House OK's Revision — Senate Snarl Next?

By MILDRED HALL

WASHINGTON—New that the House has passed the histori Copyright Revision bill H.R. 3512, including the first requirement for jukebox royalty since 1909—all eyes are on the Senate side.

The Senate Copyright Subcommittee, which officially concluded its hearings last week, one day after the House acted on the revision, may come up with a twist of its own: the highly controversial performance royalty, for artists and/or manufacturers of the records played publicly for commercial profit on the air, in jukeboxes, and elsewhere. (See separate hearings story.)

If the Senate Judiciary Committee amends its bill (S. 597) to include this provision, a wrangle of terrific proportions is expected. It could seriously delay what otherwise might be a fairly fast passage, possibly within this session.

Nevertheless, the Senate subcommittee under acting chairman Quentin Burdeick (D., N. D.) has continued to explore the moral rights and practical aspects of such a royalty, right into its last day of hearings. The House Copyright Subcommittee and the Copy right Office thought it better to leave the record royalty decision to "some future Congress," although they were not opposed in principle.

There still remain some issues in fairly warm dispute: (Continued on page 10)

Korvette Executive Urges Coding by Computerization

By ED DURBS

NEW YORK — E. J. Kor- vette's top merchandising executive has called on the record industry to prepare for full entry into electronic data processing by retailers.

Abraham Jacobson, Korvette's senior vice-president and director of merchandising, said record producers, through some trade organization, should work toward a "standard numeral system" for cataloging records so that one system could be fed into EDP computers.

Jacobson also urged manufacturer to begin letter-coding record jackets with the A, B, C, D and E price coding employed by many mass merchandisers. He said record manufacturers could accomplish this very easily by pre-coding the jackets at the time they are printed. He added that the pre-coding would cost manufacturers very little and save retailers considerable costs.

(Continued on page 10)

EMI Move Aids All-Stereo Cause

By GRAEME ANDREWS

LONDON — The long-awaited move to stereo-only album production in Britain received its biggest boost last Wednesday (2) with the announcement by EMI that, with its July classical releases, it is dropping mono classical production. All future classical releases will be issued in stereo only. A decision on whether to switch to exclusive stereo production on pop album pressings will be made before year's end.

The announcement comes in the wake of a proposal by Jae Holzman, president of Elektra Records, that monaural production be discontinued, and all album prices be pegged at the stereo level (Billboard, April 8).

The contention of the U. S. executive is that the manufacturer can save an average of 10 cents a record in production costs with the elimination of two jackets and two inventories, and that the dealer, distributor, record buyer and one-stop can reflect similar economies through easier inventory control.

Hailed by Retailers

The EMI announcement has been welcomed by (Continued on page 10)

Industry Sees Singles Sales Slump Dying; Peak LP Sales

By HANK FOX

NEW YORK — While single sales took a sharp tumble during the year's first quarter, recordists on all industry levels are expecting a change within the next few weeks. Album sales reached new highs.

Spinning off from a strong Christmas sales period, singles began slipping early in the new year and have not since recovered. Of the dealers, record buyers, distributors and manufacturers interviewed, a few attributed the soft sales to purely a seasonal phenomenon, but most believed it to be more profound.

According to Billboard's Record Market Research (RMR) di vision, 45 rpm record sales in movetack locations slumped 47.5 percent under last year's total in the comparable first eight-week period—the nadir in RMR's eight-year charted sales history. (see graph.)

The singles slump has meant a $5.4 million loss to the record dealers over the first two months of last year, but album strength has shifted his income from record sales to a profit of $2.5 million for the same time span. LP sales continued its upward climb, posting a 22.9 percent gain over Jan.-Feb. 1966 figures. (Continued on page 10)

E. Germany: W. Germany 'Verboten'

By OMER ANDERSON

BONN-East Germany has canceled all co-operation with West German record companies, with the Bayreuth music festival and with West German music generally.

East Germany is hinting strongly, too, that it may extend its ban on West German music contacts to the appearance of American artists in the Communist area of Germany—the so-called "German Democratic Republic."

Concerning West German record companies, the East Ger

(Continued on page 60)
Eddy Arnold sings a soft ballad that says hard cash!

"Misty Blue" 

\% \% "Calling Mary Names" #9182
Ampex Enters Cassette Derby — Key Titles Out Within 2 Mos.

By RAY BRACK

CHICAGO — Ampex Stereo Tapes will announce within 60 days that a number of its key titles from its catalog will be produced and marketed in music stores.

AST general manager Don ald simulated two new statements from authori­ tative sources in the musical world that have endorsed the cassette concept. We believe the addition of some of our, labels will go a long way to enhance the cassette concept." He said.

Gates Rubber Gains Control Of Lear Jet Industries

DENVER — Control of Lear Jet Industries was acquired last week by Gates Rubber Co. with the purchase of 12.7 percent of the company's shares or approximately 60 per cent of Bill Lear's stock in the firm he founded 17 years ago. Gates, the 53-year-old Denver-based company that manufactures, for example, the nation's sixth largest rubber products manufacturer and the largest U.S. producer of V-belts. Its sales grossed $259 million in 1966.

The Gates acquisition includes the complete Lear Jet operation embracing the company's three major divisions: avionics, aircraft, and aerospace. The divisions were developed five years ago (April 13). At that time, Lear's entry into the stereo cartridge field in com­

New Liberty Guitar Plan

LOS ANGELES — Liberty has launched its national guitar products program, running through May 31 under the name of "Guitars For a New Liberty". The campaign, last year, Lib­erty reported sales of some 32 million dollars in sales promotion and the promotion. This year, general manager Bud Davis esti­mates the program should shoot past that mark by 25 per cent. New program items include "More 50 Guitars In Love" and the Ventures, "Super Psychadelic" and "More Ventures". Both of these items, according to Liberty, will reach record outlets.

R. O. Price on List

NEW YORK — R. O. Price was added to the list of executives reporting to Harry E. Jenkins, newly ap­pointed vice-president and general manager of RCA Victor, in a new restructuring plan. Price is manager of manufacturing and recording.
Executive Turntable

Nathan DuRoff has been promoted to executive vice-president of Jubilee Industries, Inc., DuRoff co-founded the Monarch pressing plant in Los Angeles. When Monarch was acquired by Jubilee in 1961, DuRoff continued as Monarch's operating head. Marvin Holder has been named new staff promotion director at Dunhill Records. He was formerly an independent promotion man in Cleveland, with previous sales positions with King and Roulette in that city.

Dennis Minogue has been moved to an A&R representative at ABC Records. He will report to Bob Thiete, ABC's A&R chief.

Joe Senkiewicz has been named promotion manager for Mercury Distributors, New York branch for the Phillips, Smash and Fontana lines. He replaces Norman Rubin, who left the company. Senkiewicz entered the record business with Beta Distributors in the early 1960's.

Harry C. Bell has quit as director of sales for the Gotham Record Company to become special media consultant to the director of public information for the Department of Health, Education & Welfare. Richard M. Stone takes over at Gotham.

Dick Kline has joined the Atlantic Records promotion staff in Miami. Together with Leroy Little, based in Memphis, Kline will cover the South. Kline has been Southern regional manager for London Records for five years, concentrating on singles. Before that he was with Disneyland and King records.

Columbia Records' West Coast regional sales representative for ASCAP, he will make his headquarters in Los Angeles.

Ken Joffe has been appointed director in charge of special projects for Aurora Productions. Joffe will concentrate on development of new products and expansions of territories. He also

By CHARLES BARRETT

PHILADELPHIA — The management of ACU Records was called under fire at the 44th Annual Convention of the American College of Union, held at the Benjamin Franklin Hotel here, Sunday through Wednesday (9-12).

Complaints from college and university administrators against unscrupulous record companies have been mounting. Sen. Vincent R. Sabato, Jr., chairman of the ASCU's committee on relations with record companies, thinks college radio stations and college publications are being used by this industry to gain favor of students.

Artists Assailed

The discussion included also touched upon artists. Complainants were against such groups as the Beverley Ross and the San Fran, and the Cocks and the Winners. It was pointed out that these acts apparently are drawing fans away from other groups, thereby keeping them from appearing.

The same statement was made with respect to Ray Charles and the Coasters. Their names were mentioned by several members of the audience at this point that the ASCU was either not being properly organized in the area of entertainment negotiations. The ASCU has been named several times as being poorly organized in the area of entertainment negotiations.

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You can feel the power of The Glories.

An overwhelming performance by The Glories creates a single that everyone within hearing chooses as the next top ten smash. Listen and you'll get that hit feeling, too.

**I STAND ACCUSED**
(Of Loving You)
2146
Produced by Bob Yoney

A great date to remember.
WORKS ON ALL LEVELS

Wax’s Museum Filled With Live Action Promo Pieces

NEW YORK — The traditional function of the independent promotion man — to take his client’s record to the disk jockey and convince the deejay that it’s worth of airplay — is still his most important duty.

But today’s promotion man, unlike the hypester of a decade ago, doesn’t rely solely on his persuasive powers, and station visits are only part of the independent promotion man’s chores.

For example, while public relations editors of major record companies and publicity editors supplied with filler material, deejays are generally overlooked.

Promotion man Morty Wax provides deejays with trivia which can be used at the appropriate moment.

Wax handles promotion for a Breonna record which will get more than its share of Tony nominations. Before the awards, he management will list all the Tony nominees, thus enabling them to discuss music from the BrownScene with a degree of conviction.

Works With Firm’s Man

Wax works closely with local promotion men when he does promotions for a firm which will send the regional promotion men mailing pieces which they can distribute locally, and he’ll work with local distributors and regional promotion men to set up television shows and press interviews.

Another wing of the Wax operation is a public relations agency, which Wax operates as a separate entity. Between the two, Wax grossed $55,000 for the six-month period which ended March 31.

Wax, who represents recording artists, Broadway shows, record companies and publishing firms on the promotional level, keeps up a constant mailing barrage aimed at disk jockeys. And while much of the material is a direct plug for the client, a good deal of it is information钙lated to assist the disk jockey with his between-record talks.


Publicity Clients

His publicity clients include Peer-Southern, Music/Inside, the Grassroots, Grasshopper Group, Phil Garuss productions, Seniors & Shyner Management, Paul Tam-Non Productions, Fredana Management and Vincent Youmans music.

His staff includes Allan Rinde, manager of record promotion; Barbara Kent, Jr., radio and press interviews; and Hollis Mellett, Girl Friday.

Japanese Revision Bill Runs Into Delay on Final Drafting

TOKYO—Despite all the re- cess talk about a complete re- vision of the Copyright Law, the Ministry of Education announced postponement of submit- ting a bill to the present ses- sion of the Diet. This is due to the delay in drawing up a final draft which the Ministry has been working on. To save the copyrighted works whose protec- tion term will expire this year, the Ministry, instead, has submitted a partial amendment of the present law whereby the current copyright term of life of an author plus 53 years after his death will be extended by two years.

The over-all revision of the Copyright Law is well under way by the Ministry, and a bill will be promoted in the next session of the Diet. However, the Ministry expects the new law to go into effect as of June 1960, or January 1970 (not January 1968 as previously reported). Some industries, in- cluding record, film and broadcasting firms, have a strong in- terest in the revision bill and they requested that the government wait for about a year after approval of a new bill by the Diet. The industries claim that the amount of time as preparation.

SMG Slates Sales Meets

NEW YORK — MGM Rec- ords launches its first series of regional sales meetings of the year this week, with 10 execu- tives introducing May product to buyers from different regions. Sessions will be held in Washington April 17, New Orleans April 18, and Seattle April 20. Attending from MGM will be Monte Nas- atir, president; Lenny Scher, director of marketing; Art Den- ish, vice president; Al Greenberg, MLG SP sales manager; John Mah, advertis- ing manager; Frank Mascini, client relations manager; Phil Piccone, budget line manager; Mel Price, tape products manager; Dave Sotman, in charge of the Wax agency by Dave Greene, manager of engineer- ing.

Otis Returns From Europe; Deals in Hand

NEW YORK — Clyde Otis has returned from Europe where he completed several subsidiaries’ negotiations on behalf of his Eden Music. Eden Music, Ltd. will be managed by his former manager, Graham in- land. Deals also were completed with Gerard Toumier Etudes cit de France, Ediciones Music de Es- paña, for Edgar H. Stein Edi- zioni Musicali for Italy, Ediciones Intro for Germany, and Serent Music for Japan.

Otis also arranged for Victor Publishing Co. to handle the Eden catalog in Japan and with Produckjap Gramophone for Japanos, the Victor records are being distributed with publishing firms in Australia, and with several Latin Ameri- can countries.

C&W DISK TOPS UK CHART; 54 ON HOT 100

NEW YORK — “Release Me,” the noted country standard, is at the top of the British charts. The label of the disc is also on the Hot 100 this week, in 54th place. Last week it was 71. “Me” is also on top of the Eire chart and is very high in Singapore and other world markets.

“Release Me” is British Decca’s second giant hit with a company to have sold over a million copies of the album. The record has sold over a million singles and has been charted for 15 weeks. “Release Me” is a Four Star copyright.

In the United States, in the pop and c&w fields have had high sales for “Me.” In this country, sales include Kity Wells, Kay Price, Esther Phillips, Patti Page, Lefty Frizzell, Everly Brothers, Billy Vaughn, Buck Owens, Pat Boone, Wilburn Brothers and many others.

Meaux Inks Deal

NEW YORK — Huey Meaux has signed an independent production deal for the Jubilee and Joe- lie label. The first two artists he will record for Jubilee-Joie will be Rippy Tide and J. J. Staley.

Beaton & SCREEN STAR SHIRLEY JONES and actor-husband Jack Cassidy, Radius Records’ promotion man, attended a talent party at the Holiday Inn Downtown, Cincinnati, April 7, hosted by Cincinnati’s “Miss Ohio” and “Miss Cincinnati” candidates.

The party followed an engagement at Cincinnati Gardens the same night, where the Williams- Monroe aggregation played to 8200 in attendance, despite the low $5.00 and $6.50. Miss Jones and Cassidy were in Cincinnati with the "Wait Until Dark" night show.
OUT NOW!

Aretha Franklin

"RESPECT"

Atlantic #2403

TO: ALL ATLANTIC DISTRIBUTORS

IN RESPONSE TO OVERWHELMING DEMAND FROM DEALERS, ONE
STOPS, DJ'S AND DISTRIBUTORS, WE ARE RUSH-RELEASING
"RESPECT" BY ARETHA FRANKLIN FROM HER HIT ATLANTIC
ALBUM, "I NEVER LOVED A MAN THE WAY I LOVE YOU".
ARETHA'S CURRENT HIT, "I NEVER LOVED A MAN", IS IN
THE TOP 10, NATIONALLY. THE EXCITEMENT AND ENTHUS-
IASM OVER "RESPECT" INDICATES WE WILL HAVE TWO
SIMULTANEOUS SMASH HITS BY ARETHA FRANKLIN. STOCK
AND DJ COPIES ARE ON THE WAY TO YOU NOW. RUN!

JERRY WEXLER

From her hit album...
I NEVER LOVED A MAN
THE WAY I LOVE YOU

Atlantic #8139/SD8139

ATLANTIC RECORDS
Letter to The Editor

Hails McLendon
Editor:
TO THE MCLENDON RA-
DIO STATIONS: YOU OR YO
R STATEMENT OF POLICY
IN THE APRIL 8 ISSUE IS
NECESSARY. I ONLY WISH
THAT COPIES OF YOUR STATE-
MENT COULD BE NATIONALLY
PUBLICIZED ON "VAST ENOUGH
TO ENCOURAGE THOSE
WHO HAVE FELT THAT THEY
ALONE WERE DISTURBED BY
CURRENT TRENDS, BOTH IN AND
OUT OF OUR FIELD. THANK
YOU.
MRS. MILDRED R. BURNST
270 PENDLETON, PALM
BEACH, FLA.

Classical Chart
Editor:
For literally months—since its release—Billboard Best Selling Rail LP chart lists the fell RCA Victor release, "Opening Nights at the Met." It has not been a "hit" to us or our Victor distributor, D. D. Distributing Co. since last December. Whenever we try to get a few copies, we are told they were sold out for months—and yet you continue to list the record set.

Would you be kind enough to have someone explain this to me? Also, we cannot accept the answer that those retailers who report to you had cornered the market when the set was first released.

I. Wildhorn, Hurricane, Baltimore

Editor's Note: The best selling RCA Victor LP's reflect dealers sales. Some dealers and distributors may still have copies of records for sale after the factory is out of stock.

Market Quotations

(As of Noon Thursday, April 13, 1967)

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Over-the-Course

(As of Noon Thursday, April 13, 1967)

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*Over-the-course prices shown are "Bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represents actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

APRIL 22, 1967, BILLBOARD
House OK's Revision —Senate Snarl Next?

**Millie' Album Cited by RIAA**

NEW YORK — The Record Industry Association of America last week certified Decca's own album, "Millie," the original album of "Thoroughly Modern Millie," for more than a million dollars in sales. All future jackets will carry the RIAA seal. The album, which was marked down less than four weeks ago, was inartificially omitted from any money collected is noted to the non-program.

An amendment has exempted State and county fair and livestock shows, not more that 16 days. This means that no money collected at the fairs will have to pay the performers fees to any copyrighted material. Hotel "moneymakers from "hometone" and stereo equipment sales. Fair use is rather broadly defined in this law, also. Teachers and teachers from infringement in which uses books and are exempt from copyright liability if a recent N. Y. District Court has ruled on "profit" stands.

The Copyright Sub-committee is also too happy to see the admittance burdened Home Record Dealers, and even the way—although the $8 per box is considerably lower than the $15 computed in the bill, and perhaps a little too low, judging from their comments during hearings. The CATV issue goes to House Commerce Committee for regu- latory bill, and the House Judiciary Committee reluctantly wants for the assessees committee

Drusky Resigns Post at SESAC

NASHVILLE — Roy Drusky has resigned as manager of the Nashville office of SESAC, and has been appointed manager of the Baton Rouge, Drusky, "Grand Ole Opry" star who had managed the of- fice for the past three years, said the press on the resignation. The reason for his resignation.

Talbot, co-owner of Harry Bellum Publisher, Sound of Nashville, a record publisher, who is also a guitarist, and worked on the road with Hank Snow.

Industry Sees Singles Sales Slump Dying; Peak LP Sales

**Continued from page 1**

In the first eight weeks, the industry has sold about $49,260,360 in sales. Singles accounted for more than $6 million while LP's grossed $43.2 million.

Dealers ranked the major record sales. RPM figures show the Top 100 singles, which grossing $54.4 per dollar in volume. Total pop sales (all sales, excluding jazz, blues, and comedy) are about $30,665,000, up last year's comparable period.

Although the percentage of total sales singles (LP's) were better than 80 percent in January over the corresponding 1966 periods, dealers and rank jobbers report they have noticed a leveling off and some signs the market will re- cup. Several industry figures cite the state of the national economy as the key factor be-

Executive Turntable

**Continued from page 4**

division. Joffe recently was associated with A&B management and will set up last summer's Barbra Streisand tour. He will divide his time between New York and the West Coast.

Joe Simone has been named manager of the Independent Record Division of Motion Picture, a division of Main Line Cleveland, Inc., replacing Ed Rosenblatt. Simone was Los Angeles branch manager for Liberty Records, after serving in the same capacity for Main Line Cleveland.

Independent producer Brad Miller has been appointed vice-president of the Ch difficulty, Corp., San Francisco, purveyors of "total environment" entertainment to nightclubs and the concert market, new executive general manager with Golden State Recorders, Inc., but will continue the development of his Mobile Fidelity Productions in Burbank and San Francisco.

John J. Pacconi has resigned as national sales manager for Concord Electronic's consumer products division. ... George R. Smith, former chairman of his company, 12 months, and a director of several companies, has been elected a director of Tenna Corp., manufacturer of tape cartridge players for the home and automobile.

Korvette Executives Urges Coding by Computerization

**Continued from page 1**

We are in a business where you can't do one thing and you can't do another. You can't do one thing and you can't do another. You can't do one thing and you can't do another.

While all the hop-heads we have in the Nation's Capital, the problem is a problem. Our problem.

We have finally resorted to removing LP records from the inventory of our stores. We are still a problem, he added.

Noting that he believed the record industry had done an excellent job in packaging products for all types of music, but conceded that the "product is piffle garbage," he noted that the product, which are over 50 years of age, is not the one he does not have the answer.

Two Hot Masters Bought by Roulette

NEW YORK—Roulette Rec- ords has bought two hot masters for national distribu- tion. "Kissin' Truthful Blues" by the Southbound Free- way was acquired from Terra Seals, and "It's Cold Outside" by the Canadian-American Roulette Records, Inc., in Cleveland, Najeh Ha-

APRIL 22, 1967, BILLBOARD
MORE OF THE BEST OF BILLY VAUGHN

ALFIE DLP 3751
GREAT COUNTRY HITS DLP 3698
MOON OVER NAPLES DLP 3654
PEARLY SHELLS DLP 3605
ORANGE BLOSSOM SPECIAL & WHEELS DLP 3266
BLUE HAWAII DLP 3165
SAIL ALONG SILV'RY MOON DLP 3100
THE GOLDEN INSTRUMENTALS DLP 3016

ALFIE DLP 3751
GREAT COUNTRY HITS DLP 3698
MOON OVER NAPLES DLP 3654
PEARLY SHELLS DLP 3605
ORANGE BLOSSOM SPECIAL & WHEELS DLP 3266
BLUE HAWAII DLP 3165
SAIL ALONG SILV'RY MOON DLP 3100
THE GOLDEN INSTRUMENTALS DLP 3016

THE GREATEST TALENT ON RECORDS

Copyrighted material
www.americanradiohistory.com
By ELIOT TIEGEL

LOS ANGELES — Jazz on radio follows no pattern — unlike country or top 40-programmed formats.

