Is Postal Rate Hike Ahead for Records?

WASHINGTON—The President’s recent request for an across-the-board hike on all postal rates, including fourth class rates on records, books and films, may get hearings in May, in the House Postal Rates Subcommittee, chaired by Rep. Arnold Olsen (D., Mont.).

The proposed “educational materials” rate which includes records, would go up 21 per cent, effective July 1, 1967. First-class rate would go from 5 to 6 cents per ounce; air-mail would go from 8 to 9 cents, effective July 1, 1967. Second-class, which includes newspapers and magazines would have a 22 per cent raise, phased over a three-year period beginning Jan. 1, 1968, and third-class would go up 28 per cent, in two steps: single pieces by July 1 this year, and bulk rate increase effective Jan. 1, 1968. Odd-sized, very small or very large first-class letters would incur a surcharge.

Present fourth-class rates on books, records, films and educational matter is 16 cents the first pound, 5 cents each additional pound or part thereof. New rate would be 16 cents for the first two pounds, and 6 cents each additional pound. Also, the implementing legislation would let the Postmaster General require mailers of 1,000 or more pieces of this mail class to prepare their mail in the manner he directs.

The President has said that present rates do not provide enough funds for improvement in postal facilities and equipment. Increases would produce $700 million in postal revenues in fiscal 1968, and eventually reach $800 million. Benefits to users, it is hoped, will be faster and more efficient mail delivery, and restoration of 6-day parcel post service.

(Continued on page 10)

1 Stop Pulls Shocker—Coin Crime Probe Hit

By RAY RACK

CHICAGO—Singer One-Stop owner Fred Spiro, long-time antagonist of organized crime, denounced the Illinois Crime Investigating Commission last week for its current investigation of alleged criminal activity in the coin machine industry. He termed the investigation “a circus that will only harm innocent people.”

Spiro was subpoenaed to supply data about how the mob has molded an alleged monopoly of the juke-box singles market here. Exhibiting the most sensational testimony of the current hearings, Spiro said that the four big Chicago dailies have Spiro charged that their reporting of the hearing was “inaccurate and irresponsible.”

Spiro requested, and was granted, a closed-door hearing, “to prevent the press from damaging the reputations of innocent people.”

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(Continued on page 71)

U.K. Decca, EMI Race Clock in Bids for TV

By GRAEME ANDREWS

LONDON—With the Saturday (15) closing date for each additional pound. Also, the implementing legisla-
tive applications for contracts to run Britain’s 13 commercial TV stations, both British Decca and EMI were revealed bidding for franchises.

EMI is represented in a major consortium headed by Lord Goodman and The Yorkshire Post newspaper, which is applying for the contract for the Yorkshire franchise.

Decca has a 15 per cent stake in a rival bid to run the same station. The Decca consortium is led by the Howard and Wyndham theater organization. Successful applicants will be named at the end of May, and contracts for the stations will run for six years from July 1968. Pay records are a subsidiary of ATV, the present Midland weekday and London weekend station whose contract is also up for renewal.

Soundtracks to Put Accent on Names

By HANK FOX

NEW YORK—The 1967-1968 crop of films will be sprinkled lavishly with musical soundtracks and foreign picture scores. Also, the emphasis will be on tracks featuring well-known performers—both vocal and instrumental. Already building on this year’s live strong screen tracks—“Thoroughly Modern Millie,” “Grand Prix,” “You’re a Big Boy Now,” “How to Succeed in Business Without Really Trying” and “The Merry Sunders.”

“Most soundtracks are not musically strong,” said a record company executive. “Movie soundtracks have been overreinforced. I can’t see how a company can put out a soundtrack if it contains strictly background music. More discretion is needed to make the soundtrack an important entity.”

(Continued on page 10)

The International Music-Record Newsweekly

Masters Fade in as Cost & Need Spell Fade Out for Demo Disks

By MIKE GROSS

NEW YORK—The “demo record,” the main link between the music publisher and the record manufacturer for many years, is fading from the scene. Just as the “demo record” replaced the “lead sheet,” now the “demo,” in turn, is being replaced by the “master record” as a means of getting new material into the hands of the disk companies’ A&R men.

The takeover of the “master” stems from the needs of the record company’s A&R men as well as basic economics. The situation at the record companies has gotten so that many A&R men can no longer handle a “demo” as they did in the past. “The A&R man don’t control the artists the way they once did,” said a music publisher. “Therefore, they have nobody to give a song to because almost all of the young artists who work in the contemporary music grove, come up with their own material.

As far as economics are concerned, the music publishers and the writer-performers have found that it’s cheaper, in the long run, to prepare a “master” than a “demo.” There’s still a hefty investment made in the preparation of a “master” but it’s a finished product that can be sold to the record manufacturer on a flat rate and or with a royalty deal that runs between 7 and 9 per cent of the disk’s selling price. In this way, the recording costs are usually recouped. The added bonus is that the publisher and writer-performer get their songs exposed on disks in the manner they feel it justifies the “demo,” on the other hand, no matter how well done, was just a tool for introducing the song to the recording man.

Also, the American Federation of Musicians has always looked away at the “demo record” because the musicians hired at sub-scale rates. Local 802, AFM’s New York wing, claimed that there was no such thing as a “demo record” and that the musicians be paid at a prevailing scale. The “demo record” then became a sub rosa operation. The “master record,” on the other hand, is treated like a legitimate operation.

(Continued on page 10)
"PUPPET ON A STRING"

C/w "Big Honey" #9198 Al (HE'S THE KING) Hirt's hot new single.

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

© The most trusted name in sound
Final Rebate Due on Copyright

By MILDRED HALL

WASHINGTON — The final rebate hearing on performance and reprographic rights and other issues has been re-scheduled for Friday April 26, by the Senate Copyright Commit-tee — one day later than originally planned, due to heavy schedule commitments, Sen. John L. McClellan (D-Ark).

Other copyright revision items stated for oral argument in the daylight, last-ditch battle are the question of sanctions for recordings, the issues of fair use by educators, and free use of copyrighted materials on educational TV, and computer use of copyrighted materials. Consent decree modifications and the "sleeper" issue of mounting price are also on the agenda.

The hearing will give one hour to discussion of the performance and reprographic rights, and a half-hour each to all other issues. No written statement will be considered. Committee reserves will remain open until May 10 for additional submissions.

Music licenseен expose

SIGNED Special arrangement and counsel for BMI, and Herman Finkelstein, ASCAP counsel, for the BMI, were asked by the Senate Copyright Sub-commission to address the hearing.

The Senate Copyright Sub-commission held a hearing to discuss the following issues: the treatment of consultation fees in the publisher's agreement; the treatment of the 'estate' of deceased composers; the treatment of the 'estate' of deceased publishers; and the treatment of the 'estate' of deceased authors.

The bills were introduced as S. 3383 and S. 3384, and have received the support of the American Society of Composers, Authors and Publishers (ASCAP), the American Society of Music Arrangers and Producers (ASMAC), the American Society of Music Publishers (ASMP), the American Society of Music Publishers and Composers (ASMP), and the American Society of Music Publishers and Composers (ASMP).

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Bell Clicks With 1st LP Sales Program

NEW YORK—Bell Records’ 1st LP sales program is hitting paydirt, label president Larry Uttal said last week. Three albums including those by Mitch Ryder and the Bob Crewe Generation, Bell Records has racked up more than 500,000 albums sales he said.

The key sellers have been
Lyre, New Line Of MGM, Bows

NEW YORK — MGM Records is bowing its Greek line this week — Lyre Records. The first recording features four albums, but others are slated to follow shortly. One album will star Soula Belli, one of the leading Greek pop singers, George Zambas is featured on an album, then combines with other artists on a special album of folk music with the team of Contakis-Lakis. A fourth album features a variety of artists performing best-loved Greek folk tunes.

HIGHLIGHTS OF THE WEEK IN Billboard

AUDIO RETAILING

PROFESSIONAL DISPLAY MANAGER gives advice to record retailers on how to make their windows and store layout more attractive to customers.

CLASSICAL

COLUMBIA CONTEMPORARY, Columbia Records is showing up in business for contemporary music. Angel adds Poulenc work to catalog.

