20 per cent of profits. Hamid said ASCAP did file a charge of \$75 for the Beatle night, but Hamid has not yet paid because he "can't get from them" which ASCAP tunes the Beatles sang that night, if any.

When Hamid refused to pay the new license, BMI brought suit on 15 counts of infringement. The aggrieved impressario said many of the complaints were made on behalf of Beatles John Lennon and Paul McCartney — who had already taken out almost \$42,000 in performance charges.

A number of attorneys told Hamid that BMI had a clearcut case for infringement, if Hamid's firm did not take out the license. To fight it would take up to \$100,000 in lawyer fees for the period of years probably needed to fight the case through various appeals—and the only possible approach was via a pooling of amusement park members for a test case, Hamid was told. He decided to settle for \$575, but would not sign up for the new license terms.

BMI suits were to be

TOP SELLING RHYTHM & BLUES SINGLES

SPECIAL SURVEY for Week Ending 8/14/65

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	4	PAPA'S GOT A BRAND NEW BAG James Brown, Kirig 5999 (Lois, BMI)	5
2	1	IN THE MIDNIGHT HOUR Wilson Pickett, Atlantic 2289 (Cotillion-East, BMI)	8
3	5	THE TRACKS OF MY TEARS Miracles, Tamla 54118 (Jobete, BMI)	6
4	2	I CAN'T HELP MYSELF Four Tops, Motown 1076 (Jobete, BMI)	14
5	28	IT'S THE SAME OLD SONG Four Tops, Motown 1081 (Jobete, BMI)	2
6	11	BABY I'M YOURS Barbara Lewis, Atlantic 2283 (Blackwood, BMI)	8
7	7	RIDE YOUR PONY Lee Dorsey, Amy 927 (Jarb, BMI)	9
8	3	TONIGHT'S THE NIGHT Solomon Burke, Atlantic 2288 (Cotillion, BMI)	12
9	13	I'LL ALWAYS LOVE YOU Spinners, Motown 1078 (Jobete, BMI)	6
10	20	SINCE I LOST MY BABY Temptations, Gordy 7043 (Jobete, BMI)	3
11	8	YES, I'M READY Barbara Mason, Arctic 105 (Stillran-Dandelion, BMI)	15
12	6	SITTING IN THE PARK Billy Stewart, Chess 1932 (Chevis, BMI)	9
13	10	ONLY THOSE IN LOVE Baby Washington, Sue 129 (Brown, BMI)	6
14	14	IT'S A MAN DOWN THERE G. L. Crockett, 4 Brothers 445 (Fairshake, BMI)	6
15	15	IT'S TOO LATE, BABY (TOO LATE) Arthur Prysock, Old Town 1183 (Pry-Weiss, BMI)	6
16	9	I CAN'T WORK NO LONGER Billy Butler, Okeh 7221 (Curtom, BMI)	10
17	24	YOU'RE GONNA MAKE ME CRY O. V. Wright, Back Beat 548 (Don, BMI)	4
18	31	AGENT OO-SOUL Edwin Starr, Ric-Tic 103 (Myto, BMI)	3
19	19	(I Can't Get No) SATISFACTION Rolling Stones, London 9766 (Immediate, BMI)	4
20	34	TAKE ME BACK Little Anthony & the Imperials, DCP 1136 (South Mountain, BMI)	3

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
21	17	OO WEE BABY, I LOVE YOU Fred Hughes, Vee Jay 684 (Customa, BMI)	13
22	—	SHAKE AND FINGERPOP Jr. Walker & the All Stars, Soul 35013 (Jobete, BMI)	1
23	33	PRETTY LITTLE BABY Marvin Gaye, Tamla 54117 (Jobete, BMI)	4
24	—	NOTHING BUT HEARTACHES Supremes, Motown 1080 (Jobete, BMI)	1
25	40	YOU BETTER GO Derek Martin, Roulette 4631 (South Mountain, BMI)	2
26	—	I GOT YOU BABE Sonny & Cher, Atco 6359 (Five-West-Cotillion, BMI)	1
27	12	CANDY Astors, Stax 170 (East, BMI)	7
28	38	WE'RE DOING FINE Dee Dee Warwick, Blue Rock 4029 (Leatherneck & Wellmade, BMI)	2
29	36	I'M A HAPPY MAN Jive Five, United Artists 853 (Unart, BMI)	3
30	16	WHO'S CHEATING WHO? Little Milton, Checker 1113 (Chevis, BMI)	10
31	22	ONE MONKEY DON'T STOP NO SHOW Joe Tex, Dial 4011 (Tree, BMI)	7
32	32	NO PITY (In the Naked City) Jackie Wilson, Brunswick 55280 (Merrimac, BMI)	7
33	30	STOP! LOOK WHAT YOU'RE DOING Carla Thomas, Stax 172 (East-Falart, BMI)	6
34	35	IT'S GONNA TAKE A MIRACLE Royalettes, MGM 13366 (South Mountain, BMI)	2
35	18	DO THE BOOMERANG Jr. Walker & the All Stars, Soul 35012 (Jobete, BMI)	9
36	23	I PUT A SPELL ON YOU Nina Simone, Philips 40286 (Travis, BMI)	7
37	37	STORM WARNING Volcanos, Arctic 106 (Stillran-Dandelion, BMI)	5
38	—	UNCHAINED MELODY Righteous Brothers, Phillies 129 (Frank, ASCAP)	1
39	39	THE LOSER Skyliners, Jubilee 5506 (Wemar, BMI)	6
40	—	SUGAR DUMPLING Sam Cooke, RCA Victor 8631 (Kags, 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.

FIRST I LOOK AT THE PURSE
Contours, Gordy 7044

FOR YOUR LOVE
Sam & Bill, Joda 100

I'VE FOUND THAT I LOST
Impressions, ABC-Paramount 10670

YOU'VE GOT TO EARN IT
Temptations, Gordy 7043

TOP R&B JOCKEYS' PICK-OF-THE-WEEK

BILL WILLIAMS, WCHB, Detroit
Soul Heaven, Dixie Drifters, Roulette
Ain't It the Truth, Roy Hamilton, RCA Victor 8641
Mohair Sam, Charlie Rich, Smash 1993

RUBY (LADY COOL BREEZE) LEWIS, KBYE, Oklahoma City
Got to Find a Way, Harold Burrage, M-Pac 7225
For Your Love, Sam & Bill, Joda 100
If I Didn't Love You, Chuck Jackson, Wand 188
It's Too Late Baby, Too Late, Arthur Prysock, Old Town 1183

JOHNNY BEE, WBOK, New Orleans
Someone Is Watching, Solomon Burks, Atlantic
Respect, Otis Redding, Volt
Good Times, Gene Chandler, Constellation
I Want To (Do Everything for You), Joe Tex, Dial 4016
I'll Take You Where the Music's Playing, Drifters, Atlantic 2298
You Succeeded, Sandra Philips, Broadway 402

CHARLIE BROWN, WLOU, Louisville
Sad, Sad Girl, Barbara Mason, Arctic 108
Great Goo-Ga-Moo-Ga, Tom & Jerrio, ABC-Paramount 10704

JERRY THOMAS, KNOK, Dallas-Fort Worth
Do the Walk, George Wydell, Tangerine 953
Hey Little Girl, Z. Z. Hill, Kent 427
Today, Bobby Bland, Duke 385
Nothing But Heartaches, Supremes, Motown 1080
The Hurt Is On, Carl Underwood, Cee-Jam 2
Crying All by Myself, William Bell, Stax
Only Those in Love, Baby Washington, Sue 129
If I Didn't Love You, Chuck Jackson, Wand 188
LP—Our Shining Hour, Count Basie & Sammy Davis Jr., Verve V8605 (M); V6 8605 (S)

FRED HANNA, WAME, Miami
Too Hot To Hold, Betty Everett, Vee Jay
We Can Do It, Jackie Ross, Chess
You're Still My Baby, Wilbert Harrison, Port
I'll Take You Where the Music's Playing, Drifters, Atlantic 2298
I'll Always Love You, Spinners, Motown 1078

CHUCK MOORE, KPRS, Kansas City, Mo.
Walking on Air, Jimmy Williams, Atlantic 2296
You've Been in Love Too Long, Martha & The Vandellas, Gordy 7045
I Cried My Last Tear, O'Jays, Imperial 66121
LP—Gene Fuller & the Monterey Jazz Festival Featuring Dizzie Gillespie, Pacific Jazz P 593 (M)

CHET McDOWELL, KYOK, Houston
It's All Over, Charlie Harris, Copa
I Need You, Impressions, ABC-Paramount 10710

DICK (CANE) COLE, WLOK, Memphis
I'm Living Good, Louis Williams & The Ovations, Goldwax
Don't Have to Shop Around, The Mad Lads, Volt 127
You're Gonna Make Me Cry, O. V. Wright, Back Beat 548
LP—Marvin Gaye on Broadway, Tamla 249 (M)

EDDIE CASTLEBERRY, WVKO, Columbus, Ohio
I'll Take You Where the Music's Playing, Drifters, Atlantic 2298
Don't Have to Shop Around, The Mad Lads, Volt 127
We're Doing Fine, Dee Dee Warwick, Blue Rock 4027
What About Me Baby, Jackie Bee, Salem
Danger Heartbreak Dead Ahead, Marvelettes, Tamla 54120
These Hands (Small But Mighty), Bobby Bland, Duke 385

WILLIE MCKINSTRY, WJLD, Birmingham, Ala.
Today, Bobby Bland, Duke 385
Everybody Makes a Mistake Sometimes, Roy Arlington, Safice 337

AL JEFFERSON, WWIN, Baltimore
You Can't Buy My Love, Barbara Lynn, Jamie 1301
Sad, Sad Girl, Barbara Mason, Arctic 108
Treat Her Right, Roy Head, Back Beat 546
Don't Have to Shop Around, The Mad Lads, Volt 127
Soul Heaven, Dixie Drifters, Roulette
Make Up Your Mind, Eddie Floyd, Safice

OLIVER (BIG O) MOSS, KCAC, Phoenix, Ariz.
I Done Made It Over, Tiny Powell, Ocampo 101
There's Gonna Be a Showdown, Denna Johnson & Ricky Davis, Simpson 101
Good Times, Gene Chandler, Constellation 160
Days Are Dark, Ted Taylor, Jewel 748

TOP SELLING R&B LP'S

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	TEMPTATIONS SING SMOKEY, Gordy G 912 (M); GS 912 (S)	21
2	3	JR. WALKER & THE ALL STARS PLAY SHOTGUN, Soul 701 (M); S 701 (S)	7
3	4	THE FOUR TOPS, Motown 622 (M); S 622 (S)	12
4	2	I DO LOVE YOU, Billy Stewart, Chess LP 1496 (M); (No Stereo)	7
5	9	MIRACLES GREATEST HITS FROM THE BEGINNING, Tamla T 254 (M); ST 254 (S)	18
6	10	TODAY—MY WAY, Nancy Wilson, Capitol T 2321 (M); ST 2321 (S)	9
7	7	THE BEST OF SAM COOKE, Vol. 2, RCA Victor LPM 3373 (M); LSP 3373 (S)	2
8	8	ARETHA FRANKLIN/YEAH, Columbia CL 2351 (M); CS 9151 (S)	2
9	—	JUST ONCE IN MY LIFE, Righteous Brothers, Phillies PHLP 4008 (M); PHLP 4008 (S)	1
10	—	THE IN CROWD, Ramsey Lewis Trio, Argo LP 757 (M); LPS 757 (S)	1

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.

A DOUBLE HEADER WITH
ARTHUR PRYSOCK
Old Town 2009 (M); 2009 (S)

OUT OF OUR HEADS
Rolling Stones, London LL 3429 (M); PS 429 (S)

THIS IS NEW
Righteous Brothers, Moonglow
MLP 1003 (M); SLP 1003 (S)

DJ SPOTLIGHT

BILL WILLIAMS, PD
WCHB, Detroit

Bill Williams is a soul radio personality whose rapid-fire patter and wit have made him one of the most popular disk jockeys in the Detroit area. He is also the station's program director. Williams is a native of Tampa, Fla. He attended Dillard University in New Orleans. He worked two and a half years at WTMP, Tampa. An ex-U. S. Army paratrooper, he is married and lives in Inkster, Mich. Hobbies include guns and horseback riding. Williams promotes his own show twice a month.



Supreme Album Sales Nearing 300,000 Mark

DETROIT — The Supremes, hottest property on the Motown line-up, rolled up close to 300,000 orders for their new album, "More Hits by the Supremes," prior to its release on Tuesday (27), according to Barney Ales, executive vice-president of Motown Records.

This makes it six albums and six singles for the girls in the year they have been recording with the label—with the first five of the singles each hitting No. 1 spot on Billboard charts. The sixth is moving up on the charts. The Supremes Thursday (29) opened a three-week stand at the New York Copacabana.

Ales confirmed that Motown

has just signed singer Connie Haynes, who has been doing night club and television work recently. She formerly recorded with a female trio under another label.

Johnny Bragg Denied Parole

NASHVILLE — The State Parole board last week refused to parole Johnny Bragg, 38, convicted rapist and robber who wrote the 1956 hit song "Just Walkin' in the Rain" while in prison.

Bragg was sentenced to 99 years in 1943 on a rape conviction, paroled in 1959 and convicted the following year and sentenced to 10 years on robbery and attempted murder convictions. The parole board said Bragg failed to succeed at his first effort at parole and is not yet ready for civilian life again.

Fontana Leases Jin Master

CHICAGO — Fontana Records' artist and repertoire Vice-President Shelby Singleton during a Louisiana tour last week liked the sound of "Try to Find Another Man," by Tommy and Clint on the Jin label. This resulted in his leasing the master for Fontana.

Handling negotiations were Fontana product manager Charles Fach and Floyd Soil-eau. Fach last week also acquired the master of "Hey, Little Willie," by the X-Cellents from Bill Leasure of Dayton.

McKiven to Mills

NEW YORK—John A. McKiven has been named vice-president of marketing and promotion for Mills Music. He had been an independent marketing consultant and marketing head of the Fuller & Smith & Ross advertising agency. McKiven will report to Warren Ling, vice-president and general manager.

audio video retailer

PHONOGRAPHS • RADIO • TELEVISION • TAPE • HI-FI COMPONENTS • ACCESSORIES

Nationwide Ring of Disk Thieves Costs Stores Thousands Yearly

By NICK BIRO

CLEVELAND—A nationwide ring of record thieves is costing the industry many thousands of dollars and will require federal action before it is halted, according to the head of a large discount chain here.

David K. Kahn, president of the three-store Value City chain here, estimates that the ring has cost his outlet some \$10,000 in phonograph record losses during the past year.

Kahn said the record departments in his stores have all been moved nearer to the checkout counter so cashiers can keep an eye out for shoplifters.