KING-FM in Seattle, which claims to air one of the country's longest running programs, "Jazz From the Penthouse," has gone past the 200 air-mark. Jim Wilke, who works on the FM operation, says the station broadcasts shows from international festivals and concerts. The recent Jazz Festival in March was the subject of the station's latest international coverage.

The Penthouse remote, from the city's leading jazz club, are unusual for an FM station to attempt. Recent broadcasts have spotlighted Cannonball Adderley, Bole Seti, John Handy, Oscar Peterson, Jimmy Smith, Stan Getz, Charles Lloyd, Modern Jazz Quartet, George Shearing and Art Blakey.

8 Hours to Jazz

KEDN, Denver, devotes eight nightly hours to jazz from 10 until 6 a.m. Bill Cox oversees the programming aimed at presenting "hard core" sounds during the evening hours. (Cox is also hoping to get a local live jazz TV show off the ground in conjunction with musican Horace Henderson.) At KYAC, Seattle, Sonny Buxton, assistant manager, reports: "I've realized a great amount of success by programming all of my jazz during the day and going very heavy on Saturday afternoon and light on Sunday afternoon." Buxton says by changing from the regular late night graveyard to the daytime hours, his station's jazz shows have been among the top three rating earners.

STAN "The KING BILLBOARD," Type Address

Programming the evening hours for the hour in Antibes to Peterson, Lloyd, Williams, "hard subject FM, Hartford, Conn., producer John Birdach, scripts his "Jazzinar" program which will be nothing more than exposing best-selling albums, although he says what's happening as one barometer of popularity.

Jazz Beat

By ELIOT TIEGEL

Joe Williams' successful days with Count Basie as the man who could lay down the blues, continues to follow his development on an image as a solo vocalist straddling the blues and pop fields.

His involvement with the New York-based Mel Lewis-Thad Jones studio band has resulted in one album for Solid State and that has been the extent of Williams' band warblings during the past year.

"People have been bugging me about getting my own band," Williams admits. "I'd really like to do that, but it's all dependent on where we put the records. I have a question about where the band could get a chance to play. As a kid I had an idea for a band and in fact I used to conduct several.

Six years ago, having left Basie, Joe Williams, the tall, balding man, was the musical baron, this band business in the back of his mind while. Radio and TV jobs often his work or the publicity career.

Williams hasn't abandoned the music business as he's just broadened his concept for catching the public's eye. This time he sent me to Hong Kong Bar of the Century Plaza Hotel and the Rainbow Room in the RCA Building. "You don't have to change your act for a beat or a crowd," Williams explains. "You don't have to play down too. Joe Williams. Good music is good music, man. You don't have to your music to a place." Williams says he sees the same faces at the Century Plaza — a new act or place — and Shelly's, Manne Hole, a regular holdout for jazz.

Because he is now playing before new audiences, he tries to present a happy medium of ballads and blues. The 48-year-old vocalist is also doing the college concert circuit, calling the young collegians the "most exciting audience in the country" — with the possible exception of the Air Force. He was asked to be an Air Force officer in the army's First Armored Forces personnel as topping under the command of the most creative concert crowds.

Williams is considering moving to Los Angeles, which would be a boon for the local record industry. He currently travels 40 weeks on the road hitting such clubs as Basin Street in San Francisco, Jazz Theater, Philadelphia, Len- nee's Duparque, outside Boston, the Town Tavern, Toronto; Phone Booth, Copa, Vanguard and Basin Street East, New York City, Cellar Door, Wash- ington, D.C., and Pastoral's, Com- alama, Atlanta.

Williams has played the New- port Jazz Festival for 18 years and he feels this pristine exposure to college students has helped establish him in this field.

Although he strives to pre- serve "the blues," he is also playing songs every six months, he says, "to keep the audience from getting away from the blues." His albums for RCA, when he was a member of the group, were vanilla smooth and syrupy and did nothing for his career. Williams' most recent recording projects are still on the recording sidelines with the Big Band, albeit he is now working for the United Artists specialty line called Solid Start. With each new album there are new concepts and experiments. Williams, the blues expert, has earned his financial security so he doesn't have to portray the blues in real life. Before an audience, it's another story. Joe Williams is a jazz singer, the Voice of America is airing a new series, "Jazz Today" written by Washington's Howard K. Smith and translated into several languages.

North Texas State University's top stage band, under the direction of Leon Breeden, has been over its successful State Department three-week swing through Mexico.

Because the column should be sent to Billboard, 9000 Sun- set Boulevard, Los Angeles, Calif. 90069.

Travel

...the small crew ships out in four weeks...
ED AMES follows his current chart-busting album and hit single "My Cup Runneth Over" with an up-to-the-minute ballad—"TIME, TIME" c/w "One Little Girl at a Time" #9178.
"For anyone who earns his livelihood in any phase of the music business, this book is fascinating, informative, and necessary reading."

Sid Bernstein, Talent Mgr.

"Our office has greatly increased its musical knowledge. Very helpful in preparing a speech I am to deliver soon. THANKS for making it available."

Sam Pasco, Business Mgr.
Al Jarvis Orchestras

"I am finding the book an invaluable aid to otherwise unattainable information."

Roberta Caplan, Musician

"Very good. Need more books of this nature."

Maynard McKissick
Penn-World Attractions

"We have just received a copy of MORE ABOUT THIS BUSINESS OF MUSIC and are impressed by the information provided for the need which it fills in our library. Great contribution to music education."

Dr. Frederic F. Swift
School Music News

In the music, business and academic worlds, people are talking about MORE ABOUT THIS BUSINESS OF MUSIC.

Going beyond Volume I, the widely acclaimed THIS BUSINESS OF MUSIC, the new book explores 4 additional areas:

- SERIOUS MUSIC
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MORE ABOUT THIS BUSINESS OF MUSIC

By Attorneys Sidney Shemel & M. William Kravilovsky • Edited by Lee Zhito
The night they gave out the Oscars... the Big Sell began with these Academy Award favorite song albums for movie and record fans alike.
The night they gave out the Oscars...

Percy Faith’s Academy Award album was stuck with this name

Stickers trumpeting the title of the movie song winner had been printed in advance for each of the nominated selections.

Faithfully waiting for their name to be announced and affixed were thousands of Percy’s albums containing all five film nominees.

Then, quick as the opening of an envelope, Columbia’s night people began their mounting attack.

Came the dawn.

On its way was the most timely best seller ever!

Born Free and Other Great Movie Themes

ALFIE
SOMEBODY, MY LOVE
A TIME FOR LOVE
THE WISHING DOLL
(“The Oscar” Theme From “The Oscar”)(Maybe September)
THESE ARE MY SONG
THERE’S NO BUSINESS LIKE SHOW BUSINESS
A MAN AND A WOMAN
THIS HOTEL

Where a sticky assignment pays off with morning-after action.

ON COLUMBIA RECORDS
TOP 20

**THE LOVIN' SPONFOOL—SIX O'CLOCK** (Prod. Eric Jackson) (Faithful Virtue, BMI)—More creative top 10 material from the pen of John Schekman. The group's dance and arrangement that builds into a pop confection. Flip: "Don't Stop When You're Hot."

Kama Sutra 225

**MITCH RYDER & THE DETROIT WHEELERS—TOY TRUCE** (Flip) (Little FISHES) (Prog. Boz Bice) (Writers: Winstead/Buchanan) (Dion BMI)—Another blockbuster idea from producer Boz Bice. Hot pairing of the Marvelettes hit and the '60s novelty will present a fast smash to follow up their "Sock It to Me—Baby." Flip: "One Grain of Sand." (Saturday, BMI)

**TOMMY JAMES & THE SHONDELLS—VILLAGE Green** (Prod. Bo Gentry & Ritchie Cordell) (Writers: Cordell/Conlon/BMI)—"I Think We're Alone Now" is No. 4 on the Hot 100, and this pulsating rocker should fast follow up the current smash. Flip: "Run, Run, Baby, Run." (Patricia, BMI) Routette 4726

TOP 60

**SONNY & CHER—A BEAUTIFUL STORY** (Prod. Bill Minehart) (Writer: Bono) (Chris Marc-Collins) (BMI)—Arrangement of Sonny's ballad makes an interesting change-of-pace winner to follow up the duo's "The Ballad of The Little Drummer Boy." (BMI)

Algo 6480

**THE BANKE—JIVY, JIVY** (Flip) (Friday Brown) (Lucky Day, BMI)—Unusual and intriguing ballad with a rhythm backing featuring a harp with a soft, subtle sound. A significant entry riding the Hot 100. Flip: "And Suddenly." (Lucky Day, BMI)

**THE DIMENSION—ANOTHER DAY** (Other Heartache) (Prod. Johnny Rivers & moving Gordon) (Writers: Saxon-Bar) (Columbia BMI)—One of their initial winner "Go Where You Wanna Go." This song will likely take up the top half of the chart. Flip: "Rescued Birds." (River BMI)

**THE MAGIC MACHINE—DOUBLE TROUBLE** (Boro) (Writer: Boriell) (Inset: Rivers) (Columbia BMI)—This could have a big sales item in both pop and rock markets with the solid and groovy updating of the "Shep" and the Limeliters hit. Top vocal performance. Flip: "Don't Count on the Flip." (Columbia, BMI)

**ED AMES—TIME, TIME, TIME** (Flip) (Prod. Doug Tonge) (Writers: Shuman—Concord—Basell Jerman) (April, ASCAP)—Aces hit hard and fast with his left hand. His "My Cup Runneth Over" and this beautiful French ballad follow-up should keep him active on the Hot 100. Outstanding vocal performance. Flip: "One Little Girl at a Time." (Famous ASCAP)

**RCA Victor 9178**

**THE CYRSTE—WE HAD A GOOD THING GON** (Prod. John Simon) (Writers: Sodakas-Groves) (Screen Gems-Columbia, BMI)—Solid dance and arrangement lends strong backing for the group. Good teen-oriented lyrics should make a big hit. The group is "White Rooms." (Nemperor, BMI) Columbia 41080

**CHUCK JACKSON & MAXINE BROWN—DAD** (Home) (Prod. Stanley & Nell Spitzenh) (Writers: Basker-Sheldor-Bassett) (Non BMI)—This could hook a big sales item in both pop and rock markets with the solid and groovy updating of the "Shep" and the Limeliters hit. Top vocal performance. Flip: "Don't Count on the Flip." (Columbia, BMI)

**Wand 1185**

**THE MCCOV—BEAT THE CLOCK** (Prod. F.G.G. Cooper) (Writer: Dione) (Writers: Dione)—This rhythm entry should prove the one to swiftly move up and take up the top three on the Hot 100. Strong rock material and they groove with it from start to finish. Flip: "Like You Do to Me." (Geffen, BMI)

**BILL SODEN—AN ECHO IN YOUR MIND** (Prod. John Bushey) (Writers: Bushey/Marsh) (Big Star) (MCA)—This merger of frogfolk-rock number penned by the artist has all the earmarks of a hit. In the "Elephant Sessions," the group tracks the Mickey Kapp Label. Flip: "Rainy Day." (Blackwood, BMI) Compass 7004

**ARETHA FRANKLIN—RESPECT** (Prod. Jerry Wexler) (Writer: King)—With her smash hit "I Never Loved a Man the Way I Love You," she has established herself in the pop ballad movement. A tremendous performance is exceptional. Flip: "Do Feel Good." (Atlantic, BMG)

**ROGERS & HAMMITT—LOVE ME FOREVER** (Hyl Gril) (Writers: Guthrie/Lynes) (Rogele BMI)—William has another "Born Free" in this beautiful ballad. The Four Euniques hit to follow up. Exceptional arrangement and chorale work in this top rhythm ballad production. Flip: "Sweet L inertia" (TML, BMI)

**JONATHAN KING—ROUND, ROUND** (Prod. Jonathan King) (Writer: John Creaghe) (Writers: Creaghe/Jones) (Epic)—Britain's "Everyone's Gone to the Moon" man is back with his vital message, and "Unwild dance ballad should fast re-establish him on the Hot 100. Arrangements and performance of high calibre. Flip: "Time and Time Again." Parrot 3011

**THE ISLEY BROTHERS—GOT TO HAVE YOU BACK** (Prod. Ivy Hunt) (Writers: Hunt/Isley-Drexler) (MGM)—The Isleys have a powerful counter for a high position on the charts with this hard-driving rock load rocketed with that Detroit funk. Exceptional. (BMI)

**ASCAP**

**B. J. THOMAS—I CAN'T HELP IT IF I'M STILL IN LOVE WITH YOU** (Prod. Huey P. Meaux) (Writers: Meaux—who has the potential of his "I'm So Lonesome I Cry" of the chart, this has a sure-fire winner in this reminiscent entry. (BMI)

**THE SELLING RHYTHM & BLUES**

**THE SPLENDADENS—SINCE I DON'T HAVE YOU** (Prod. David Karpalak & Ken Williams) (Writers: D. Karpalak—Tay Lord—Martin) (Southern—Browny End, ASCAP)—This group has come over to the D.J. market label, the fine group has a potent entry in this soulful revival of the past hit. Equal pop potential as their 1965 hit. (BMI)

**CLIFFORD—SHE SHOT A HOLE IN MY SOUL** (Prod. Buss Cancer) (Writers: Neece) (Wentworth BMI)—A soul debut designed for success, it will do well in all areas as well. The Tennesseean has tremendous feel and delivery. Strong backing by the Buss Cancer production. Flip: "We're Gonna Have Ourselves in the Morning." (Rising Sons, BMI) EM 9002

**DEE DEE MONROE/ELIZABETH—SILENT SINGERS** (Prod. Harvey) (Writers: Harvey) (MGM)—Multi-cultural all black female group. A real novelty on the Top 100. (Geffen, BMI) MGM 3733

**THE MOTHERS' SON—COME ON DOWN TO MY BOAT** (Prod. Coral Rock Prod.) (Writers: Fierwood—Goldstein) (Picturestones—Goldstein, BMI)—A field leader that should fast blossom into a major sales item. Great sound group and dance much stronger and more hip in this group of "My Son's" (full of Toms/Tobi Ann, BMI)

**THE VAL-RAYS—IT HURTS, DOESN'T IT GIRL** (Prod. John Revell) (Writers: Revell)—In this entry, (Writers: McRiehan-Giammattei) (Barracks Nine-UmBar) (BMI)—Here's another exciting new group and this one is no exception. With exposure, this smooth-sounding group and potential hit should move up the chart potential. Excep Flip: "I'm Walking Proud." (Barracks Nine-UmBar)

**United Artists 50415**

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**United Artists 50415**
The Supremes make it happen!

"The Happening"

It's the Supremes

It's wild! - It's different! - It's out of sight!

*It's The Title Song From The New Hit Movie "The Happening"
A Horizon Picture
A Columbia Pictures Release

Motown Record Corp.
"The Sound of Young America"
**Billboard Hot 100**

For Week Ending April 22, 1967

**Star Performers**—Singles registering greatest proportionate upward progress this week.

**HOT 100—A TO Z**

- **Get Me to the World on Time**
- **Love to Watch Girls by**
- **The Love I Saw in You**
- **The Show Me**
- **When I Was Young**
- **I've Been Lonely Too Long**
- **Walking in the Sunshine**
- **I'll Be Your Woman Soon**
- **Yellow Balloon**
- **The Girl I Knew Somewhere**
- **Release Me (And Let Me Love Again)**
- **Hip Hitch**
- **Can't Get Enough of You, Baby**
- **Buy Me the Rain**
- **Somebody to Love**
- **Pipe Dream**
- **Danny Boy**
- **Oh, That's Good, No Thank You Sid and the Pharaohs**
- **The Lady Came from Baltimore**
- **Nothing Takes the Place of You**
- **Cold Turkey**
- **(You Left Me Out of It)**

**Bubbling Under the Hot 100**
NEW YORK — The "Sweethearts of Soul" subgroup that's been affiliated to Date Records artist Peach and Herb is developing into big business. David Kapralik, who manages the duo, reports that merchandising tie-ups have already been worked with manufacturers for "Sweethearts of Soul" sneakers, pennants, sweatshirts, and refrigerator magnets in stores for still more items.

The phrase has caught on with the deal jocks, too, and many of them are running "Sweethearts of Soul" promotions in which boy and girl are selected for a date on the town courtesy of their local radio station.

Peaches and Herb's first two singles, "Let's Fall In Love" and "Close Your Eyes," are their first album, also titled "Let's Fall In Love," have taken off so strongly in the market that the record company is now re-ferring to them as the "Sweethearts of Sales!"

Their "Let's Fall In Love" single was a slow starter but the company's faith in the record has paid off. It was released in December and didn't begin to find its niche until October when KATZ in St. Louis started playing it and it finally hit its stride at the beginning of the year. The biggest problem the disk faced was the radio stations' indecision about whether it was pop or rhythm and blues. The rb stations finally got behind it and on December 15 the single started programming it. Now, it's on its way to be behind Peach and Herb.

The announcement came in the wake of a release of the last Terry Knight and the Pack album, "Reflections," on Cameo / Parkway.

Knight's new act, enthusiastically received by the Cleveland opening night crowd, includes 11 pieces and a gang of go-go girls. Repertoire ranged from a soft, moody "Yesterday" to Jos Tex material.

Knight also performed "Dancing" from his "Reflections" album.

Knight demonstrated that he can handle standard material as well as the contemporary product, and his stage deportment was that of the showman professional.

Opening set, the British Walkers, came on with a strong teen beat.

Emceeing the show was Bob Friend, WHK jockey. Friend, along with several other leading Ohio jockeys, attended a reception for Knight after the show.

Hosting were Bogart and national promotion managers Celci Holmes and Marty Thou. Ed Meehan, one of the band's original "Beautiful Girls" for C/P, and Joe Williams, Solid State artist and reporters from the Cleveland and Detroit press, also attended the festivities.

AARON STERNFIELD

Otis Clay Shows
He's One-Derful Soul Performer

CHICAGO—Otis Clay, One-Derful Records artist, leaves no doubt in your mind who's boss.

He is boss of the the stage, of the audience, and of the song.

At the Bonanza here recently, Clay launched into a souped-up version of "Knock on Wood" that was virtually as long as an entire album of songs.

With a variety of moods of tone and a shifting of time from time to time, as well as stage antics, he had complete control of the audience. On all tunes, he revealed excellent soul, and the band—the Creepers—provided soulful accompaniment.

Holli Maxwell, Chess Records artist, was another artist presented at the club by owner, Rudolph Howard. Her "Moon River" was exceptional. "Bye Bye Blackbird" featured a strong beat. She's more of a pop singer than in their rb category; her voice is good and she has excellent command. She can go high and hold a note and make it quaver. In all, it was quite a show.

CLAUDIA HALL

PEACHES AND HERB, third and fourth from left, at a recent Date Records session with, to left, arranger Bert Kayen; producer-manager David Kapralik, and co-producer Kent Williams.

Knight Marks C/P Signing
With Polished Performance

CLEVELAND—Cameo / Parkway Records celebrated its signing of Terry Knight with a press party at Knight's Penthouse Room opening here Saturday (8).

Before the show, Neil Bogart, C/P national sales manager, announced that the Terry Knight and the Pack group had been dissolved, with Terry performing as a single; that C/P's distribution deal with Lucky 11 Records (Knight had been with Lucky 11) had been terminated, and that Cameo / Parkway would work with Knight directly.

The announcement came in the wake of a release of the new Terry Knight and the Pack album, "Reflections," on Cameo / Parkway.

Knight's new act, enthusiastically received by the Cleveland opening night crowd, included 11 pieces and a gang of go-go girls. Repertoire ranged from a soft, moody "Yesterday" to Jax Tex material. And Knight also performed "Dancing" from his "Reflections" album.

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VIVIKA CARR window display at Fifth Avenue, New York for her Liberty album "Intimate Portrait," she is the record's new single, "Let's Fall In Love," Arthur Thomas, is in foreground.

The music, acoustic and chromatic colors move across the walls of the room in bi-dimensional and tridimensional abstract, diffused and non-diffused optical patterns, with the action triggered by optical lenses in frequency synchronization with the music and sound bombard the senses.

There are three shows nightly, bridged by a live band. The show is portable and is suited for state fairs, concerts, main room attractions. The computer that is the heart of the act sits in full view of the crowd and adds to the entertainment.

Cinesthesia / Mystic Moods' programs and shows are soon to be available in some 12 locations around the country, with the management of is Emyr D. Clay & Associates, Woodland Hills, Calif.

New York is now banking on the upcoming Eddy Grant release of "Let's Make Love Tonight" on Columbia Records.

Otis Clay is one of the newest and strongest of the new artists in the business and is eagerly awaited by jazz lovers the world over.

To begin the evening, a preview of "Apple Tree" was held at the Terrace Tent in New York City. The preview was attended by major personalities in the music business, including the executives of the record companies, radio stations, and the press.

The film was well-received and generated much excitement. The story, which follows the adventures of a young couple, was praised for its music and treatment. The performance by the cast was excellent, and the overall production was of high quality.

Ellie Greenwich Is A Click on Single

NEW YORK — Ellie Greenwich, songwriter—recording producer, is emerging as a disk artist. Her debut album, "Unplugged," is available from Elektra Records. "I Want You To Be My Baby," released over a year ago, has been picked up by many Top 40 stations, and UA reports that the record has received the most instantaneous response for a first record by a new artist.

UA is now preparing a special flier containing several dozen key disk jocks for their musical promotion of her last name, which rhymes with penney and not like the color green.

Thanks, Dee, for the many requests you sent in for your presentation of the "Shake Your Hips Butter" and "A Little Bit of Heaven." More Minds, More Toys, More Fun. In This record is getting a lot of power from the promos in Ft. Wayne, Ind., and Buffalo, N.Y. Buddy Records, Inc., 500 Locust St., Marshall, Tex., 75667.

APRIL 22, 1967, BILLBOARD
ROGER WILLIAMS’ Hit Record of the Academy Award Winning Song “BORN FREE.”