COIN MACHINE

LAST-DITCH STAND against the pinball ban bill is staged by Illinois operators.

COUNTRY MUSIC

ARTISTS HAVE A better set-up today and a story about a unique association tells why. Tree Publishing acquires part-ownership of Press. New label—Sounds of America Records—moves to Nashville with new owners.

INTERNATIONAL

CANADIAN RECORD executives are attempting to shuck off reliance on U.S. firms and build a solid native industry.

RADIO-TV PROGRAMING

COMPLETE COVERAGE with pictures of the Intercollegiate Broadcasting System’s three-day meeting in New York. Rannie Rokar of Mark II Records says RGB dayeyes are getting short-change.

TALENT

"ILLYA DARLING," new Broadway musical, has Melina Mercouri in the title role and is the subject of much comment. The role was created by the late Mike Todd, who died in a plane crash in 1956.

TAPE CARTRIDGE

LARRY FINLEY, ITCC president, made a dramatic plea for standardization on his Italian trip. He said the industry needs a 6-track, but that ITCC would go along with the decision.

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Best-Selling Jazz LPs 37
Best-Selling Rock & Roll LPs 36
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Album Reviews 46
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Atl. Smashes Own Sales Records

NEW YORK — Atlantic Records, owners of A&R Records, have entered the LP sales market with a bang, reaching more than 350,000 LPs of this. So encouraged have been LP sales that Uttal is expanding the program.

To boost his promotion setup, Uttal is addition a national promotion director, making the company the only one in the nation with two national promotion directors. Joining David Capp isot to Los Angeles, formerly RCA Victor Records.

"I'm trying to build a two national promotion managers who work as a team," Uttal said. "This way, there's always somebody in the office, always somebody on the road. I feel it's too important to leave to chance. I don't want any producer to feel we're ever going to lose one of their records."

A couple of new labels added to those already handled by Bell include Carus Records, operated by Tony Romano, and Universal Music, operated by Taurus Records, operated by (Continued on page 10)

UA Music’s Writer Stable Strengthened

NEW YORK—The United Artists Music Companies are stepping up their efforts to acquire new writers. The first steps taken by the firms’ president Michael Stewart and executive vice-president James Deutch were directed at the "youth movement," and they tied up Jeff Barry and Ellie Greenwich to separate exclusive songwriter deals.

Both Barry and Miss Greenwich, whose hit "Will You Love Me Tomorrow" is a hit hit on the charts and is the subject of much comment. The role was created by the late Mike Todd, who died in a plane crash in 1956.

Deutch stated that this is only the beginning of UA’s stepped-up program to acquire writers for "the new era of music publishing." Deutch said, "and we can no longer work on a per-song-a-composer writer. If we feel the writer has a hit, we’ve got to get them under exclusive contract."

Vertical Setup

Deutch stated that he’s especially looking for songwriters who have a hit song on the charts, because of the "vertical setup" of the UA publishing firm. "Through our distribution network," he said, "we can place our writers in films, TV, and Broadway musicals."

In the pop field, Deutch said, he’s looking for "something good" and "hip music." Deutch said that he’s looking for "something good" and "hip music." Deutch said that he’s looking for "something good" and "hip music."
Whadda you mean had?

THE CYRKLE

has a good thing going now in their single.
And the same goes for their smash-selling album!

Where the all-around action is. On COLUMBIA RECORDS®

This One

CL 2012/CBS 6612

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Epic Sales Spurt in 3 Fields
—Hollies Seen a Boost to Pop

NEW YORK — Epic Records is hitting a hot sales stride in the pop and country markets, and the sales are spilling over into the blues field, as well, via its Okeh subsidiary for 195 and pop singles. And now, Len Levy, Epic’s vice-president and general manager, is preparing to have a major pop hit in the pop area with the acquisition of the U. S. rights to “On a Carnival Ship,” a British group currently riding high in the U. S. with “On a Carnival Ship.” For several U. S. companies have been competing for the rights to the group, but Epic locked them up last week.

Epic’s diversified score is being made with the Dave Clark Five, the Yardbirds, Jeff Beck, the Tremeloes, the Marmalade, Don & the Goodtimes, David Houston, Tanny Wynn, Jim & Jerry, Nancy Ames, Lynn Randell, and Bongi & Judy. Richard Elektra, the Vibrations, Walter Jackson, Larry Williams and Johnny Watkins.

The Hollies are joining Epic with 15 consecutive Top 10 hits in England, and all of which became chart items in nearly every other country in the world. Their first clicks in the U.S. are “The Air in the Co” and “Look Through Any Window.” The group will appear on a CBS-TV documentary covering a tour by Herman’s Hermits. The special will be aired soon.

Nashville’s NARAS Board Takes Up Old & New Business

NASHVILLE — The Nash- ville chapter Board of Gover- nors of NARAS met last Tues- day (11) to review completed projects and to stimulate an important one currently underway.

The Governors noted completion of the scholarship fund drive, which was inaugurated earlier, and a successful membership drive which brought Nash- ville’s NARAS the highest total ever.

The group also decided to speed completing the set- up of a music training program at a local university. NARAS coordinators worked from Van- derbilt, seeking to establish an accredited course in the business end of the music industry.

NARM Picks Group Heads

NEW YORK — Committee members of the National Association of Record Merchandisers’ new regional last week by Stanley Jaffe, head of Consolidated Distributors, in succeeded as NARM president. They are:


Scepter Goes Capital Club

HOLLYWOOD — Scepter Records is moving into the Capitol Record Club for a three-year period with 10 records titles on the Scepter, Wand and Hob labels. The first eight al- bums were to be offered to members in May 24 issue of “keynotes,” the monthly publication.

Included are two Dion Warwick albums and an all- star package for the “Young Country on Stage.” Other artists in the deal are Maxine Brown, Roy Head, Chuck Jackson, and Wilson Picket.

The Wand titles currently being offered by the Columbia Record Club will remain with that unit until the expiration of existing contracts with Columbia.

Harry Kelly, sales manager for the Wing and Storyteller divisions of Mercury, has been named product manager of the company’s record tape product division succeeding Tom Bonetti. Tom Wilson has joined the Recorded Tape, Sunnyvale, Calif., as marketing director. Kelly has been with Mercury since 1958, working continually in promotional and merchandising fields. He was named to head Mercury Wing, the company’s economy label, in 1959.

Replacing Kelly will be Ed Ghannam, who joined the company a year ago as assistant for Merrec credit operations.

Mike Shepherd has been named national promotions and di- rector of Monument Records. He will move from Hollywood, where he had been West Coast representative, to the label’s Nashville headquarters. Lou Tascino, who had been with Liberty Records, moves into the West Coast vacancy.

Pat Pipolo has been named general manager of York and Pala Records in Hollywood. He had been national promotion manager for Liberty Records, and before that national promotion manager for VJ Records. He was also with Kapp Records.

Don Dougherty has joined the Capital Records Distributing Corp. as merchandising project manager. He’s been in the business since 1960, as a salesman for Decca, Columbia and Columbia Records, later as promotion manager and pop album product manager for Columbia, and most recently as national promotion director for GNP-Crescendo Records.

Joe Price, former Daily Variety reporter in Los Angeles, has joined Capitol as manager of its press and information department. He replaces Ron Tepper who has joined Irw Associates, show business public relations firm, as manager of its Coast office.

Dick Oedekyn has opened his own public relations office in Hollywood after six years as publicity man for the Flamingo Hotel, Las Vegas.

Larry Welk has been named special assistant to Don’s President Randy Wood. Welk, son of orchestra leader Lawrence Welk, has been with the label since 1960. He joined the company as a promotion man, advancing to branch administrator, credit manager, Don Record Club general manager and corporate vice- president of administration.

Barry Vejar has been promoted to manager of Decca Rec- ords’ Los Angeles sales branch, which serves Southern California, Nevada and Arizona. Vejar joined Decca’s sales force in 1963 after working in sales for Disneyland Records and Connat Dis- tributors in Southern California. He also operated his own retail shop in North Hollywood for three years. In his new post, Vejar will report to Lou Verzola, Decca’s West Coast district manager.

Vocalist Jimmy Holiday has joined Mint, the Imperial subsidi- ary, as a producer. Holiday records for the label and writes for the corporation’s Metric Music publishing wing.