Well Organized

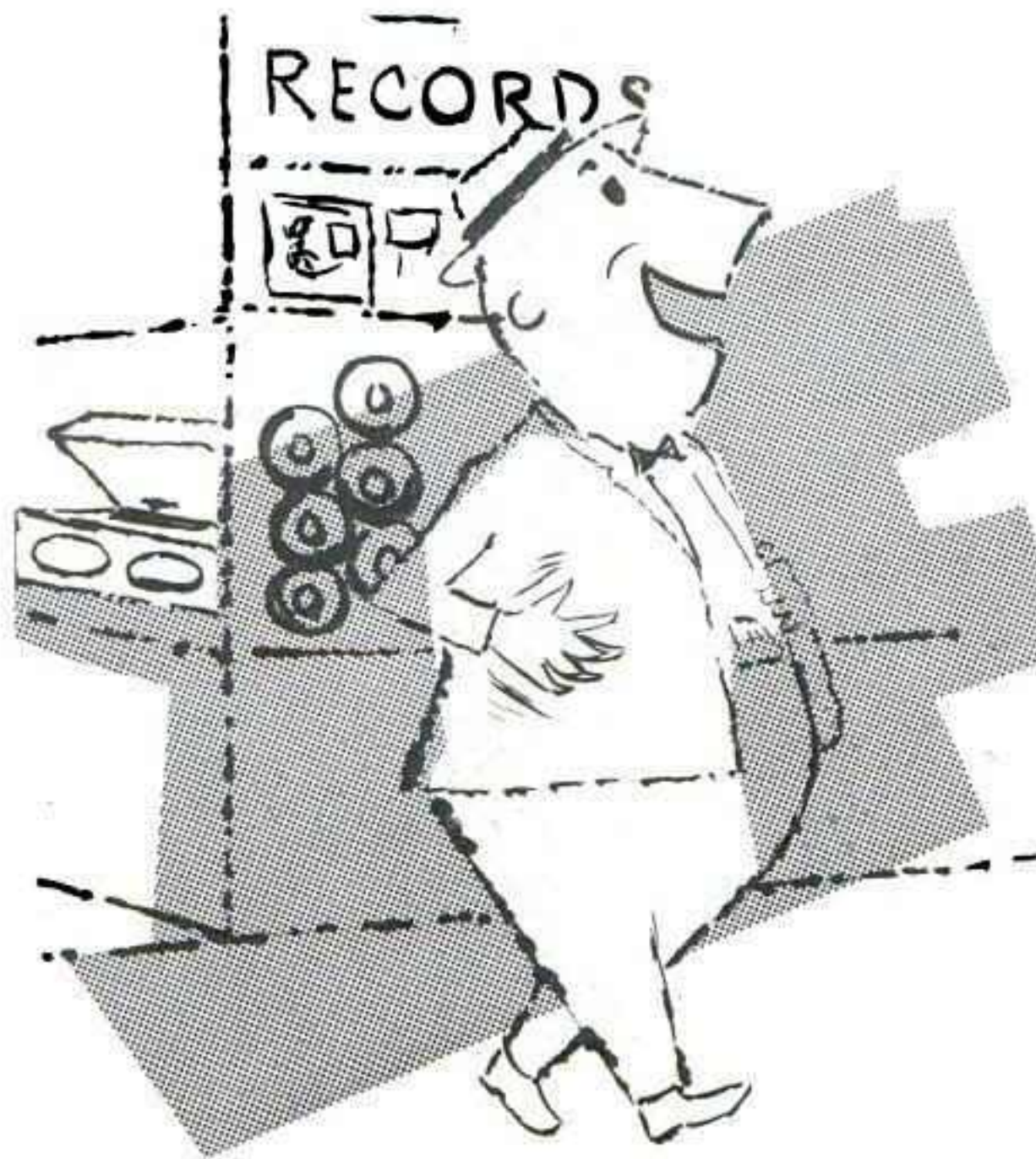
The Cleveland store executive said that the thieves are well organized and go systematically from store to store, city to city.

"The pattern of operation virtually duplicates that of a nationwide ring of clothing thieves apprehended in the mid-'50's by the Federal Bureau of Investigation," Kahn said.

Kahn's remarks came following arrest of a shoplifter caught with \$52 in phonograph records at a Giant Tiger Store here recently.

The modus operandi of the thieves follows a unique pattern. Large over-size pants are worn by a team of three to four men. After carefully studying a store, the thieves enter, stuffing records into the pants.

"The shoplifter enters as a small man and leaves as a fat one," Kahn said.



The man arrested at the Giant Tiger outlet recently had some \$52 worth of LP's stuffed into his trousers.

Kahn said the man had a New Jersey driver's license and had cartons with a New Jersey address in his auto when he was apprehended.

Kahn theorized the plan was to send the records back to the

New Jersey headquarters where they would be sold through some form of warehousing outlet.

Kahn noted that the clothing thieves apprehended by the Federal Bureau of Investigation back in the '50's had a warehouse with over \$1,000,000 in stolen merchandise that was being sold through regular marketing channels.

NEW PRODUCTS

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.

Columbia Introduces '66 Line



SOLID STATE Masterwork phonograph by Columbia. Four speakers, Garrard changer, ceramic cartridge, diamond needle, luggage-style case. Price \$95.00.



STEREOPHONIC tape recorder. Four track record and playback. Three speeds, four pole mechanical motor. Two detachable speakers, two microphones. Two level meters, bass and tone controls, pause lever, tape footage counter. Price \$275.00.

LYON-HEALY FORMULA

Full Line Music Merchandising Key to Chicago Chain Operation

A recent Lyon-Healy advertisement commemorating the firm's 100th year in business, carried the caption, "Music For All." It couldn't have been more to the point. Lyon-Healy not only provides music for all, it provides just about everything imaginable in the field of music.

Its five-story, quarter-square-block store on the South Side of the city's Loop carries records, musical instruments, accessories; such home entertainment equipment as radios, TV's and phonographs, and even such off-beat items as piano rolls.

If there is one theme to the Lyon-Healy operation, it is variety. Perhaps prestige and variety would be even more descriptive.

The firm operates 13 stores in the Chicago area. Six of these carry records. The downtown store carries an inventory of approximately 30,000 LP's, about 60 per cent of which are classical.

Lyon-Healy prides itself on its classical inventory and its clerks are the most knowledgeable classical specialists in the Midwest.

The store subscribes to a

"modified-self-help" merchandising philosophy. Most of the fast-moving pop material is located in easily accessible shelves and racks, but the bulk of the classical merchandise is back in the stockroom.

Don Broman, general mer-

Tax Refunds On Music Merchandise

CHICAGO — Although no all-inclusive list is available of music merchandise which carried the federal excise tax and therefore is subject to floor stock and inventory refunds, the National Association of Music Merchants has compiled an initial list to guide the industry.

NAMM notes that "generally (Continued on page 60)

chandise and sales manager of pianos, hi-fi's, TV's and records, says this is because "classical customers still prefer to be waited on and to discuss their purchase with a knowledgeable salesperson."

In terms of price, Broman says, "we're not a discount operation, but we're competitive."

Lyon-Healy estimates it is able to fulfill about 85 to 90 per cent of all customer requests in the classical field from its shelf stock.

The store is also one of the very few that maintains a full guarantee and return privilege policy. If a customer is not satisfied with a record for any reason—even simply "not liking it"—he may bring the record back and have his money refunded.

Each store maintains two stereo earphone listening stations. Customers can have records put on a turntable and listen through the earphones near the counter.

Broman notes that the store used to maintain 15 individual listening booths in the basement



MANUAL SOLID state phonograph. Four speed, rubber matted steel turntable. Tone controls. Attache case styling. List price \$28.50.

but discontinued this because of lack of demand.

"People seem to be more knowledgeable today and don't always want their record played. Also, the quality of recordings has gone up and people no longer bother to check for defects," Broman notes.

Lyon-Healy believes strongly in advertising and carries on a regular campaign in the local (Continued on page 60)

Pfanstiehl's FIRST WITH THE LATEST NEEDLE DESIGNS!

Cartridge designers set a merry pace for needle makers... it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.

DIRECT-TO-DEALER Pfanstiehl

CHEMICAL CORPORATION • BOX 498 104 LAKEVIEW AVE. • WAUKEGAN, ILLINOIS Originators of the \$9.95 Diamond Needle

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

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A convenient market place for the best sources of equipment, supplies, services and personnel . . . serving more than 20,000 buyers, sellers, and users of music, records, tapes, home entertainment equipment, coin machines and many other related products throughout the entire world.

EMPLOYMENT SECTION

SITUATIONS WANTED

ATTENTION, SONGWRITERS!! BARI-tone will sing on your demos free. No catch. Ballads to rock 'n' roll. Mature feel for lyrics, two octave range, broad dynamics, resonant tone. 516-PY 6-1016, Long Island, N. Y.

ENGLISHMAN, VERY AMBITIOUS AND experienced in A & R production and artist management, wants position in America. References and latest productions can be supplied. Box 204, Billboard, 165 W. 46th St., New York, N. Y. 10036.

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MISCELLANEOUS

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AND
RECORDING
ARTISTS!**

Be the first
to Hittsville
by recording
a sure-fire hit
called

"SELFISH HEART"

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hit, only lead sheets will
be sent out.

Write or wire for
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HOT HOT

RECORD RIOT 45'S — BRAND NEW, some late hits. \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Reliable Record Co., Box 136, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212-343-5881. oc30

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PUBLISHERS • ARTISTS

All types of new, unpublished songs available for recording. Unique production plan for Indie Labels and Producers.

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For info . . .

CALL PL 7-1664 OR WRITE TO
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Prod. Dept., 236 W. 55 St., N.Y.C. 19

RECORD MFG. SERVICES, SUPPLIES & EQUIPMENT

MISCELLANEOUS

NOTICE: IN ORDER TO FACILITATE refunds of excise taxes due you on floor stock as of June 22, 1965, it is essential that we receive no later than September 1, 1965, an inventory by 10" and 12" LP's on hand on June 22, 1965, or claims may be forfeited. Folkways Records & Service Corp., Pioneer Record Sales, Inc., 165 W. 46th St., New York, N. Y. 10036.

PUBLICATIONS & SERVICES

PROGRAMMING IDEAS

Over 125 outstanding contests, comedy, promos, games and ideas are contained in a valuable new book for progressive radio program directors.

Now available from RSI (a division of Billboard) for \$5.95 each post-paid.

"PROFESSIONAL PROGRAMMING VOL. 1"

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New York, N. Y. 10036

INTERNATIONAL EXCHANGE

ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles "Help" and "Beatles for Sale" albums. Dave Clark Five new film LP, \$6.15 each, airmailed. Stones "Live" EP, \$2.40 airmailed. John Lever, Gold Street, Northampton, England. ja15-66

ANY ENGLISH RECORD AIRMAILED. Beatles albums "Help" and "Beatles for Sale," Dave Clark Five new LP, Stones, Animals, all English groups. LP's, \$6 each post inclusive. Berkeley Records, 6, Lansdowne Row, Berkeley Sq., London W.1, England.

GOOD RELIGIOUS SONGS WANTED for publication, all types. Send inquiry, lead sheets, demos or tapes to: Don Elgar Music, 2312 Jasper, Fort Worth, Texas 76106. sc4

FOR SALE: SIXTY TEN-CENT BARS Candy and Cookies, Peanut Brittle, Coconut and asstd. to box. 30 boxes or more @ \$1.60 per box F.O.B. Columbus. Sample box \$3 prepaid. Penny-Wise Distributors, 107 10th St., Columbus, Ga. 31901.

30,000 PROFESSIONAL COMEDY LINES! Monthly topical gag service too! Free catalog. Robert Orben, 3536 Daniel Crescent, Baldwin Harbor, N. Y. ch-my7-66

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Billboard**

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Per Insertion

	1/2"	1"	2"	Each Additional Inch
Manufacturer Advertisers	\$9	\$15	\$25	\$9
Distributors (Regional) & Employment Advertisers	\$5	\$9	\$15	\$5
Distributors (National)	\$9	\$15	\$25	\$9
Situations Wanted for Individuals	\$2	\$5	\$9	\$5

- Minimum size sold is 1/2", approximately 35 words; 1" 70 words.
- All rates are for EACH insertion. PAYMENT MUST BE IN ADVANCE!
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USE THIS HANDY ORDER FORM

Please insert the following ad for _____ consecutive issues.

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Set regular classified style. Set boxed classified style.

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Copy: _____

Company Name _____ Authorized by _____

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PLEASE ENCLOSE YOUR PAYMENT. WE DO NOT BILL FOR CLASSIFIED ADS.

FOR ADDITIONAL INFORMATION AND/OR ASSISTANCE CONTACT: CLASSIFIED ADVERTISING MANAGER, Billboard, 165 West 46th St., New York City 10036.
ADVERTISING RATES INTERNATIONAL EXCHANGE
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Above prices are for one insertion in one issue. Cash or check with order. Lower rates for 12, 26, 52 insertions in a one-year period.

FOR FURTHER INFORMATION CONTACT: Peter Heine, International Advertising Director, Billboard, 165 West 46th Street, New York City 10036 or Andre de Vekey, European Director, 15 Hanover Square, W. 1, England.

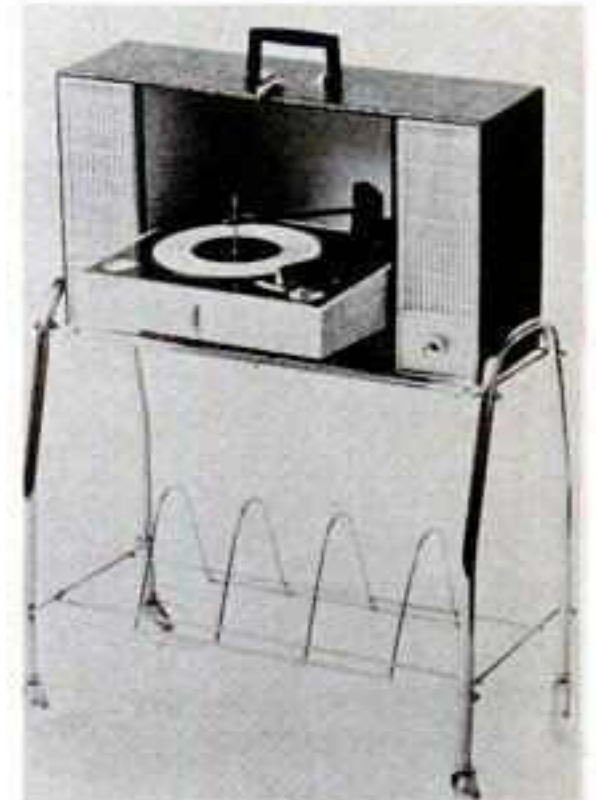
NEW PRODUCTS



SELF-CONTAINED, transistorized AM/FM stereo phonograph. Garrard M-50 changer, Pickering cartridge, diamond needle, sealed speaker compartments, FM stereo tuner and indicator. I.F. stages, illuminated dial, 30-watt output. List price \$299.50. Other models from \$150.00.



MASTERWORK AM/FM radio. AC and battery operation, 12 transistors, uses four penlite cells. Telescopic antenna. Leatherette case. Price \$37.95. Other radios from \$22.95.



STEREOPHONIC solid state Masterwork phonograph features "drop-a-matic" cabinet. Tone control. Exclusive tooled grilles. List price \$57.50 includes stand.

Full-Line Music Merchandising

• *Continued from page 59*

papers and WFMT, the city's leading FM outlet. In addition to spot announcements, the firm has sponsored an evening symphonic hour.

Direct-mail is also used with great success, not only to stimulate over-the-counter sales, but for a mail-order business, which accounts for about 10 per cent of Lyon-Healy's record volume.

A mailing list of about 5,000 names is maintained and a mailing of some type is sent out every month. Last month, for example, the firm sent out a

special promotion on harp records.

Other mailings cover new release listings and special sales.

Much of Lyon-Healy's business is done with schools, institutions and such music specialists as teachers and professionals. The firm has requests from small towns throughout the Midwest.

Lyon-Healy's reputation of "having everything in the musical field" seems to stand it in good stead when it comes to specific requests from record customers. People seem to feel that if anybody is going to have it, Lyon-Healy will — and it usually does.

Tax Refunds

• *Continued from page 59*

speaking, all music instruments do carry the 10 per cent manufacturers excise tax. The original law exempted 'parts and accessories' which represent a broad group of merchandise such as mouthpieces, picks, reeds, drum sticks, amplifiers, instrument cases and to use a broad definition, 'any music item which, by itself, will not reproduce music.'