ROGER WILLIAMS
BORN FREE

STRANGERS IN THE NIGHT
GUANTANAMERA
CHERISH
THE MORE I SEE YOU
SUNNY
EDELWEISS
DARK EYES
SUMMER SAMBA
AND OTHERS

And here’s ROGER’S newest best-selling album.

Kapp Records
Radio-TV programming

TV REVIEW

Blavat Makes Gutsy NY Debut

NEW YORK—An hour special on WOR-TV here marked the debut of Jerry Blavat to morning drive listeners (11). The show was the latest effort by Tri-Star Broadcasting to turn the Philadelphians favorite of the teens into one of the nation's top-rated, rippling, gutsy, lightening-paced show sparked by performances of Blavat's favorite per- formers, and the Isley Brothers, Blavat proved he has what it takes.

With more energy than an express train, Blavat and every- thing, nicely ty- ing the show together with chatter, his feet never stopped moving in some sort of dance. He showed a lot of commu- nicate with today's teens and young adults.

More: He let the per- formers perform. The Vagrants, a group chosen because of their New York popularity, were on live and Aretha Franklin was even livelier. True, her version Tuesday night of "I Never Loved a Man the Way I Love You" hit on Atlantic Records Taverns. In between-song chatter, Blavat pointed out that until the time of this record's release, it was mostly an L.P. artist, adding: "I think we ought to thank Jerry Wester, ... he's listening in New York right now, Wester, an ex- ecutive producer, the hit record for Miss Franklin.

Like Miss Franklin, the Isley Brothers were permitted to do more than one song; the Blavat show was aimed at entertain- ment and not just a lip-syncing record show where the act pantomimes their record and bows offfstage without the chance to build up a strong bond with the audience.

The Isley Brothers did, among other songs, "Stop in the Name of Love" and "I Hear a Symphony," Miss Franklin did, besides her hit, "Hold On, I'm Coming" and "That's Life." The Vagrants, who haven't had record hit yet, showed they soon will. Frank Sinatra Jr. was also on the show.

The "Jerry Blavat Show" displayed what today's music scene is all about: the beat and the blues. This special was reported as the result of the launching of his series "by popular demand" in New York. Already, the series is being aired on Triangle's stations across the nation. Other TV stations would do well to make use of it. Blavat knows how to communicate. ... how to gain an audience and hold it, and at the same time, present a highly entertaining show.

CLAUDE HALL

WZUM Integrates Playlist

PITTSBURGH — WZUM, an r&b operation, has changed its format to aim for a larger Negro market area. Due to the growth, the station's manager, president, president last week that the station was still programs a mostly r&b music format, but mixing in about 35 percent of its playlist with rock records that are big sellers in the area.

"We're a little ahead of our time, but I believe that all Negroes don't prefer a total diet of r&b music. When they grew up with it, but like other people, their tastes have changed. Too, the Negro youth of today also likes rock 'n' roll."

He said the station is now programming toward a mixed audience. The station has an integrated air personality roster headed by Al Gee and Bobby Bennett. "We're now integrat- ing the music as well," he said: he figured that about 35 per- cent of the records are by white artists. All of these are hard rock records.

Normally, Paibouis said, the station would play a rock 'n' roll tunes until they hit the top 10 of other station's playlists, meaning the playlists of KQV and KDKA, the market's two leading hot 100 format sta- tions. WZUM is still playing new r&b records, giving them exposure before they become hits in the market and get addi- tional pop station play.

"There's no such thing as a Negro or white station anymore. It's format. What we're doing is rockin' music, but not slinging ourselves to the general market," he added.

He said the new integrated format policy approach is being work- ing wonders. "Before, our contr- ents drew eight of 10 tele- phone calls from the predomin- antly Negro area. Now there has been a shift of Pitts- burg's Negro station. In fact, we haven't received response from in a current con- tent. People told me before I changed the format that I'd lose a hundred Negro listeners for every 100 white listeners I gained. But we're getting larger response than ever from our Negro listeners. Bobby Ben- nett says the demand for his personal appearances has also increased.

"The station sounds great on the air. That's important to me."

Ex-Rockers Go Easy Listening

SAN DIEGO — A group of ex-rock 'n roll deejays is one of the contributing factors of the success of KGO here as an AM Top 40 stn. Pat Roberts, program director, said that when he came to the mar- ket eight years ago, he hired ex- rockers because he felt it would "be good down the to the time I wanted.

WCIU-TV Bows 'Show Biz' Show

CHICAGO — WCIU-TV, a UHF station here, has just launched a new musical variety show, "Show Biz." Host of the hour-long, live show Wednes- days at 10 p.m., is Mickey Weinstein, who also produced the show. Now an On- the-Run Recor- dists artist, McKelvie Mitchell, Sandra Stephens, the Michel- lette, and the Phil Wright Quantum were among the performers.

Red Sanders guested on the first show March 29. Albert King is slated for a future show. The show is presented live. "We use a lot of the exci- ment associated with rock 'n' roll format operations," Roberts said. "Plus tight production. But I want personalities who have more to say than time and temperature. Eros Moore (No. 2 in the market in ability to influence sales in the deceleration of hit songs) to add an edge to the show. He knows the feel of the town."

Howard King

Don Howard, the leading deejay influence on albums sales with 48 percent of the votes of dealers, distributors, etc., and his program airing in 100 stations, is a "great Man." Roberts, said, "is a salesman himself."

KOGO is big on promotions with a touch of difference— for example, a poster campaign recently on tbus. on a TBC, the station has gone "all out" for "Conversion Kit.

Radio Response Rating

Billboard's Radio Response Rating survey is now being offered on a subscription basis to record companies, distributors, radio stations, and other involving agencies and representatives. In San Diego, Calif., the leading station influencing sales of al- bums was

The KITCHEN CINQ USE WFWU program director and personality Dick Blau for a target during a recent visit to the studio in Miami.

KJR PROGRAM DIRECTOR PAT O'DAY, third from right, was just one of an estimated 1,200 dealers and journalists who saw MGM Records' new group during a 12-city promotion tour. O'Day is one of the major air personalities in Seattle.

Toby Young, air personality on WKEX and host of the only ráo show in the Harrisburg, Pa., area, chats backstage with James Brown, right. "The James Brown Review" was performed in Harrisburg a couple of weeks ago.

JUNE 17, 1967, BILLBOARD
The Singer Company proudly presents the TV Special debut of perhaps the world's most popular attraction—the fabulous Herb Alpert and the Tijuana Brass. This is the "second first" in the series of "SINGER presents..." television special specials, which premiered on October 26, 1966, with "Singer presents Tony Bennett." It was widely acclaimed as one of the finest, most original musical TV programs ever produced.

What do we do for an encore? Watch "Singer presents Herb Alpert and the Tijuana Brass" and see in special TV programs • In home entertainment products • In sewing machines and other products for home, business, industry.

What's new for tomorrow is at SINGER today!

*As trademarks of Singer Company*
'BLAVAT SHOW' BOWED ON N. Y. WOR-TV APRIL 11.

NEW YORK—'The Jerry Blavat Show' made its debut here in New York on WOR-TV, Tuesday (11) as an hour special, but its a promotional device and "by popular demand" the show will be telecast as a regular series.

Blavat, host of the Triangle bandstand type show that originates out of Philadelphia, was at the National Association of Broadcasters convention, April 2-5 in Chicago promoting the show, now carried in several markets, on Triangle stations and other TV stations via syndication. He was introduced to New York press at a party April 10. The first New York show featured record artists like the Bley Brothers, Aretha Franklin and the Vagabonds. By the third show, everything will be telecast in color.

A special dance, 'The Lindsay Walk,' was invented for the first New York show. Artists slated for future shows include the Four Tops, Joe Cuba and Ronnie Dove.

BY CLAUDE HALL

Radio-TV Editor

Stu Bowers, formerly with WXAI, Cincinnati, has shifted over to join WJW, same city, with a morning show. The deejay personality team of Tyler Dunm and Max Warner has been split, with Dunm becoming creative sales director and Warner doing a new evening show. Merle Carbon has left WJW to join WTV, Detroit.

(Lord) Neil South, formerly with KCWY in Bakersfield, Calif., has moved into the 8-midnight slot on the stereo rock 'n' roll outlet in that city—KXFM-FM. He's interested in booking live shows in the area. The stereo 24-hour Hot 100 format station is one of the few in the nation now going the route with contemporary popular music. Harold J. Brown is general manager, Al Price is program director. WOR-FM in New York is a leader in this type of programming in the nation. KXFM-FM in Dall-

ers has just joined the ranks. Why no stereo stations tried for a mass audience before this is a mystery to me. The excuse has been that kids didn't have FM radios; no one ever considered the facts that kids have ample opportunity to listen to their parents' fancy multiplex com-

plexes—and sales of these have been increasing like crazy.

Here's a format that seems to be working for WHEX, a 1,000 watt station in Chillicothe, Ohio —the station Easy Listening (except for a 3:55 p.m. segment of rock 'n' roll) but up right, rotating the top 40 Easy Listening rec-

ords as does a Top 40 operation. Manager John Terry says the station is seeing a steady growth in billings and audience. Each tape gets an average of eight plays per day. Terry says this style of format is bringing back many listeners who previously had turned dishes to out-of-town stations.

Mrs. Marionne Campbell, general manager of WHEX and WHEY-FM, Gallup, N. Mex., since she put the station on the air in 1960, has been named director of community affairs for Aver Broadcasting...

MEMORANDUM

TO: The Music Industry
FROM: The Susquehanna Stations

DATE: April 17, 1967
SUBJECT: Your POOR Taste

We thought we were alone with the problem. So... our hats are off to The McLendon Stations for publicly airing their concern in BILLBOARD.

We, too, spend too much time with the evidence of your bad taste. Lyrics, song titles, offensive vocal sounds, and even names of the performing groups have moved from the clever and creative to the crude and outrageous.

If you are trying to find out if you can get away with it... you can't. We, along with other responsible broadcasters, are blowing the whistle.

We join with The McLendon Stations in:

1. REQUIRING—a lyric sheet with records submitted for air-play.
2. CONTINUING—to refuse records if either side offends public morals by title, lyrics, or group name.
3. URGING—all responsible broadcasters to publicly set the same standards.

Yours is a great industry. So is ours. We plan to keep ours that way by respecting the dignity and taste of the people who have made us great...

our listeners.

How about you?

THE SUSQUEHANNA STATIONS

WEBX AM-FM-TV, YORK, LANCASTER HARRISBURG, PA — WCHI, SCRANTON, MILLCREEK, PA — WIBQ, YALE-CANTON, OHIO — WCEC, PROVIDENCE, RI

WGBZ, FREEPORT-NEWPORT, NY — WWIE, WAMI, FLA
LOOKS LIKE THEY WERE RIGHT!

**Tommy James and the Shondells**

VOTED THE MOST PROMISING VOCAL GROUP IN 1966
EVERY RECORD ON THE CHARTS!

"Hankie Pankie" #1  "Say I Am" #12
"It's Only Love" #18  "I Think We're Alone Now" #4

AND IN 1967—THEY WERE RIGHT!
NOW ON THE WAY TO HIT NUMBER 5

*MIRAGE*

b/w 'Run, Run, Baby, Run'
R 4736

"I Think We’re Alone Now", and "Mirage" in the new smash album at your distributor now!

A Gentry-Cordell Conception

I think, we're alone now
with

**Tommy James & the Shondells**

ROULETTE

**Personal Management and Direction**
Leonard Stogel & Associates Ltd.
Radio-Television programming

Opry Radio Network
Four Years Old April 17

NASHVILLE — WSM's "Opry Radio Network," with some 400 subscriber stations, celebrates its fourth anniversary this week. The largest such organization of its kind, it grew from a handful of network members in 1966 and now reaches virtually every state. Programmed a total of 2,000 hours a week on radio, the show is played from WSM's Spurgeon Hall, Big Stone Gap Va., and up to Winnipeg, Man.

Tom Hannah, long-time air personality of WSM, is the manager of the network. Jack Jackson is sales manager. The new series of the show features the "modern sound" in country music.

Every Saturday night, as the "Opry" is broadcast live, WSM engineers capture the entire show. The show includes the full impact and audience reaction to the appearance of the stars, as well as the atmosphere of the studio and even the occasional "goofs." The show is taken off the tape and is stored in a small room where John Darby, program director, WSM's Grand Ole Opry, and Frank Evans, WSM engineer, dictate the commercials and cut out any extraneous material to time and date. The show then is pressed on LP albums. The show takes 15 minutes to record and 15 minutes for the announcement.

Renewals best tell the story of the show's success. Dennis Daniel, of WHMA, Anniston, Ala., wrote: "We have been running this program for some nine months non-stop with the same continuity in it. The listener response has been terrific. One of our sponsors had never been satisfied with the amount of advertising, but with the results of this program, he is solidly sold on radio." Simultaneously, Wally Mullinnax, manager of WSCC, Greenville, S. C., attributes much of the success of live shows promoted by his station to the impact from the "Opry" on their work.

The "Opry" is now in its 42d year. The oldest continuing show on the air and in the history of America. From its very beginning, it also promises some unusual tussles, with the list of stars still growing and the outlook of the growth of the show by Robert E. Cooper, vice-president and general manager of WSM Radio.

R&B Singles — Years Ago
April 21, 1962

1. Soul Twist, King Curtis, Enjoy
2. Washed Potato Tunes, Willi Smalls
3. Love Letters, Kenny Lester, Love
4. Twitbit, the Right Away, Rare Earth, RCA
5. Slow Twitbit, Cubby Checker, Checker
6. Sunny's Got a Hold on Me, Ella James, App
7. I'm Gonna Be His Girl, Charles & His Orch, Band-Peat
8. I'm Gonna Be His Girl, the Talhaumers & Band, Peat-Peat
9. I'm Gonna Be His Girl, Charles & His Orch, APC-Peat
10. Ain't That Loving You, Bobby Duke, Duke

Country Albums Aid WISZ Operation

Baltimore — More programming from album cuts has helped WISZ here increase its audience. The 500-watt operation, managed by Charlie Dell, simulcasts on the clock on FM. About six months ago, did away with B-W, held an hour, and set a personalized format on the air. The audience rose, and new listeners were brought in, and the FCC was satisfied with the show.

Before the station featured one album cut an hour; now these cuts are aired with hour and the reason, according to Dell, is "there's so much good country music to play that we never get to program if you stuck strictly to the singles hits. I also feel we're reaching a wider audience by programming album cuts — the sound on many of these tunes are almost pop."

Previously the station had never appeared in any audience rating survey.

Albums for play are selected by music director Bill Burden and program director Jay Mitchell. DJs select their own cuts from a rack of albums. A pick six cut, made from a new album, is scheduled every other hour. One thing the station does on a limited basis is announce what position the singles played are on the station's playlist; only

WTID Buys WPHD-FM

NEWPORT NEWS, Va. — WTID, the progressive music-formatted station serving the Tideview area, has acquired WPHD-FM, Norfolk, and 1,000-watt WCGI, Virginia Beach. WTID, which will present country music around the clock on 107.1 on the air, will be changed to WTID-FM, said station operations manager Glenn Barden.

New general manager of WTID and WPHD-FM is William J. Brabender. He was formerly with WARY, Arlington, Va. With the station acquisition, WTID-FM will be one of the few full-time stereo music formats in the nation. Other stereo country format operations are in Providence, R. I., and Salt Lake City.

CBS-TV Study on Rock 'n' Roll

NEW YORK — CBS-TV is the latest network to explore the rock 'n' roll market, with a special to air the "Rock Your Revolution." This time, as with ABC, its news department that is handling the show, the CBS "Rock Your Revolution" will be shown April 25 at 2 p.m. (EST) in color. David Dellomenicis has produced the show. The "Nighttime" show will continue to be simulcast.

WCUE 'Separates'

AKRON—WCUE-FM, April 1, separated the programming 14 hours a day for the AM operations. The FM side will feature Easy Listening music. The "Nighttime" show will continue to be simulcast.

Brooklyn, N. Y.

No. 1 circle is a jingle identifying it as the No. 1 tune. The updating of the station, said broadcast director John Lueck, "is the future local station. The format will be national, and regional business is on the upswing."

Radio-TV Mart

SCHOOLS AND BUSINESSES

RCA TO RECORD WMB PROJECT

NEW YORK — RCA Victor will record a series of albums of music from the World Music Band, which will be recorded in London in July with Igor Bukovek, chairman of the band, as conductor. The project, which will feature material not currently in the band's repertoire, will be under the auspices of the Institute of International Communication. The World Music Band contains material by many of the world's leading composers. Bukovek previously recorded for CRI.

Gainesboro, Tenn.

MEN WHO READ PAPERS

MAIL BUSINESSPAPERS

COUNTRY ALBUMS AID WISZ OPERATION

Radio-Television programming

Japan Tour Set For Philadelphia

PHILADELPHIA — The Philadelphia Orchestra's tour of Japan will begin on May 3 in the first of five Osaka concerts. The tour will then travel to Okinawa, Okinawa Prefecture, before returning to Okinawa Prefecture. The tour will conclude in Tokyo and each in each of the five Osaka concerts. The tour will conclude on May 21 the Philadelphia plays in Anchorage. In May the orchestra continues its tour to the United States (22), Portland, Ore. (23), Berkeley (24), San Francisco (27), Stanford University (28), and Florida to New Orleans. Fundantes by Santa Barbara (1), San Diego (2), Los Angeles (4) for two concerts, Newport Beach, Calif. (5), Tempe (6), Los Angeles (7), Salt Lake City (9) and Denver (11).

Radio-Television programming

Yesterdays Hits

Change-of-place programming from your listener's shelves, featuring the discs that were in the hot land the last 5 years and 10 years ago. Here's how they sound in Bilboard's chart at that time.

POP SINGLES — 5 Years Ago
April 21, 1962
1. Good Luck Charm, Elvis Presley, RCA Victor
2. I'm a Believer, Smash Mouth, Mercury
3. Round and Round, Perry Como, RCA Victor
4. Party Doll, Buddy Knox, Roulette
5. Come Go With Me, Del Vikings, Del
6. Gone, Felix Happy, Capitol
7. Why Don't You Do Right, Nat King Cole
8. Better, Andy Williams, Cadence
9. I'm Walking, Fats Domino, Imperial
10. Better, Charlie Gracie, Cameo

POP LPS — 5 Years Ago
April 21, 1962
1. Blue Hawaii, Elvis Presley, RCA Victor
2. You're a Woman, Bobby Darin, Checker
3. Volcano, Chet Atkins, RCA Victor
4. Love Me With All the Love in Your Heart, Maria Elena, RCA Victor
5. West Side Story Soundtrack, RCA Victor
6. Gentleman Caller, Elliott Lawrence, Capitol
7. Shout, Shout, the Starliters, RCA Victor
8. The Great Nighthawk, Calpix Records
9. The Big Band Party, Sinatra and the band, Capitol
10. Original Cast, Columbia
IVY, IVY

BY THE LEFT BANKE

PRODUCED BY: WORLD UNITED PRODUCTIONS, INC.