Herb Krauss has been appointed national sales manager for Audio/Stereo, private label division of Muntz Stereo-Pak, working out of the firm’s Van Nuys, Calif., offices.

Frank Koss has been appointed manager of ASCAP’s Station Relations Department. Koss joined ASCAP in 1962 as junior account executive. Operating out of the society’s New York office, Koss will supervise ASCAP’s liaison officers to broad- casters.

John Brumage has left the Charles Fuller organization. He had been associate producer of “Snoopy and the Red Baron.” In his new post, he has joined the radio office of E. H. Morris as assistant to Sidney Goldstein. He was previously published in the New York Times over the Thanksgiving holiday and before that worked on syndicated radio shows.

William W. Hults has been appointed sales manager for Mid-West Tape Cartridge Corp. of Cincinnati, Walters, a musician, vocalist and arranger, most recently was with the Ruth Lyons Show.

EXECUTIVE TURNABLE

UNI Services FM Stations With Stereo Singles Via Distributors

BY ELIOT TIGEL

LOS ANGELES—UNI Rec- ords is servicing FM stations with stereo singles. The stereo policy is two-sided on the 500 Club, but on the 500 Club and all other singles, except reissues. A distributor in a major market needs more copies of this, may be required.

During its first three months of released singles (five singles and three albums), UNI has not released a s online of merchandising; the new releases have been of a pop nature, with one new title in the rhythm and blues vein. The Rainy Daze single of "Acapulco Gold" has been a Billboard top chart item, climbing into the 70’s.

Four of the 12 singles were produced by UNI staffers: Dave Pell, Jack Goldsman and Russ Regan. Regan has expanded from promotion into writing, and art. Two of the initial releases were from independent producers and independent artists. The Gates, who are under contract to UNI, are from the latter sources.

One of the single LP’s, one was released by an artist with- out a record company, percussionist Emil Richards; the product, “Night Trees” of the piece. The other two LP’s were by the Happy Dippy’s and Rainy Daze. The latter group’s "Acapulco Gold" disk caused excitement in some broadcast- ing markets, for the title record referred to marijuana. For programming product will be its first soundtrack LP and single, the set of acts at the Omrdon Hodgers, the Pleasure Fair and vocalist Julie Gre "Smalltown Rock Bad for Ears: Doctors"

Los Angeles — The frequent all-night sound of rock ’n roll bands playing in night clubs is “very likely caus- ing some temporary or even perma- neant hearing losses” among some audiophiles.

The effect of blaring con- temporary music upon human ears may be severe, causing con- temporary music to act upon ears, and may include permanent damage to the ears. The two San Francisco phono- graph salesmen are urging listeners to limit their use of ear plugs at industrial levels. The San Francisco the noise of ear plugs in the range from 95 to 120. The doctors said they would like to see a mini- mum of 85 decibels, but have been told that these discomforts can occur in the ear.

ROCK BAD FOR EARS: DOCTORS

April 29, 1967, Billboard
Ignorance Stumbling Block To R&B Growth: Soverio

NEW YORK — "Ignorance, not bias, is the greatest obstacle to the development of rhythm and blues," according to Don Soverio, who heads the Shaw Artists Corp., which specializes in booking r&b acts. "Sov is a top talent buyer has never heard of some of the top r&b acts, and his book in big r &b names simply because they are top in the business. To remedy this situation, SAC issues a monthly house organ called Soxy, which is sent to some 30 college talent buyers, promoters, television time buyers, disc jockeys who are on talent occasion, the entertainment press, and club owners.

Editorial Content

Editorial content of the four-page booklet is generally geared to spreading the word about Soverio, of course, but also boosts acts booked by other agencies and the r&b market in general. Other regular features in the booklet are the itinerary lists of SAC artists, current records by SAC artists, and a column by Soverio. Artists booked by SAC include Ray Charles, Maxine Brown, Bo Diddley, Bobby Hebb, B.B. King, Chuck Jackson, Lowell Fulson, Milt Jackson, the Vibrations and the Shirelles.

Working almost exclusively with r&b, blues, and jazz acts, the agency billed $4,650,381 last year, some 16 percent higher than the previous year. Soverio feels that the r&b situation today is similar to that of the country situation of a few years ago, when "Grand Ole Opry" was considered a musical phenomenon, and few considered putting country artists on national TV shows. He also feels that the gospel, as spread by the SAC house organ, will open the doors for r&b acts as they were opened for country artists.

Mercury Push on Spanky's Sunday

NEW YORK — Mercury Records, in line with the release of "Sunday Will Never Be The Same" by Spanky & Our Gang, is planning a big promotion push. Mercury product manager Alan Mink and national promotion director Dennis Ganim have slated a series of record hops, exposure dates and TV bandstand shows. On May 6, the group will appear at a Macy's and Innsago's fashion show at the American Academy of Dramatic Arts.

Atl. Handles Dodo's 'Got News for You'

MIAMI — Dado Records' "Got News for You" by Benny Latimore, is being distributed nationally by Atlantic Records. Brad Shapiro produced the single for the Florida label owned by Henry Tenne of Miami's Tone Distributing Co. Atlantic plans a heavy promotion.

Minnie Pearl's Party In Plane Mishap

KNOXVILLE — An engine failure caused the crash landing of a small plane piloted by Henry Cannon, a member of the "Grand Ole Opry" star Minnie Pearl, Cannon's wife. Their first accident in 20 years occurred near Knoxville, on the way to a Balloon Days bash in Nashville. Miss Pearl suffered only bruises. Cannon was not

NO PAUSES FOR 5TH DIMENSION

LOS ANGELES — The Fifth Dimension is using Asian music as intermediates between cuts in its new LP, "Up, Up and Away" instead of usual five-second pauses. The Soul City LP is being distributed nationally by World Pacific Records, a wing of the parent Liberty Records.
To: Berry Gordy Jr.,

"The world should know the man inside
Who walked with courage and a deep sense of pride
Your strong and guiding hand has shown us the way
From those who love you the most
we just want to say,

Congratulations on receiving the Interracial Council for Business Opportunity annual leadership award"

From the Staff & Artists of
MOTOWN RECORD CORPORATION
Tracks Accent Music

*Continued from page 1*

"Every year, more soundtracks are issued," said another company spokesman. "But, he noted, sales are remaining the same." While production costs are high, the record company which is linked to a film outfit is at a considerable advantage. The company does not pay for the soundtrack rights and can afford to take a loss if the album does not sell. "Many companies issue tracks primarily for exploitation purposes," the spokesman continued. "Any poor selling disk can be written off as a loss."

However, recordmen are actively eying the foreign market for soundtracks, an untapped product. "But if you hit, your company is set to reap free profits. Foreign film and music rights are generally inexpensiva," he said. Several importe containing soundtracks are slated for domestic release.

According to Billboard's Record Market Research division, soundtrack units in 1966 ac- counted for 6.5 percent of total LP sales in non-rock outlets. However, some observers predict that few of these sales were accounted for by "The Sound of Music" and "Dr. Zhivago." The percentage represents some 5,470,100 albums.

Last year, Billboard's record panel received 72 new soundtracks for review. Of that number, 16 were chart - 16.6 percent. This year, four of the 26 new re- leases have scored on the charts.

**Aimed at Audience**

The soundtrack has to be aimed at an audience, said a spokesman for Tower Records. "A children's story can be written for the movie's theme, but it also must be active. A film's background filler," Tower, which scored heavily with the track from American International Films' "The Wild Angels," has just released a soundtrack from "Hot Rods." This album mimics the soundtrack music from the movie "The Wild Angels." The special features are recorded by the group "The Earthquakers." But the group has not been booked until this year at a San Francisco nightclub. The band's name comes from a song by Jimi Hendrix.

"The Wild Angels" soundtrack, released last year, sold about 30,000 copies. The film, released in October, is a youth film directed by Burt Bacharach.

The band's recording promises to bring them into the spotlight of the rock field. The band's name comes from a song by Jimi Hendrix, who has also recorded this tune. The band is scheduled to perform at the Hollywood Bowl this summer in support of "The Wild Angels." The sound track features rock and roll music performed by the band.