NAMM lists the following musical items which did carry the tax:

Autoharps, banjos, bongos, cymbals, drums, guitars, hand bells, harmonicas, harps, tambourines, temple blocks, triangles, ukuleles, zithers.

There are in addition the obvious items such as all string, brass and woodwind instruments, pianos, organs, phonographs, phonograph records, radios and TV sets.

Counterpoint New Clay Pitts Label

NEW YORK — Counterpoint Records, a new label, has been formed by Clay Pitts Enterprises, Inc., a management firm. The first release features Jimmy Miller with "On a Back Street." National distribution will be complete by the end of the month, according to President Clay Pitts. The label will center around rock 'n' roll and folk music in both singles and albums. Artists, for the present, will be limited to those signed to the management firm.

General Named

BALTIMORE — General Distributors here has been named distributor for the Audio Fidelity and Karate lines.

Three Suppliers Name Dallas Bulk Vendors in Debt Action

DALLAS — A receivership petition filed here in Dallas County Judicial District Court by Oak Manufacturing Co., Operators Vending Machine Supply Co. and the Tradewins Corp. last week charged bulk vendor Larry Tarletz of Four State Vending Co. with obtaining merchandise by means of fraudulent notes and seeks near-

ly \$100,000 in alleged indebtedness and damages.

Named in the lengthy, six-count complaint with Tarletz were Dallas Vending Co., Inc., Beaver Distributing Co., Inc., three banks and a leasing company.

The court scheduled a receivership hearing for August 13. Meanwhile, plaintiffs and defendants have agreed on a temporary injunction freezing all assets and income of Four State Vending Co. and Dallas Vending Co. pending the hearing.

Route Records

The Los Angeles-based Operators Vending Machine Supply Co. charged that Tarletz, "... to continue to obtain additional goods, wares and merchandise," presented to the firm a \$16,740 note in December of 1963 which proved to be a "forgery." The petition asks \$12,090 in damages resulting from the alleged fraud.

Operators Vending Machine Supply Co. also alleged that in obtaining \$39,000 in credit in April of 1964, Tarletz offered security in the form of a "conditional sale contract" for 3,500 Acorn venders as well as title, operation and location rights to 1,330 additional Acorn venders. However, the petition alleges, Tarletz "still has in his possession the route records (for the 1,300 machines) and refuses to

turn over or deliver the same." In addition, Operators Vending Machine Supply Co. charged Tarletz with "attempting to transfer or dispose of such machines, stands and related items."

Receiver

Operators Vending Machine Supply petitioned that a receiver take possession of and operate all the machines in question.

Another section of the Operators Vending Machine Supply complaint alleged that title to the machines to which it ((Operators Vending) had rights was transferred to a Dallas bank, an action which eventually involved two other banks and various other firms—all named in the petition.

Oak Manufacturing Co., also located in Los Angeles, charged that in order to obtain merchandise, Tarletz and principals in the Dallas Vending Co. "deliberately and intentionally set upon a plan or scheme whereby a fraud was perpetrated upon Oak." This, Oak charged, involved three notes totaling about \$35,000, payable to Tarletz and executed by Dallas Vending Co. Each note was purportedly secured by a chattel mortgage on a number of bulk venders.

Notes

Oak alleged that "the various vending machines described in such mortgages were not in fact sold," and petitioned for a sum of a little over \$30,000 which Oak claimed is due on the three notes.

Named in the petition as Dallas Vending Co. principals were Roger Asch, president and Gilbert J. Bruneman, secretary-treasurer.

Oak also filed claim for \$4,700 which it declared due in connection with a patent infringement suit involving Beaver Distributing Co., a company with which, Oak alleged, Tarletz "was connected. . . ."

Oak petitioned the court for a receivership appointment.

Tradewins Corp. petitioned for \$2,923 for alleged debts by Tarletz and asked for payment of \$750 in legal fees.

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 While we have changed our address . . . we still offer the same famous EPPY QUALITY CHARMS AND CAPSULES AT LOW FACTORY PRICES.
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 163 Denton Ave.
 Lynbrook, N. Y. 11563
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Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



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 COMPANY.....
 ADDRESS.....
 CITY.....
 Fill in coupon, clip and mail to:
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 Member National Vending Machine Distributors, Inc.
 4711 E. 27th St., Kansas City 27, Mo.
 Phone: WA 3-3900
 We handle complete line of machines, parts & supplies.

NORTHWESTERN
 Model 60 Bulk-Pak
 Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.
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Direct Low Factory Prices
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Bubble Ball Gum, 140, 170 & 210 Ct. & Giant Size . . . 30 1/2 lb.
 Chiclé Ball Gum, 130 Ct. . . 38 1/2 lb.
 Clor-o-Vend Ball Gum . . . 43 1/2 lb.
 Clor-o-Vend Chicks, 320 Ct. . . 43 1/2 lb.
 Chiclé Chicks, 320 & 520 Ct. . . 39 lb.
 Bubble Chicks, 320 & 520 Ct. . . 31 1/2 lb.
 5-stick Gum, 100 packs . . . \$2.25

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 40 years of manufacturing experience
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YOU COUNT MORE WITH OAK

OAK TREE

The Oak Tree makes an ideal stand for Vista Model Cabinet Machines. This multiple vending unit makes your merchandise really stand out. There is no need to disassemble the upper row of machines to service the bottom machines. The wheel-mounted base is 13" x 16"; the overall height is 50 inches. Shipping weight is 19 1/2 lbs. It is available in either baked red epoxy enamel or automotive chrome finish.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
 650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

15-Month Sentence in Vend Racket

PHILADELPHIA — John P. Studnicky, who pleaded guilty to bilking people across the country of some \$80,000 through a vending machine racket, was sentenced to 15 months in federal prison on Tuesday, July 27, by Chief U. S. District Court Judge Thomas J. Clary here.

Studnicky, who was based in Edgemoor, Del., and operated between October 1961 and May 1963 out of Miami, Fla., and Darby, Pa., also was sentenced to five years' probation at the conclusion of his prison term.

He was convicted earlier on charges of using the mail to defraud. Postal inspectors called him the brains behind an operation that sold vending machines, mostly to retired persons, representing them as exclusive franchises with guaranteed profits. Approximately \$80,000 was lost by purchasers, it was testified.

"I fail to find the slightest sign of remorse," the judge said to Studnicky, "for wrecking the lives of scores of people."

Two accomplices were placed on five years probation each after they were found guilty of similar charges in a trial in April of this year. They are Charles Brodrib, of Pompano Beach, Fla., and Bernard Furey, of Linden, N. J. Witnesses from all parts of the country testified in the trial.



NEW MODEL 60 BULK-PAK

The BULK-PAK will not skip or jam because of a specially designed wheel and housing.

Model 60 BULK-PAK delivers the dependability, high quality and low cost that you've grown to expect from all Northwestern venders. BULK-PAK holds one box (1,000 pieces of individually wrapped gum.) BULK-PAK . . . priced at \$18.95 ea.

Wire, Write or Phone for Complete Details.

Northwestern
 CORPORATION
 2852 Armstrong St., Morris, Ill.
 Phone: WHitney 2-1300

Coming Soon:

- Sept. 28—Western Bulk Vending Association, quarterly meeting, Los Angeles.
- Oct. 16-19—National Automatic Merchandising Association Convention, Miami Beach, Fla.
- Oct. 16-19—National Vendors board of directors meeting, Miami Beach, Fla.
- Oct. 16-19—National Vending Machine Distributors full membership meeting, Miami Beach, Fla.
- Oct. 23-24—Southeastern Bulk Vendors Association, quarterly meeting, Maggie Valley, N. C.

MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
N.W. Model 233, 1c Porc. Com- verted for 10c ct. B.G.	6.50
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Mills 1c Tab Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.81
Pistachio Nuts, Jumbo Queen, White	.74
Cashew, Whole	.80
Cashew, Butts	.76
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.57
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.36
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Hershey-ets	.47

Rain-Blo Gum, 72 ct. . . . \$.32
 Malt-ette, 100 ct., per 10035
 Rain-Blo Ball Gum, 140 ct., 170 ct., 210 ct.32
 Rain-Blo Ball Gum, 100 ct. . . .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.
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"... redworms, night crawlers ..."

Looking for a New Line? Try Worms!

By BOB LATIMER

DENVER—The fact that the million-or-more anglers who fish the swift streams of the Colorado Rockies annually have difficulty finding plenty of fresh worms has put bulk operator George Corkle Jr. into a new vending line.

This spring Corkle began in-

stalling refrigerated vending machines offering gardenworms, redworms, night crawlers and "cheese mallows" at 50 cents per package.

Maintaining temperatures at about 38 degrees, the venders keep the wiggle merchandise in a state of semi-animation for up to two months.

10 Locations

Corkle obtains the worms pre-packed in snap-pack cans with air perforations. "The cans provide an excellent crush-proof carrier," Corkle said, "and experience has shown that the metal surfaces do not harm the worms in the least."

His worm source is a distributor here, who imports varieties from Texas, Canada and the Pacific Northwest.

Corkle has placed four-chute worm venders in 10 locations to date. They are stops such as service stations, resort spas, sporting goods shops and cross-road shopping centers, all spots in which Corkle previously operated.

"Worm venders are a tremendous convenience to the fisherman who is convinced that hitting the river banks at sun-up will produce a better catch," Corkle pointed out, "because he can buy worms in the middle of



WORM VENDER, which preserves worms in semi-animation under refrigeration, is shown with Denver operator George Corkle Jr.

the night if necessary."

Corkle intends to expand his worm vending enterprise "Wher-

ever some form of supervision or protection can be found against vandalism or theft."

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IOWA

A Survey of State Business Regulations

Thirteenth in a series of reports on State legislation affecting the bulk vending industry. By no means exhaustive, each article carries the name and address of the State official from whom full information may be obtained. Clip and save.

DES MOINES—Under terms of the State Retail Sales Tax Law, a 2 per cent tax on the gross receipts derived from all coin-operated machines was imposed.

"Receipts from the sale of merchandise through vending machines is also subject to a tax of 2 per cent," the law reads.

"The operator of machines which are out on location is a retailer for the purpose of the Retail Sales Tax Law," the law states, "and is required to hold a Retail Sales Tax Permit and report the entire gross receipts received from the operation of

such machines and remit 2 per cent tax thereon."

The operator need apply for only one permit, however, for his principal place of business. He must file a quarterly return reporting gross receipts on form "ST 50" supplied by the State. The form also shows the number and type of machines operated.

The Retail Sales Tax Department furnishes to each operator a sticker, "ST 103," for each machine. Each sticker carries the operator's Retail Sales Tax Permit number.

Operators are cautioned to consult county and local authorities for specific municipal legislation before expanding into new areas.

For complete State information, contact: Vernon W. Plummer, Assistant Director; State Tax Commission; State Office Building; Des Moines, Ia., 50319.

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Canteen Sustains Big Colorado Flood Loss

DENVER — Automatic Canteen Co. of Colorado, which operates hundreds of bulk machines in addition to full-line vending equipment, reported the loss of 100 machines with merchandise in 60 locations along the banks of the Platte River during its rampage earlier this summer.

In addition, Canteen was forced to junk 200 other vending machines which sustained extensive water damage in storage at the firm's headquarters here. Water ran seven feet deep in the building.

According to company General Manager Bill Chappelle, Canteen lost approximately 50

truckloads of stored merchandise, which was turned into a glutinous mass by the muddy waters.

In attempting to restore vending service quickly, Chappelle installed a mobile telephone in his auto, which he used for a steady stream of calls to suppliers, Canteen's national offices, locations, etc., in co-ordinating the re-establishment of devastated routes.

"In the few days immediately following the flood I made more than \$750 long-distance calls," Chappelle said.

Colorado Canteen's loss was estimated at well into the hundreds of thousands of dollars.

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AN EXCLUSIVE BILLBOARD REPORT

Discotheque: How is the 'Go-Go' Going?

By NICK BIRO

CHICAGO—Discotheque is the most heavily promoted French import since the bikini and the juke box industry has embraced it with enthusiasm that does international relations proud.

It started as a new form of entertainment in avante garde clubs but has since been mechanized by the coin machine industry and spread to the far corners of the world.

Originally discotheques were operated by live entertainers. The juke box changed all this, but only briefly. Today coin-operated discotheque and live entertainment has formed an entente and often the most successful discotheques are those that offer some combination of the two.

Joe Started It All

Seeburg was the first to sample the French product, importing the Gallic discotheque disciple Joseph Panarinfo to bally the cause around the U. S. Joe has returned to the green fields of France, but Seeburg's discotheque is rolling on.

Rowe AC adopted as its champion Killer Joe Piro, dance darling of the New York "Jet Set." Joe is featured doing everything from the Moscow Mule for the Smirnoff people to the Rowe-Rowe-Rowe for his coin machine employers.

Wurlitzer enlisted the Arthur Murray dancers to sell its cause and Rock-Ola, after some resigned soul-searching, introduced a package with all the promotional gimmicks that are now standard.

As most new ideas, discotheque has its adherents and enemies. Some operators praise its cause to the sky, others curse to the ground below.

Some in Every Block

Some areas have discotheques in every block (well practically every block), others less than a half dozen per city or town.

Some operators install discotheque with all the showmanship of a P. T. Barnum or Billy Rose—others hang up a discotheque sign,

put a few dance records on their juke box and hope for the best.

As might be expected, the success of discotheque is in direct proportion to the effort and inventiveness used in its installation.

"It doesn't just happen," as one distributor put it. Like most things worthwhile, it has to be pushed.

National Publicity

One undeniable accomplishment of discotheque is the national attention it has gained for the juke box industry. Virtually every major metropolitan daily newspaper and such staid national magazines as the New Yorker, Life, Time, Newsweek and a host of others have written about the new coin-operated Go-Go craze.

In past years the juke box industry merited such attention only in less savory connotations.

Discotheque has also made many people conscious of sound. What started as a dance-oriented promotion has become a dance-or-listen to the "Big Sound" idea.

Seeburg produces its own discotheque records, Wurlitzer has records specially made for it by several manufacturers, while Rowe and Rock-Ola choose to stick with the product now available on the market.

Reactions Run Gamut

Some operators have made

(Continued on page 71)

REPRINTS FOR DISCOTHEQUE

CHICAGO—The exclusive Billboard report on discotheque in this issue was prepared as a special service to operators. Reprints of the feature may be obtained by writing: Coin Machine Editor, Billboard, 188 West Randolph Street, Chicago, Ill. 60601.



TEENAGERS AT PHOENIX'S THOMAS MALL swing to a recently installed discotheque installation. The mall donated an empty store for the discotheque. The Chamber of Commerce now talks of holding dances nightly.

Theque Starts Gotham Listening

By AARON STERNFIELD

NEW YORK — While the coin-operated discotheque isn't fomenting any revolution in the entertainment industry here, it is causing a subtle change in the listening habits of juke box patrons.

For example, Irv Kempner, general manager of Runyon Sales, the New York AMI distributor, points out that the Wayside Inn in Stony Point uses the discotheque unit for Friday night dances and for listening the rest of the week. Phil Rizzuto and Yogi Berra's bistro in Clifton, N. J., has a new discotheque unit and no dancing. Music lovers sit on their bar stools and listen to the big sound. Music there no longer serves as a backdrop for conversation. It is used as in a concert hall.

Runyon works with operators in placing posters on the locations in prominent places.

Murray Kaye, general manager of Atlantic-New York, the local Seeburg outlet, said he has sold some 60 discotheque units in the New York area, but not one portable dance floor. Most of the installations have been made in Queens and Long Island, where floors of taverns are large enough to accommodate dancing. However, Kaye said that a large number of these locations do not have dancing and those that do use the discotheque for breaks in live entertainment programs.