IF IT'S A HIT IT'S A SMASH RECORDS
### Billboard Special Survey for Week Ending 4/22/67

#### Top Selling R&B Singles

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>No. &amp; Pak.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1</td>
<td><em>I NEVER LOVED A MAN THE WAY I LOVE YOU</em></td>
<td>Aretha Franklin</td>
<td>Atlantic 2306</td>
<td>14 (Hottest)</td>
</tr>
<tr>
<td>2</td>
<td><em>TOO MANY TEARS</em></td>
<td>Jimmy Mack</td>
<td>Martha &amp; The Vandellas</td>
<td>Gordy 7034</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td><em>BETTER LUCK NEXT TIME</em></td>
<td>The Supremes</td>
<td>Tamla 1104 (Motown, BMI)</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td><em>SWEET SOUL MUSIC</em></td>
<td>Stax Records</td>
<td>Stax 251 (East West)</td>
<td>7</td>
<td></td>
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<tr>
<td>5</td>
<td><em>WHEN SOMETHING IS WRONG WITH MY BABY</em></td>
<td>The Impressions</td>
<td>Epic 5112 (Kykos, BMI)</td>
<td>5</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td><em>NOTHIN' TAKES THE PLACE OF YOU</em></td>
<td>Toussaint Wilson</td>
<td>Buddah 3 (Polish)</td>
<td>6</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td><em>THE WHOLE WORLD IS A STAGE</em></td>
<td>Various Artists</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>4</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td><em>KJ-HOOD HER</em></td>
<td>Lee Cotton</td>
<td>Brunswick 7105 (Golden)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td><em>DO YOUR EYES</em></td>
<td>Smokey Robinson &amp; The Miracles, Tamla 5415 (Epic, BMI)</td>
<td>2</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td><em>I DON'T WANT TO LOSE YOU</em></td>
<td>Jackie Wilson, Brunswick 5500 (Lyric, BRC, BMI)</td>
<td>11</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11</td>
<td><em>I LOVE MY MAN</em></td>
<td>Smokey Robinson &amp; The Miracles</td>
<td>Tamla 5415 (Epic, BMI)</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td><em>MAKE LOVE TO ME</em></td>
<td>Smokey Robinson</td>
<td>Tamla 5415 (Epic, BMI)</td>
<td>12</td>
<td></td>
</tr>
<tr>
<td>13</td>
<td><em>CLOSE YOUR EYES</em></td>
<td>The Supremes</td>
<td>Tamla 5415 (Epic, BMI)</td>
<td>3</td>
<td></td>
</tr>
<tr>
<td>14</td>
<td><em>COOKIN' TIME</em></td>
<td>Martha &amp; The Vandellas</td>
<td>Gordy 7034 (DOD)</td>
<td>5</td>
<td></td>
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<tr>
<td>15</td>
<td><em>DON'T CARE</em></td>
<td>Joe Jackson</td>
<td>Stax 251 (East West)</td>
<td>7</td>
<td></td>
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<tr>
<td>16</td>
<td><em>MERCY, MERCY, MERCY</em></td>
<td>Compact Sound</td>
<td>Capitol 7960 (Zweinel, BMI)</td>
<td>16</td>
<td></td>
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<tr>
<td>17</td>
<td><em>WHY NOT TONIGHT</em></td>
<td>Jimmy Ruffin</td>
<td>Motown 1104 (Motown, BMI)</td>
<td>11</td>
<td></td>
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<tr>
<td>18</td>
<td><em>THE JUNGL</em></td>
<td>Elton John</td>
<td>Warner Bros. 622 (Mod, BMI)</td>
<td>5</td>
<td></td>
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<tr>
<td>19</td>
<td><em>MAKE A LITTLE LOVE</em></td>
<td>Elton John</td>
<td>Warner Bros. 622 (Mod, BMI)</td>
<td>5</td>
<td></td>
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<tr>
<td>20</td>
<td><em>YOU ALWAYS HURT ME</em></td>
<td>The Impressions</td>
<td>Epic 10590 (Kykos, BMI)</td>
<td>7</td>
<td></td>
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<tr>
<td>21</td>
<td><em>LOVE IS HERE AND NOW YOU'RE GONE</em></td>
<td>Los Angeles Knights</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>11</td>
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<tr>
<td>22</td>
<td><em>MERCY, MERCY, MERCY</em></td>
<td>Larry Williams</td>
<td>Atlantic 2306 (Epic, BMI)</td>
<td>8</td>
<td></td>
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<tr>
<td>23</td>
<td><em>SHOW ME</em></td>
<td>Joe Tex</td>
<td>Dell 4525 (Dell, BMI)</td>
<td>6</td>
<td></td>
</tr>
</tbody>
</table>

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<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>TEMPERATIONS LIVIN</em></td>
<td>Martha &amp; The Vandellas</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>8</td>
<td></td>
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<tr>
<td>2</td>
<td><em>THE TEMPTATIONS GREATEST HITS 2</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>19</td>
<td></td>
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<td>3</td>
<td><em>THE TEMPTATIONS GREATEST HITS 3</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>18</td>
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<td>4</td>
<td><em>THE TEMPTATIONS GREATEST HITS 4</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
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<td><em>THE TEMPTATIONS GREATEST HITS 5</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>17</td>
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<td>6</td>
<td><em>THE TEMPTATIONS GREATEST HITS 6</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>16</td>
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<td>7</td>
<td><em>THE TEMPTATIONS GREATEST HITS 7</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>15</td>
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<td>8</td>
<td><em>THE TEMPTATIONS GREATEST HITS 8</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>14</td>
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<td>9</td>
<td><em>THE TEMPTATIONS GREATEST HITS 9</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
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<td><em>THE TEMPTATIONS GREATEST HITS 10</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
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<tr>
<td>11</td>
<td><em>THE TEMPTATIONS GREATEST HITS 11</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>11</td>
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<tr>
<td>12</td>
<td><em>THE TEMPTATIONS GREATEST HITS 12</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>10</td>
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<tr>
<td>13</td>
<td><em>THE TEMPTATIONS GREATEST HITS 13</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>9</td>
<td></td>
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<tr>
<td>14</td>
<td><em>THE TEMPTATIONS GREATEST HITS 14</em></td>
<td>The Temptations</td>
<td>Capitol 2401 (Capitol, BMI)</td>
<td>8</td>
<td></td>
</tr>
<tr>
<td>15</td>
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<td>The Temptations</td>
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**TOP SELLING R&B LP's**

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<th>Week</th>
<th>Title</th>
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<td><em>KING &amp; QUEEN</em></td>
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<td><em>NANCY-NATURALLY</em></td>
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<td>Jimmy Ruffin</td>
<td>Caper 790 (BMI)</td>
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**Billboard 4/22/67**
Next Tuesday Night.
April 25.
10:00 p.m.

On the CBS-TV special, "Inside Pop: The Rock Revolution," Leonard Bernstein will introduce a 16-year-old girl whom he has called the most significant new talent in popular music.

The highly respected composer-conductor will discuss the work of this controversial young composer-singer... particularly a song she recently recorded that was banned in some quarters as "too racially provocative."

The ban has been lifted, and on Tuesday night both the singer and the song will explode before a nationwide audience.

Get ready for the resurgence of

JANIS IAN as she sings
SOCIETY’S CHILD

From her debut album on VERVE FOLKWAYS KF-5027

*9:00 Central Time.
NEW YORK—The current popularity of Charles Ives' music is proving a boon to the Peer-Southern organization, which holds the overwhelming majority of Ives' copyrights. The copyrights, and those of Columbia, are held by Columbia, Musical Education and Serious Music Departments of Peer International Corp. (BMG) and Southern Music Publishing Co., Inc. (ASCAP), headed by Mr. L. K. Ives, and Ives' firms have more than 100 Ives copyrights.

Ives Boom Boon To Peer-Southern

By FRED KIRBY

NEW YORK—The 10-week subscription season of the San Francisco Opera opens on Sept. 15 with Puccini's "La Gioconda" with soprano Regine Crespin singing the title role and conducted by Bruno Walter. Among the new productions will be a highly touted "Boheme" with渡田 Shono as Rodolfo and Renee Fleming as Mimi. Among the new productions will be a highly touted "Boheme" with渡田 Shono as Rodolfo and Renee Fleming as Mimi. Among the new productions will be a highly touted "Boheme" with渡田 Shono as Rodolfo and Renee Fleming as Mimi.

24 Commissioned for Philharmonic Fetes

NEW YORK—Commissions have been awarded to 24 composers to write music for the New York Philharmonic's 125th anniversary season. Included are commissions from the Lincoln Center Festival, conducted by Leonard Bernstein, which will launch the Philharmonic's anniversary celebrations. The Promenade season will include two works commissioned by the New York Philharmonic, which will be sold to benefit its educational and community programs.

The 18 commissions for the regular season include one from Fred Fisher, who is also the company's music director, and ten others from composers in the United States, including William Schuman, principal guest conductor, leading the Philharmonic. Other subscribers will be Sir John Barbirolli, who was the Philharmonic's music director from 1931-1951, and Leopold Stokowski, who was one of the first conductors in the United States to conduct Ives' works. In addition, the Philharmonic will present a number of its own works, including a performance of "The Symphony of Six" and "The Cage Symphony.

In the 1967-1968 season with William Schuman, principal guest conductor, leading the Philharmonic, the subscribers will be Sir John Barbirolli, who was also the Philharmonic's music director from 1931-1951, and Leopold Stokowski, who was one of the first conductors in the United States to conduct Ives' works. In addition, the Philharmonic will present a number of its own works, including a performance of "The Symphony of Six" and "The Cage Symphony.

Col's 7 Szell Albums Winning Warhorses

NEW YORK—Seven albums, mainly of warhorse material, sparkle in a current Columbia Records release spotlighting George Szell and Cleveland Orchestra. Much of the material was issued previously, but combined in an effort to feature Szell's outstanding conducting and his ability to interpret the great masters of the past.

Met to Perform 22 Works

NEW YORK—The 1967-1968 Metropolitan Opera season will contain 22 works, including eight in this season's repertoire, and 11 new productions. The six Verdi operas slated with their first casts are "Aida," "Il Trovatore," "La Forza del Destino," "Rigoletto," "Traviata," and "Falstaff." The Verdi operas are scheduled for their first performances in the season: "Aida," "Il Trovatore," "La Forza del Destino," "Rigoletto," "Traviata," and "Falstaff." The Verdi operas are scheduled for their first performances in the season:


Two new French productions will be "Bilitis" and "Thais." Two new French productions will be "Bilitis" and "Thais." Two new French productions will be "Bilitis" and "Thais."
Ives' Boom Is Boom to Peer Southern

- Continued from page 32

Gould and the Chicago Symphony under RCA Victor.

Because of his wealth, Ives didn't have to work at all, or at least not for himself, but usually assigned them to friends or performers who programmed his music elsewhere. For example, pianist William Mas- selon-Scott performed the complete Piano Sonata No. 1. The work played by Mas selon-Scott was deleted by Columbia, which had only a catalog listing. However, Victor is coming out with a stereo version, while Columbia is re-issuing the mono performance on the recommended edition. Cowell and Ruggles were others who received Ives' copyright.

Lakond spoke approvingly of the climate, saying performances of contemporary music today, noting that many founda- tions, such as the Guggenheim Foundation, aid in obtaining performances. Lakond recalled that a year ago Cop- land had to "walk the streets" before he could get a publisher. Copland now is published by Boosey & Hawkes, a leading classical publisher.

Another Change

Another change noted is that recordings have sup- planted radio studio orchestras in classical music on the air. His major regret is that the department didn't start 10 years earlier, when he would have the gainst the copyrights of his friends, Barsony, Boosey & Hawkes publishes Bartok.

Vox is recording Charles Ives' "The Preparatory for Forefather's Day" and the "Robert Browning Overture," which is currently available on a record which also has the waxes the other piece. Other labels with Ives music include RCA, Columbia, Decca, Mercury, Folkways, Decca, Es- creet, Overtone, Music Library, Decca, Sheffeld and Louisville.

Lee's Concerto Premiere Slated

BOSTON - The world pre- miere of Benjamin Lee's "Piano Concerto" is slated by the Bos- ton Symphony for next March with Gary Gruhn as soloist. The orchestra's 51st season will begin on Sept. 29 with an all- Wagner program, including Act I of "Die Walkure," with soprano Claire Watson and tenor Thomas. A February perfor- mance of the company's "Creation," with Beverly Sills, Joseph, McCallum and Arza Barber.

Evans conductors next season will be the ensemble's "Robert Browning Overture" currently available on a record which also has the waxes the other piece. Other labels with Ives music include RCA, Columbia, Decca, Mercury, Folkways, Decca, Es- creet, Overtone, Music Library, Decca, Sheffeld and Louisville.

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SHAKE...

Selective Service, Main Line 1583 (Keag, BMI) (Cleveland)

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Enya K-Oh, Duka 411 (Dan, BMI) (Detroit)

CAN'T SEE TO MAKE YOU MINE...

Seeds, QNP Crescendo 354 (Neil-Purple Buds, BMI) (Seattle)

MIDNIGHT HOUR...

Messages, U.S.A. Red (Test-Cassette, BMI) (Millwaukuee)

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Jon & Bobbie & the In Crowd, Abakon 119 (Burton, BMI) (Duluth-Fort Worth)

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OP. 18, Brno-Lansko Colyer, piano; 

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The Berlin Club, SW 49067

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RACH: WELL-TEMPERED CLAVIER PART 2— 

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Symphony by the Imperial Court Hinfelts 

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HAYTON: LORD MELBA MASS—Various Arti- 

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MASCAGNI: CAVALONI RUSTICA/LEOM- 

CAYALLO & FABRICIUS (Fantasia): 19 411, 

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489—American Quartet, 2P 191, 129 191

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Orch. (Stall), 413, 318, 317 318

CAPSUG: TRIO—SYMPHONY—New York 

Philharmonic, L. 4234, M. 4354

FLEET & A. SCHREIBER—DON WATSON— 

Stradl Instrumental, CL 1024, CL 1043

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Cleveland Orch. (Shelby), MP 6052, MP 6054

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Carnegie Lefu, CL 1180, CL 1280

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The Beat of "BIG" TINY LITTLE: CP 75404, CL 75414

□ DECCA

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KITTY WELDON—Make The World Go 

Arousal: CL 4682, DL 74700

□ DGG

RACH: WELL-TEMPERED CLAVIER PART 2— 

COP: 19 44-10, 126 44-10

BEETHOVEN: LIEBER-Dichter-Fischer- 

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<th>Artist(s)</th>
<th>Song(s)</th>
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<td>More of the Monkees</td>
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<td>2</td>
<td>Mama's &amp; The Papa's</td>
<td>Deliver the Soul of Golden Hits</td>
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<td>My Cup Runneth Over</td>
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<td>Between the Devil and Me</td>
<td>I Can't Help Myself (Sugar Pie, Honey Bunch)</td>
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<td>7</td>
<td>The Best of the Monkees</td>
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<td>Georgy Girl</td>
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<td>There's a Kind of Hush All Over the World</td>
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(Continued on page 21)
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John Gary does romantic and exciting Spanish selections that include "Spanish Moonlight," "Granada," "You Belong to My Heart," "Yours," "Poinciana," "Guantanamera" and "La Malagueña." Color advertising in national magazines will promote strong interest in an album sure to make any señorita say "sí, sí!" LPM/LSP-3785

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Samples of the 10 best Italian singles releases of the month as selected by Billboard's Italian Director, Germano Ruscitto, headquartered in Milan.

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Discos CBS, S.A.—Mexico, D.F.
Industrial Sono-Radio S.A.—Lima, Peru
MGM Records—New York City
Discos Velvet S.A.—Caracas, Venezuela
Discos Capitol de Mexico S.A.—Mexico, D.F.
MCA Music—New York City
Discos CBS S.A.—Rio de Janeiro, Brazil
Her-Cord Records—Hato Rey, Puerto Rico

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SHAKE
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BY THE
BRITISH WALKERS
ON
CAMEO/PARKWAY

WRITTEN BY
SAM COOKE
PUBLISHED BY
KAGS MUSIC CORP.
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Ames high!

“One little girl at a time”

Ed Ames’ new RCA Victor single (47/9178) is really shooting high, high and then some! Music by Neal Hefti. Lyrics by Hal David. From Paramount Pictures’ “Oh Dad, Poor Dad, Mamma’s Hung You In The Closet And I’m Feelin’ So Sad.”
SAN FRANCISCO

First in a series of Billboard Reports on the musical climate of major creative cities throughout the world.

Coming May 6
**Country Music**

**Country Talent Booking Controversy Still Rages**

By BILL WILLIAMS

NASHVILLE — The controversy about saturation of country music talent in specific areas continued to rage through the week. Nashville talent agents claim that more people than ever are paying to see country music shows.

Two promoters, Hap Peebles of Top陕a and Carl Brenner of Baltimore, charged earlier that country music talent is over-priced and some areas are over-saturated by artists who are booked into gin mills in cities where packages are playing in auditoriums.

Abe Hunza, a Rochester, N.Y., promoter, added some fuel to the dispute by saying his attendance on the Eastern Seaboard and in Canada is off some 10 per cent, and that the artists themselves are to blame.

Hunza said that country music nightclubs are opening at the rate of about one a week. "They advertise that all of the artists appearing at such and such an auditorium will be down at the club after the show."

He claims that people then go to the bar rather than to the auditorium and wait for the artists to show up, and invariably they do show up. "The artists," he said, "are suckered into making a free personal appearance."

Hunza said he plans to put a rider in all his contracts in the future forbidding this. "The artists have got to make a decision as to whether they're going to play auditoriums or play bar rooms," he added.

Hubert Long, one of Nash- ville's top talent agency executives, seconded the idea. He said he certainly would not object to such a clause in a contract, and felt that the artists who appear in packages should not get involved in the double-exposure.

Long stated, however, that bookings are up, over-all crowds are up, and country music is enjoying a good period. Whether it would be impossible to stop situation in which more than one country music act is booked into an area at a time.

"When I book a package," Long said, "I have no idea who else is booked in there by someone else."

He said he always protected promoters in regard to his own booking agency (he has 30 leading artists under contract), but has no control over someone else who books. Nor can he turn down any legitimate promoter in a given area.

He said that if a radio station in any part of the country wanted to promote a country music show he was in no position to say no.

Larry Maessler of Moeller Talent Agency, blamed poor promotion or "second class talent" for the woes of some promoters. Refusing to name any individuals, he said there are some "boiler room" operators who rely on telephone solicitations, others who do absolutely no promotion other than just to put up a poster or two, and still others who book acts "no one has heard of" or a good up-line of talent with the proper promotion will fill a house anywhere. He cited several instances in which records have been broken within the past year.

Smoky Smith of Des Moines says he is not sure saturation hurts country music. Admitting that his attendance is off in some towns while remaining very good in others, he said that in several of these shows church halls shows usually catch different audiences and suggested this was a good way to spread this type of entertainment. Nonetheless, he said, bookers and promoters need to get together to discuss the matter intelligently and find common solutions.

Promoter Dick Blake was out of Nashville with a tour, but his office said attendance in recent shows had been off from the recent past.

Long said there was a time that no artist would appear in a given area of a performance for so many months and so many miles from a scheduled show, but that this had disappeared from their consciousness years.

He cited an instance in which an artist recently appeared in a city in a package one night, then appeared "30 miles down the road" the next night.

**LYNN "RIDES" AGAIN!**

"IF I KISS YOU" LYNN ANDERSON

CHART #1340

WRITTEN BY LIZ ANDERSON

"RIDE, RIDE, RIDE" LP-1,000

INCLUDES BOTH HIT SINGLES

BOOKINGS — BOB NEAL AGENCY

NASHVILLE, TENN.

Once again the country spotlight swingings to Marie Travis and her newest single release for Capitol, "Wildwood's Tower". (Capitol 5876). This lovely little melody with a note of plaintive sadness promised to add another hit to Merle Travis' long list of gold chart singles and albums. "Wild- wood's Tower" is a fitting tribute of Merle's talents as a balladeer. And he calls on his guitar to back him up with a full range in power and sensitivity. That's why he continues to keep his name a companion to the best professional musicians.

(Advertisement)

**Acuff-Rose Plans to Launch New Label**

NASHVILLE — Acuff-Rose is launching a new label to go with its new offices.

Over the past weekend, Nash- ville's biggest music publishing, booking agency and recording companies moved into its new $500,000, two-story building.

When the new facility is completed and officially opened sometime in June, however, it will be a showcase. The facade of the new structure incorporates a new concept of construction in the Nashville area, all built within those large areas of back-lighted stone trellises, cantilevered off the black granite wall of the building itself.

The main entrance, screened with gold anodized aluminum, will pick up the design of the trellises.

Inside will be a total of nearly 24,000 square feet of space, with 40 individual offices, two large conference rooms, an executive office area, and the ultimate in modern studio and mastering facilities, as well as a darkroom, a complete printing operation, and storage facilities. Executive offices and conference rooms will be completely soundproofed.

The studio facilities were designed by Goldsmith, audio and acoustical engineer. The "old" building will be renovated and structurally and architecturally integrated with the new and will house the shipping.

(Continued on page 54)

**BOBBY BARNETT**

"DOWN, DOWN CAME THE WORLD" K-ARK #741

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APRIL 22, 1967, BILLBOARD
Ozarks to Echo With Folk Music

MOUNTAIN VIEW, Ark.—One hundred performers from the "Land of the Rackensack" gathered here Friday to Sunday (21-23) for the Fifth Annual Arkansas Folk Festival, produced by recording star Jimmy Driftwood.

Across the nation those who love the true folk traditions of the Ozarks already have made reservations. Folklorists call this one of the most authentic events of its kind anywhere in the nation.

Some 100 musicians from the Stone County area will be on the Friday and Saturday programs. Instrumentals will include fiddles, guitars, banjos, mandolins, harmonicas, bass tubs, pickin' bows, mountain dulcimers, auto harmonicas, and even a jawbone of a jackass.

Driftwood, an author, musician, and folklorist, will be master of ceremonies for the two performances on Friday night at the Stone County Courthouse, where the businesses, and occasionally take up a collection to buy the jester a new brown.

The Rackensack Folklore Society is centered in the mountains of North Central Arkansas. It has affiliate chapters in Little Rock, Memphis, Atlanta, Tennessee, and Walnut Ridge, Ark. Driftwood, now a Monument recording artist, has cut eight albums mostly of folk music. He also has written scores of songs recorded by others.

Nashville Scene

By BILL WILLIAMS
Country Music Editor

How "country" (or which country can country mean?) is a current session at RCA Victor in Nashville, where 104 country songs were cut by Patillo Ortega of Argentina, and the session was conducted by Bill Walker, a native of Australia, who came to this city via South Africa. That's a long way around to get the Nashville Sound.

The Country Music Hall of Fame, which has sponsored the annual Grand Ole Opry in East Nashville, is the site of the 1966 Pops Orchestra, conducted by Artsen, Native of Australia, who came to this city via South Africa. That's a long way around to get the Nashville Sound.

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Nancy Dunn is now working in the Joe Taylor agency, and the agency is handling Judge Hensley and the Imperial. Ray Pillow has taken up golf. One of the most successful publishers in the Nashville area is Music/Music, owned by Chet Gerlach and Phyllis Fairbanks, and run locally by Teddy Bart. From out of this office have come news songs by Johnny Paycheck and Frankie Lane. Arliss Campbell and Chet Atkins will play in the Colonial Invitation Golf Tournament in Fort Worth in May. Merv Shiner, who made his first recording with Atkins seven years ago, has another potential big seller in his MGM release, "Big Brother." Chicago used to seem an improbable place from which a country music singer would emerge. But no longer. Dusty Farley came to Nashville, recorded, made several television appearances a joint agency, and made plans to move south. A former member of the Three Ten, a family vocal group disrupted when her husband was sent to Vietnam, she promises to be big in the business.

John Davidson is preparing to record an album of all-time country hits for Columbia.

Carley Rhodes, promotion man for Cedarwood, has been made an honorary "Country Gentleman" by KJDE, Little Rock, Ark.