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20 million album sales to date and headed for 21... THE VENTURES

HAPPY TOGETHER · STRAWBERRY FIELDS FOREVER
A LITTLE BIT ME · A LITTLE BIT YOU · WESTERN UNION

THE VENTURES
KANDY KONGCOTION · PSYCHEDELIC VENTURE · 1999 A.D. REFLECTIONS
VIBRATIONS · ENDLESS DREAM · PSYCHEDELIC GUITAR PSYCHEDELICS

Included inside!
Exciting full color photo-story of the Ventures

brand new... "SUPER PSYCHEDELICS"

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REVAMPPING OF SYSTEM

LOS ANGELES — Professional record reviewing would come under industry-wide review in the near future. Liberty Records publicity director, Winter contends that reviewers, who have come to be clogged with names of persons with no number of reasons, do not return value received to the manufacturers from whom they solicited recordings. It's a matter of cost, "Winter explains. But the cost to the popular, everyone wants to get in. We have a list of 10,000 to list the executive, it's "not a question of saving money and losing cost of publication. It's a question of waste."

We think publicity directors of labels which maintain reviewers services should hand the industry together so as to develop a clearing house where applicants for free albums could be accumulated and hand-developed for accreditation. Winter points to the Motion Picture Producers Association, which maintains an up-to-date list of appropriate personnel for film screenings, as the kind of channel the record industry should have.

He feels that if there were some label to maintain a list of accredited newspaper and magazine reviewers and also give them same or for accreditation, the entire industry could avoid considerable cost savings. Based on his six and one-half years as the Liberty press man, Winter says. There are "reviewers" earning their living in the record business, agents and furniture salesmen who supply a paper with a free column on records, with them to key to free LP's, and party and film screening invitations. There are "reviewers" on some newspapers who will request all albums and then merely mention the titles in their columns. Therefore are "reviewers" who sell the albums as a means of added income rather than reviewing albums which they believe, Winter says. The legitimate reviewers, or persons to whom records should be sent, in Winter's opinion are members of the recording industry, the press, the wire services, national general magazines, important fan magazines, publications, metropolitan city newspapers and key syndicated columnist.

Liberty's reviewer lists are categorized by regions, preference, jazz, folk, country, and country. Winter says he finds that much good follow this review every week.

What made that printed reviews on strict music LP's sell very little product. The print media review has several other functions: introducing a new artist, company's new image, reminding an artist's fan of a new product. "Airplay is the presently important factor in a company," Winter says. "Therefore you treat expenditures realistically. What is the relationship of how much good do these reviews do?"

In addition to the actual cost of the LP, Winter cites mailing charges, the record company has to add up considerably for the company's continued liberal review policy. Winter feels a record profession's review board, for example, could function advantageously in printing down reviewer's to write columns. Individuals who may not be covering the music-record best any more should be eliminated, and product should only be sent to those reviewers that kind of material, are the publisher's vision.

Bands to Jump At Newport Fest

LOS ANGELES — Many bands have been set for the Newport Jazz Festival from June 30 through July 3. Festival producersrho plan the following aggregations for the outdoor festival: Count Basie, Duke Ellington, Woody Herman, Miles. Youth Band and the Preservation Hall Jazz Band. Or- chestra Vocalists will consist of Nina Simone, Ella Fitzgerald, and Sarah Vaughan, with vocal soloists spotting Billie Holiday, Anita O'day, and apparently, McLendon, too, has served notice that the album's been hit. But we still maintain it is the responsibility of the music industry to clean up this situation with or without our help. Billboard is an important force in the music industry. We like to think that you are correct.

Allan Saunders, Vice-President and General Manager of WHLO, Akron/ Canton Radio

Tape Recorder Article

In your issue of April 8, 1967, you published an article about tape recorders using the caption: Apparently a misunderstanding occurred on your side. The picture, of course, tape Blaskopf 100 much was exaggerated including this unit as a product of the LHI 350 series. This is not the case. This unit was planned and developed was produced by Robert Bosch Elektroakustik und Phononik GmbH of West Germany, Robert Bosch Elektroakustik und Phononik GmbH, Verkauf 5

Letter To The Editor

Producers Blasted

Editor: The Susquehanna, Stations incensed by the statements in Billboard and ad concerning the poor taste of some currently popular music, are in support of one carried recent reviews. They point to points, but points up a problem that has concerned us for some time. We think producers of popular music, in their unending quest for the highest sales, are pushing sex, narcotics, and the simplest words beyond the point of propriety. I wish we could make the points that they bring, but generally are so pointless. Why must the world say, "I Love Me, Baby," it is a revolting expression which cannot be labeled double entendre. It has only one meaning. Some of the sounds uttered vocally are a close approximation of totally unacceptable Anglo-Saxon language.

Longhorn Fest Roster Longer

BARRY CANDY

AUSTIN, Tex. — More names in the world of jazz have been put on the slate for the second annual Longhorn Jazz Festival, April 26-30. These include Art Blakey and the Jazz Messengers, Wes Montgomery, Jimmy Giuffre, Junior cooker Wilson, Howard McGhee, Lou McGarity and Elvin Jones. With the festival nearly completed, producer George Wein has announced a break-

Arhoolie Forms A Second Line

BERKELEY, Calif. — Arhoolie, a blues label, has formed a second line to cover jazz and any marriages with rock to roll. Debut disk spotlights the Jerry Haha Quintet, the leader the former guitarist with John Handy. Others in the group are Jeanie Memel, mother of a seven-year old, used tenor and flute, Ron Mc- Clain, the drummer from Josh White, and Paul Fohottone on drums. The Chris Sprachwitz — owned label may be reached at 7231 California, Berkeley, Calif. 94719.

Arts Council to Cite Jazzmobile

NEW YORK — The Jazzmobile, sponsored by the Harlem Association, has been honored by the New York State Council on the Arts with money at the New York State Theater, May 15. The Jazz- mobile, motorized bandstand, cruises the streets of Harlem and brings name musicians to people who could not ordinarily afford to attend concerts.

APRIL 29, 1967, BILLBOARD
Really Entertaining!

ALAN PRICE SET

Simon Smith and His Amazing Dancing Bear

3009

Producer: Ivor Raymonde

Sparrot division of LONDON RECORDS
Liberace Backs Label, College Talent Hunts

LOS ANGELES — Concert pianist Lee Liberace is backing a new label, InArts, and a series of collegiate talent hunts to expose new artists.

Liberace has allocated $50,000 to cover a series of statewide, regional and international talent contests being formulated by Irv Weinhaus, program director for International Artists, Ltd., parent company of the new record label located at 967 North LaClenga Boulevard.

Weinhaus, a former talent agent and show packager who has specialized in the college market, is working with Fred Doran, general manager of the fledgling label in the development of the talent contest program.

Weinhaus sees college running talent contests, with the winners sent to State finals and from there to regionals and a national final in Los Angeles next year. InArts will sign the most powerful artists.

Weinhaus has been contacting student activity directors at colleges to announce his firm’s forthcoming National Intercollegiate Talent Competition. Seven colleges in New Mexico have begun a test series of talent hunts, with the national competitions set to begin in the fall semester. Each school will be responsible for running its own talent contest, with music from all fields being sought. InArts will award $500 in a professional engagement contract to the winner of each State-wide contest, with $2,500 awarded on a regional level and $5,000 on the top prize. Weinhaus hopes to package the winning acts in a talent caravan to play their own schools and others, so their prizes are actually in the form of money for working contest dates.

Weinhaus says student activities directors have shown enthusiasm for the idea since it provides their schools with an additional entertainment activity and has the potential of launching one of their star-studded students on a professional plane.

Indian Music School To Open on W. Coast

NEW YORK — While the two Everest Record labels have no merger plans in mind, they are co-operating by filling each other’s orders.

The cooperation began last week when Billboard announced that Groove Press had resuscitated its recent label and is releasing the original cast album of the hit Broadway show, "My Fair Lady," on a 10-inch 78-rpm record. Five bob was the price.

A. Dacupia will assist Shankar with the sitar and sarode, while Alifraka will instruct on the tabla. Shankar will also teach Indian rhythms.

According to a spokesman for the Everest label, "If the school will be geared to develop an understanding and impart the skills required to play and appreciate Indian music."