Spells Combo

Harold Kaufman, president of Musical Sales, the Wurlitzer distributorship, said local opera-

tors are playing discotheques in locations which already have cabaret licenses and who don't want to spring for live entertainment. In cabarets which still have live entertainment policies, the discotheque is turned on while the combo takes a break.

One location, the Club 3 in Queens, has discotheque dancing as its main attraction and charges a \$2-a-head admission fee. Several locations have brought in Arthur Murray dancing instructresses and held dance parties.

At Albert Simon, Inc., Rock-Ola distributorship, sales manager Al D'Inzulo said that five of the six Rock-Ola discotheque installations are for listening rather than dancing.

The Cats Swings

The dancing location is Green-

wich Village's Gate, which features some of the top jazz artists in the nation. The first show doesn't go on until 9:30, and the two hours that precede the show are strictly for dancing.

Operators have generally been able to get a \$50 weekly minimum on discotheque installations, with the location getting the next \$50, and the 50-50 split obtaining from that point.

Probably the distributor who's doing most to promote discotheque for dancing rather than listening is John Bilotta, Wurlitzer distributor for up-state New York.

Promotions

Bilotta has supervised the installation of nine dancing discotheques in the Syracuse-Rochester area. He's working with operators and location owners in

Seeburg Dominates Minneapolis Theque Race; Listening Stressed

By ROY WIRTZFELD

MINNEAPOLIS — Seeburg dominates the not very large and somewhat spotted picture of coin-operated discotheque in this market. Distributors for other firms with discotheque models are less enthusiastic and are not finding very heavy response.

One distributor complained that the discotheque music available was most attractive to young people not old enough to patronize cocktail lounges or taverns. Another distributor, doing better, felt discotheque was meeting with more listening

than dancing appeal and that patrons who enjoyed the upgraded reproduction of discotheque sound came as much to hear it as to dance to it.

This more successful source stressed the importance of carefully programming the music and removal of albums receiving no play with more of the preferred type.

\$50 Lease

One leading St. Paul discotheque operator leases the equipment to locations for \$50 a week, with the location keeping any excess over \$50. Total grosses of more than \$100 a

week are common, he reports.

This source has also experimented with suspending the speakers from the ceiling, beamed directly down onto patrons. This has made a marked difference in the tone quality and greatly boosted the music's popularity at several different locations, he added.

In Minneapolis, there were complaints about restrictive dancing ordinances and license fees which curtail the spread of the program.

Resorts Do Well

In other Minnesota areas, a

(Continued on page 71)

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NAVY



WILD! Is the word for the go-go dance of these girls at Cheds Lounge in New Orleans.



BUT OLDER PEOPLE find their place on the discotheque dance floor, too. These couples are in the Hotel Marina in Copenhagen, Denmark.



YOUNG ADULTS CUT LOOSE on a discotheque dance floor in the Park Hotel, Sandefjord, Norway.



FORMER STRIP JOINT is now Mickey's A-Go-Go in Omaha; shakes to the tread of 'theque dancers.

Coin Discotheque Equipment Offered

Rock-Ola

Grand Prix II 160-selection and Princess Royal 100-selection phonographs, and Starlet 100-selection phonograph, the latter with no dual pricing.

Utah discotheque speakers and "A," "B" and "C" decoration kits. "A" kit has 60 by 30-inch window banner, 12 wall posters, nine mobile danglers and 50 table tents. "B" kits have same size window banner, eight posters, six mobiles and 50 tents. "C" kits have the banner plus four posters, three mobiles and 25 tents.

Rowe AC

Diplomat 200-selection phonograph and Discophonic stereo speakers with additional amplification and reverberation. Killer Joe Piro idea book with instructions on how to set up and operate a discotheque; Killer Joe pennants, streamers, banners, posters, membership card for teenagers, and a pair of dance records. Portable dance floor is optional. Advertising mats, radio scripts and news releases are free.

Seeburg

LPC 480 (160 selection) console and two Altec Lansing speakers priced at \$1,495. Mustang 100-selection phonograph playing singles only, with two Altec Lansing speakers priced at \$1,095.

Starter promotion package includes: 10 silken screen banners, electric window sign, paper wall banners, table tents, coasters, napkins, ceiling mobiles—all at approximately \$500.

Rec-O-Dance Little LP's in Discotheque (pop), Discoteen (teenage) and Rhythm (r&b) series. Leased at \$60 per year, quarterly replacement included. Ten records per package.

Diskotek singles in Diskotek (pop), Discoteen (teenage), Rhythm (r&b) and Country series. Ten records per series. Leased \$40 per year with quarterly replacement.

Newspaper ad mats, radio spots and press releases free.

Wurlitzer

Discotheque "2900-8" 200-selection phonograph with cut-off switch. Another model 100-selection machine is not promoted for discotheque. Utah-Heritage III speakers about \$150.

Decoration kit includes: Nine fluorescent 3 by 8-foot wall banners, 1,000 napkins, 500 table tents, two 11 by 33-inch window banners and speaker grill panels.

One set of 10 Columbia discotheque records for \$20. One set of RCA Victor at same price.

'Tek' Makes People Conscious of Sound, Says Detroit Trade

By HAL REVES

DETROIT — "It's reawakened interest in the entire juke box field—people are actually talking about juke boxes again."

That's the reaction to discotheque from Dan Evans, Miller-Newmark Company, Rowe AC distributor here, and it's typical. Evans feels that "discotheque has made people more conscious of sound. Even locations that don't have room for dancing are using discotheque to make more money."

Operator reaction to discotheque has been cautious. The success of the French-originated dance idea has followed closely the promotional activity at the manufacturer level. Accordingly Seeburg installations lead the field with others following at varying intervals.

Collections Up

Operators like Carl Grant report a substantial increase from locations where discotheque has been installed. Operator Al Turner is typical of those who have used "go-go" decorations to advantage.

Turner made his installation in a West Vernor location—with no dancing—but business is up anyway.

State law encourages operators to concentrate on the "listening" aspect of discotheque. Locations can't allow dancing unless the floor measures a minimum of 200 square feet. Small locations are reluctant to have that much "non-earning" space since tables usually have to be removed to make room for the floor.

At Empire Coin Machine Co. (Rock-Ola), Robert L. Wiley, manager, says discotheque is growing slowly but it needs "selling to both the location and operator."

Harold Christiansen, Angott Distributing Company (Wurlitzer), offers discotheque records to operators through a one-stop he also runs and notes that "some operators have achieved very successful results with the discotheque idea."

Statistics are nebulous, but Rowe-AC is said to have some 30 of its machines in discotheque installations with Seeburg having an even higher number.

Showmanship Important

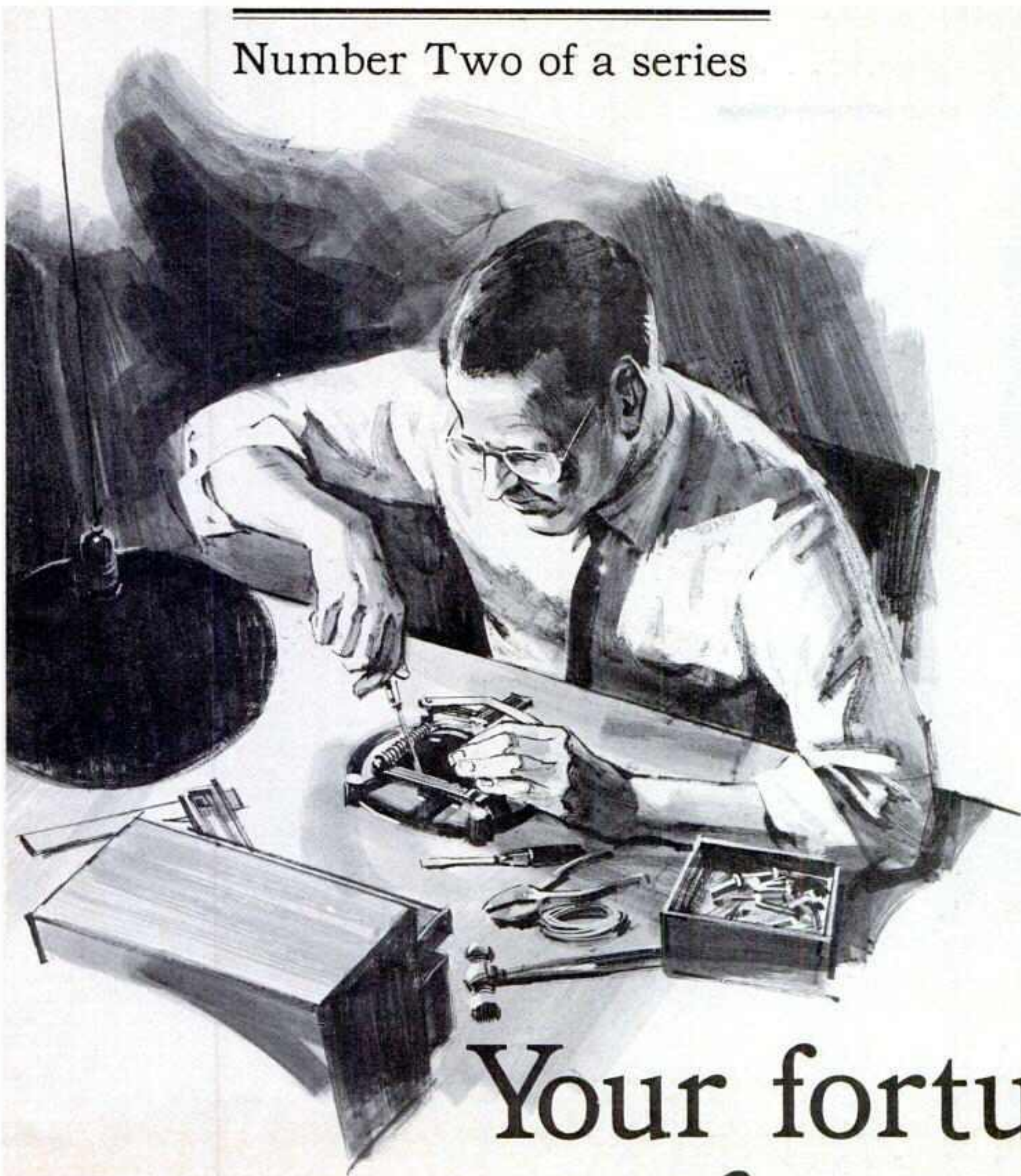
The significance of promotion and showmanship is suggested by Dan Evans: "The best locations have some form of entertainment. Go-Go girls to demonstrate the dances is a good idea. An emcee to keep things going also helps."

Frank Alluvot, Jr. of Frank's Music, has taken a cautious though increasingly enthusiastic approach. Frank has about 400 juke boxes on location — only one discotheque.

However he makes it clear. "we are ready to put in discotheque if the people want it." Alluvot said he has been cautious because he didn't want to get caught up in the idea if it was "just a fad."

Art Hebert, Miller-Newmark manager, feels that cooler weather will spur discotheque even more. "People don't like to dance in the heat," he says simply.

Number Two of a series



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Never poke fun at the lowly penny . . . it's a pretty serious matter. At least that's the way things added up in the early 1930's. A lot of people took pennies seriously in those days . . . especially David C. Rockola, the president of Rock-Ola Manufacturing Corporation, whose products provided homes for a lot of wayward pennies.

Rock-Ola's line of fine Featuristic and Lo Boy weighing scales were steadily gaining in popularity . . . due primarily to a fantastically simple mechanism with a foolproof, no-tamper coin chute assembly.



If there was one thing David C. Rockola knew about, it was about scales, and the thing he knew most about scales was that they had to be simple, dependable and most of all profitable for the operator. After all, a penny was just a penny even in 1932.

It was a good business. In fact, according to the expert opinions of people who keep track of such things, every person in the country was the proud owner of three tax-free pennies

at any given moment. That's about seven billion of them, or so they said. These were the very pennies that interested Mr. Rockola.

There's a funny thing about pennies, though . . . or rather about the people that have them—nobody wants them, and they get rid of them at the first opportunity.

From his experience as an operator, David knew that no operator could afford a mechanic to keep his scales in service . . . so he designed a scale that needed no repair . . . ever.

When soda straws became a popular way of cheating the scales, he designed a coin chute that curved so the straw wouldn't work, and when sharpies were picking locks he came up with a pick-proof, free revolving collar, cylinder vault lock.

By 1933, scale operators were forced to take the pinball and counter games seriously. Most locations didn't want to deal with more than one operator, and a lot of scale men were losing valuable locations.

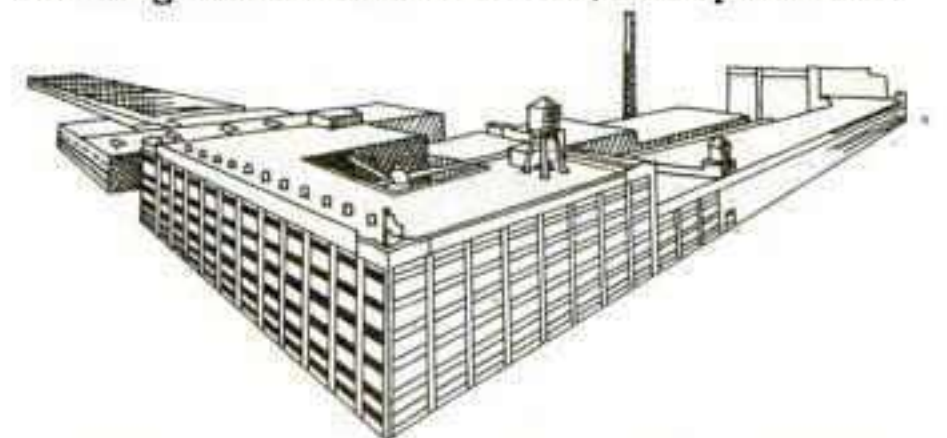
By this time, Rock-Ola was busy developing a line of games to make it possible for the operators to gain more locations and increase their profits.

The same simplicity and precision of manufacture that had made his scales so popular were carried over into the games with immediate success. Juggle Ball, Wings, Sweepstakes, Jigsaw, World Series, Radio



Wizard, Army Navy and Black Magic proved to be some of the most successful and profitable ever produced.

In November, 1934, David C. Rockola staggered this industry with the unprecedented purchase of the vast Gulbransen properties at Chicago Avenue and Kedzie for an estimated \$5,000,000.00. The property covered an area of four and 1/2 city blocks and included 23 buildings with more than 750,000 square feet.



Within a few months, Rock-Ola had 2,500 employees and the capacity to produce 5,000 pin games per day.

Perfection of simplicity in complicated mechanisms caused them to work in flawless and trouble-free fashion. Thus, the switch to the complicated world of coin operated phonographs was a natural move . . . and now, after 30 years experience, has resulted in Grand Prix II, Starlet and Princess Royal . . . the ultimate in phonograph design and performance.

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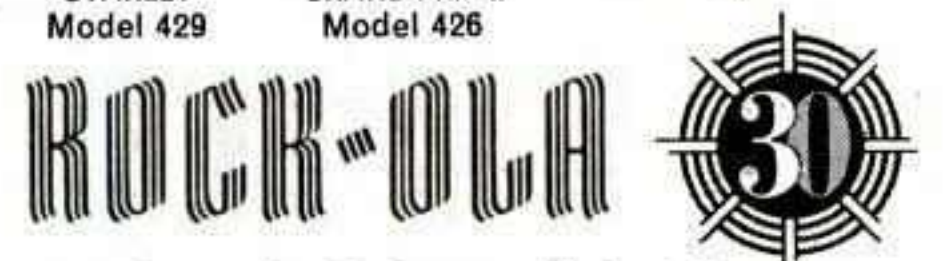
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Model 426



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STANLEY JAROCKI:

'Theque Needs a Swinging Host'

By NICK BIRO

CHICAGO — Stanley Jarocki feels that discotheques need a "swinging personality," but that go-go girls should be "modestly attired."