Lamar Morris has cut a new MGM release,... Bill Anderson makes the wide between TV show tapings in Windor, Ont., and shows off his new Ford in Canada. Duane's Barbara Allen does a nine-day stint in

(Continued on page 34)

FROM McHALE'S NAVY TO COUNTRY MUSIC

HAPPY, HAPPY, HAPPY IS

BOBBY WRIGHT

WITH HIS FIRST SINGLE RELEASE

ON THE DECCA LABEL

"LAY SOME HAPPINESS ON ME"

PUBLISHED BY

FOUR STAR MUSIC

DECCA 32107

APRIL 22, 1967 BILLBOARD
HOT COUNTRY SINGLES

37. "I'M GONNA BE A "D" IN YOUR LIFE" by Johnny Cash - RCA Victor 9189 (King, Barn, BMG)

42. "ANY OLD WAY YOU DO" by Jim Howard - Decca 32009 (Wildwood, BMG)

44. "DON'T WANT TO BE WITH YOU" by Conway Twitty - Decca 32009 (Wildwood, BMG)

46. "RUBY, DON'T TAKE YOUR LOVE TO TOWN" by Johnny Darrow, United Artists 50126 (Columbia, Barn)

HOT COUNTRY ALBUMS

46. "FIFTEEN DAYS" by Carl Smith - Columbia 40204 (Tree Top, Victor)

45. "SWINGIN' THE SUNDOWN" by Mel Time - Capitol 32109 (Columbia, BMG)

44. "SWINGIN' THE SUNDOWN" by Mel Time - Capitol 32109 (Columbia, BMG)

43. "SWINGIN' THE SUNDOWN" by Mel Time - Capitol 32109 (Columbia, BMG)

42. "SWINGIN' THE SUNDOWN" by Mel Time - Capitol 32109 (Columbia, BMG)

41. "SWINGIN' THE SUNDOWN" by Mel Time - Capitol 32109 (Columbia, BMG)
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Phone 244-2424

'With One Exception'
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New York, New York
Phone 582-1368

www.americanradiohistory.com
DENNY HEADS BOARD OF COUNTRY MUSIC FUND

NASHVILLE—J. William Denny, president of Cedarwood Publishing Co., has been elected chairman of the board of directors of the Country Music Foundation, the non-profit corporation charged with the operation of the Country Music Hall of Fame and Museum.

Owen Bradley, Decca Records, was named president, and Wesley Rose, Acuff-Rose, is vice-president. Frank Jones of Columbia Records is secretary-treasurer.

Three new members of the board of trustees were elected to replace Roy Acuff, "Lucky" Meadler and Wesley Rose, whose terms expired. They are Roy Horton, Peer-Southern; Steve Sholes, RCA Victor, and Ken Nelson, Capitol Records. Other trustees whose terms still are in force are Mrs. Frances Presser, BMI; Tex Ritter, Capitol Records artist; Hal B. Cook, publisher of Billboard; and attorney Richard Frank.

ABC to Accelerate Move Into Country Music Field

NASHVILLE—ABC Records is going full-scale into the country music, according to Bill Lowery of Atlanta, who will be charged with the task of establishing production.

Lowery said the label now is in the process of trying to secure "name" talent, and that within five years' time it hoped to be totally competitive in this field.

The Atlanta publisher, talent manager and music business operator said he had proposed a plan to Larry Newton, president of ABC, and outlined the manner in which new country artists would be utilized at first while the label is building its association with country. Newton accepted the plan, along with Howard Stark, vice-president in charge of sales and promotion.

Lowery said sessions would be cut wherever the artists are based, either in Nashville or on the West Coast. He added that the label's first three country tunes, with new artists, would be released this month, and perhaps four more next month.

Lowery said ABC Records is competitive in all other facets of the music industry, and this would round out the picture.

Acuff-Rose Plans to Bow A New Label

Storage, printing and studio operations.


Hickory Records will produce a second label, as yet unnamed, in an expansion of its marketing efforts. W. D. Kilpatrick and Lester Rose, officials of the firm, said Hickory has access to more production, both domestic and foreign, than it can accommodate in the Hickory label, and this will provide an additional outlet. The new label will feature primarily contemporary music. In some cases, the new label will go through present Hickory distributors, and in others it will not. The initial release will come in May. The present Hickory promotion men will be utilized.-Gene Kennedy, in the East, Wayland Stubbsfield in the South, and Del Roy on the West Coast. Acuff-Rose also has hired a new public relations firm for representation.—Noble-Dury.

Back Owen’s "Sama’s Place" is doing well so it is spurring sales of the album from which it was taken. England's Frank Black, arriving in the U.S. April 19, hopes to go to record on Hickory. He'll return to be in the follies of the show in New York May 7, in Nashville he'll cut four or eight sides...
Really Entertaining!

ALLEN PRICE SET

Simon Smith and His Amazing Dancing Bear
THE MONTANAS
“CIAO BABY” # 7021
WARNER BROS.

JACKIE TRENT
“HUMMING BIRD” # 7022
WARNER BROS.

TONY HATCH
“BEAUTIFUL IN THE NIGHT” # 7023
WARNER BROS.

SANDIE SHAW
“PUPPET ON A STRING” # 0575
reprise

THE JIMI HENDRIX EXPERIENCE
“HEY JOE” # 0572
reprise
IT JUST MIGHT EASILY BECOME THE SLEEPER OF THE YEAR!

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FEELIN’ GROOVY

FEATURING
‘89TH ST. BRIDGE SONG

ONE OF THE 1967 CHART IMPERATIVES FROM

WARNER BROS. RECORDS
Puppets on a String, the Swedish entry, is a favourite - Puppets on a String, the Swedish entry, is a favourite...
ALL AMERICA IS PLEDGING ALLEGIANCE TO

EVERY MOTHERS' SON!

And now their first single

COME ON DOWN TO MY BOAT

skyrockets out of the album
that's setting off fireworks
from coast to coast!

A Coral Rock Production
Produced by Wes Farrell

K-13733

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
PARIS—"This Is My Song," the runaway Charlie Chaplin hit from his film "The Countess From Hong Kong," has become a favorite with audiences of Europe, and is proving to be one of the most lucrative copyrights of 1967.

Peter, the American, can say "This Is My Song" with more authority than Anglo-French artist Petula Clark who was the first with "This Is My Song" in the United Kingdom. The song is getting a second U. K. life with the chart-topping success of Harry Secombe, Jr., as Mr. Secombe's husband and manager, Claude Wolf, said, Petula's English version was recorded as an afterthought and was the singer's first impulsion was "This is not my song."

Wolf was first sent the song by Cyril Simons of Leo Music in September last year. In December while Wolf and Miss Clark were in Reno, Simons called and asked what he was doing about the song. Wolf said he liked it very much and thought it would be good for the German market. He asked Tony Hatch to do an arrangement, but Hatch wasn't impressed with the song and was not allowed by unions to sign the contract.

Wolf then called Leon Cabat, head of French Vogue, and asked him to find an arranger for the French-German version. Miss Clark was asked to write a French lyric, although she, too, thought the English version was amiss.

An arrangement was sent to Wolf from France, but he wasn't happy with it; so he called in Eric Frenzel, his assistant, who had written the definition. Miss Clark recorded the French, Italian and German versions, and in January, at the end of the session did the English version—adding a second voice track—which was planned to be sung by the record's title. So the song put out as a single—and the rest is history.

More Versions Next?

Now the song may record a Japanese version, and a Spanish version for the South American market. The success story of one of the most popular songs of the year has been almost equally shared by the English and French versions. Total sales are well over 70,000, and Records Meylmann, head of the Belgian Vogue company, is convinced they will top the 100,000 mark. An orchestral version by French Vogue has sold 5,000 copies. The song has also been recorded for Vox de Son Maître in Belgium by Lizar. More than 10,000 copies. But Petula Clark's French version is nearing 500,000.

By Grace Andrews

"This Is My Song" has scored a double success as a vocal single in Britain. Miss Clark's version on Pye has sold 50,000 copies, and an orchestral version by Pye of 50,000 copies. Subsequently, Harry Secombe, who recorded the number for the British market, entered the top three with his version on Phillips.

Several orchestral recordings of the tune have been issued in the United States, and the first version by Columbia, Stanhope, Ronnie Aldrich and Semiprincess. A host of album versions are on the way, including one by U. K. chart-toppers the Easybeats (Reprise).

Leeds Music, owned by RCA, whose Universal movie company turned "The Countess From Hong Kong," published material from the film in Britain and arranged for Italian, German and French lyrics at Miss Clark's expense. And as part of the deal, he asked to write the English lyric for the song.

ITALY—By Germaine Ruscitto

Continuing the current movie music trend, "This Is My Song" has also been recorded in Italy. Three Italian artists in addition to the seven non-Italian versions released.

The line-up is Petula Clark (Vogue-Sainta); Sara Latora (Durium); Bob Mitchell Orchestra (Riff); Al Kovin (GTA); Cosio Amsellino (Vedette); Gastone Pa- tiri (Taffo); Semeri (Eni; UFFO-USS); Piero Garro (C. C.); Harry Secombe (Philips); Frank Chackwell (Decca); Cyril Simon (Cylinda); Willy Moly (Jago); Estlo Leoni (CAM); Aldo Fagnani (Cordoloi); Angina (Originalit); TANTO (EFL); Giancarlo Chiarantello (Fonit Cetra); and James Last (Polydor). The number is subpublished in Italy by Fabio Music. Despite the vast number of versions, there has, so far, been no chart action.

GERMANY—By Omer Anderson

Petula Clark's version of "This Is My Song" is a sure hit here, selling in both French and German "Chien" for the release of the Norwegian movie, "Chien," which was also released in Germany, "Chien," which was also released in Germany.

"This Is My Song" has been recorded for the release of the Norwegian movie, "Chien," which was also released in Germany.

More Than 500,000 copies of "This Is My Song" have been sold in the United Kingdom and the original version by Petula Clark has made the No. 1 spot.

No foreign tune has had so many covers in Scandanavia since the German Eurovision entry, "Zwei Kerle" by Karel Gott and German artist, who has written the Scandanavian version of "This Is My Song" (Er Serend Till Dig).

HOLLAND—By Bas Hopman

Petula Clark's version of "This Is My Song" has been a hit in the United Kingdom, and the original version by Petula Clark has been released in the United States, where it has sold more than 50,000 copies. The song was written by Scottish songwriter, Patrick Macnee, and is about a Scottish sailor who is waiting for his ship to come in.

The song has been recorded by both Petula Clark and Harry Secombe, and has sold more than 50,000 copies in the United Kingdom. The song has also been recorded by Scottish songwriter, Patrick Macnee, and is about a Scottish sailor who is waiting for his ship to come in.

The song has been recorded by both Petula Clark and Harry Secombe, and has sold more than 50,000 copies in the United Kingdom. The song has also been recorded by Scottish songwriter, Patrick Macnee, and is about a Scottish sailor who is waiting for his ship to come in.
Vic Damone sets the town on fire.

"On the South Side of Chicago"

c/w "A Quiet Tear" 9145

Captures the flavor of the town that swung as no other town ever did!

Already getting strong air play!

If it's happening...it's here!

RCA VICTOR

(The most trusted name in sound)
Supraphon Playing Vital Link In East-West Sales Relations

The following market report is the result of an interview between officials of the Czechoslovak company Supraphon, and Billboard's European director, Andre de Vekky.

PRAGUE—A small wedge of country in the heart of Europe may be the gateway to countries in the Eastern bloc for trade from the West. Czechoslovakia, small in population (15 million), but big in musical culture, and with a lively interest in music, could play the role of wholesaler to the East territories for record companies from the West.

This is the impression gleaned from talks with the State-owned Supraphon company here. Supraphon is the major company with firms in the West for reciprocal business. Licensing arrangements with Western firms offer sales opportunities not only in Czechoslovakia itself, but also for re-export of the Western product to Russia, East Germany, Hungary and Rumania. Supraphon claims it can print and sell advantageously in these areas.

Dr. Pavel Smola, deputy director of the Supraphon division of Ania (the Czech export-import organization here), said Supraphon was able to sell an original version of a Barclay LP by Dalida in other Eastern countries in numbers 17 times the quantity sold in Czechoslovakia itself. Actual figures were not disclosed.

Other Labels

Although comparatively few recorded products from the West have been available in Czechoslovakia, releases have been made from the Vogues, SAA, Barclay, CBS France, Folkways and DDG labels. Udo Jürgens' "Merci Cherie" from Vogues sold 100,000 copies. Artists like Dalida, Jacques Brel and Charles Aznavour have had sales, but only Czech versions of records by the Beatles and the Rolling Stones have been released. Western publishers may like to hear that more than 50 per cent of the pop business in Czechoslovakia has been in versions of songs from the West. Currently, there are eight out of the top 10 which are American, British, French, German and Italian songs.

The Czech professional organization for authors, OSA, is a partner of BIEM. Artists currently popular on radio, where original versions are played, are Gene Pitney, Jim Reeves, the Monkees and Polnareff.

Smola reported that Supraphon opened business relations with CBS in September 1966 for release of classical product on the Crossroads label in U. S. Currently, it is negotiating with CBS to release in Czechoslovakia recordings by Duke Ellington, Ray Conniff, Bob Dylan and Broadway musicals.

Hopful on Pop

Supraphon is hopeful that some of its pop and jazz material can be taken by the West. At this year's MIDEM, Czech singer Karl Gott showed the quality of a pop ballad singer; also, the Czechs are well known for their jazz talent. A band in the Bert Kaempfert style is also recording.

Supraphon reports that an average hit single sells about 60,000 copies over two months. Its top seller has been an LP of Czech songs which sold 350,000 in two years. The company runs a record club which has 24,000 members who take eight LP's a year plus one free. Supraphon's export buoyancy is such that there are 1,500 record players in use in the country (12 per cent of the population) and efforts are being made to promote sales. Sales of its own production of records ran 10,000,000 in 1966 (400,000 in 1965), and this growth is expected to continue. Breakdown of sales are 75 per cent singles and EP's and 25 per cent LP's. Selling prices are 75 cents a single, $1.20 for LP's and $2.20 to $3.00 for LP's.

130 Record Shops

There are 150 retail outlets throughout the country, plus another 1,500 retail outlets in stores. The music price, distribution and retail selling is all under control of Supraphon.

It is estimated that there are between 500 and 1,000 jukeboxes in use, mainly of German origin, made by Loewen Automaten, the Serenade record from West Germany.

Supraphon expects that its recent application to the Federation of Phonographic Industries, the International licensing organization, will be granted. Czechoslovakia was, of course, a member before the war.

To indicate Supraphon's growth, a second record company was formed under a label called classical works by Czech composers.

For consumer promotion, Supraphon publishes a record and music newspaper called "G 67," edited by musicologist Jaroslav Prochazka, which is distributed free through record dealers. Currently, Supraphon reports that its best markets in the West are the U. S., West Germany and the United Kingdom. There are 18 licensees distributing their products outside the Eastern bloc, and seven in Eastern Europe.

GRAHAM GRAMOPHONE

Gramophone is promoting through a record store's releasing of a record weekly as a new dimension of enjoyment to the written word. Releases include classical music, books, Oskar Werner reading verse from Moisey and Heine.

text and from Street-eplore, the greatest modern German tragedienne, Maria Becker, reading essays from Kleist and Schiller; and Maria Wimmer in monologues from Racine, Goethe, Schiller, Lessing, Hebbel and Euripides.

APRIL 22, 1967, BILLBOARD
THEIR BIGGEST HIT!

I Got Rhythm

Produced by The Tokens for Bright Tunes Productions
Arranged and conducted by Herb Bernstein

B.T. PUPPY RECORDS, INC.

www.americanradiohistory.com
COLOGNE — All sales systems are GO for Electrola's promotion of its 10th anniversary as Capitol label distributor in Germany.

Thanks to the steady pressure maintained by Electrola's distribution chief, Wilfried Jung, Capitol sales in the German market have hit an all-time high.

Jung credits Capitol's strong sales position in Germany to the label's first-rate repertoire, but the Electrola distribution chief has made a name in the German trade for his ability to make the most sales capital from the EMI U.S. affiliate's artists.

Just now, the shining sales example is Al Martino, whose Electrola has been put into a permanent fixture on German top sales charts. Martino's "Spanish Eyes" was a 1966 sales success for Electrola. The success of this hit in Germany reflected the hand-in-glove co-operation between the two EMI affiliates. Martino scored big with his recent German TV show, "The Golden Shot," and Electrola then moved in fast to translate its TV triumph into big disk sales.

Electrola is also adept at blending Capitol artists into the German scene. The recent top example is Wanda Jackson, whose large English-language sales in Germany failed to satisfy the hard-driving Jung. "She was in great demand, but in Germany," commented Jung. And that was how Wanda Jackson started singing a part of her career, recording at the Electrola studios in Cologne. Her German-language hit, "Santa Domingo," was at the top of the charts for weeks, and she is regarded by her fans here as practically a native.

Electrola also has built the Beach Boys into a dominant singles force in Germany, using their tour of the country to give saturation promotion to their records. Examples are "Barbara Ann" and "Sloop John B," best sellers both. Ray Anthony recorded in the Electrola studios such world hits as "Sailor," "Bebop," "I'll Sleep Tight," "Merci Chemie" and "What Now, My Love.

In 1964, one of the most long and distinguished records in the German market, dating back to the end of the last war. In fact, in 1954, Capitol became the first leading American label to enter the war-shattered German market. At that time, Capitol signed an agreement with Telefunken (now Tetrad), under which Telefunken acquired the Capitol repertory for Germany.

U.K. Entry Wins

- Continued from page 58

ket song.

Both the Irish and Spanish entry were considered likely winners but Raphall's song "Habile Mas de Amor" came sixth with only nine votes.

The contest took place in the Winner Hofburg, the Imperial Ballroom being used as the auditorium.

ORDER OF WINNERS

1. U. K.
2. Ireland
3. France
4. Luxembourg
5. Monaco
6. Spain
7. Belgium
8. Sweden
9. West Germany
10. Yugoslavia
11. Italy
12. Portugal
13. Norway, Hol-

land, Austria

Sweden did not get a single vote.
"VAUDEVILLE NEVER DIED IT MOVED TO NASHVILLE"

So says author Robert Shelton on page one of his delightfully informative and candid account—

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A Picture History of Country & Western Music

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and the press says:

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Nashville Tennessean

"At long last country music has been given a scholarly treatment between hard covers."

Billboard

"... a gem among more priceless treasures."

Gary Post Tribune

"A top-notch treatment ... fascinating photographs ... the blend of words and pictures has brought into sharp focus the legion of great performers, past and present, in the country field."

Variety

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Please ship__________ copy(ies) of The Country Music Story at $7.50 per copy.

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Add 30c per copy postage (in U.S. & Canada)...

Other countries: 75c postage for 1st copy and 50c for each additional copy...

Total of payment enclosed.........................

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AUSTRALIA

(Dominates local title)

This Week

1 1 PENNY LANE—Beatles (Parlophone)
2 2 GEORGY GIRL—Linda (Columbia)
3 3 I'M NOT THE ONE YOU NEED—Geno-Jeff
4 4 I'M NOT THE ONE YOU NEED—Geno-Jeff
5 5 RUBBY TUESDAY—Rolling Stones (Decca)
6 6 WORDS OF LOVE—Maria's Milk (Myth)
7 7 DEDICATED TO THE ONE I LOVE—Rory & Poppy (RCA)
8 8 PENNY LANE—Beatles (Parlophone)
9 9 PENNY LANE—Beatles (Parlophone)
10 10 I'M A BELIEVER—Monkees (RCA)

FRANCE

(Dominates local title)

This Week

1 1 CEET MA CHANSON—Michel Sardou (Polydor)
2 2 PENNY LANE—Beatles (Parlophone)
3 3 I'M NOT THE ONE YOU NEED—Geno-Jeff
4 4 TELL ME WHY—Van Morrison (Philips)
5 5 I'M NOT THE ONE YOU NEED—Geno-Jeff
6 6 POUR UN FÊTE—Michel Polnareff (A.-L.).
7 7 NO HIM—Herbert's Memphis (Columbia)
8 8 PENNY LANE—Beatles (Parlophone)
9 9 ALBUM D'OR—Paul (France) (Polydor)
10 10 12 "20" DU BONHEUR—Siné (Polydor)

MEXICO

(Dominates local title)

This Week

1 1 EL CARE—María y su Duplet (Discos Perfiles)
2 2 I'M A BELIEVER—Monkees (RCA)
3 3 SI LO SABES—Mundo Musical
4 4 CELLO—Los Panchos (EPID-Mexico)
5 5 A MAN AND A WOMAN—Sermomusica
6 6 AMANECER—Peyton
7 7 I'M NOT THE ONE YOU NEED—Geno-Jeff
8 8 I'M NOT THE ONE YOU NEED—Geno-Jeff
9 9 LA POUPÉE QUI FAIT NON—Michel Polnareff (Mat-Em)
10 10 SUNNY—Dorothy Day (Philips)

SINGAPORE

(Courtesy Radio Singapore)

(Dominates local title)

This Week

1 1 PUE IPANCA—Beatles (Parlophone)
2 2 I'M NOT THE ONE YOU NEED—Geno-Jeff
3 3 PENNY LANE—Beatles (Parlophone)
4 4 EDDIE AND THE BROWN—Brown (EMI)
5 5 IT'S MY SONG—Paul (France) (Polydor)
6 6 PENNY LANE—Beatles (Parlophone)
7 7 IT'S HOW YOU LIVE—Rudi
8 8 THIS IS MY SONG—Paul (France) (Polydor)
9 9 PENNY LANE—Beatles (Parlophone)
10 10 CAN'T MAKE IT—Paul (France) (Polydor)

SOUTH AFRICA

This Week

1 1 SINGLE GIRL—Roddy Poxy (EMC)—EM
2 2 THERE'S ONLY ONE KISS—Hudiel (Hudiel)
3 3 THIS IS MY SONG—Paul (France) (Polydor)
4 4 MISTER TOMMY—Tommy Keaveny (EMC)—EM
5 5 MATHEW AND MURRAY—Clyde Bull (EMC)—EM
6 6 ROLL THE ROLLER—Slosh (EMC)—EM
7 7 DOUGIE—Doug (EMC)—EM
8 8 COME TO JANE (Continental)—Jopsey (EMC)—EM
9 9 UMBUTU—Mama (EMC)—EM
10 10 SPARKS AND SPECKS—Tom (EMC)—EM