The school will actually be starting from scratch," the spokesman explained, "because the Indian music industry is not familiar to them. It’s almost like learning a foreign language." Indian instrumentation is based on chords and scales akin to the Western musical staff.

Since English is the Indian national language, there will be no communication barrier between the teachers and students. Shankar will remain the U.S. through September. He will then return once each year to teach a course.

During his stay, he will compile instructions on various aspects of the field, including those of his students. Among dates scheduled are performances at Lincoln Center in New York and Canada’s Expo 67. In October, he will embark on a concert tour.

All lessons will be taught in the evening. Cost will be $5 per evening for the general background course, history, appreciation and understanding and $10 per lesson for group instrumental instruction. The fee for private tuturing with Shankar has not been determined.

Classes will be taught at the school building located opposite the World-Pacific studios.

2 Evergreens Sharing Each Other’s Loot

By HANK FOX

LOS ANGELES—American musicians will be afforded an opportunity to study the structure and the instruments of Indian music in the U.S. when Ravi Shankar, in association with Everest Records-Wagner, opens a school of Indian music here May 21.

Shankar, considered to be the world’s foremost player of the instrument, has personally instructed, together with the encouragement he has brought here from his master, Pandit Pratap Shankar. Enrollment will be limited initially to 150 students. Three types of instruction are offered —history and appreciation, group instruction and private lessons.

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Classes will be taught at the school building located opposite the World-Pacific studios.
Where there's smoke...
there's the new “sensation”
that's sweeping the nation!

YES! WE HAVE NO BANANAS!
by THE MULBERRY FRUIT BAND

Buddah Records proudly presents
its FIRST #1 RECORD!

A Kacsa Sziro Production
Produced by Anders-Poncio-Perry

www.americanradiohistory.com
TOP 20

JACKIE WILSON—I'VE LOST YOU (Prod. Carl Davis) (Writer: McCoy) (Blackwood, BMI) — Van McCoy wrote it and Wilson sings it to perfection. Blackwood's B.B. Davis should fast catch up for his "Whispers" smash.

JAMES BROWN & THE FAMOUS FLAMES—LET YOURSELF GO (Prod. James Brown) (Writer: Davis) (Blue, BMI) — Brown has turned in a rockin' blues rocker with a top walking vocal workout spells. The group has no trouble putting Brown at the top.

TOP 60

GOLDIE & THE GINGERBREADS—WALKING IN DIFFERENT CIRCLES (Prod. Alan Lorbar) (Writer: English) (Jukebox, BMI) — They're back and with this exciting English-Weiss rocker, the group will once again prove top sellers. Pulsating Alan Lorbar arrangement drives the group from start to finish. Can't miss. Flip: "Song of the Moon" (Stax, BMI). Atoe 6475

JIMMY NEWMAN—LOUISIANA SATURDAY NIGHT (Writer: Hall-Newman) (Newkeys, BMI) — With a new empowering hit, Jimmy Newman is moving up the charts. Both Newman and Jones have two equally hot sides in this powerful entry. Top in an easy going top-tupper, penned by the artist and Tom Hall, while the flip is an infectious novelty delivered in top Newman style.

HANK SNOW—DOWN AT THE PAWN SHOP (Prod. Chet Atkins) (Writer: Deal) (4 Star, BMI) — Snow's new top song has now reached the top with a top Snow performance has all the earmarks of a chart topper. "Warm Day" hit. Flip: "Listen" (4 Star, BMI).

TROYVOR—HE'S LOSING HIS HEAD (Prod. Dick Heard) (Writer: Trevor) (Sunbeam, BMI) — Trevor has turned in another strong top selling hit, with his "Dara Ya" selling bag. Catchy rhythm piece has gained a place in Top 100. Flip: "All the Time" (Tee, BMI). Epic 16109

CHART—Spots—Predicted to reach the top 10 of the HOT COUNTRY SINGLES

GEORGE JONES—I CAN'T GET THERE FROM HERE (Prod. Bill Sherrill) (Writer: Sherrill) (Bristol, BMI) — With his "Walk Through This World With Me" currently at the No. 2 position on the country charts, Jones turns in a fine performance of this exceptional Dallas Frazier bal- lad. Still at top 10. Flip: "Poor Man's Riches" (Starrite, BMI).

LORETTA LYNN—IF YOU'RE NOT GONNA TOE LONG (Writer: Ballman) (Sure-Fire, BMI) — A country chart topper with a top that will reach the top once again with her fine performance of this uptempo ballad. Should be as successful as her "A Man I Hardly Know" (Sure-Fire, BMI).

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CHART—Spots—Predicted to reach the top 10 of the COUNTRY HITS SINGLES

LARRY WILLIAMS—I AM THE ONE (Prod. Larry Williams) (Saratoga, BMI) — Williams rocks and grooves with his excit- ing debut. "Baby" is a solid top number produced. Powerful performance could easily make this winner in both pop and rock markets. Flip: "You Ask for Cream Good A Beer Drink" (United, BMI). Obliv 7289

PERCY WIGGINS—BOOK OF MEMORIES (Prod. Jerry Cutchfield) (Writer: Evett) (Decca, BMI) — With much of the feel and sensation of Percy Sledge, but with a style all his own, Wiggins could prove to be equally successful on the charts. Soulful, powerful performance quickly placed him in both pop and rock sales markets. Flip: "Can't Find Nobody" (Champion, BMI). Atoe 6479

SPOTLIGHT SPOTLIGHTS

TOP 10


COUNTRY SPOTLIGHTS

TOP 10

“The Chinook” by Jack Jones (Recorded by Jack Jones) (BMI).—With a chart hit, the song has gained a place in Top 10 of the COUNTRY HITS SINGLES.

THE ODDWAYS—"I've Got a Heart (On My Mind)" (BMI).—With a strong performance, the song has gained a place in Top 10 of the COUNTRY HITS SINGLES.

CLARK ROTH—"If I Can’t Find You Tonight" (BMI).—With a powerful performance, the song has gained a place in Top 10 of the COUNTRY HITS SINGLES.

ART WOJTOWICZ—"He's Gonna Send Me Home Again" (BMI).—With a fine performance, the song has gained a place in Top 10 of the COUNTRY HITS SINGLES.
REMEMBER “FRIENDLY PERSUASION”
REMEMBER “APRIL LOVE”
REMEMBER “LOVE LETTERS IN THE SAND”
NEXT YEAR YOU WILL REMEMBER
THIS NEW BALLAD...

PAT BOONE’S

HAVE YOU HEARD (it's all over)

PRODUCED BY: SNUFF GARRETT AND RANDY WOOD.
SEAN DUNPHY

WINNER-2nd. PLACE
1967 EUROVISION SONG CONTEST

PYE RECORDS, Ltd.
AND
WARNER BROS. RECORDS

CONGRATULATE THIS GREAT, NEW AND MOST PROMISING RECORDING ARTIST — WHOSE NEWEST RELEASE IS...

"IF I COULD CHOOSE"

#7029

ANOTHER SINGLES CHART IMPERATIVE FROM

WARNER BROS. RECORDS

Billboard TOP 40

EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed to rank order.
TWO HITS ARE BETTER THAN ONE!

BRIAN HYLAND
Holiday For Clowns
40444
A SNUFF GARRETT PRODUCTION

BOBBY HEBB
I Love Everything About You
40448
PRODUCED BY JERRY ROSS

PHILIPS RECORDS
One World Of Music On One Great Label!
## Billboard Hot 100

**For Week Ending April 29, 1967**

### Star Performers

- **Music to Watch Girls By**
  - Andy Williams (Decca, 20/100)

### Top 10 Songs

1. **Somebody to Love**
2. **I Want to Hold Your Hand**
3. **Can't Help Myself**
4. **Let's Go Trippin'**
5. **The Happening**
6. **Love Is a Many-Splendored Thing**
7. **The Happening**
8. **Somebody to Love**
9. **I Want to Hold Your Hand**
10. **Can't Help Myself**

### Hot 100—A to Z (Publisher-Licensed)

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### Bubbling Under the Hot 100

- **My Old Flame**
- **I Won't Cry Again**
- **Over the World**
- **The Night We Called it a Day**
- **I'm Not a Juvenile Delinquent**

**Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.**
“TODAY YOU’RE JUST HIGH... TOMORROW -YOU’RE DEAD”

An open letter to America:

I have stepped away from my studies at Cambridge University, England because I can see around me a frightening evolution. Acceptance of drug taking. Teenagers, adults...grass, acid, pills, heroin, etc. Drugs are to anarchy as food is to a starving man. But hate and force will do no good; they will just add to the sadism and the fascism of our society. Love and thought - deep intellectual thought-these are vitally necessary. I hope my new PARROT release #3011, "ROUND, ROUND" will provoke this invaluable consideration. Playing with one's mind is dangerous - there is so much good in humanity...why cop out? Blind acceptance and obstinate, stupid, dogmatic defiance are both copping out.