"You don't want to embarrass women in the place," Jarocki says. "Next thing, all you have is a bunch of guys, and you need a happy mixture of both guys and dolls to make a discotheque click."

Jarocki, as most people know, is Seeburg's national promotion director, and for the past several months has been touring the boondocks making discotheque installations in every town big enough to support an electric outlet.

Has Ideas

He's participated in over 150 openings and understandably has some definite ideas on the subject.

"One of the most important things is promotion," Jarocki says. "You can't just put in a phonograph and let things happen by themselves. You have to help."

"It's wonderful if the owner can take part—if not, he should have someone else acting as an emcee."

Professional Dancers

"Using professional dancers from a local studio is very effective," Jarocki says. "Many lo-



"ONE OF THE MOST important things is promotion . . ."



"YOU DON'T NEED half-dressed 'go-go' girls . . ."

cations can work a deal with the studio, inviting the instructors to come into the location and run the discotheque in exchange for a couple of plugs for the studio during the evening.

"The dancers also get the party going. They start to dance, then break, bringing other people up to the floor. In a few minutes you have the whole room dancing."

"Dance contests are also very popular. The location should advertise the contest in advance. Prizes can consist of record albums or drink or food certificates at the location."

When it comes to go-go girls, Jarocki is quite adamant. "You don't need a half-dressed chick to make the place go. In fact, it hurts. If the girls are attractively but modestly attired, it's much better. For one thing, it makes the girls in the room feel more comfortable. For another, people are more apt to get up and dance with a girl that's properly dressed. No one wants to follow a twisting girl in leotards on the dance floor," Jarocki says.

Personalities such as Seeburg's Joe Panarinfo or Rowe's Killer Joe Piro are a big stimulus for an opening, according to Jarocki. Panarinfo traveled over

100,000 miles helping to kick off the Seeburg program.

The Seeburg executive notes that many places hold queen contests, picking winners by vote or by simply drawing numbers from a hat. One operator, Carl Zimmer, Mishawaka, Ind., used outdoor searchlights to herald a discotheque opening in South Bend, Ind.

Live Combo

Some discotheque installations combine a coin-operated phonograph and a live group. Jarocki feels this is an excellent way to keep people inside the place. There's never a dull moment—and constant variety.

An effective Seeburg gimmick has been the "Golden Record Award," presented to the location owner on the night of the opening. An attractive plaque with a mounted gold record is inscribed as follows: "The Seeburg Corporation is proud to present this special Golden Record Award to (location owner's name) in recognition for presenting to its patrons the nation's best-selling stereo albums on the unique three-way audio system of the LP Console 480." The plaque is signed by J. Cameron Gordon, Seeburg's president.

Jarocki is a firm believer that discotheque is not just for youngsters but adults as well. He also feels that discotheque has as much appeal for listening as dancing.



SEEBURG'S STANLEY JAROCKI ponders a point. He feels discotheque is for adults as well as youngsters.

THE 50/50 FORMULA FOR 'GO-GO'

CHICAGO — Co-existence with live talent has been achieved in a prestigious jukebox discotheque installation at the Palmer House Hotel here by Clover Music. Called the Charade A-Go-Go, the big (150 capacity) room opened July 30 with entertainment divided half and half between a group called Ross and the Majestics and two lithe Go-Go girls demonstrating the genre's dances to the sound of a Seeburg phonograph and speakers. The girls announce their dance demonstrations and then select the appropriate tune by means of a wall-box within arms reach of their "cages." Said Clover Music's Mel Simons: "This is juke box discotheque at its best. The phonograph and the live music complement each other perfectly. And let's face it—they probably couldn't exist without each other."

all tastes—dancing or listening." Clayton Ballard, manager of the Wurlitzer branch, put it this (Continued on page 74)

Discotheque Solves California Problem

By SAM ABBOTT

LOS ANGELES — Regino Salcido had a problem at his Lavroc Inn. He solved it with Discotheque. Salcido discussed the matter of attracting new customers and keeping old ones longer at his beer tavern in Los Angeles County area between Gardena and Hawthorne. M. O. Barrett, who has the Barrett Company, installed an LP 480. He and Salcido flashed up one end of the tavern with discotheque figures and installed black light to highlight the posters.

The result? Business has more than doubled and is still growing. The Monday-through-Friday trade was increased, which Salcido wanted most of all, and the weekend business has held strong and increased enough to convince Salcido that discotheque is the answer.

Business Was Off

The problem of slack business

was worst at Salcido's Inn just before he installed discotheque. Although he had operated the bar for three years, he had not had live entertainment for more than a year. Discotheque gives customers of this neighborhood location the opportunity to dance or just listen.

When Salcido started discotheque, he went all out to support it. He advertised wherever he could and distributed circulars throughout the area.

Salcido's experience with the new sound is not isolated. In the opposite end of the county at LaHabra, Ray Brandenburg has found discotheque "real good" and plans to install more of them. He checks spots that have discontinued entertainment as likely prospects for the installation. Once the equipment is in the location, advertisements are placed in the newspaper circulating the area and circulars are delivered within a good sized area around the spot.



M. O. BARRETT (left) discusses the discotheque installation he made for tavern owner Regino Salcido. The inn's business more than doubled.

While there is not enthusiasm for discotheque among operators in all areas, there is no antagonism. For instance, Harry Burd at Associated Coin Amusement Company, Inc., with nearly 500 music machines in Southern California, said his company has some "good" discotheque spots. But, he added, the right location is necessary to make it go. Burd said the most important thing with discotheque was a good library.

Walt Hemple, veteran operator of First National Music in the rapidly growing San Fernando Valley, explained there were only a few spots in the area ready for discotheque. He and his staff of routemen are conducting a study of prospective locations.

In the distributor end of the industry, the feeling is rosy.

Many Records

Frank Negri, sales manager for Struve Distributing Company Seeburg branch, said, "op-

erators have informed us they never realized the capabilities of discotheque until they tried it. The reproduction has been acquired through the finest equipment and recordings that keep play at its peak. Discotheque may be used in any location since records are available for

Texas Opinions Vary On Value of 'Theque

By O. R. ALLEN

DALLAS—Opinion about the present and future for discotheque here is varied.

Jack Eskew, manager of Commercial Music in Dallas, said the French import is doing just fair in this area and guessed that there were about twelve locations so far.

He said that to make a success of a location an available supply of young people was a necessity. According to Eskew, best promotion is through newspaper advertisements. He also explained that there is an effective tie-in with local Arthur Murray dance studios.

Collections Up

In terms of collections, he reported an increase of fifteen or twenty per cent, but feels the idea is still too new for an accurate appraisal.

Tommy Chatten, sales manager at State Music Distributors, wasn't too enthusiastic. He said that there had been about twenty locations in this area and that now there were only about twelve.

He said that the best locations for a discotheque operation were in spots where there were a lot of young people.

Other operators who preferred

not to be quoted by name said that investment in setting up a location was too high for the return which could be expected.

In addition to newspaper ads for promotion there are signs, banners and the like being used. One spot in Fort Worth has a tie-in with a local radio station.

Positive Response

On the more positive side was Cliff Blais, salesman for O'Connor Distributing Company. Blais has just returned from several years in Paris. He said that discotheque was doing very well in Dallas and that some of the best installations were in the classy spots.

He termed the set-up which his firm installs "instant night club." It consists of a combination phonograph and two speakers, plus multi-colored wall panels which are illuminated by black lights in the ceiling. Also included in this package deal are napkins, table tents and, as he put it, "the works." Complete cost for this set-up is \$695.

The equipment is leased on a flat rate per week, and Blais said that once installed he has never had to pull his equipment out of any location.

He said that any location in a heavily populated area was good.



COUPLES DANCE IN THE LATE HOURS of the morning in Regino Salcido's Lavroc Inn discotheque location.



DANCE DEMONSTRATION—key to go-go location success. Go-go girl shows 'em how in El Rancho, Chickashaw, Okla.



A NEW PROFESSION — "Go-Go Girl." This one works at Babe's A-Go-Go in Des Moines.



GO-GO GIRL doing the "Dog" at Denver's Club A Go-go.



CAGED Go-Go Girl at the Peppermint Cave in Denver.



DANISH go-go girl demonstrates Scandinavian version of the "Dog."



BEGINNERS are as much fun to watch as the pros. These teen-agers concentrate on the Jerk at Thomas Mall in Phoenix.

August 14, 1965, BILLBOARD

memo

to all Manufacturers and Distributors

of phonographs, audio-video machines, amusement games, pool tables, cigarette or other vending machines, background music equipment, kiddie rides, coin handling or moving equipment, as well as SUPPLIERS of coin machine parts.

TIME IS SHORT

Get Your M.O.A. Ad Plans Finalized Immediately. Special Billboard M.O.A. Issue will be dated Saturday, September 18. Distributed at the M.O.A. Convention Sunday, September 12.

Ad Deadline: Wednesday, September 8.

This fact-packed issue offers advertisers a once-a-year opportunity to display and sell equipment at a time when the FALL BUYING SEASON is just beginning for the nation's operators.

A golden opportunity to reach those operators attending the convention, as well as those unable to attend for one reason or another.

OTHER KEY BILLBOARD ISSUES SURROUNDING THE SEPTEMBER 18 M.O.A. ISSUE.

Issue Dated	Issue Distributed	Remarks
Sept. 11	Sept. 6	Excellent pre-convention coverage. issue. Saturday (Sept. 11) distribution from Billboard's servicerenter at M.O.A. convention
Sept. 25	Sept. 20	Wrap-up editorial coverage of M.O.A. convention

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Girls a Go Go in Denver

By BOB LATIMER

DENVER—Some two dozen discotheque installations have been set up here in the Mile-High-City, with about 20 per cent of these using girls in cages or on platforms to demonstrate the new dances.

Mike Savio, Draco Sales Co. (Wurlitzer), reports that locations prefer the coin-operated discotheque variety to that using a live "diskaire."

Very few locations even use deejays or entertainers to emcee their discotheques, Savio says. The majority prefer to concentrate on offering a lot of discotheque music and letting it go at that.

Savio, however, is a big believer in promotion and has pushed hard with his Wurlitzer

Promo-Pak, installing black light posters, bright signs and table cards.

Savio has also been successful making discotheque installations in teen-age beer halls which serve 3.2 beer.

The entire discotheque concept got a boost here recently with the staging of the Entron Discotheque Au Go Go by the National Community Television Association.

Arthur Murray dancers served as instructors and Draco Sales supplied the phonographs, speakers and music library. The event received considerable newspaper publicity.

Operators report little adult interest in discotheque, despite the installation of the concept in such staid locations as the Denver Petroleum Club.

Al Morrison, head of Struve

Distributing Company (Seeburg), reports "terrific collections" wherever teen-agers and young people gather.

You don't have to have cavorting girls in cages or even dancing, for that matter, according to Morrison. The Denver distributing head feels that discotheque is just as appealing to the listener as it is to the active dancer.

Among Struve's most successful locations has been the Fox on the Hill, an elaborate lounge in suburban Littleton. Owner John Plessinger was spending up to \$19,000 annually for talent in an effort to pack his place.

After installing Seeburg's discotheque package, Plessinger found he was still getting "wall-to-wall people every night," but his costs were cut to \$2,600 yearly (\$50 per week guarantee).



ARTHUR MURRAY dancers demonstrate new dances to press at New York's Summit Hotel.



TRADITIONAL and new dances are frequently seen on the same discotheque dance floor—as here in the Vineyard Cafe, Washington, D.C.



SPECTATORS make up much of the crowd in every discotheque location.



FIVE DISCOTHEQUE phonographs and numerous sets of discotheque speakers have been installed here in the Castaways Motel in the heart of Miami Beach's plush resort row.

St. Louis 'Tek' Gains Momentum

By EARL PAIGE

ST. LOUIS—A sampling of opinions here among distributors, operators, and location owners reveals that discotheque has yet to reach its peak in the greater St. Louis market but it is gaining great momentum.

At Brandt Distributing Co., Pete Brandt is actively following through on the Wurlitzer tie-in with the Arthur Murray Studios. Charles Kagels, at Advance Distributing, after earlier introducing Rowe AC discotheque with an open house, is reporting growing 'theque activity. Over at Musical Sales Joe McCormick is seeing a lot of action with speaker-packages which the branch is making available with the Rock-Ola. And at L&R Distributing Seeburg discotheque has really taken hold according to phonograph sales manager Pete Entringer.

"It would be hard to say how many discotheque and discotheque adaptations there are in the over-all market here," Entringer reported, "but I know there are around 160 Seeburg discotheques in the eastern half of Missouri and the southern part of Illinois."

"Our operators," Entringer



PETE ENTRINGER, L&R Distributing Co., has spearheaded discotheque in the St. Louis area.

for live entertainment discotheque can be a real shot in the arm."

'Theque No Miracle Drug

However, discotheque is not for every location. Entringer stated and veteran Festus, Missouri operator Bill "Dutch" Meese agrees. But at the same time Dutch says, "This is the first time I've ever really made money on music. Where discotheque goes, it really goes. And, of course, we're getting a minimum guarantee so the locations are promoting music and not killing me with red money," Meese said.

While word-of-mouth is still the best promotion here, a number of locations are using outside signs, newspaper ads, and in some instances, radio spots. Walter and Sydney Morris of J. S. Morris & Sons Novelty locally have a discotheque installation at Gino's where "Go Go Girls" are featured.

"You have to have good music," Gino's owner Gino Balsarotti stated when Billboard visited the Morris Novelty location in St. Louis' west end. "The customers expect something different and exciting. This is what's making discotheque stand out."

explained, "are finding that discotheque is working out best in the good neighborhood taverns and night clubs, where it is used in place of live entertainment and as a part-time replacement for combos and bands. Where locations have it rough paying

MIAMI TWIST

Live Acts & Discotheque Coexist

By RAY BRACK

MIAMI—Here where live entertainment has long been a way of night life, coin-operated discotheque is altered slightly in concept to complement the town's tastes.

The Miami method is the idea

William Randolph Dies in St. Louis

ST. LOUIS—William E. (Ed) Randolph, a 30-year veteran of the coin machine business here and known throughout the country, died at his home here Friday (23) following a long illness. He was 69 years old. Randolph started in the business with Ideal Novelty years ago. Later he was with Jack Rosenfeld and for a time



operated his own distributing company here known as Rightway Distributing.

of Perry London and his London Distributing Co. staff here, with the method exemplified best by a five-phonograph discotheque installation recently completed in the Castaways Motel at 163d and Collins Avenue.

With some 500 rooms, the Castaways is the biggest facility on "motel row" and features among its five major lounges the Wreck Bar, known to the local young set as "the place to go." The Wreck alone reportedly grosses \$3 million per year.

In the Wreck, London Distributing technician last month installed an LPC 480 and three sets of discotheque speakers.

operated his own distributing company here known as Rightway Distributing.

Randolph was for a long period with Central Distributors here and for the past year and a half he was employed by Musical Sales.

He is survived by his widow, Rachel.

"The bar is extensively broken up by posts and abutments," a London spokesman said, explaining the two extra sets of speakers.

At the same time, London installed 480's and large speakers in Castaway bars called Shinto Tempo, The Tahitian (also known as Stanley's Bar), The Ginza, and the Go-Go Bar (sometimes called the Pool Bar.)

"To cut down on the expense of live entertainment," London said, "bars of this type use discotheque to fill in before, between and after acts."