JAPAN

(Dominates local title)

This Week

1 1 OHROHRO WADA ENOKI—Minoshirō Hiraoka (MGM)
2 2 YAKISUI KONNO—Noriyuki Higashino (Yokohama)
3 3 YAKISUI KONNO—Noriyuki Higashino (Yokohama)
4 4 SOMEBODY ELSE TO CHORE—Paul McCartney (MGM)
5 5 LILLIE LAMP—Henry Reiner (Philips)
6 6 I'M NOT THE ONE YOU NEED—Geno-Jeff

IRE

(Courtesy New Spotlight, Dublin)

(Dominates local title)

This Week

1 1 KEEPS ME ENGLERT—Humphrey Desmond (Decca)
2 2 IT'S MY SONG—Van Morrison (Philips)
3 3 PENNY LANE—Beatles (Parlophone)
4 4 I'M NOT THE ONE YOU NEED—Geno-Jeff
5 5 PENNY LANE—Beatles (Parlophone)
6 6 PENNY LANE—Beatles (Parlophone)
7 7 PENNY LANE—Beatles (Parlophone)
8 8 PENNY LANE—Beatles (Parlophone)
9 9 PENNY LANE—Beatles (Parlophone)
10 10 I'M NOT THE ONE YOU NEED—Geno-Jeff

EIRE

(Courtesy New Spotlight, Dublin)

(Dominates local title)

This Week

1 1 I'M NOT THE ONE YOU NEED—Geno-Jeff
2 2 I'M NOT THE ONE YOU NEED—Geno-Jeff
3 3 PENNY LANE—Beatles (Parlophone)
4 4 BOBBI WOMAN—J. Loves (Fontana)
5 5 I'M NOT THE ONE YOU NEED—Geno-Jeff
6 6 I'M NOT THE ONE YOU NEED—Geno-Jeff
7 7 I'M NOT THE ONE YOU NEED—Geno-Jeff
8 8 I'M NOT THE ONE YOU NEED—Geno-Jeff
9 9 LEE'S GONE—J. Loves (Fontana)
10 10 KAJAIB—J. Loves (Fontana)

MALAYSIA

(Courtesy Radio Malaysia)

(Dominates local title)

This Week

1 1 PENNY LANE—Beatles (Parlophone)
2 2 RUBBY TUESDAY—Rolling Stones (Parlophone)
3 3 PENNY LANE—Beatles (Parlophone)
4 4 RUBBY TUESDAY—Rolling Stones (Parlophone)
5 5 PENNY LANE—Beatles (Parlophone)
6 6 PENNY LANE—Beatles (Parlophone)
7 7 PENNY LANE—Beatles (Parlophone)
8 8 PENNY LANE—Beatles (Parlophone)
9 9 PENNY LANE—Beatles (Parlophone)
10 10 PENNY LANE—Beatles (Parlophone)

CHILDREN'S

(Courtesy Radio Malaysia)

This Week

1 1 THE BEST OF THE BOSSA BY BOSSA—This Week
2 2 THE BOSSA BY BOSSA—This Week
3 3 THE BOSSA BY BOSSA—This Week
4 4 THE BOSSA BY BOSSA—This Week
5 5 THE BOSSA BY BOSSA—This Week

ALBUM REVIEWS

*Continued from page 44

LETTER TO JESUS

San Remo '65

MUSIC FOR A TRIP ON THE DANCE

DONJOY RAO

LOW PRICE INTERNATIONAL

CLASSICAL MUSIC IN INDIA

GOSPEL
ON SALE
AT ALL NEWSSTANDS
APRIL 18

FOR: THE SWinging GENERATION

ABOUT: THE CURRENT AND COMING RECORDED SOUNDS . . . AND THE PEOPLE WHO MAKE THEM

BY: BILLBOARD — THE BIBLE OF THE MUSIC-RECORD INDUSTRY
Tape CARtridge

RCA Unrolls Multi-Million
Plants in StERO-8 Offensive
By MIKE GROSS

INDIANAPOLIS — RCA Victor's commitment to Stere-o-8 tape cartridges was dramatized here last week with the unveiling of a tape duplicating facility and research development laboratory. The cost of the new facilities is reported to be more than $3,000,000.

And in further pointing out Victor's decision to stay with an 8-track system, RCA Victor's Dr. Norman Rutgers, division vice-president and general manager, said, "We believe we've built a better mouse trap." 

Ruscin also said, "These two facilities assure our leadership in recorded entertainment. The Recorded Tape Duplicating Plant is indicative of RCA's belief in the future of recorded tapes in general and Stere-o-8 specifically. The new facilities for our laboratories provide the means for RCA Victor to continue to serve the consumer with improvements in both disk and tape products."

"Another Plus"

Ruscin also revealed another plus in Victor's Stere-o-8 drive fact the company has again been selected by both the Ford Motor Co. and the Chevrolet Division of General Motors to supply the consumer counterparts to the models which these firms will provide to purchasers of stereo-equipped 1968 models.

Ruscin indicated that RCA Victor serves many new specialized uses for cartridge tape and is working to develop new uses. As an example, he mentioned that in conjunction with Recording for the Blind, Inc., Victor will participate in a test program sponsored by the National Foundation for the Blind.

"The purpose of the program is to determine the practicality of utilizing tape cartridges to enrich the cultural opportunities available to physically handicapped for whom book reading is difficult or impossible," Ruscin said.

Recordings of literature furnished by Recording for the Blind will be duplicated by RCA in 8-track cartridges for use in specially adapted Stere-o-8 tape players to be provided to a group of veteran and civilian hospitals.

"These are leadership positions," Ruscin said. "And the project, reported in Billboard last November, opens with Spanish, French, Italian and German language courses."

In reviewing the market situation of Stere-o-8, Irvin Tarr, division vice-president, marketing, said that in the first quarter of 1966, RCA Victor had the market virtually to itself, and that in the like period of 1967, with competition from every company, RCA Victor still had achieved a 60 per cent increase in its own sales of Stere-o-8.

The two buildings, which were unveiled to the trade press Wednesday (12), added 125,760 square feet to the RCA Victor Record Division's already existing facilities in Indianapolis.

The Recorded Tape Duplicating Plant, containing approximately 55,000 square feet on one floor, has the capacity of processing 74,000,000 feet of tape a month. From its 11 master units and 110 duplicating units a total of 700 processes each day, based on one eight hour shift per day. It was noted that within a year, the remaining 80 per cent of the loading operation would be fully automated.

The new quarters of the Research and Development Laboratory contains 21,000 square feet equipped with the most up-to-date electronic apparatus.

Enter 3 3/4 IPS Reel-to-Reel Tape Field; 32 Released

INDIANAPOLIS—RCA Victor has added the 3 3/4 inches per second reel-to-reel tape to its tape marketing activities. The company is entering the field with the release of 32 packages.

According to Irwin Tarr, division vice-president, marketing, the company waited for its move into 3 3/4 tape until it could produce reel-to-reel sound equal in quality to that normally associated with 7 1/2 ips cartridges, he said, "Our tapes will establish a new 3 3/4 inch standard of quality for the entire industry."

The initial release contains 22 pop, jazz and novelty packages and four Camden titles, none of which duplicates any currently available on 7 1/2 ips tapes.

Future releases will follow at two-month intervals beginning in June.

Tarr said that the 3 3/4 ips reels will be supported by trade and consumer advertising and with new sales aids for distributors and dealers. Victor, also, is introducing a new Collector's Series—monaural recordings that are compatible for play-back on 4-track stereo systems.

Among the highlights of the initial release of 3 3/4 ips release are the complete operas, "La Cenerella," and the Broadway musical, "If I Did It Differently."

The packages will carry the following list price categories:

- Popular Double Pack, $9.95
- Red Seal Twin Pack, $10.95
- Red Seal 3 LP equivalent, $17.95
- Camden Twin Pack, $7.95
- Original Cast Single, $8.95.

4 and 8 TRACK CARTRIDGES

ATCO ATLANTIC DYNATONE
ALLIES COMMAND MALLOMAN
AMC GRAND RECORD
AMERICAN MUSICAL
BELL MONUMENT
BROOKSCOD命
BOSS VIVA
BOOM SINGER
CHUGG OLIVER
COLUMBIA UNITY
COSTA SHEETS
COTTON CHESS
CRIMSON CHECKER
CUFF DOT
CUTTER DOR
DECCAS DUNHILL
DELIBERATION DUNLOP
DOUGLAS EMMETT
EMPORIO EMERSON
END OF TONE ETER
EUPHONICS FEATHER
FENDER FESTIVAL
FIDELITY FEUD
FINIS FIVE
FREDERICI FOSS
GEMINI FRANKLIN
GUILD FRANKO
HARLEY GAVEL
HARPO BELL
HEAR DEAN
HOLLYWOOD FEBRERO
HOUSTON FENTON
HUGHES FETTER
HUNTINGTON FIBER
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JENNY GLASSCO
JESTER GLENN
JIMMIE GLASS
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LONDON HARRIS
MACGREGOR HANCOCK
MAITLAND HARKER
MCCONNELL HARRIS
MOUND HARRIS
MURPHY HARRIS
MYSTIC HARRIS
NATIONAL HARRIS
NEW HAVEN HARRIS
OMNIVENH HARRIS
OAKWOOD HARRIS
PACIFIC HARRIS
PENINSULA HARRIS
PHILADELPHIA HARRIS
POLARIS HARRIS
PRIDE HARRIS
PRIMA HARRIS
QUADROPHENIA HARRIS
RAY HARRIS
RCA VICTOR HARRIS
RECORDINGS HARRIS
RICH HARRIS
RUTH HARRIS
RUNNELL HARRIS
SCIENCE HARRIS
SILVER JELLIES HARRIS
SMILING JELLIES HARRIS
TINGE HARRIS
TOMMY HARRIS
TURF HARRIS
TRUE HARRIS
UNIVERSAL HARRIS
VASONA HARRIS
VICTOR HARRIS
VICKY HARRIS
WILD HARRIS
WLH HARRIS
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april 22, 1967, billboard
We take 'em apart so you don’t have to.

The trouble with most tape cartridges is that you have to take them apart before you can put them together.

We save you the trouble.

Every Audiopak is packed and shipped in pieces.

Very few pieces, at that.

In fact, Audiopaks have fewer pieces than any other cartridges (you might say it sets us apart).

Fewer pieces means less handling.

Less handling means less mishandling.

Less mishandling means less time spent on each cartridge. And more money saved.

Prove it for yourself. Send for a sample 4- or 8-track Audiopak. We could make such beautiful music together.

The secret is out.

Now—an Auto Tuner* cartridge that gives AM-FM Stereo Sound FM-Multiplex Sound Police & Emergency Monitoring

There was so much excitement that it leaked out. GW Electronics has manufactured a line of cartridge radio tuners that fit all 4-track and 8-track car stereos. It's a snap for anyone to install. Just connect the GW antenna extension to the car aerial lead. Then slip the Auto Tuner* cartridge into the existing stereo tape deck, just as you would an ordinary 4 or 8-track tape. You can change back to pre-recorded tapes by simply slipping the Auto Tuner* cartridge out and unplugging the antenna extension. And here is the real news. The Auto Tuner* cartridge line, complete with antenna extension, is priced from $39.95 to $59.95 (suggested retail). Some of the industry's "secret agents" got wind of our product announcement a couple of weeks ago and the orders have already been streaming in. So we decided to take out this ad in order to be fair to everyone. You may use the form below to establish your allocation position for these units. Positions will be determined by post mark of forms received. Now that's fair, isn't it!

GW Electronics 9465 Wilshire Boulevard Beverly Hills, California 90212 Phone: 278-3303, 278-3304

Please establish my allocation position for the GW Auto Tuner* cartridge, as noted in the quantities shown below:

<table>
<thead>
<tr>
<th>MODEL</th>
<th>QUANTITIES</th>
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<td>C-100</td>
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<td>C-200</td>
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<td>C-300</td>
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Please establish my allocation position for the GW Auto Tuner* cartridge, as noted in the quantities shown below:

FIRM NAME

ADDRESS

AUTHORIZATION:


*T.M. Patents Pending
GW ELECTRONICS INCORPORATED
Muntz Forms European Network

By ELIOT TIEGEL

LOS ANGELES—Muntz Stereo-Pak has signed 45 separate agreements with European companies which will establish a network CARtridge distributors, manufacturers and mus-

sic licensees, according to Ron Gordon. Muntz’s international director.

In addition, the company plans establishing a duplicating facility in Italy with 20 slaves as the initial mechanical involvement, adds Earl Muntz, president of the Van Nuys-based firm.

The 45 agreements, Muntz noted, are more than he had started with domestically more than four years ago. He and Gordon will probably visit Italy to select the site for the dupli-
cating facility.

According to Gordon, who traveled through Europe earlier this year, the key to launching the American 4-track system on the Continent is to provide those people selling and installing players the cartridges. “Based on this concept, we have been able to secure music rights from the record companies,” Gordon said.

One of the provisions in the Muntz contract is the trouble enough machines are on the market, Muntz will provide car-

tridges for the companies to sell through their own distribution. At the outset, Muntz af

filiates will handle distribution of the music.

Gordon said that the firm’s model M30 would be the unit prominent in Europe because of its low cost and ability to fit into small cars. The company reports player orders for some 7,500 units.

The duplicating facility in Italy will be designed to serv

ice all of Europe and the Com

mercial Company. A facility in Eng

land could serve the outer seven nations (England, Sweden, Denmark, Norway, Switzerland and Portugal).

Immediate orders for players and, while being han

dled through the U.S., with the construction of duplicating and cartridge player manufactur

ing facilities following.

On the domestic front, Muntz last week said he was consider

ing Florida as his East Coast duplicating outlet instead of Chicago, as had been previously indicated. He said he had been

NEW YORK — Elvis Presley tops the list of RCA Victor’s release of Stereo-Car

tidge tapes with three of the 17 new entries. Also featured in the twin packs are Colgems Twin Pack by the Monkees. Other pop entries are by Ed Ames, Marty Gold and his Orchestra, Jimmy Dean, Floyd Cramer, and Al Hirt. Pop Vall

ey packs, which are not available in LP form, are by Frankie Carle, Floyd Cramer, Derek & Ray, John Donato, Earl Hines, Peter Nero, and a special teen package featuring the Jefferson Airplane, the Youngbloods, the Sidekicks and the Metros. Other pop Twin Packs are by the Norman Luboff Choir, and an all-star package of Cole Porter songs featuring the Luboff Choir, Lena Horne, Al Hirt, Al

Drake, Pat Suzuki, Peter Nero, John Gary, Etel Ennis, Art Hirt, Newborn, Monton, Good, Eartha Kitt, Frankie

Miller Promo on Exclusive Acts

HAMBURG—Miller Interna

tional, which launched a pro

duction drive on its first exclu

sive artists. They are American

singer Peter Pepper with “Boo

g” and a local group, the Beethoven. They are getting action on TV and radio.

Miller pioneered low-price recordings in Germany, featuring pop and classical repertoire on its Sonoreset and Europe labels. The Miller factory at Quickborn is one of the most modern in the industry, with a daily capacity of 15,000 LP’s.

Miller executive Bert Varell is planning to sign more ex

clusive artists this year.

studying Chicago without any success, and that Florida’s cli

mate offered a built-in advan
tage over a Midwest location.

Randall, and Arthur Fiedler, among others.

The Red Seal tapes are by Arthur Fiedler and the Boston Pops, and the Vienna Philhar

monic under the direction of Herbert Von Karajan. The RCA Camden discs are by the Liv

ing Marimbas and the Living Guitars, and Wand is repre

sented by Chuck Jackson.

The 17 new Alert releases bring the RCA Victor Stereo-8 cartridge tape catalog to 479.

GPN Crescendo Goes RCA; 1st In May Item

NEW YORK — RCA Vic

tor has added Gene Norman’s GPN Crescendo label to its Stereo-8 tape cartridge catalog. The first Crescendo Stereo-8 re

lease, due in May, will feature the Seals, a West Coast group. Crescendo marks the eighth independent label to be picked and distributed on Stereo-8 car

tridge tapes by RCA Victor. The others are: Stymie, Colgems, Wand, Bunna Vista, Prestige and Diamond.

Other artists on the Crescendo label are: Billy Strange, Joe and Eddie, Arthur Lyman, the Chalkeens, Dizzy Gillespie, Lionel Hamp
dton, Jimmy Giuffre, Chet Baker, Buddy de Franco, Art Blakey and Wild Bill Davis.

Lear Opens Sales Office in Geneva

GENEVA — The Lear Jet Corp., Stereo Division, has opened a sales office here. The Swiss company will be the gen

eral agency of all Lear Jet Stereo 8 product for Europe, the Middle East and South America. William Lear Jr. is president of the new firm.
Vox Breaks Into Drum Market With New Line

LOS ANGELES—Vox has entered the world of drums with some intriguing ideas. It is the latest in a line of three different drum sets now being distributed through the firm’s Vox Division.

Two of the three sets being offered—the Teletar and Panjet—have unique bass drum shapes to provide style and acoustical innovations for the drum market. The Teletar bass has an elliptical contour and is played with two felt paddles—giving the drummer two distinct different sounds or tympanic effect.

The other set, the Panjet bass, is conical shaped to produce an intimate club beat. A traditional round bass is included in the set called Thunderbolt.

Retail Prices Revealed

In announcing the Vox Drums, Benaron said, “We are committed 100 per cent to the drum business with a complete line of percussion instruments competitively priced with the current four-piece sets at $339.95, $459.95 and $499.95 retail. Each set is of metal quality, a quality product, tested and proved.”

Key features of all three sets are: conical open booming sound of a regular bass, the Panjet is conical shaped to produce an intimate club beat. A traditional round bass is included in the set called Thunderbolt.

Display Opens In New York

NEW YORK—A new concept in direct mail entertainment products was opened at 51st Street and the Avenue of the Americas here April 5 by National Union Electric.

National union numbers among its divsions the AC Radio and Eureka William’s. The combination of the split square-foot salon is devoted to the display of color and black and white television receivers and stereophonic and high-fidelity audio equipment. Among the exhibits are the Emerson and DuMont euciconics.

Appointed attendants under manager Frank Bonaventure will answer all questions about products.

The plush showroom, of a size soon to be adopted widely in the home electronics industry, is intended as a self-sell proctor of the company’s image and lines. National chairman and president, C. Russell Feldman, received a letter of congratulations from Mayor John V. Lindsay.

Concord Reveals Sales Program

LOS ANGELES—Marking its eighth anniversary, Concord Electronics Corp. has announced its first nationwide sales program.

To be an annual event, the promotion will include a complete program of select products and merchandising support materials from the manufacturer to all dealers.

The promotion will run through April, May and June.

Audio Retailing

Old Jazz Reaps Disk Profits

Telex Announces 19 Models Of Phonographs, Recorders

CHICAGO—Telex-Phonola, a subsidiary of Telex Corp., is introducing this month a new 19-model line of stereo phonographs, tape players, consoles and portable combinations. Designed to increase the company’s market penetration, the new line is the largest and most advanced ever to be manufactured by the company in its 25-year history.

National sales manager, Edward Bofu, commented: ‘‘New styling innovations are especially obvious in the totally new Telex-Phonola 180-degree models.’’

The company’s custom record changer’s exclusive circular and vertical and horizontal positioning are features of the models. The new models are offered with an on-off switch AM/FM stereo tuners.

Effective with this introduction, the new brand name ‘‘Telex-Phonola’’ will be used on all phonographs and Phonola Mag- necorder will be carried on tape recorders. Prices of the new models range from $199.95 to $549.95.

Among the monaural phonographs in the new line are the manual hi-fi (1102) in teal blue and white which is a good children’s item for $19.95; the multi-case-styled monaural (2104) carries an open list price, and the AC battery phone with AM radio (2105), retail for $59.95.

Five models make up the portable stereo phonographs offered. Low price item is the stereo automatic (3104) retailing for $39.95. Solid State Deluxe Stereos vary in price according to quality of speakers and extent of controls. (3108) for $89.95; (3102) for $79.95; (4100) for $99.95; and (4107) for $159.95.

AM/FM stereo radios are included in two of the stereo phone models—(5102) has a list price of $219.95 and (7007) has a tag of $299.95.

Console ranges in price from $109.95 to $279.95, starting with model (6112) which has no AM/FM radio. Other models with the radio are (6114) for $219.95; (6115) in Provincial styling for $279.95; (5115) in modern styling for $279.95.

Four models make up the Phonola/Magnecord tape recorder line. Item (9004) is a light but sturdy machine for portable dictating and retailing for $99.95. Other recorders are the (9005) a Solid State stereo model with miles and all accessories for $199.95; (9006), also stereo with walnut finish and extra large speakers, is priced at $289.95; and the deluxe Solid State Electronix Automatic Audio System (900A) with phonics, AM/FM radio and tape recorder is listed at $549.95.

Live Shows Draw Buyers

BY JERAMIE Rognskin

NEW ORLEANS—Record retailing—New Orleans style—has been a profitable business for two old-time jazz concert halls in the heart of the French Quarter.

Preservation Hall, the oldest of the two operations at 726 St. Peter Street, first made into a concert hall about six years ago when several New Orleans jazz veterans decided that the true stuff should be preserved. The operation started out as a purely non-profit affair, with collections taken at the end of the performance.

The originsator of the jazz era, many of them in their 70’s and 80’s, were invited to play whatever their heart desired.

Within one year Preservation Hall was so popular that another concert facility, Dixieland Hall, was opened at 200 Rue Bourbon. In New Orleans, the birthplace of jazz, there are enough authentic jazz musicians to provide several bands which rotate between the halls.

Over the years, the halls proved to be such top spots for new and established groups that both managers decided to make exclusive recordings of the bands for sale after each show. The local-recorded albums go like wildfire and sell for 5 and up.