JONATHAN KING
NEW YORK—Some of the elements that went into making "Never on Sunday" such a delightful movie are also in evidence in the Broadway musical adaptation called "Illya Darling" but a lot is lost in translation. As a stage offering, it is awkwardly set in a libretto that never quite jells and the Greaselydiced music by Menos Hadjidakus has an offbeat and flanneryo quality but the melodic line becomes redundant. Joe Diorio's lyrics aren't of much help, either.

The star, Melina Mercouri, and the title song have been carried over from the screen to the stage and they both work as potent marquee items to uplift the musical production as well as the original cast album which United Artists Records will have in stores this week. Also there's a similarity to many of the Hadjidakus harmonies that should stand up better in LP form.

Miss Mercouri is a fine figure of a woman who can convey诚垦amenity in her vocal efforts. She made a memorable impression as the Greek

prostitute with a heart of gold in the film's characteriza-

NEW YORK—"Illya Darling," musical based on the movie "Never on Sunday," opened on April 11. The score is by Larry Kusik and Eddie Snyder, who were brought together by Arnold Maxin, head of the Big 3 publications, which will release "Illya Darling," and "A Musical Comedy," currently riding with their third click in three tries. Their current hit is Frankie Laine's recording of "Making Memories," with performances on the ABC label. Their first two efforts were "Games That Loves Players" and "Like You." For the songs, they wrote the lyrics for the James Last Melody and "People Like You," and an original. Both "Games" and "People" received chart action via Eddie Fisher's RCA Victor recordings.

MAXIN brought the boys together after conducting a long search for a writing team which could blend the best of standard type music with the current pop idiom. It was Maxin's idea that such a combination could cre-

ate chart singles which would lend themselves to further development as long-lasting copyrights.

Snyder's past experience has been in a trend field with such credits as "Summer in the Night," "Spanish Eyes," and "Tell Me," both established as a lyricist in the contemporary style. Until he joined the Maxin camp, Snyder had been a session writer for many of the top recording artists such as Ronnie Dove, Jan and Dean, Bobby Vinton, Herman's Hermits, Ruby and the Romantics, and Trini Lopez.

While "Making Memories" is a direct current of the "People Like You," and "Games That Loves Players" continue to roll up strong performances and album representation.

The Big 3 now has plans to expand Kusik and Snyder's activities into film score and Broadway musical properties.

Joan Baez Drives Home Her Message on W. Coast

SAN FRANCISCO — There was less relaxed rapport than in days past between Joan Baez and her two capacity audiences in Berkeley's Community Theater, during her concerts on April 16 and 17. But it was nobody's fault. It's just that the spirit of Miss Baez and her admirers has itself become more tense, less loving.

In an earlier day, "Barbara Allen" and "Wild Virgin" might suffice but now "Children's Corner," "Conversation Singing," "Talking Bride" have become, to Miss Baez and her Berkeley fans more meaningful and relevant. For this U.S. concert, Miss Baez selected 27 songs, many of them relatively unfamiliar to even her most stalwart fans. The uncompromising "City Called Heaven" had tremendous intensity and the classic "Do You Know What It Means to Miss New Orleans" was overwhelming power and impressively resonant of the night.

Her version of Tim Hardin's "Love Is Just a Four-Letter Word" was punctuated by a delicate solo-guitar performance. The switch later in the evening Miss Baez used a steady string guitar technique to accompany one of the few old folk songs, "House Carpenter,"

The five numbers which joined Miss Baez and her sister Mini Farina in duet were not among the evening's best. Miss Baez's voice, never harmonized and counter melody) is too far for proper balance with her sister's soprano.

PHILIP ELWOOD
APRIL 29, 1967, BILLBOARD
THE JIMI HENDRIX EXPERIENCE

BECOMES THE PSYCHEDELIC SINGLE OF THIS YEAR --- ANY YEAR!

"HEY JOE"

# 0572

ANOTHER SINGLES CHART IMPERATIVE FROM
Personal Manager Groups Merge to Set Up Nat’l Unit

NEW YORK — The National Conference of Personal Managers will be formed within a few months. The new organization will be a merger of the East and West Coast Conference of Personal Managers, two separate bodies.

Richard Gabbe, of Gabbe-Heller Personal Management, Inc., New York, president of the Conference of Personal Managers East, said that the West Coast aggregation has approved the motion to come under one national group, and that the East Coast group will be acting on the measure shortly. He added that one aim of the new organization will be to have members advising one another.

Gabbe said the organization will come to aid of members in time of professional or family emergency. Each member is covered by a $10,000 life insurance policy in the East Coast group, according to Gabbe. In order to qualify for membership, a manager must make a full-time living at the profession. The East Coast group has about 65 members, and the Los Angeles aggregation, 46.

NANCY WILSON, right, goes over the music for her next Capitol album, “Just for Now,” at a session with arranger-conductor Billy May, left, and executive A&R producer Dave Cavanaugh.

200 Students to Give Fest Old College Try

MIAMI — Plans for the first Intercollegiate Music Festival here, May 4-6, are set with 200 student musicians and vocalists from 16 universities and colleges competing for top honors. The event will be held in the Miami Beach auditorium.

Sixteen finalists chosen at five intercollegiate jazz festivals held throughout the nation this spring will vie for four awards named after John Coltrane, Stan Kenton, Duke Ellington and Tony Bennett. These awards will be of the silver trophys. Also, scholarship and national special-purposed prizes will be awarded. The finalists represent winners for the best vocalist, best combo and best stage band from the college music festivals. Some 700 schools entered the national competition.

Stage band finalists are: Mil-blik University, University of Nevada, North Texas State University, Ohio State University and San Fernando Valley State College. Those competing in the combo division will be Indiana University, University of Miami, North Texas State University, Philadelphia Music Academy, San Francisco State College and the University of Utah.

Bradley University, Brigham Young University, Hofstra University, Rider College and the University of Southern California will win as best vocalist honors.

Judges

Judges for the Festival will be Garry McFarland, Oliver Nelson, Father Norman J. O'Connor, jazz saxophonist Phil Woods and Bob Shars, administrator of the Berklee School of Music, Boston.

ABC Radio will tape the winners' performances and release a record this summer. Voice of America and Armed Forces Radio Network, will carry the show to the regional contests, for broadcast to servicemen. Also, the A. U. S. Information Service will produce films for distribution to some 30 countries, and three members of the State Department's Cultural Presentations Panel are to be talent scouting, for overseas trips on behalf of the U. S. All winners will appear at Canada's Expo 67 in Montreal this June as a special event. WABC Radio will also broadcast the finals. As an added highlight, one musician will sing in front of a special IMF Hall of Fame Award for providing the “highest ideals for American youth.”

Guest bands will be the Juno Neophonic Orchestra of Southern California and the University of Miami. Two original numbers, "Intercollegiate Swing" by Jerry Gray, and "Samba de Festival" by Gary McFarland, will debut. MF-director of clinics, Clem DeRose, will conduct special music workshops for local and college musicians.

HAROLD RAND & COMPANY, INC.
PUBLIC RELATIONS PUBLICITY
proudly announces its new
MUSIC AND RECORD DIVISION
Formed to creatively fulfill the unique requirements of the music and recording businesses.

Under the direction of
ED KALISH
MARTIN GOLDBLATT

HAROLD RAND & COMPANY, INC.
310 Madison Avenue, New York, N.Y. 10017 (212) 966-5005
Branch offices in Hollywood • London • Paris • Rome

Company profile available on request.