The installations are made in most of the major locations on a rental basis, according to a spokesman for London. Play is by bar personnel. Figures on the Income Totalizer units indicate grosses of \$800 per month are not uncommon, the spokesman said.

London Distributing has made 100 discotheque-type installations in the Greater Miami area in the past few months.

San Francisco Discotheque: Many Different Answers

By GODFREY LEHMAN

SAN FRANCISCO — What makes a discotheque location? The answers to this question are as varied as the number of definitions for the French-originated word.

To one operator it is not truly discotheque unless the location uses specially designed discotheque equipment; to another a pair of stereo loudspeakers is enough. To a third it is less the equipment, more the records placed that count.

The term itself doesn't mean exactly what it's supposed to mean, according to the president of the largest operating company in California. "Discotheque," like its French derived "bibliothèque" means "library"—"biblio" referring to a library of books, and "disco" meaning records, says Henry Leyser of Associated Amusement Co., Oakland.

Thus strictly speaking any juke box could be a "discotheque" since it is in one sense a selective record library which is changed from time to time to meet changing tastes. What makes the difference are such factors as dancing, equipment used (especially the speakers), decorations and the method of programming.

In the case of Leyser's firm, the important thing is programming. The goal is to program each location according to the tastes of its customers.

For the most part Leyser shuns the special equipment which has been produced for discotheque, largely on the ground that he feels it is over priced. In addition, the problem of obtaining dance permits in San Francisco and to a lesser extent Oakland is so great that locations are reluctant to invest too much money to get uncertain results.

ACA does, however, use a few promotional gimmicks of its own. In one discotheque the special records are promoted by some hand-drawn art displays. Another location features the first recording of a new group called "We Five," together with glossy photos of the newcomers on location. The same was done with a recent promotion on a Kingston Trio single, and a Johnny Rivers hit.

To Joe Silla of Silla Music Co. in Oakland, discotheque, by whatever definition, has not gone over. "I had three locations and thought they would be good, but all are dead," he reported recently. One of the owners went out of business for other reasons, a second had live music, and the coin equipment could not compete, the third alternates with disk jockeys.

The number of requests for discotheque is practically nil, he said. To the extent that the dance spots are limited, the ten per cent tax is discouraging.

However, Robert Van Housen, president of the Peninsula Music Co. in Monterey, has a very successful location in the Capri Inn. Promotion is handled by the Inn itself. This includes occasional "parties" with "Go-Go" girls on the spot to teach dancing.

Stetson Music Co. of Redwood City reports having five

locations—four with Seeburg and one with Wurlitzer equipment. Sales manager Val Hendricks is happy enough with his flat guarantee of \$50 a week (or \$40 a week for special speakers alone). He has established contracts lasting up to two years, and finds that business is generally up ten per cent.

Harrison Terry of Richmond reports ten spots in both "quality" bars and "country and western" locations. Terry receives a weekly guarantee, and as a result his business is up 35 to 40 per cent; locations are up about 20 per cent. The point of purchase material doesn't take too well at the bars, he reports, so

he has given up distributing it. The number of discotheque records in a 160-record box runs from ten to 30, depending upon the spot.

At the A and B Music Co. in Vallejo a co-operative experimental promotional program is being planned between the op-

erator and location with a discotheque Wurlitzer. Partners Charles Gelatini and Jim Coffey ask a minimum guarantee of \$40 a week, and 50 per cent after a gross of \$80. Business is up "some" at the location, but they expect an even greater improvement when the program is started.

726-2810 AREA 312



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August 1965

AN OPEN LETTER TO THE COIN-OPERATED MUSIC AND AMUSEMENT INDUSTRY

We would like to tell you something about the 1965 MOA Convention and Trade Show which will be held in the Pick Congress Hotel, Chicago, on Saturday, Sunday and Monday, September 11, 12 and 13.

The exhibit areas cover two floors which are connected by escalator for easy flow of traffic. All segments will be represented—phonograph manufacturers, record companies, amusement machines manufacturers, allied industries—and this means representation from the top firms. The exhibit hours are: Saturday, 9:00 AM to 3:00 PM. Sunday, 1:00 PM to 7:00 PM. Monday, 10:00 AM to 4:00 PM.

The new MOA Industry Seminar will be held on the afternoon of opening day, Saturday, September 11. The whole event of the Convention takes on added significance this year because of the new format which provides more exhibit hours and combines all forums into one general session.

The Seminar will run from 3:30 PM to 6:00 PM on Saturday afternoon with a coffee break at 4:45. The first part will cover customer relations, public relations and political relations. The second part will begin with record programming and conclude with a Carnival of Ideas (unique question and answer sessions).

The MOA General Membership Meeting and the Ladies Program will be held on Sunday. The Gala Banquet and Show, featuring some of the country's greatest talent, will be held on the closing night, Monday, September 13. We'll see you there!

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August 14, 1965, BILLBOARD

French Business Off, Says Top Official

PARIS—The coin trade in France has suffered a slump of 40 per cent over the last year according to M. Jean Faraut, president of the Federation Francaise des Exploitants et Commerçants de l'Automatique.

The Federation unites 14 regional Syndicats representing about 1,600 coinmen from all areas of France.

Said M. Faraut: "Unfortunately in times of general economic recession it is the non-essentials—like coin games and juke boxes—which are the first to suffer."

The coin game market had reached saturation point in France and the trade was virtually existing on replacement deals, he said. Further hardship had been suffered as a result of the banning of coin games in Algeria—formerly a good source of revenue.

There has been an increasing tendency in the juke box field for distributors to sell machines to cafe proprietors rather than to lease them. Faraut estimated that 20 per cent of the juke boxes now in use are owned by cafe men. He regarded this as a bad tendency in the long term because proprietors, once they own a machine, are likely to hang on to it for 10 years.

Tax Increase?

M. Faraut said there is concern in the trade over a proposal to come before the French

parliament in the fall that the entertainment tax on coin machines should be increased. "We shall do our best to fight such an increase," he said. "The trade simply could not support it."

Disturbing developments have resulted from the slump in trade—such as the stepping up to absurd proportions of commission offered to cafe proprietors and the attempts by certain importers to sell coin games direct to cafe men, thus by-passing distributors.

Certificates

As a move against this the Federation has introduced a scheme whereby special certificates are issued to all distributors who undertake to stand by agreed Federation principles of fair trading. French importers and manufacturers of coin equipment are being asked to safeguard the future of the coin trade by dealing only with certified distributors.

In a recent case of a concessionaire offering to sell coin equipment direct to cafe men, at trade prices, the Federation got an undertaking from the big French firm of Bussoz not to supply any further equipment to the concessionaire until he abandoned his price-cutting project, Faraut said.

The Federation's certificate program has been welcomed by coin men who are anxious to defend their interests and to

Coin Machine Export Chart

JANUARY, 1965

Country	Phonographs (new)		Amusement Games (new)		Totals	
	Quantity	Value	Quantity	Value	Quantity	Value
Canada	42	\$ 35,795	—	\$ 14,978	—	\$ 50,773
Nicaragua	10	8,638	—	2,005	—	10,643
Costa Rica	4	3,001	—	—	—	3,001
Bahamas	1	1,125	—	15,536	—	16,661
Jamaica	12	7,355	—	—	—	7,355
British Guian.	3	1,251	—	—	—	1,251
Ecuador	23	16,992	—	—	—	16,992
Peru	8	3,794	—	—	—	3,794
United Kingdom	28	20,518	—	65,910	—	86,428
Netherlands	26	22,227	—	50,336	—	72,563
Belgium	166	127,680	—	7,178	—	134,858
France	30	22,950	—	233,489	—	256,449
W. Germany	210	144,075	—	89,084	—	243,159
Austria	15	11,961	—	—	—	11,961
Switzerland	14	12,590	—	44,150	—	56,740
Italy	34	26,081	—	6,100	—	32,181
Japan	100	81,058	—	50,971	—	132,029
Nan Is.	2	2,190	—	12,281	—	14,471
Turkey	—	—	—	1,150	—	1,150
Bermuda	—	—	—	26,391	—	26,391
Sweden	—	—	—	9,730	—	9,730
Norway	—	—	—	3,532	—	3,532
Denmark	—	—	—	13,183	—	13,183
Thailand	—	—	—	1,270	—	1,270
Viet Nam	—	—	—	15,690	—	15,690
Malaysia	—	—	—	1,215	—	1,215
Korean Rep.	—	—	—	2,985	—	2,985
Australia	—	—	—	1,358	—	1,358
Rep. Saf.	—	—	—	2,401	—	2,401
Z. Rh. Ma.	—	—	—	4,092	—	4,092
Other Ctys.*	3	2,150	—	1,926	—	4,076
Totals	731	\$551,431	—	\$680,343	—	\$1,231,774

Source: U. S. Bureau of the Census, U. S. Export Statistics, Report FT 410, January 1965. Washington, D. C. Issued June, 1965.

Note: Report does not include amusement game export quantities.

*Other Countries includes countries for which U. S. exports through the current month are averaging less than \$1,000 per month.

safeguard the future of the trade, especially at a time when business is poor.

Ditchburn Sales Reported Up 21%

LONDON — The Ditchburn Organization, Ltd., of which Ditchburn Vending Machines, Inc., in the U. S. is a subsidiary, completed its fiscal year with a 21 per cent increase in sales, it was reported last week.

According to company of-

ficials, both sales and net profit set records for the year.

The parent company here supplies and operates juke boxes, background music equipment in addition to vending machines.

According to the Ditchburn (Continued on page 73)

CHICAGO COIN

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Satisfaction Guaranteed

\$10 Million in Credit for Rosen's Jukebox-Film Combo

PHILADELPHIA—Distributor David Rosen announced last week completion of a multi-million-dollar financing plan for his recently introduced "Filmotheque-Discotheque" machine.

"Banking accommodations have committed themselves to a \$10 million line for the handling of Filmotheque-Discotheque," Rosen declared.

Rosen is offering the standard Cinebox musicfilm machine and his own innovation, the musicfilm-jukebox unit, to operators on a basic \$20-per-week lease basis; but he is also selling the units outright.

Credit for Buyers

It is for the buyers of the equipment, Rosen said, that the financial interests have agreed to extend up to \$10 million in credit.

As recently reported, assembly of the Filmotheque-Discotheque machine is going on at a plant recently acquired by

Rosen here. The Cinebox machine is imported from Italy. "Our leasing program is available only to those experienced in the coin machine business," Rosen said. "We are not concerned with deposits or side drafts. We are leasing machines now to operators with options to buy. And a similar leasing program will soon be made available to distributors."

Distrib Appointments

Rosen also announced that distributor appointments will be made "later."

He is, meanwhile, discussing the production of component parts for his musicfilm-jukebox combination with several interested manufacturers.

Rosen was in Chicago last week, reportedly for talks with Rowe AMI officials on the subject of Filmotheque-Discotheque manufacturing.

Rosen is a major distributor of Rowe AMI coin-operated equipment.

Seeburg Dominates Minneapolis

Continued from page 63

few resorts are reported doing very well with discotheque.

City or country, the locations doing a job are almost always promoting with colorful window signs, interior banners, and pointed conversation with patrons. Little or no newspaper advertising is found.

One location which tried discotheque and then gave it up after a few dismal months, was described by the distributor as having failed entirely to promote the fact of discotheque. "You simply can't set up the equipment and let it go at that," he warned.

A downtown Minneapolis bar,

which set up a discotheque operation to run 15 minutes of every hour when the place's live music wasn't playing, has found it a useful, though not overwhelming, attraction. Yet, the owner admits that this is not a typical discotheque location, and the bar often puts in the coins to operate it. Now, as it happens, this particular location is preparing to replace the coin-operated version with a hostess-supervised discotheque in a separate, partitioned room away from the live music. The decision has nothing to do with acceptance of the coin-operated discotheque, but is another experiment, which may make this bar the first in Minneapolis with the live discotheque department.

As to outlook of coin-op discotheque, the pessimists among the distributors commented, "By its nature, it's a novelty, now on its way out," or "I don't think the outlook will improve much."

This was always countered, however, by the knowledgeable operators who claim to understand the principle of discotheque and even, as one operator does, have a "discotheque expert" on the staff who specializes in learning the special aspects of this music and its appreciation.

Their enthusiasm suggests that better understanding of discotheque's use is what separates the optimists from the pessimists.

First Theque In Nashville

NASHVILLE — Nashville's first discotheque location, the Reading Room, opened last week at 5th and Lea near downtown and met with immediate success.

Location owners Bob Bryan and Russell Hart found the club was a big hit with young adults. "We are averaging 250 to 300 customers a night," said Bryan.

Seeburg equipment was installed by Sammons-Pennington Company's Nashville branch for operator Joe Sisk, S & H Amusement Co. Home office of Sammons-Pennington is Memphis.

The club, attractively decorated, serves luncheon and dinner and has a dance floor.

How Is the 'Go-Go' Going

Continued from page 63

discotheque installations only to take them out a month or two later. Others have taken ghost locations and turned them into swinging money-earners with discotheque.

Where discotheque goes, it really seems to go-go-go. Earnings of several hundred dollars per week from the juke box are not uncommon. Minimum guarantees or rentals for \$50 per week seem more the rule than exception.

The future of discotheque seems to depend on the industry. Just as today, it does not exist in its original pure state, so tomorrow it will undoubtedly be altered.

In an effort to get the answers

on just what discotheque has meant to operators, Billboard has undertaken a comprehensive survey of the subject.

Reports have come in from a total of 46 cities. Billboard staff members Ray Brack, Aaron Sternfield, Elton Whisenhunt and Sam Abbott, plus this writer, have poked, prodded and probed discotheque installations in their areas to find out what it all means. Reports also came in from Billboard's nationwide string of correspondents.

Interviews were conducted with manufacturers, distributors, operators, location owners and sundry discotheque experts. The final result is a comprehensive study of discotheque from many angles. It is presented here and in subsequent pages.



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Texas Game Orders Up Following Free Play OK

HOUSTON—Free-play flipper game orders from principal Lone Star distributors are sizable in the wake of legalization of the equipment, according to reports from Chicago manufacturing firms.

"There's a rush of business from Texas," reported one manufacturer.

"We expect an increase in orders as the effective date of the new law approaches," declared another.

Due to take effect Aug. 30, the amendment of the State's penal law, passed by both houses of the Legislature in June and signed by Gov. John Connolly early this month, will permit the legal operation of free-play pinball games throughout the State.

Municipal Hurdles

Various municipal hurdles have yet to be cleared, however.

Here in Houston, for example, the city legal department has been asked to review the coin-operated amusement machine licensing ordinance. In so

requesting, Councilman Robert S. Webb said the action was necessary "to assure control over the machines and to prevent their use as gambling devices."

Added the councilman: "I understand that more than 5,000 of the new pinball machines are on their way to Houston."

Webb did not disclose the source of that figure. He said: "I think that if our police or treasury department has the right of inspection it will be a deterrent to their misuse."

Under a State law which permits collection of a fee half that levied by the State, Houston currently charges an annual \$5 license fee for all coin-operated games and juke boxes.

Drawn up through the determined offices of Dallas distributor, Abe Susman, of State Music Distributors, Inc., the penal law amendment measure was introduced by Sen. George Parkhouse and was sponsored in the House by Rep. Ben At-

Canteen Sales, Earnings Up

CHICAGO—Automatic Canteen Co. of America set new records for sales and earnings during its first three quarters ended June 12. Third quarter sales were \$66,370,000, compared to \$61,720,000 for the same period last year. Net earnings after taxes were up 67 per cent to \$1,980,000 or 30 cents per share, compared to \$1,182,000 or 18 cents per share last year.