Entrance fee, incidentally, is just up to $1—the live listening books. With records high in records that the managers don’t want to discourage customers, the manager of Dixieland Hall, Colletti’s, the items are the only documentation of the jazz.

Swett Emma, Billie Duke, Peter Boy Carney, George Lewis, Kid Howard, Louis Crottell, and Frog Joseph are just a few of the popular band leaders in the area. Swett Emma, recently gained fame on national television when her...


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**MISCELLANEOUS**

**First Edition:** "How to make a record," by Turk Tunstall. 50c. (a) Box 271, Fairton, Va.

**For Sale:** Used retail sign. 8-1/2 x 11. $25.00. Box 941, Billboard, N. Y. 15.

**Say You Saw It in Billboard**

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**NEW HOME ITEMS**

CHICAGO — Components, tape recorders, tape cartridge phonographs, and guitars are among the hundreds of new home entertainment items included in Allied Radio Corp.'s new 1967 spring catalog.

The publication, No. 265, is available free on request from Allied Radio Corp., 100 N. Western Avenue, Chicago, Ill. 60680.

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**JAZZ RECORDS**

**Reap Profits**

*Continued from page 73*

Band appeared on Bell Telephone Hour's special on the origins of pop music.

All the local color of the hall performances are captured on the recordings. Old-time musicians are very rare during a number. They talk, joke and never play the same number the same way. Audiences love it.

Allan Jaffe, manager of Preservation Hall, said his bands have been very successful on tours as well as local performances. "College students, especially, like the Dixieland jazz. We started on a two-month tour last year and I ran out of albums in one week," Jaffe said.

Obviously, the popularity of old-time jazz is not restricted to the United States; Jaffe said that he currently has two young Britishers studying with him, one from the U.K. and the other from Scandinavian and French musicians request to learn the style.

In commenting on the same subject, Charles Robinson, manager of Dixieland Hall, said one night he had a Frenchman in the audience and he became so enthralled with the music he bought 130 albums.

Most of the artists and albums sold are local with a sprinkling of others such as Al Hirt and RCA. Preservation Hall has some recordings under its own name and carries other local labels: M. Lenberg, ICON, Center, Pearl, Jazzology, H.B., Mono, Jass Crusader and Atlantic.

Dixieland Hall carries a wider variety of major labels and many of the same local labels as Preservation, plus, in its "recorded live at Dixieland Hall" series which is on the Nobility label.

**DE LUXE AMONG PHONOLAS**

New Phonola's new models No. 7007 which offers Solid State AM-FM/FM MPX tuner and stereo photograph. Retail for $259.95.

**IDEAL FOR DICTATING**

Record by Phonola (G04) runs $259.95.

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**Vertical Positioning is offered in this phonea Solid State AM/FM/FM MPX fener and stereo photo graph. Retail for $259.95.**

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**Say You Saw It**

in Billboard

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**Audio Retailing**

BARNEY PIP, WCFL Radio personality, signs autographs for a gagle of teenage girls and one grandmother at the grand opening of the new HiFi Shop at Carson Pire Scott & Co., Chicago.

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**ADVERTISING IN BUSINESSES MEANS BUSINESS**

APRIL 22, 1967, BILLBOARD
**Payments Through Copyright Office; System Simplified**

By MILDRED HALL

WASHINGTON—The House made history last week when it ended the 58-year-old jukebox exemption in U.S. copyright law, but cushioned the blow with an $8 statutory per box pay-over once a year, covering all performance royalty annually for operators. The amendment is part of the revision bill H.R. 2512, passed by a 379 to 29 vote April 11, and was authorized by Rep. George A. Miller (D., Calif.), long a champion of the jukebox operator on the Hill.

(Continued on page 79)

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**Industry Reacts With Relief**

WASHINGTON — All segments of the coin machine industry showed relief at the manner in which the House voted for the Copyright Bill passed last week by the House.

Music Operators of America executive vice-president Fred Granger issued the following statement:

"Jukebox operators have many friends in Congress. This was proved last Tuesday when the efforts of these friends resulted in acceptance by the House of Representatives of a substitute for Section 116 of H.R. 2512 as it had been reported by the House Judiciary Committee, the terms of which provide that jukebox operators will pay $8 per box per year. Co-Sponsor "Congressman George P. Miller (D-Calif.), and Congresswomen Harriet P. Smith (R. N. Y.), co-sponsored the substitute section after its terms had been informally agreed upon by sponsors of the legislation, representatives of the Music Operators of America and the phonograph manufacturers.

"Acceptance of this substitute in the House of Representatives was the direct result of the strenuous and uniting opposition to Section 116 by Congressman Byron G. Rogers (D-Calif.), with support from Congressman Jack Brooks (D.-Tex.), Basil Whitmer (D.-N. C.), Arch Moore (R.-W. Va.) and Benjamin Sisk (D-Calif.).

"Success in defeating Sec. 116 was also due in no small part to the fantastic job done by the members of MOA in protesting to their Congressmen on the unworkability of Sec. 116. The support of CATV and Educational TV, having similar objections to other controversial provisions of the bill, was also a factor.

(Continued on page 80)

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**NVA SHOW REPORT**

By EARL PAIGE and JERIANNE ROGENSKI

DON MITCHELL addresses the National Vendors Association delegates during the group's 17th annual convention.

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**NVA Ends Rift**

NEW ORLEANS—A controversy over the leadership role of manufacturers in the National Vendors Association (NVA) that has plagued the growing trade organization at recent conventions was settled during the NVA board meeting here at the 1967 convention, April 6-9, when it was decided that any member can be elected to the presidency.

When it convened Thursday afternoon (6), the board was unable to resolve the complexity surrounding the spreading industry practice of individual operators and distributors also entering various manufacturing phases. Amendments to the NVA bylaws, approved during the convention, carefully spelled out the distinctions between manufacturers, distributors and operators.

It was even determined that one was not a "manufacturer" and was, hence, a distributor or operator, if two-thirds of his volume came from non-manufacturing activities. As the meeting abruptly adjourned one (Continued on page 76)

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**Big NVA Show**

NEW ORLEANS—The bulk vending businessmen meeting here at the Monteleone Hotel for the 17th annual National Vendors Association convention and trade show re-elected the current officers for another year.

Irwin Nable, head of Schoenbach Co., Brooklyn, N. Y., and the entire list of NVA officials were unanimously re-elected. The other officers are vice-president H. B. Hutchinson Jr., H. B. Hutchinson Distributing Co., Atlanta, secretary and host of this year's convention, Nick Schiro, Schiro Vending Supply, treasurer, Hy Fisher, Chicago, and sergeant at arms Mike Sparcino, Chicago.

"Stagnant Board"

General meetings both Friday (7) and Saturday were highlighted by stirring and interesting speakers and once by an exciting note when a young vendor from New York charged that the NVA board of direct-

(Continued on page 76)

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**New at Show**

NEW ORLEANS—Novelty-styled machines and a wide assortment of vending merchandise proved attention-getters at the National Vendors Association convention here April 6-9.

Oak Manufacturing Co. introduced combination vending machine with novelty game styled around its Vista cabinet. Northwestern Corp. showed its Boz-Barometer and Putt Return, two non-vending novelty games. David Neustein, a Pittsburgh operator, introduced his Strike It-Rich, another combination vending-novelty game. Also showing equipment were Harby Industries and a new exhibitor, Inter-County Industries, Inc.

In terms of merchandise, every exhibitor had at least one item in the limelight. The convention also attracted the attention of a new company, General Foods, which through its subsidiary, Electriccuker Operator, displayed seven varieties of nutmeats.

One operator, A. R. Martin, Mount Vernon, Ill.

(Continued on page 76)
member was heard to remark, "this situation could still leave one a "little pregnant,"" that another stipulation of the bylaws declares that over 50 per cent of the NVA membership must be made up of operators, and it was decided that any member, regardless of his role in the industry, could be elected a member. Most members, as the unanimous approval of the bylaws proved, felt that the fear of the association coming under the control of manufacturers was ill-founded.

I suppose the president could appoint committees and steam-roll things through one member. (Continued on page 79)

Fisher Calls for Co-Ordinated Coin Industry Training Effort

**By BRUCE WEBER**

LOS ANGELES—The need for increased technical education—and pressure for still more—continued on a wide front at the vending and the jukebox-amusement field's industry convention.

Industry executives, with an eye on greater profits, warn that skills are not only essential for industry growth, especially among machine service-

ners. Today, executives are pressing for more service schools, additional technical knowledge and even trade-technical college participation. All this in an attempt to lure young men into the coin machine-vend field.

Don Fisher, a former operator with 17 years of experience and now an instructor at Los Angeles Trade-Technical College, expressed concern with the lack of co-ordination among coin-vend manufacturers, distributors, and operators in the education field.

"Although the coin-vend industry is making rapid strides forward in promotion, merchandising, public relations and service," he said, "the industry must realize the importance of education can play in its future.

Larger Role

"Maintenance is playing an increasingly important role in today's coin-vend operation," Fisher said. "Servicemen must have the mechanical and electrical knowledge to master today's sophisticated coin and vend equipment. Fisher believes service technicians and maintenance engineers must be familiar with the mechanical and electrical capabilities of all machines in the field, however different.

While manufacturers and distributors realize the importance of maintenance education, according to Fisher, the operator still has not come around to the full realization that a skilled technician can mean increased revenue.

He declared: "The operator has a poor attitude on skilled personnel. They think sending a maintenance technician to a three-hour service school will be enough to teach mechanical skills. That's false security. The operator is not thinking of the future."

Los Angeles Trade Technical College offers a two-year college program with courses in vending during both daytime and evening hours. Fisher recently completed an 120-hour course in jukeboxes. Assisting Fisher are Tom Young and Nick Paris.

"What we teach at Trade Tech," Fisher said, "is practical, theory and lab work. What students learn can be applied to jukeboxes, amusement games and vending machines. Our aim is to impart practical, technical skills to students interested in the greater coin-vend industry.

"The profit is walking out the back door when companies and operators refuse to use properly trained personnel to service and maintain equipment," Fisher feels.

"Having a collector or routine attempt to service equipment is silly," he said. "They often commit such a simple service problem while trying to fix the original mechanical or electrical failure. The cost of course, is skilled personnel."

Because machines are so complex, he said, additional experience is necessary to cope with the inner-workings of the new equipment. The role of the service school does not fit the void which exists in the industry, Fisher explained. "What can be taught in three hours does not fit the void."

"Service schools, conducted in the class by the manufacturers, is good for refresher courses and to teach servicemen about each individual company's machines. Service schools are not industry wide," Fisher said.

"Instant education is not long-lasting," he concluded, "and the industry, just now taking an active interest in technical programs at trade-colleges, is getting an education."

Fisher also mentioned the need for "a select coin-vend training program" of some type to train technicians on machines other than the one they work on. Fisher advocated a "select coin-vend training program" for technicians on machines other than the one they work on.

"When you have a machine, you can't service it if you don't know what it is," he said. "We must have a common language to service these machines, and we must also have a common language for the service technician."
Novelty Units, Enormous Array of Items Bow at NVA

NEW ORLEANS—"Vend-\(\text{a-rama}\) of 1967," the 17th annual convention and trade show of the National Vending Association, attained one of the highest attendance figures in NVA history, in the spirit of the relative remoteness of this holi-day city would hinder turnouts. Not only did more than 300 vending businessmen and their wives attest to the convention site's appeal, but many of the old timers were able to introduce some of the newest arrivals to view vending machines in recent memory.

The following is a glance at the many items highlighted on the Montereone Hotel exhibit floor:

Cramer Gum Co.

Six new varieties of gum were introduced at the show by this Boston manufacturer which, like other makers, is bringing new designs and shapes to its products. A new gum flavor, Apple Chews, is a very popular addition. Another new shape is the Big "O" orange gum ball with a hard exterior fabricating a chewable kernel. Gems, a foil-wrapped gum that will sell for 3 cents, Spicy Apple, Wild West and Ho Ho Ho are other items introduced. The last two feature printed witty sayings.

Creative House Promotions

This Chicago manufacturer introduced its "Swinger" series of buttons and stickers featuring saucy and groovy sayings such as, "It's Boss," "I'm Fab," "Out of Sight," "I Live Me" and "I'm Tuff." There are 12 different buttons in the collection and 36 different stickers which are available in minibook form. The items can be used for 1-cent mixes or vending in capsules.

Electric cooker Operations

A division of General Foods, Inc. served this firm at NVA for the first time in response to many requests from operators who were curious about the company's new vacuum packed nutmeats. Seven varieties were on display at the firm's booth: Pistachios, Cashews, Spanish, Virginia Blanched, Extra Large Raisins, Mixed Nuts and Fancy Mixed Nuts.

Eppy Charms, Inc.

The hobby craft influence in bulk vending was most evident at this company's booth where three versions of miniaturized snap-together Dinosaur monsters, folding space man with helmet and oxygen and a launching rocket that "fires" its projectile as high as 10 feet in the air were introduced. A special stereo display piec with a snap-on cover was also shown as was a new plastic wrapped-face capsule and its earlier-introduced fruit-shaped capsule.

Frank H. Fleer Corporation

This Philadelphia manufacturer exhibited for the second time since this vending show and field. vending field with its line of bubble gum and pan candies two years ago. Representing the firm were Jack Griffiths and Glenn Stevens, to a display of the firm's range of wrapped gum products now available since the company introduced its popular "Double Bubble" wrapped gum.

Karl Guggenheim

Bob Guggenheim, prominent head of this Jamaican, N. Y., manufacturer and importer of charms, carnivals and vender merchandise and who holds a Phi, Sigma Kappa degree, has recently brought a major item to the NVA and this year it was "Humptydumpty," 13-cent miniaturization of the famous egg-shaped figure, now in bulk form.

While displaying a wide assortment of mixes at the booth, more than 100 million items were passed around the new item which can be pinned on, used on a chain or placed on a shelf. A 1-cent item, Humptydum is a group of novelty items that seem to go beyond their appearance in enlisting appeal and depend on tactics of the same nature when people feel them with their fingers.

Harby Industries

Pointed towards exterior compactness with greater inside capacity were the Kompak Vending and Harby Industries. A number of built-in features include special engagement key mechanisms, single lock rapid servicing, minimum space occupied, no space in excess of 16 in. and a four unit stand that mounts flush against the wall and can be wheeled about.

The chrome jam-proof coin mechanism is designed for close tolerances and will not accept a variety of wrong coins or slugs and features a double-dog and inter-lock system. The Kompak machine has a false bottom that converts to a money bank with a capacity of $35 in pennies. The merchandise chute is over-sized with aluminum dishtowel style allowing for easy cleaning.

Inter-County Industries

Inter-County Industries, Inc., a new NVA show participant, displayed its specialized mixed candy & assorted dispenser device at children. The machines, 3144-\(\text{in. high}, 25\%\times \text{wide and 12- in. vending}, have 700-point capacity and the four-column coin slot is unique in design and are mounted for easy reach by legs.

Much of the appeal of the machine is through the unique package of the candy which comes in a popout top held by the head of a comic character and is vending for 25 cents. The machine has only two moving parts and replacement mechanisms can be installed without tools.

Henal Noveltees & Premiums

Decals, depicting each of the 20 major league baseball clubs that can be ironed onto shirts, jackets, caps and other items were introduced by this Brooklyn, N. Y., company at the show. The company also showed a "Twin Double" assortment featuring the "Ding A Rama" and "Lucky Seven Ring," a "Geometric Ring" and a large import mix with such items as a ball-in-a-cup, razer, clicking teeth and skeleton head.

Leaf Brands

Already one of the leaders in the vending field with over 27 different varieties on the market, this Chicago firm introduced five more items at the show, including the "Rainbow Munch," a caramel chew. Mini-Grape, Banana Gum, Spumik Taiun Geo and Mod Man bubble gum rounded out the new selection. Most of the company's merchandise, as with Mod Man gum, is available with colorful promotion pieces.

Knight Charm Company

This firm, a division of Knight Toy Company, a big manufacturer and importer of the toy field, was among exhibitors showing game-styled items with its "Roll-A-Worm."
Give Us More Teen Items, Urges Calif. Bulk Vendor

LOS ANGELES—Bulk vending manufacturers should explore and then exploit theteen- age market for new avenues of revenue, according to Bernard (Bennie) Salt, an operator with a string of locations in Orange County, Long Beach and East Los Angeles.

The young teen-age market, he says, has been tapped by bulk vendors in the past but not to the proficient degree that operators can depend on that market as a consistent money-earner.

"Operators can increase business in some locations by as much as 100 per cent if the manufacturer can improve the product for the spend-happy teens," Salt said. "We are in need of new merchandise which will appeal to teen-agers on a year-round basis," he feels, "rather than a gimmick item with an immediate appeal only for it to vanish within a few weeks."

"Too often the bulk vendor is at the mercy of the manufacturer on products. The standard bulk market," Salt believes, "always will be there. Peanuts, bubble gum and penny items always will sell. What the operator needs, however, is novelty merchandise, new charms and more frequent fast-type items.

"Before the 'guy-on-the-route' can improve his business he must have help from the many different phases of the bulk vending industry. The teen market is an avenue the manufacturer and operator can exploit and see some new profits," he feels.

Salt believes the major area is need of improvement on a manufacturing level is in merchandising. The industry, he said, "needs men" to think up new and creative products. "A creative merchandiser can go a long way in increasing revenue for the operator and the manufacturer."

"The teen market, when explored, has proved to be a profitable one. But infrequent production of teen slanted gimmicks and charms has caused the young teen-ager to look elsewhere to spend his money."

"Only a few items in the last six months have captured the teen cash," Salt said. "The 'go-go ring' and the 'Batman ring' received immediate (and at once) from youthful teen buyers. This is good, but too infrequent to establish a good teen-age buying habit."

Salt also attempts to find bulk vending products that will appeal to the adult, but realizes they require the acceptance by the adult buyer.

"Except in several low income areas," Salt said. "Butch..."

(Continued on page 83)

Bulk Vending News

New Orleans Scenes

WELCOME TO NEW ORLEANS!" is spoken here by the National Vendors Association convention host, secretary Nick Schiro, who with his son, Vincent, operate Schiro Vending Supply in the Crescent City where a record number of bulk vending businessmen and their wives thronged for the 17th annual affair April 6-9.

LEONARD QUINN, Columbus, Ohio, operator and former NVA president, driving home points on the importance of sanitation during a very spirited world tour, conducted by Oak Manufacturing vice-president Herb Goldstein.

SHIRLSTEVIE PRESIDENT Irwin Nable, head of NVA and Schoenbach Distributing Co., Brooklyn, making an NVA delegate feel welcome as he enters the exhibit area of the Monteleone Hotel. Nable and the entire NVA slate of officers were re-elected.

CAROLINA DELEGATION takes a rest during busy convention schedule. From left are Mrs. Hugh R. Eckard, Eckard Vending, Conover, N.C.; Joyce H. Thompson and Mr. and Mrs. Leo Smith, Southern Aztec Sales, Charlotte, N.C., and Charles Meredith, CSC Vending, Asheville, N.C.

LES WILSON, DuPont Co. marketing expert, told his NVA audience that supermarket sales doubled when children accompanied parents.

Bulk Vending News

New Orleans Scenes

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**NVA Ends Rift**

Continued from page 76.

**Task Force**

With its most dramatic piece of business out of the way, NVA’s other accomplishments during the convention included other goals. Fela observed, "There was no time to relax because too many people need to help with power things to bring down the power houses worldwide." The committee is composed of Irwin Nabel, Roger Foltz, and Dan Sernack. Its purpose is to study regional problems and arrange for local committee work to proceed.

**Complete Text of Copyright Bill's Amended Sec. 116**

WASHINGTON — Here is the exact text of Sec. 116 of the Copyright Bill (H.R. 2512), as amended on Aug. 21, 1968, as printed in the Congressional Record:

**NEW SEC. 116 AT A GLANCE**

WASHINGTON — Here is the exact text of Sec. 116 of the Copyright Bill (H.R. 2512) passed April 11 by a 369 to 25 vote.

AMOUNT OF FEE—$8 annually for each jukebox on location.

METHOD OF PAYMENT—Uncomplicated. Operators merely make their payments into a special account at the Register of Copyrights every January. In about 10 days the Register of Copyrights will issue certificates of payment which the operator will attach to all machines.

PAYMENT OF CREATORS—The Register of Copyrights will turn over the amount of the copyright owner to the operator. The operator will then turn, distribute the money. No creators will make claims directly to operators.

**Constitutional Implications**

There is a fine of $2,500 for false representation and misuse of certificates.

House Votes $8 Per Box

Continued from page 75.

Comment on the House floor increases. The House decided to move quickly on its revision of the Copyright Bill, S. 597, Senate Copyright Subcommittee, which will hold holding hearings, and is expected to report the bill to the Senate, if it can.

**Fast Action**

If there is fast action by the House, then the Subcommit- tee and the Full Judiciary Committee, which is to consider the House bill, will be able to decide whether the Senate bill is accepted or rejected.

**Certification**

The new subcommittee, which includes the Copyright office, is studying the question of certification of jukeboxes. The Subcommittee is examining the possibility of requiring certification of jukeboxes.

**CONVENTION PLANS**

NVA convention chairman Rolf Leibl outlined plans for the board members. A committee to plan and vote on the whole proposal was set up to meet in Chicago, hotel yet to be determined, Leibl said.

At the 1968 Spring NVA Convention, it will be held at Pheasant Run, a resort-hotel some 25 miles southwest of Chicago’s Loop. The 1968 fall board meeting will be held, so has been the practice in previous years, in the same city that hosts the National Automatic Merchandising Association. This will be Philadelphia and the board will hold its meeting at the Marriott Hotel there.

One of the surprises of the board meeting was the news of the cancellation of the 1969 Spring NVA convention in Los Angeles. Leibl was merely probing opinion, he said, and could hardly believe the response. However, at the general meeting were equally enthusiastic in deciding upon the California city.