Talent

Chips LOWEY

"Tonight Carmen"

is what everybody will be talking about a week from mañana.

Say You Saw It in Billboard

APRIL 29, 1967, BILLBOARD
A STAINED GLASS WINDOW HIGH ABOVE...
MAKES PATTERNS ON THE FLOOR
I KNEEL INSIDE THE RAINBOW LIGHT...
ALL COLORS I BECOME
I AM AT PEACE WITHIN MYSELF...
WITH ALL MEN I AM ONE

THE SANDPIPERS

B/W IT'S OVER
851
Radio-TV programming

$\$$ Makes Radio Work Go Round, Students Told

By CLAUDE HALL

NEW YORK—College student broadcasters were told last Saturday (13) that the object of radio is to make money. Gary Stevens, powerhouse air personality with WMCA in New York, teamed up with WMCA conrad Ed Baer to provide one of the highlights of the 28th National Convention of Intercollegiate Broadcasting System. Stevens and Baer were speakers at the IBS meeting at the University Heights campus of the New York University. At the same time, another convention of the IBS was being held at the University of California at Berkeley. Approximately 600 students attend the New York sessions.

Other highlights of the IBS meeting in New York included sessions on classical programming guided by Miss Scott Mapper, music director of WVR-FM, New York, and Davis Bates, classical music director of WNYU, New York.

An afternoon session brought together 10 of the finest record promotion men in the industry to confer with college student promotion men. Among those present were Gene Armanda of Kapp Records, Jim Brown of United Artists Records, Paul Brown, who moderated the panel, an independent record promotion man, Frank Campanella of Columbia Records; Lou Dennis of Mercury Records, Len Bogen of Bell Records, and Mike Langer of MGM/Verve Records; Lou Maisonneuve of Capitol Records; Lenny Salander of Decca Records; Red Schwartz of Roulette Records, Ted Sol of Columbia Records, and Mickey Wallach of ABC Records.

Most of these same promotion men sat in on the pop music programming session and provided nearly as many questions for Stevens and Baer as did the students. For example, when Stevens pointed out that college radio is mostly out-dated because of the necessity of college radio to make money, Baer said, "I have to agree with my mercenary friend.

Students fired questions at the duo, and the two personalities laid everything straight on the line.

As a personality, you have to have your own personal touch, Stevens told some 200 students attending the pop music programming session, "so what do you—whether it's good, bad, or indifferent. Each to his own on WMCA are different." He said that for a long time he felt as if deejays were "playing people out" with the image they create on the air. "I thought there's a guy in our business who doesn't go in a room by himself now and then and say, 'Boy, I stink.'"

Basically, a personality can't always be up. But the creative aspect about being a deejay is building a whole personality that isn't yourself." By providing a nice buffer to Stevens, for example, when Stevens pointed out that college radio is mostly out-dated because of the necessity of college radio to make money, Baer said, "I have to agree with my mercenary friend.

One thing Stevens pointed out, which proved as interesting to the record men as the students, was the amount of creativity most air personalities had today as compared with the days when deejays used to "make" records happen. Stevens said that deejays at WMCA had more to say about their individual shows than their "image." He also told about the gain in record promotion men indicates. Out of a by-shot of 70 records, Stevens said, there are often 20 he doesn't want to play and doesn't.

Regarding the soft-sell, "The attitude is changing there, too.

(Continued on page 32)

ITRS PARLEY ON 'USES'

NEW YORK—Effective uses of commercial broadcasting was the major subject of discussion at the International Radio and TV Society College Conference, attended by more than 350 student broadcasters. Bob Teter, chairman of IRTS, announced the award of two $500 scholarships to Daniel Cross, City College of New York, and Gary Jones, Arkansas State University, for their essays on "The Responsibility of Broadcasting Media." The awards were presented by Al Sheppard, IRTS president. The general consensus of college radio stations represented at the conference was that "rock" seems to be the key format, with popular and classical music closely following.

IBS Meet Sees Record Turnout

More than 600 student broadcasters turned out for the annual convention of the Intercollegiate Broadcasting System meeting at New York University in New York.

WMCA's Gary Stevens and Ed Baer, right, begin informative sessions at pop music programming session.

Lenny Salander and Paul JanUS, left, of Student Decca Records assist students with information and albums.

Records exposed on r&b radio stations far surpass that on pop stations. It's much easier to get a record on a radio station in the Midwest or in the South, but not as easy in the major markets. But one you have to put out a good record to get played. You have to pitch hard, or more commercially-oriented ones—played on any station in the Midwest.

The tight formats now being used by r&b radio stations have really helped them, Roker felt. "It's more difficult to get radio stations to play for higher ratings of these stations in the general market, bringing them more business and higher advertising rates." But this has made them more selective on when he said; their salaries haven't increased by much, "but that apparent." He said he felt deejays should share in the growth. "They're making more through higher salaries, "but whether they will be a different matter."

Woo Students—NAB's Walker

BILOXI, Miss.—Broadcasters were urged here last week to "contact high school students" for jobs in radio and TV, William Walker, director of broadcast management of the National Association of Broadcasters, advised in a speech here Friday (21) before the Mississippi Broadcasters Associ-

ation, he said, must start with a "grass roots effort at the local stations." He said broadcasters should form a radio club or a distributive education association group. "The association group," he said, "can make for more scholarships from local associations and radio stations for college students to study broadcast-

WAAW-FM to Bow

MURRAY, Ky.—Chuck Swick, left, and Pete Barns, right, operators of WNSB, plan to launch WAAW-FM here by May 1. The station will program Easy Listening music in stereo.

AUGUST 29, 1967, BILLBOARD
Radio-TV programming

"Would you believe this remote?"

KBER, a country music station that believes in promotions with a difference, did a remote broadcast from a new plant outdoor sign to promote the station and its series of live talent shows. Deejay Eddie Daniels perches on the sign with the attention-capturing cheerleaders of Churchill High School in San Antonio. Manager of the station is V. Rambard, a pioneer in country music and country music radio.

KRLA in Pre-Test Disk Project

By ELOY TIEGEL

LOS ANGELES — KRLA and Alex Sparger, the media relations man, have launched a project to test pre-test singles. John Barrett, KRLA station manager, reports the Pasadena station has been exposing new singles before six groups or listeners for the past four months. New releases are taped and played for three rotating groups of volunteers — usually teenagers — and three control groups. The participants are asked to rate the singles according to their salability and musical appreciation.

During the past three weeks the station has aired some of the singles judged tops in both categories by the participants. Sparger, who made music business several months ago by revealing he influenced a TV survey, has developed a questionnaire which the respondents answer prior to auditioning the singles. The questions are of a musical and non-musical nature. The station has been taping new releases on Wednesday and exposing the sounds to controlled scrutiny by week's end. All respondents are paid for their services. Barrett emphasizes the project is not meant to eliminate the station's previous selection methods for disks. He feels the labels themselves have more to gain from the pre-testing than his station, in that this response information, which is the strongest side, which tune to promote and just how strong a new product is by a group riding across.

NBC's "Bell Telephone Hour" Captures a Peabody Award

NEW YORK — "The Bell Telephone Hour" on NBC-TV was presented Thursday (20) with a George Foster Peabody Award for "catering to the intelligent and sophisticated audience that is ignored by so many other programs at this time." The award, which commented on the keying of the commericals into the mood of the program itself, was presented at a luncheon here of the Broadcasr Pioneers. "Artists Showcase" of WGN-TV in Chicago received a Peabody Award for TV local music, as did "A Polish Millenium Concert" of WTMJ-TV in Milwaukee. Peabody Awards went to Elmo Ellis of WSB, Atlanta, for local public service and WLB, New York, for local education via "Community Opinion," a line-up program moderated by Leon Lewis.

Vox Jox

By CLAUDE HALL

Radio-TV Editor

Billboard has launched a new music magazine for teens and young adults — Soundskirts. It should be on your local newsstand by the time you read this. People who've been advance copies are enthusiastic about it, we are, too. It was written by Billboard's international lineup of editors — people from the U.S. and from Europe. The writing is in today's music, whether it's the psychedelic sound, jazz, folk, or rock and roll. It's a music magazine, but it's a "turned on" publication. We think it will turn you on — and your listeners. Anything you can do to promote the subscription on the air or at record stores will be appreciated; many of you are mentioned; many of you are in pictures. It's about the music you play. It contains lists of the top tunes and artists of 1966 as rated by Billboard's research department as well as the latest Hot 100 Chart this same as was weekly in Billboard) that we could insert. With your help, this could become the "be in" magazine of today's generation.