Cumulative sales for the first three quarters soared to \$193,026,000, compared to \$182,233,000 a year ago. Net earnings from operations reached new highs of \$5,488,000, equal to 81 cents per share, compared to 1964 figures of \$3,422,000 and 51 cents per share.

well. Both legislators are from Dallas.

Parkhouse and Atwell fought unflinchingly for the key clause in the code amendment, which reads: "An immediate and unrecorded right of replay, mechanically conferred on players of pinball machines and similar devices, is not intended to be included in the phrase 'money,

For the Home Market . . .



THE AMBASSADOR is a new pool table introduced by the Irving Kaye Co. The non-coin operated model has an all-formica cabinet, with chrome-plated steel corner sections, two die-cast recessed scoring markers and five-inch reinforced leg casters. It also features a jam-proof trackless ball return system. The table is available in seven, seven-and-a-half, eight and nine-foot sizes.

Seeburg Picks Trade Press Vet for V-P

CHICAGO—Martin (Marty) T. Toohey, former Billboard coin machine advertising salesman and for the past six years general manager of the Cash Box coin machine department, has been named Seeburg Corp. regional vice-president for the Eastern U. S.

Toohey's appointment was announced last week by William Adair, Seeburg executive vice-president (sales).

A marketing major at New York University, Toohey was previously an account executive for the De Perri Advertising Agency in New York. He joined Billboard in 1955.

Toohey, his wife and five children reside in Englewood, N. J.

Cigaret Taxes Up in 20 States

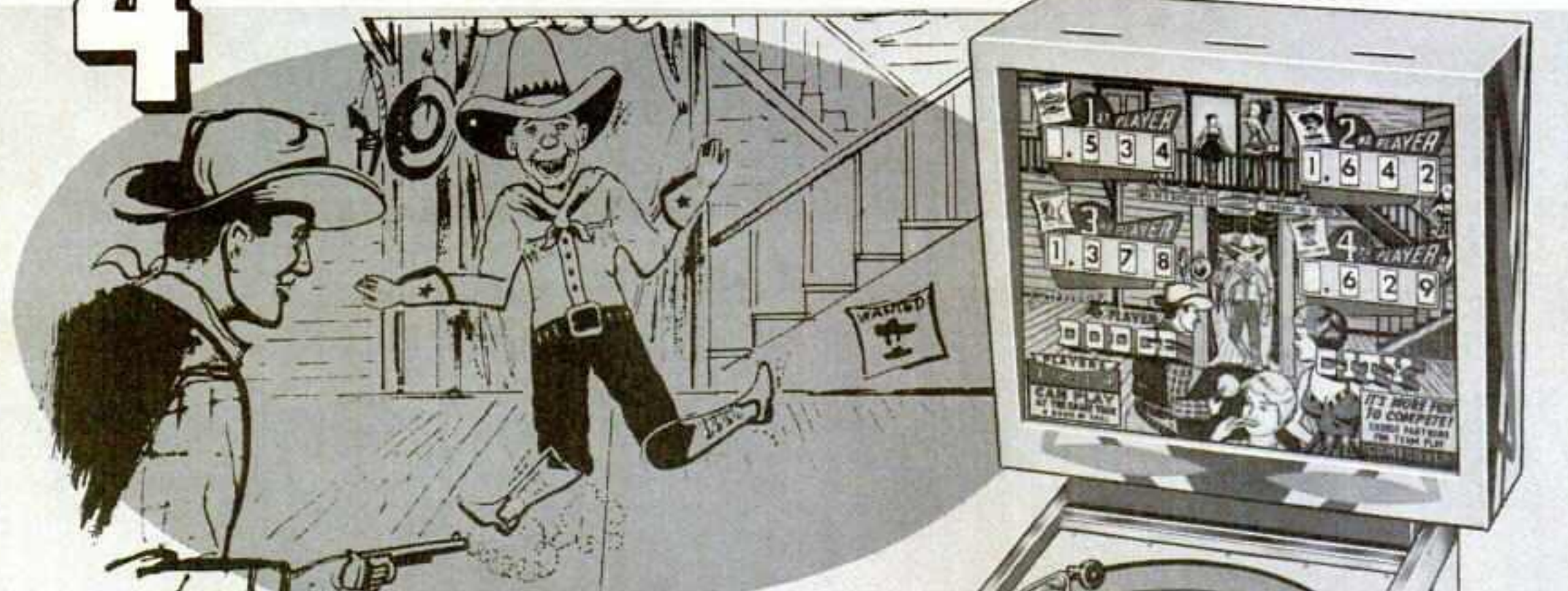
CHICAGO—Legislatures in 20 States increased cigarette taxes during 1965 sessions, National Automatic Merchandising Association legislative counsel, Richard W. Funk, announced last week.

Tax hikes have gone into effect in Arizona, Arkansas, Colorado, Connecticut, Hawaii, Illinois, Indiana, Iowa, Kansas, Maine, Massachusetts, Nebraska, New Hampshire, New York, North Dakota, Oklahoma, South Dakota, Texas, Washington and Wisconsin.

A 4-cent tax increase will be voted on by Oregon citizens in a referendum next year.

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Morris Gisser Dead

CLEVELAND — Morris S. Gisser, 63, known within and without this industry as an astute businessman and mild-mannered gentleman, died suddenly at his home here early Sunday, Aug. 1.

Cause of death was apparently heart failure.

Interment was Monday (2) at Mount Zion Cemetery here. Friends were asked that in lieu of flowers donations be made to one of the late businessman's

fondest interests, the Young Israel Synagogue of Cleveland. Gisser resided at 4430 University Parkway, University Heights, Ohio.

President of Cleveland Coin Machine Exchange here and involved in the business for over 30 years, Gisser had returned June 20 from a 40-nation tour of the coin machine export markets, during which he opened

Spain and Portugal to U. S. products for the first time in years.

Sudden

According to Gisser's long-time associate at Cleveland Coin, D. H. Liebling, death came without warning shortly after Gisser and his wife, Esther, returned home from visiting friends in Cleveland.

"He hadn't complained of illness," Liebling said. "He had suffered a heart attack some eight or nine years ago, but ignored it."

In addition to his widow, Gisser is survived by a son, Sheldon, a Cleveland attorney, and two daughters, Eileen, the wife of Cleveland Coin official Ronald Gold, and Miss Roslyn Gisser of Westchester, Pa.

"Strong Man"

Other enterprises in which the Cleveland coinman was involved included the Goodwill Loan Co. here, of which he was president and a partner with Liebling; the Ansel and Drexmore Realty Cos., both of which he was president. He was also executive director

of a group which has been planning the construction of an air terminal in downtown Cleveland.

Gisser was active on the board of governors for "Bonds for Israel" and was committee chairman for the "Young Israel Synagogue of Cleveland" fund drive.

"The industry has lost a strong man, a soft-spoken man—a man respected in and out of the business," Liebling said. "He worked hard and lived hard right up to the last minute. For him it was more fun to go to work than to play golf. He lived his business."

Coming Soon:

Aug. 15-16—Quarterly meeting of the Music and Vending Association of South Dakota, Deadwood, S. D.

Aug. 26-28 — West Virginia Music & Vending Association annual convention, Holiday Inn, Charleston, W. Va.

Sept. 11-13—Music Operators of America national convention and trade show, Pick-Congress Hotel, Chicago.

Sept. 17-19—Joint outing of the New York State Operators Guild, the Music Operators of New York and the Westchester Operators Guild, Neville, N. Y.

Sept. 18-19—Quarterly meeting of the Coin Operated Industries of Nebraska; Norfolk, Neb.

Oct. 10—North Carolina Coin Operators Association meeting.

Oct. 16-19 — National Automatic Merchandising Association convention and trade show, Miami Beach, Fla.

Oct. 22-23—Music Operators of Virginia convention, Hotel Roanoke, Roanoke, Va.

Nov. 14—Amusement Machine Association of Philadelphia, Inc.; 36th annual association dinner, Latin Casino, Cherry Hill, N. J.

Coin-Operated Car Wash Bows

VINELAND, N. J. — An automatic car wash operated by a half dollar coin has been placed on the market by Car-O-Matic Car Wash, Inc., here.

The device, designed by Angelo Napoli, reported to be a car-wash-system pioneer, consists of a 12-foot stainless steel arch which passes back and forth over a motionless auto, spraying, brushing and drying the the car in consecutive passes.

Company officials described the unit as measuring 36 by 44 feet, making installation possible in the typical lubrication bay of a service station or in an average-size garage.

The manufacturer is now appointing Statewide distributors, it was announced.

Information on equipment may be obtained by writing the firm at S. W. Boulevard here.

Ditchburn Sales

• Continued from page 70

chairman, the current year has started "reasonably well" and turnover is "up on last year." Vending in particular, he said, "is making very big progress."

He said the background music division is "expanding rapidly." He looks forward to another year of satisfactory progress.

The organization held its annual stockholder's meeting last week at St. Annes-on-Sea.

The U. S. subsidiary is headquartered in Chicago, Ill.

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*Fast action of new 20-Hole Playfield...refreshing new scoring simplicity of 20-Number Card without lines or sections...fascinating Red, Blue, Yellow and Green Card Zones with each color scoring separately...new Mystic Lines with up-and-down and sideways movement to provide maximum number shuffling flexibility...exciting 4-Star Feature with top bracket score appeal...old favorite Red Letter Games...popular Pick-A-Play Buttons...Star Rollovers...Extra Time...Extra Balls.

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Wurlitzer 2204	265.00
Wurlitzer 2404	395.00
Wurlitzer 2600	695.00
AMI 200 Sel. Wall Box	25.00
Seeburg 200 Sel. Wall Box	25.00
Seeburg 3W1	9.95
Wurlitzer 5210 Wall Box	35.00

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So. Dakota Program Set

PIERRE, S. D.—The program for the next quarterly meeting of the Music & Vending Association of South Dakota in Deadwood Aug. 15-16 has been announced by association president, Darlow Maxwell.

Hosted by past association president, John Trucano, the meeting will feature banquets on Sunday and Monday nights; a background music forum at 3 p.m. Sunday; a games and music seminar at 10 a.m. Monday and a general business meeting at 1:30 p.m. Monday.

Trucano, who is a director of the Music Operators of America and chairman of that organization's 1965 convention program committee, has informed MVASD members that the Deadwood meeting will offer ample opportunity to play golf.

Because of the avid golfing interest of such association members as Maxwell, secretary Earl Porter, director Ronald Manolis and others, Trucano recently suggested that the name of the association be changed to the "Music and Vendors Golfing Association of South Dakota."

COINMEN in the news

CHICAGO

Historical Note: A year ago this month a cinema juke box (Scopitone, by make) was brought in for a party of the Chicago society crowd at the Saddle and Cycle Club here. **Mark Cronin**, chairman of the benefit party for the Madonna Center, noted that the machine was a "great curiosity."



The party received big play in the society pages and apparently aroused the curiosity of location proprietors about town, for today there are over 50 musicfilm units of various makes in hotels, clubs and restaurants in the Chicago area. . . . Precision Novelty Co., you'll please note, has moved to a new location at 11532 S. Mayfield Avenue in Alsip, Illinois, announces company executive **Nels Malmgren**. . . . Seeburg Corporation president **J. Cameron Gordon** has announced the appointment of **Louis J. Nicastro** as vice-president (finance). Previously with the Inland Credit Corp., Nicastro is currently in Europe on a business trip for Seeburg.

Bob Slifer, executive director of the National Coin Machine Distributors Association headquartered here, has bounced back from a four-day bout with the flu and is taking a short vacation in Indiana with relatives. . . . Vacation—two weeks of it—is also being indulged in by Illinois Coin Machine Operators Association president **Bill Poss**, who recently underwent the back-to-back rigors of opening sparkling new quarters for his Valley Music Co. in Aurora and presiding over the quar-

terly meeting of the association in Springfield. . . . For the third year, Automatic Canteen Co. founder and chairman **Nathaniel Leverone** treated blind boys and girls to a baseball game at White Sox Park. On July 30 some 40 youngsters, all avid and knowledgeable fans, were Leverone's guests. And, thanks to **Jerry McCann** of the Sony Co., each blind child had his own transistor radio with which to follow the play-by-play broadcast of the Sox-Tigers game by sportscasters **Bob Elson** and **Milo Hamilton**. **RAY BRACK**

PHILADELPHIA

Ralph Globus has been appointed senior vice-president of Automatic Retailers of America. . . . **Myer Burt**, a route sales supervisor for Macke Variety Vending Co. the past year, has been named service superintendent. He has been with the Macke firm for nine years and succeeds **Benjamin Rubenstein**, who was recently promoted to service manager. . . . **Joe Moran**, WPEN disk jockey, will be in charge of the new discotheque installation at the center-city Ole Glory Ale House.

Jack Beresin, president of ABC Consolidated Corp. (formerly ABC Vending Corp.), and **David Rosen**, president of the Rowe AMI distributing firm of David Rosen, Inc., were named to help promote the benefit game between the Philadelphia Eagles and the Detroit Lions on August 15 at Franklin Field. The game benefits the Philadelphia Association for Retarded Children. **Mayor James H. J. Tate** is honorary chairman of the benefit football game. **MAURIE ORODENKER**

Wurlitzer Sales Down in June

NORTH TONAWANDA, N. Y.—Wurlitzer Co. president R. C. Roling announced last week a sharp decline in expected June sales, both wholesale and retail, attributing the record to the anticipated repeal of the 10 per cent manufacturers' excise tax.

"A great many potential customers simply deferred buying our products in June expecting that the law would be repealed which was done effective June 22, too late, however, to make June a profitable month," Roling explained.

He said the repeal would definitely stimulate sales in the future.

Wurlitzer's consolidated sales for the quarter (April, May, June) totaled \$8,974,599, compared with \$7,176,026 for the same period last year.

California Problem

Continued from page 66

way, "Discotheque is great. It is opening up new locations to operators."

At the R. F. Jones Company, AMI distributor in the area, **Chuck Klein**, branch manager, had this to say, "discotheque is moving ahead and a big jump is expected Jan. 1 when the 10 per cent night club (entertainment) tax will be dropped. More places will permit dancing. Many operators are looking to the future and setting up discotheque with this in mind."

H. O. Chapman, executive in King's Distributing Company, Southern California outlet for Rock-Ola, predicted a popular future for discotheque. "It has possibilities but operators must pick the right locations," Chapman explained. "The operator must understand discotheque and properly merchandise it. Discotheque fills a definite need and offers operators a tremendous potential. There is a sufficient record supply from several sources and music for any type of location."

Missouri Waltz?



WRONG. It's a round robin handshake involving (from left) **Ed Blankenbecker**, Seeburg national sales manager, phonograph division; **Dave Sutherland**, **Bill Litzinger** and **Bill Sutherland**, principals in Sutherland Distributing Co., Joplin, Mo., and **Bud Lurie**, sales manager for Williams Electronic Manufacturing Corp. The occasion was Sutherland's grand opening in Joplin recently.



GOOD CROWD was on hand at recent Sutherland Distributing Co. grand opening in Joplin, Mo. Many of the guests got so interested in Williams' games in the distributor showroom that they had no time for refreshments.

Irv Webb Dies, Was Rock-Ola Vice-President

CHICAGO—Irv Webb, 59, former Rock-Ola vice-president and most recently a jobber and operator of coin-operated equip-

ment in Altadena, Calif., died there recently of a heart attack. Webb is survived by his widow, Corlette.

The veteran coinman was with Rock-Ola from 1934 through the World War II years. He left to become a distributor for the company in Chicago.