House Votes $8 Per Box, Continued from page 75.

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**SALE**

**20 SCOPITONES**

A-CONDITION

$1000 each

Film Extra

BEST FILL

VERY GOOD CONDITION

Call collect-NICK or FRANK CHARIE

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Modern Music Company

849 W. Mound Street, Columbus, Ohio
York, where...
Illinois Operators Gird for House Hearing on Flipper Game Ban Bill

SPRINGFIELD, Ill.—It has become apparent that the controversional pinball ban bill will pass the House, and Illinois operators are now mounting an all-out effort to defeat the measure, according to Pete Masters, president of the Illinois Coin Operators Association (ICOMA), at a meeting held here last week. Operators and local owners to protest the proposed measure—which includes a ban on pinball, consequently the apprehension of all amusement machine operators. Previously, the measure was introduced by State Rep. Zane Giorgi of Rockford, himself an operator. Adjoining the operators in the battle to preserve the pinball game business are the major manufacturers. Representing the American Machine Operators Association (AMOA) and the Illinois Coin Operators Association at Springfield, April 22-23 on legislative matters.

Mo. Assn. Gets Local Press to Attend Meet

MEXICO, Mo. — The Missouri Coin Machine Council, meeting here recently, invited operators to its April 22-23 meeting in Mesa, Arizona. The meeting is to be held in cooperation with the Music Operators of America. We called the Mexico Ledger and they sent a reporter—photographer over to the Mesa Hotel.

The result is publicity, although local, can then be used via telephone to the state association's office for future use in public relations activities, Masters said. The Ledger is impressed with businessmen from all parts of the state gathering for an association meeting,” he added.

Location Contact

MCMC is currently involved in an educational program aimed at location contracts which is being handled by Rod Howett of the Amusement Co. Kansas City. Masters said the association is preparing three sample contracts for music,击子 for games and a general over-all agreement that will be mailed free of charge to the group's members.

Big League Performance—Big Time Profits!

CHICAGO: CHICAGO'S 2-PLAYER QUICK GAME BASEBALL

"CANCEL" FEATURE
Adjustable Bullseyes, for Greater Skill.

"POP-UP" RAMP
Pops Up During Game, Retracts after Each Out. Increases Chances for High Score!

REALISTIC PITCHER CONTROL
CURVE STRAIGHT SLIDER SLIDER

HOME RUN RAMPS
Star Target Hit is Adjustable For Extra Runs or Cancel Out.

MIS. OF PROVEN PROFIT MAKERS SINCE 1931

VEGAS • BEATNIKS • PARK LANE • FESTIVAL

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.
1725 W. OUESLY BLVD. CHICAGO, ILLINOIS 60647

Say You Saw It In Billboard
Big NVA Show

Continued from page 76

Another member rose to remind the membership that NVA’s board meetings are always open for participation from members, who, although they cannot vote on board matters, can nevertheless be represented by the board chairman and express their views.

Speakers

The occasion was not the only ease in which members were forced into rather jarring reappraisals of NVA and the attitudes of its participants.

Lee-Mullen, Rousseau, prominent professional relations expert, told the convention it should “get out from under its shell.” Co-counsel Ted Raynor delivered a biting talk in which he charged executives should take more initiative in their businesses. His law partner, co-counsel Don Mitchell, reminded the members of several important aspects of anti-trust laws they, as an association, and individuals, should be aware of.

And DuPont’s Les Wilson outlined a study on consumer buying habits that made one member exclaim, “If DuPont’s known all this the time why are we just finding them out now?”

Rousseau, who said he had noted three stories in the New York Times which mentioned vending in connection with crime syndicates, said “It’s a lot of people think of your industry.” He asked the members to produce their business cards and inquired as to how many used the association’s logo on their cards. Only three said they mentioned NVA on their business cards.

Later in his spirited talk, Rousseau suggested NVA begin a nationwide publicity campaign in conjunction with the Highway Country Club whereby millions of cars could further circulate the image of the association through the use of a slogan and the NVA emblem.

Raynor, who chose the always effective negative vehicle approach in his speech, made five points in this fashion. “Your customers are suckers, they’re really not interested in whether your machines have attractive merchandise or not. They want to know they’re clean and in prominent places. You should start off each meeting despondent, be a grump,” he said.

Continuing, Raynor said, “Don’t delegate authority. Your personnel will steal you blind, you should do everything yourself.” But on another point he said, “Don’t bother with administrative details. You couldn’t care less about costs, your inventory, or finances. This is a hobby business.”

He continued, “Point by point, your veteran lawyer went over each negative remark he has mentioned and dramatized his advise on how businessmen could be more effective.

(Continued on page 83)

NVA Exhibit Summary

Continued from page 77

with the brand prominently featured, is the size of tab gum and might start a trend of its own.

The firm also showed a hobby craft item designed around the Franklin Mint television series taking the form of penny sized figures that can be sewn into beads. Principal Richardson said he used a white background was another item the firm displayed.

Northwestern Corporation

The novelty influence at the show was pointed out even more by Northwestern’s NVA debut of its skill games, the Booz Barometer, and an adoption of the same idea in Pont Return. This nickel game involves the player moving a hoop over a tricky, roller-coaster wire with the object being not to let the hoop touch the curved wire. The company plans further game-oriented styling of the machine.

Another attraction at this firm’s booth was its new Vantage Professional vending which has coupled coin mechanisms allowing for greater efficiency on the route. The machine also means quantities vended.

Oak Manufacturing

Oak Manufacturing’s novelty-styled vending machines resemble many veteran bulk vending businessmen of the company’s earlier baseball combination game and vender introduced some 10 years ago. The new machine, which will have fronts incorporating baseball, football, basketball and even horoscope, gives the user a score upon the insertion of a coin.

The coin, inserted at the top of the front, travels down inside the glass between extruding pins and droops into any of three score areas while a piece of merchandise is vended. A transparent slit at the side of the front panel will show the contents of the machine if opaque panels are used.

Oak also displayed a new fiber pen vender dispensing 25 cent pens in blue, purple, red, green and black, with a capacity of 300 pens.

Penny King Co.

Penny King was at the front among companies championing the use of larger charms to go with the ever popular Contemporary gum following four different Rocket Mover Mixes. “We don’t have the labor or the cost of filling capsules when you use these larger sized charms,” said Margaret Kelly.

The Pittsburgh firm also displayed five new charm boxes from the Cheneffle Brooch Mix, Brooch & Key Ring Mix, Toys & Critters; Vinyl Critter Mix, and Action Toys. Most of the new items are large enough to vend without capsules.

Paul A. Price

A Bug Sandwich put it together this NVA show, the Scare’ems, a 1/4-in. Mighty Ball, M. J. Price and Scare’ems were among over 12 new items introduced by this Roslyn, L. I. firm at the show. Indication of the promotion possibilities keyhocked to items at the year’s show was Papo’s Scare’ems, a 10 cent item with a coupon packed in each capsule enabling the child to send in for the jumbo version of the charm.

Strike It Rich

Too late in his efforts to obtain exhibit space on the floor was Pittsburgh’s David Neumann, who showed a more dramatic amusement concept in a machine that was not only eye catching but the user a score and a piece of merchandise for each coin, but will return the coin about 8 per cent of the time.

As with Oak’s novelty vender, the coin travels down inside the front glass of Strike It Rich passing through a tricky course of protruding pins. A delicate touch on the mechanism wheel can send the coin in the direction of a bottom opening where it returns to the player. This feature can be controlled by simply changing the position of certain pins should operation vary the coin-return action.

Jos. A. Zaloom Company

Another firm specializing in the growing modern vending field is this New York company which displayed a wide variety of machines. Jo, a man ranging from the colossal eight star, up to approximately 350 pound, to the tiny three star Bus, which count about 700 per pound, on display. The company provides 14, 15 and seven-cent items in red (certified color), White, Black and Coratash and Natural (salted only).

BUY! METAL TYPERS

Vending Aluminum IDENTIFICATION

TYPE CARDS

1. LIFE-TIME INCOME
2. TRAVEL-TICKET
3. ONLY $18.75

FROM THE INDUSTRY’S LEADING CRAFTSMEN

IMPERIAL BILLIARD

STICKS

48 in. 53 in. 67 in. length

Total quality cues from both top 2. Price: $24.95, $26.95, $28.95

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Distributors. Authentic American craftsmanship, appearance, durability and straightness.

eastern

nuyshun Distributors Inc.

4200 Township Road

Toledo, Ohio 43628

April 22, 1967, Billboards
New at Show

- Continued from page 76

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many of the novelty-style machines displayed, merchandise seemed to take on the movement formula, too. Trees, and the like, put together items: action type toys, tricks and gags and much color everywhere vendors looked.

Trends

Vendors could look in many new directions at this year's NVA show. One company introduced miniature packages of name-brand candy. Another went in the direction of hobby craft with its put-together items. Another firm already mentioned told operators how to vend nutmeats more profitably and candy in numerous forms as well as better-merchandised guns in more interesting ideas.

A trend that was not overwhelmingly in evidence on the exhibit floor nevertheless made itself felt when numerous persons of all ages from their own diversification and where, in the case of one major manufacturer, it was learned that the U.S. machine operators primarily in music and games are now turning toward bulk vending.

One expert who exemplifies this trend is New York City's Herbert Ashendorf who began as an operator of kiddie rides. "I started to add vending machines only as a consideration to my locations which liked the service our company furnishes, Ashendorf said. "Now bulk vending is a very big part of our business."

Another veteran bulk vending businessman who has watched the diversification trend is distributor Max Hurvich, Birmingham Vending Co. "We've always had jukeboxes, games and vending equipment," he said. "The operator can't afford to ignore any machine he can make money with."

M. J. Abelsohn, Northwestern Corp. sales representative, was another show visitor pointing out the steady trend toward operating a variety of machines. "We recently added British distributors in Chuddele," Abelsohn said, and "other distributors are interested in adding vending equipment lines. These distributors tell us that a lot of jukebox and amusement game operators are trying vending and in many cases vendors are starting to branch out, too."
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Worldwide Dist.

Begins Daytime Service School

CHICAGO—Nate Feinstein and Harold Schwartz launched a comprehensive six-week coin machine mechanics training school at Worldwide Distributing here last week (12) which will concentrate on jukeboxes and games, with Seeburg and Williams field engineers conducting classes.

The jukebox phase of the program will be held on Wednesdays from 1-5 p.m. April 19, 26, May 3, 10 and 17. Actual service calls will be simulated and mechanics will be instructed in both jukeboxes and accessories maintenance.

A phase on amusement games will begin Tuesday, April 18 with emphasis on shuffle games. Another on guns and baseball games will be held May 2 and a general training class on amusement equipment will be held May 16. Engineers from Williams and United will participate in the games schools.

More Teen Items

- Continued from page 78

vending doesn't seem to appeal to the adult. Basically, I'm not after that market but I do have machines in several low income areas that do well, especially if the machine is loaded with merchandise that would appeal to low income tastes. A good item, he said, "is a pair of cuff links in a quarter machine."

While not avoiding the "standard" machine market—the penny item type—Abelsohn would like to see a greater emphasis placed on "creative" thinking in the bulk vending industry. Only then, he feels, will operators see greater profits.

Missouri Assn.

- Continued from page 81

Gerald Vinson, Chiliicote; Jack Couch and C. S. Skinner, Mob- bury; Red Howe, Kansas City; Buddy and Russell Black, Mex- ico; A. G. Johnson, St. Louis; Ross Walker, Beverly; Green; Conrad Conifer, St. Louis; G. E. Canfield, St. Louis; Mexico and John Masters, Lee's Summit. A number of wives also attended.

Coin Machine News

Big NVA Show

- Continued from page 82

He concluded by mentioning NVA's new task force committee. "This is not a panacea, don't be carried away and think this will solve your own problems but remember that this will be a program for the overall perspective of the industry. NVA," he said, "would be torn to shreds if we did to attack every local problem. This is why we are forming the task force, so we can localize the approach at the grassroots level through local associations and then bring the national organization into it."

"The NVA needs your help. You must move the association forward and keep it ready to combat problems. This year we're allocating $6,000. Maybe next year the figure will be double that. We have two attorneys, maybe we can and should hire more. These are the goals we are working towards," he said.

Mitchell

Mitchell enlisted some immediate laughter after outlining the dangers of price-fixing by manufacturing groups when he said, "Charm makers, as we all realize, are probably the last group to ever get their head together."

But he went on in a very serious vein to warn against violations of the Sherman Anti-Trust Law and explained that manufacturers could not set prices or tell distributors what price to place on products. Mitchell said, "The Sherman Anti-Trust Law says you must not fix prices but the Robinson-Patman Act says you have to." Explaining the apparent dilemma, Mitchell related the famous Morton Salt case wherein the company's quantity discount plan was found in violation of the Robinson-Patman Act because it made it impossible for small stores to buy in sufficient quanti-
ty to take advantage of the discount.

"By saying you have to establish a price plan, the Robinson-Patman Act merely means that any merchandising program must be cost justified; you cannot make a buying plan available to one purchaser over another one," Mitchell, in outlining the importance of the first two laws he discussed, nevertheless pointed out that about 90 per cent of any unfair competition cases would fall under Section Five of the Federal Trade Commission Act. He cited the recent rulings that require television set makers to use uniform descriptions in advertising that do not mislead consumers.

"As operators," he said, "you must look at the big picture. Any price or commission you individually ar- rive at is fair. But as an association you cannot decide on prices or commissions."
Why do we call it the "Music Merchant?"
Because it's the only juke box with built-in features guaranteed to merchandise music. Here's the Rowe AMI Dollar Bill Acceptor... the super music merchandiser that really pulls in the money.

Because this dazzling, eye-catching Rowe AMI “Change-A-Scene” makes the Music Merchant the center of attention in any location.

Because it talks right up and sells music... Rowe AMI’s exclusive “Play-Me” Records invite the customer over to play at any time of the night or day. And I love listening to that great patented Stereo Round sound.

And don’t forget... it’s got an up-to-date “PhonoVue” audio-visual adaptor. Any questions?

Rowe MANUFACTURING
75 Troy Hills Road, Whippany, New Jersey 07981
Does New York Owe Operators $1 Million?

ALBANY, N. Y.—The question facing New York State, Under the Appellate Court Division tax ruling in the Bathrick case, will be the State forced to refund all tax money collected since the sales tax levy went into effect Aug. 1, 1965?

Two Booklets By Gold Medal

CINCINNATI—Gold Medal Products Co. has published a new catalog of concession equipment and supplies and a new illustrated guide to snack refreshment operations.

In the catalog are eight new supply items and equipment, with 60 improvements being shown for the first time. The snack idea book is designed to be helpful in evaluating menu items, training personnel and laying out snack bars.

To obtain the booklets free, contact J. C. Evans, vice-president, Gold Medal Products Co., 1823-33 Freeman Avenue, Cincinnati, Ohio 45214.

Tax officials are not sure how large such a refund would be, but there are estimates that a two per cent sales tax on the state's coin machines would gross in the neighborhood of $1 million a year.

On March 15, the Appellate Division, Third Department, held unanimously that the State sales tax law, as written, does not apply to jukeboxes and games. The case arose when the Lockport firm, Bathrick Enterprises, Inc., operator of 150 machines in Niagara County, refused to pay the new sales tax, bringing suit for a declaratory judgment to determine whether the tax applied. Bathrick appealed after an adverse decision in a lower court.

Appel

Whether the State will appeal the ruling of the Court of Appeals has not yet been decided. An appeal would reportedly delay a final ruling for months. But the appeal might not change the outcome from the industry viewpoint. It is possible that the legislature could change the wording of the sales tax law to make it applicable to jukebox and game receipts, but this would not, presumably, affect the operators' rights to refunds on taxes already paid.

"We had intended to tax jukeboxes and amusement machines," said Dr. Lloyd E. Slater, co-ordinator of research for the State tax department, "but apparently the wording wasn't as specific as it might have been."

The State has until April 15 to request the Appellate Division's permission to appeal to the State Court of Appeals. Among the attorneys who worked on the case there is the feeling that appeal is unlikely because of the Appellate's strong decision.

Howard Bathrick, owner of the operation, and a 25-year veteran in the business, said former State Sen. Jeremiah J. Mortuary first asessed that New York State operators had a case against the new tax law. Bathrick immediately began deducting two per cent from his machine collections to deposit in a special bank account rather than paying it to the State. Many of the operators in the State had filed their tax forms under protest pending the outcome of the suit.

Bathrick's suit was based on the contention that coin machines were already paying a sales tax on their records, parts and other equipment and that they had no way to collect a sales tax from the users of their machines. The court upheld the contention because the purpose of a sales tax is to impose a tax on all transactions in which the actual possesison is transferred. And patrons of jukeboxes and games, the court declared, are transferred no title—but just intangible, entertainment.

M. C. Allen Dies

PORTSMOUTH, Va.—Marshall Crane Allen, 60, arcade and vending machine salesman, died March 31 at his home here. He is survived by his wife, a son, a daughter, a sister and three brothers. Burial was in Olive Branch Cemetery.

What's so special about Fischer tables that makes them the favorite of operators coast-to-coast? Plenty!

Here are just a few of the many outstanding features: NEW, FIELD TESTED, TROUBLE FREE MECHANISM DRAWER • ONE PIECE SIDE AND END PANELS FOR EASY REPLACEMENT IN CASE OF DAMAGE • 2¼" CUE BALL FOR THE ADVANCED PLAYERS

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EMPRESS 105-105 69 EMPRESS 92-93 52

17 YEARS OF PROVEN SUPERIORITY

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Note: Patented Exclusive Fischer Feature. HEDEGE-LOCK and Cushion assembly 12 wedge-lock clamps replace more than 50 wood screws... Wedge-lock cushions lock top rail, played and frame together as a single, perfectly rigid unit.
A fashionable innovation in compact phonograph styling!

Hard-to-fit locations can't resist the compact beauty and fashionable design of Rock-Ola's new GP/160. Anodized aluminum trim frames a rakish new styling that creates the new look in compact phonographs.


MODEL 500 PHONETTE WALLBOX. Individual listening pleasure from 160 selections. Personal volume controls. Programs of 33⅓ and/or 45 RPM records. Stereo or monaural, 50¢ coin chute optional. Model 501—160 selections.

FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE. Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been proved through years of trouble-free service around the world.

EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS. Beautiful profile enhances styling. Stand-up viewing of 160 selections. Dimensional sound panel provides room-filling sound for every location.
more album reviews inside

pop spotlight

happy together
the turtles, white whole wv

one of the hottest acts today, the turtles should draw his fans interested with this lp, which was their first smash hit on its style. alan jackson rocks with "make my mind up," and "papa will buy a lotta cars."
too funny to be true gets a five, until now.

pop spotlight

roger
roger williams, kapp kl-1512

this should be another big one for roger williams. the formula is the same, and it's a formula that stands up in the marketplace. among recent hits, he plays "music to watch girls by," "george girl," and "my car, my Kenneth daw.

pop spotlight

feelin' groovy
hooper's baron, winster bros.

a bright set of 10 numbers that's earmarked for the same success as the group's current single "the green bridge long," which is featured, the brighter side con-

pop spotlight

in the trench cap career

the outsiders, capitol t 2436

the outsiders are distributed again with a double album, which includes their hit, "help me girl" and another single "also the time the thins in tears." the back of a book and "marked by your love" and other local recordings. the outsiders' new label, capitol, is putting the album high in the charts.

pop spotlight

the yardbirds greatest hits

eryn l 222246

an all-time collection of 10 of the yardbirds numbers that should bring in the teenage julep, l 22246 to "for your love" and "over where you are." this album offers the top 10 and 30 years of the band, the material generally.

country spotlight

winding road

winder jackson, capitol 1 2704

"i can't be the one you're waiting for your wife," is her debut chart single, and it could be the largest sales' record, but "this can't be it," the jacksons in live will also make a hit with her fans. this lp is a winner all the way and records heavy selling hits.

country spotlight

love makes the world go around

kitty wells, decca dl 4857

this package is as good as money in the bank for singers handling like merchandise. miss wells does 10 tunes, many in the true western tradition. in addition, thelp in the recording sessions, the band is well represented in the control room of the label.

country spotlight

burning bridges

glenn connelly, capitol 1 2677

leading off with his hit "burning bridges," glenn connelly, featured on the all-time all-time all-time all- star band, sings his way through 11 tunes with scherks and congers and generally wins. a five, sung in a down-to-earth way, taking a place in my ears.

country spotlight

a loser's cathedral

david houston, ep. 24503

the grammy award winner has another winner here. it's a package of well-recog-
nized material containing, in addition to the title song, "honey bee," "singing blues every" and "wild h常常 for solo" strong cuts of merchandise.

classical spotlight

a toscana treasury of historic broadcasts

carne y nicolas symphonies, chicago symphony, walter reed tower, l 2711

the pound book of all his best in this toscana package, complete with an informative booklet of pictures, pictures which makes it. 

classical spotlight

nielsen: symphony no. 1

london symphony, obi, black label, l 2704

nielsen's first symphony is an early example of the Danish composer's genius. it is a dynamic, well-marked, well-paced work, quite a classical piece.

classical spotlight

music from a maoi letter

kokia, kapp kl-2704

kokia performs in her graceful, subtle manner, in this her last appearance. in this recording the group's performances are excellent. 

classical spotlight

prokofiev, alexander nevsky

victor arts, ussr symphonies, melodia, angel r 40070 (m), s 40016

a stirring recording of the good prokofiev work, the USSR symphony orchestra, with the bar 1080 russian chorus and mercado symphonic orchestra turns in an inspiring perfor-

speak her name

walter jackson, dallas dt 12120 (m), dgs 14120 (s)

walters jackson's vocals carry an emotional impact that hits home. he creates mood in this repertoire, but they are all delivered with sincerity and un-

classical spotlight

nielsen: piano concerto nos. 1 (lp)