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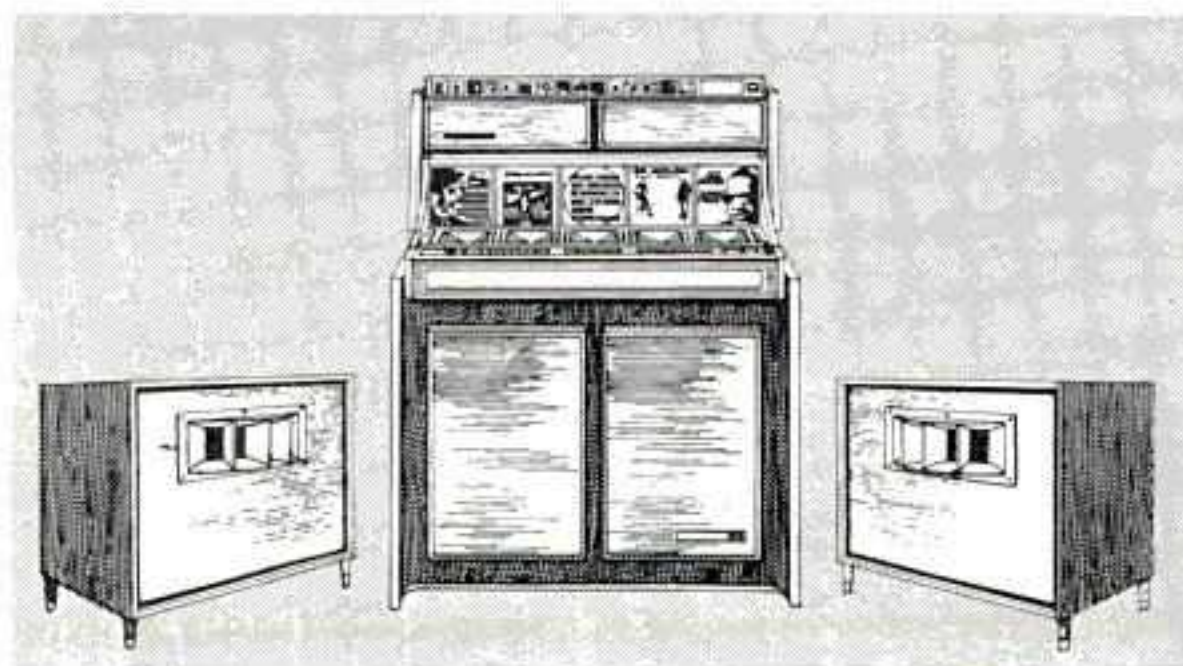
Here's the key that opens the door to a whole new future for the coin-music industry.

In helping set up thousands of Seeburg Discothèques from coast to coast with the Seeburg LP Console/480, the famous Rhythm Twins floor-level speakers, and the unique Rec-O-Dance** record libraries, we noted an unusual fact about this combination:

As many people come to Discothèques to just sit and listen as come to dance!

What brings them there? They experience the unbelievable, exciting quality of Seeburg Big Sound, and they come back again and again for more!

* Discothèque—a library of records for listening and dancing.
** T. M.



We believe this experience points the way to a new Golden Age of coin-music, in which the coin-phonograph will come into its own as another major form of public entertainment comparable to radio, television or the movies.

The public has never heard sound like Seeburg Big Sound before. In

order to hear and enjoy it, people will throng locations as never before. Your locations!

That is, if you have the foresight to install Seeburg's winning combination now. You know how much money there is in hindsight! Call your Seeburg distributor today.



ALBUM REVIEWS



Pop LP Spotlights are those albums with sufficient sales potential, in the opinion of Billboard's Review Panel, to achieve a listing on Billboard's Top LP's charts. Spotlight winners in other categories are selected on the basis of their potential to become top sellers in their respective areas.

POP SPOTLIGHT

SEPTEMBER OF MY YEARS

1105 Frank Sinatra. Reprise R 1014 (M); FS 1014 (S)

By far one of the most important and finest mood albums in the Sinatra catalog. The union of Sinatra and Jenkins reflecting the September years is unparalleled. The choice of repertoire is perfect. Sinatra's lyric delivery and emotion is matched musically by the sensitive and tasteful strings of Jenkins, "How Old Am I" being a prime example. A sales giant.



POP SPOTLIGHT

LOOKING BACK

Nat King Cole. Capitol T 2361 (M); ST 2361 (S)

Outstanding package of the blues as only the late "King" felt them. These are singles hits such as "Send for Me" and "Looking Back" that have been freshened with enhanced sound and well programmed by Dave Cavanaugh for this rare album ensuring a sales blockbuster.



POP SPOTLIGHT

ELVIS FOR EVERYONE!

Elvis Presley. RCA Victor LPM 3450 (M); LSP 3450 (S)

What can be said for this LP destined for the top of the charts? It's Elvis and it contains some of his biggest singles hits gathered in one LP for the first time and aptly titled "Elvis for Everyone." A sales monster!



POP SPOTLIGHT

I'M THE ONE WHO LOVES YOU

Dean Martin. Reprise R 6170 (M); RS 6170 (S)

The new Martin sound is heard in a dozen country-blues-flavored pop tunes, some ballads, some rhythm. His approach to "King of the Road" and "The Birds and the Bees" is unique and well done. The winning formula of Martin, arranger Freeman and producer Bowen spell more success with this well planned LP.



POP SPOTLIGHT

TONY'S GREATEST HITS, VOLUME III

Tony Bennett. Columbia CL 2373 (M); CS 9173 (S)

Another sales giant for Bennett as he incorporates his recent singles successes into one powerhouse package. With his "I Left My Heart in San Francisco," "This Is All I Ask" and "Who Can I Turn To" included he can't miss climbing the top LP chart rapidly.



POP SPOTLIGHT

JUDY GARLAND & LIZA MINNELLI "LIVE" AT THE LONDON PALLADIUM (2-12" LP)

Capitol WBO 2295 (M); SWBO 2295 (S)

A double-barreled powerhouse album. Recorded during their performance at the London Palladium, Judy shares the spotlight with Liza who steals the limelight with a comedy medley built around "Take Me Along." A sales bonanza.



POP SPOTLIGHT

ONLY THE BEST

Ferrante & Teicher. United Artists UAS 6434 (S)

The wizards of the piano can't miss with this exciting and well-planned package. They freshen "Downtown" with their unusual and unique approach. This is noted in "Fiddler on the Roof" as well. "If I Ruled the World" is a standout with almost a semi-classical treatment. Beautifully executed.



POP SPOTLIGHT

THE MOODY BLUES #1

London LL 3428 (M); PS 428 (S)

Currently riding the British charts with their hot single, "From the Bottom of My Heart," which forms the basis for this LP, the group of five English lads combine a solid blues wail with a driving dance beat to produce a package aimed right at the teen market. Exceptional cuts are their recent U. S. smash, "Go Now," "Can't Nobody Love You" and Ira Gershwin's "It Ain't Necessarily So." A rapid chart climber.



POP SPOTLIGHT

MORE AMOR

Eydie Gorme & the Trio Los Panchos. Columbia CL 2376 (M); CS 9176 (S)

Following the success of their first album, "Amor," the winning combination of Gorme and the Trio encore with an even more exciting package of lush Latin American love songs. The unique Gorme talent is expanded as she collaborates with husband Steve Lawrence on a tune titled "Mas Amor" which is a highlight in the LP.



POP SPOTLIGHT

HERE & NOW!

George Shearing. Capitol T 2372 (M); ST 2372 (S)

Set against a lush string choir providing a rich sound backdrop, the inimitable George Shearing Quintet is magnificent. The exciting package contains such "standard" melodies as "Call Me Irresponsible," "People" and "Dear Heart." With subtle Shearing arrangements of tunes from the pens of Henry Mancini, Anthony Newley and Jule Styne the LP is pleasurable listening.



POP SPOTLIGHT

THE DECLINE AND FALL OF THE ENTIRE WORLD AS SEEN THROUGH THE EYES OF COLE PORTER

Kaye Ballard. Columbia OL 6410 (M); OS 2810 (S)

The madcap antics of Kaye Ballard and exceptional cast make the unfamiliar collection of Cole Porter material a delight to the ear. Miss Ballard's versatility is clearly demonstrated. Well produced package.



POP SPOTLIGHT

SKITCH . . . TONIGHT

Skitch Henderson. Columbia CL 2367 (S); CS 9167 (S)

This group presents an album of swinging big band arrangements that just won't quit! The Skitch Henderson orchestra generates excitement and imagination. The Bobby Haggart jazz-blues number "So What Else Is New" features Clark Terry for a truly rocking highlight in the well-produced album.



COUNTRY SPOTLIGHT

BEFORE YOU GO/NO ONE BUT YOU

Buck Owens. Capitol T 2353 (M); ST 2353 (S)

This powerful LP is destined for the top of the country chart. The well-planned program is full of variety and Owens' sensitivity for plaintive ballads is clearly demonstrated. His exciting rhythm feel is all there in "There's Gonna Come a Day" featuring tremendous Owens guitar work. "Charlie Brown" is a must for listening!

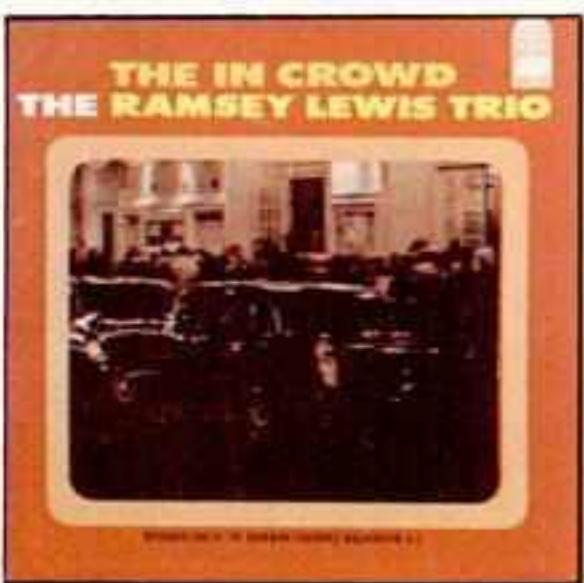
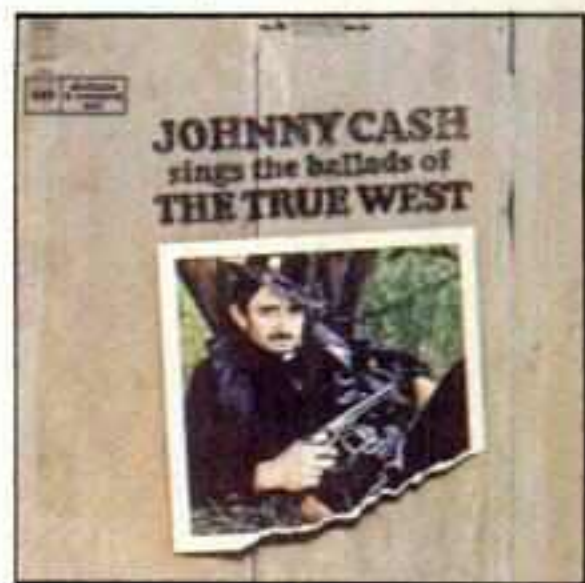


COUNTRY SPOTLIGHT

JOHNNY CASH SINGS THE BALLADS OF THE TRUE WEST (2-12")

Columbia C2L 38 (M); C2S 838 (S)

This two-disk set is outstanding in concept and in performance. Cash, in a series of songs tied together with narration, imparts the flavor of the West. Material includes "I Ride an Old Paint," "Hiawatha's Vision," "Mr. Garfield," "Green Grow the Lilacs."



JAZZ SPOTLIGHT

THE IN CROWD

The Ramsey Lewis Trio. Argo LP 757 (M)

Leading off with their hit single "The 'In' Crowd," the trio proves again that they are definitely "IN." Recorded live in a Washington nitery, a sense of participation is created as the audience sounds ride with the music. Eldee Young's cello solo on "Tennessee Waltz" is something to hear—including his "Flamenco" intro to the number.

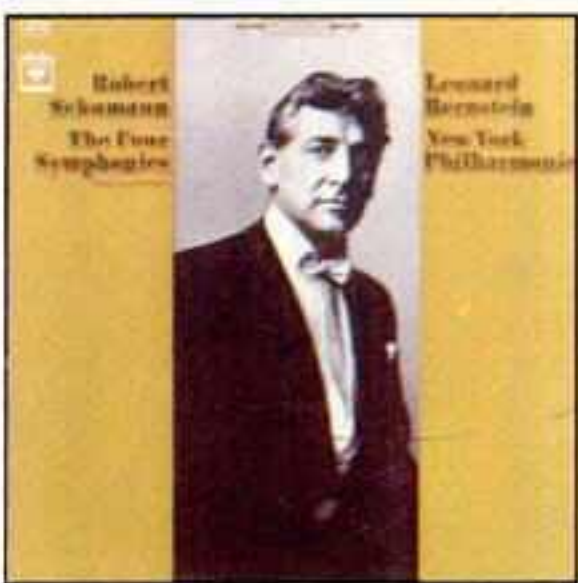


CLASSICAL SPOTLIGHT

MARIA CALLAS SINGS ARIAS BY DONIZETTI AND ROSSINI

Angel 36239 (M); S 36239 (S)

This is the prima donna at her best. Each of these arias are from lesser-known operas, but Miss Callas' renditions show them to be rich and more deserving. Her opening aria is especially grand and Miss Callas shines out. Her tone and quality is of the highest order throughout. Rescigno and the orchestra give the singer ample freedom while displaying proper balance.

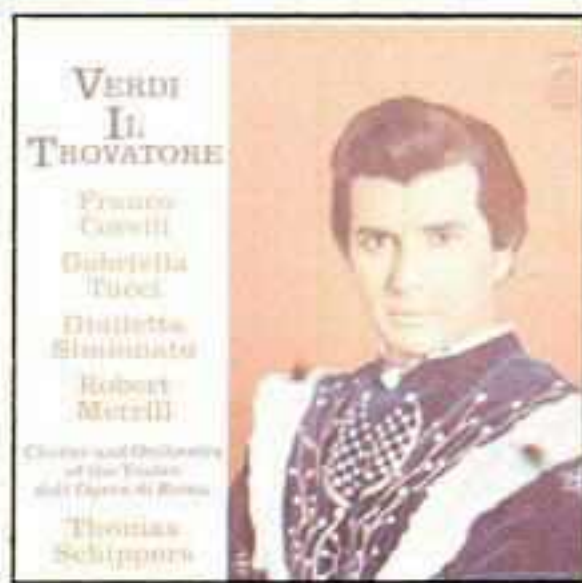


CLASSICAL SPOTLIGHT

SCHUMANN: THE FOUR SYMPHONIES (3-12")

New York Philharmonic Orch. (Bernstein). Columbia D3L 325 (M); D3S 725 (S)

Bernstein and the Philharmonic group faithfully adhere to Schumann's original orchestration. Bernstein interpretations are objective and contain no superficiality. All in all a highly rewarding and unique listening experience. A 3-LP package.



CLASSICAL SPOTLIGHT

VERDI: IL TROVATORE (3-12" LP)

Various Artists. Angel CL 3653 (M); SCL 3653 (S)

A brilliant performance of one of the more popular operas. Cast, superior recording and packaging should make this a strong seller.



CLASSICAL SPOTLIGHT

ROSSINI: STABAT MATER

New York Philharmonic Orch. Columbia ML 6142 (M); MS 6742 (S)

Vivid and gifted voices and a beautiful translation by the conductor make this album outstanding. It is emotionally powerful, superbly executed and gracefully controlled. Tito del Bianco reminds of Caruso in feeling. Martina Arroyo and Beverly Wolff contribute a great deal. The Camarata Singers are marvelous; their singing is moving.