I know . . . I know, April Fool's joke long past. But here's a stunt I couldn't resist mentioning: WGUS at Augusta, Ga., has joined the Army's April Fool's Day program to try to cut down on promiscuous records. The show, which has a deejay named Al, is scheduled to begin every evening on April 1. I'm sure every record won't be a dover. A manager asked Warner if the phone rang incessantly with requests to straighten out the announcer.

Tom Perryman is moving from Henderson, Ten., to manage WMAM, Marion, the station owned by Mary Reeves.

NARAS Special on NBC-TV May 24

NEW YORK — "The Best on Record" TV special — featuring tunes that won Grammy nominations — will be telecast on National Academy of Recording Arts and Sciences will be telecast on NBC-TV, May 24, 9-10 p.m. Among the artists slated to perform are Eva Cassidy, the New Vaudeville Band, Wes Montgomery, and Jack Jones. Ted Bergman is executive producer of the special. George Schlesinger, producer. The show had been planned for May 3, but a Danny Thomas rerun will fill that slot.

APRIL 29, 1967, BILLBOARD
People's Choice Wins At KDEO

By BRUCE WEBER

SAN DIEGO — Management has placed a "listening station," took their programming light to the people and won. Don Balsamo, vice-president and general manager of the station, was among the valiant of his station dip when the station switched format from rock to new music policy, sponsored an "on - the - air - letter - newspaper ballot" campaign. Purpose? To have listeners respond to the new music format. The result was startling.

More than 95 per cent of the return response requested KDEO station manager "good pop adult music" with no rock 'n roll, Balsamo explained. The station first altered its programming policy in October 1966, and again in late February.

"For one week, once an hour, the station aired a pre-recorded request. (Should we continue as we are or do you want us to go back to rock?)" Balsamo said. "For the listeners convenience, at the end of the week, a ballot ad ran in local newspapers, two college newspapers and was also printed in the station's weekly record survey sheet."

No gimmicks.

No gimmicks. Listeners were used to push the count, nor were prizes offered. "I was convinced that KDEO wants to be Friends with the ratings factor," the executive said. "We just didn't believe the ratings in our case were accurate. We had to prove it!"

More than 1,000 cards and letters were received before the newspaper ad appeared. After the ad, some 12,046 ballots were received, in favor of maintaining "good music."

Balsamo declared: "Listeners also showed that they carried enough to go beyond just mail- ing the ballot. Many went to the trouble of getting petitions signed at the office. The comm- inating office ran a San Diego based destroyer spoke for his ownreeze KDEO liquid throughout the ship whenever it is in port."

Only 15 votes for returning to rock 'n roll were received.

"The request to return to rock 'n roll" was shot down by 10,991 to 1 vote.

"At the request of the adult music programming features Sinatra, Jack Jones, Roger Williams, the Tijuana Brass and Sergio Mendez. We decided the popular programming pol- icy provided a more needed service to the community," Balsamo said.

"Relation to our poll response to statistics for direct mail, where a 2 to 3 per cent reply is considered average and a 1 per cent reply is very, very, it is logical to assume that KDEO's good policy on music that has captured a significant share of the greater San Diego radio market."

In addition, 90 per cent of the replies included specific complaints as to the listener's loyalty to the station, its ad- vertisers, and the fact they had discovered the new sound of KDEO as both different and better than what was offered by other stations.

"The KDEO format basically in the listening station," the executive said of the "forgotten generation" of 18 to 49-year-olds who have out- grown rock and just need a livelier paced sound than is offered by most "middle-of-the-re- sound and FM stations," Balsamo said.

"Another aspect of the for- mat is that the station is total double play with two records in a row, 24-hours a day," Balsamo related. "The more music feature is a policy which limits the total commercial time within any hour to only 12 min-

"We know people are listen- ing."

Arnold to Do Talking for NBC's Country TV Show

NASVILLE—Eddy Arnold has been signed to narrate a documentation of pop music to be aired by NBC-TV this fall. The one-hour program is by the thousands, as you did in response to our re- cent request:

Dear D.J.,

Please circle the method by which you would like to have your new MGM/Verve records delivered:
1. Gift wrapped in a gay colored paper with flitty robbins.
2. Sealed through a sta- tion window from a fast- moving vehicle.
3. In a sterile container, messenger wearing surgi- cal mask.
4. C.O.D.
5. Personally delivered by our neat, courteous sta- tion representative.
6. Personally delivered by shh young singer in mini-skiir.

However, we see by the old clock on the wall that our shy young singer will never have time to visit all of your chosen methods of delivery.

Would you believe method #6? We'll even throw in a hearty handshake, 30 sec- onds of small talk, a cur- rent joke, and a hasty departure.

Seriously, thanks again for your overwhelming re- sponse!

Hap Peebles Unit For Toppeka Fair

TOPEKA, Kan.—A country music spectacular produced by Hap and Charlotte Peebles, directors of the theatrical agency head, opens the Mid-America Fair here Sept. 7, it was announced last week by Marie McKinney, fair man- ager.

Peebles whose agency han- dles over 200 fairs in 14 States, will have Marty Robbins and Porter Wagoner as co-stars for the show, Miss McKinney said. Other acts will include Bobby Milton, Son Winter, George McCormick, Speck Rhodes and the Wagonmusters, along with the Madisonettes and the Madisonettes.

Peebles also has arranged for Marty Robbins to appear at the big Ak-Sar-Ben Rodeo inOmaha Sept. 22-24.

Blood from Red Cross Saves Lives

Please Take Notice:

The following record is available at the gratest discount and is worth mentioning:

Banshee, a supernatural being of the student of the city.

People's Choice Wins At KDEO

By BRUCE WEBER

SAN DIEGO — Management has placed a "listening station," took their programming light to the people and won. Don Balsamo, vice-president and general manager of the station, was among the valiant of his station dip when the station switched format from rock to new music policy, sponsored an "on - the - air - letter - newspaper ballot" campaign. Purpose? To have listeners respond to the new music format. The result was startling.

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Blood from Red Cross Saves Lives

Please Take Notice:

The following record is available at the gratest discount and is worth mentioning:

Banshee, a supernatural being of the student of the city.
Two winners in one package!

Wayne Newton and Born Free...two key ingredients in the year's most winning album!

Wayne Newton dug these songs out of paydirt. They're the Grammy winners, the Oscar winner, the big hits from Broadway. Standards-to-be like Strangers in the Night, Michelle, Born Free, Winchester Cathedral, Georgy Girl...all sung in Wayne Newton's swinging great-day style. This album is like discovering salt on watermelon.

SONG OF THE YEAR
WAYNE NEWTON STYLE
ST2714
TOP SELLING R&B LP's

**STAR Performer-Sales registering greatest proportionate upward progress this week.**

<table>
<thead>
<tr>
<th>Week</th>
<th>Last Week Title, Artist, Label</th>
<th>New Week Title, Artist, Label</th>
<th>Net Sales</th>
<th>Percentage of Increase</th>
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<tr>
<td>15</td>
<td>LOUIS RANSLOWSKI'S</td>
<td>SUGARLAND, DEXTER &amp; BERNARD</td>
<td>35</td>
<td>29.0%</td>
</tr>
<tr>
<td>16</td>
<td>THE TEMPTATIONS</td>
<td>ROBERT WILSON, CAPITOL</td>
<td>29</td>
<td>27.1%</td>
</tr>
<tr>
<td>17</td>
<td>MOVING ON</td>
<td>LEE HAMILTON, DISCO</td>
<td>24</td>
<td>25.3%</td>
</tr>
<tr>
<td>18</td>
<td>MERCY, MERCY, MERCY</td>
<td>DAVE LHENRY, CAPITOL</td>
<td>28</td>
<td>28.5%</td>
</tr>
<tr>
<td>19</td>
<td>TAPROOM</td>
<td>JACKIE GREENE, MAMMOUTH</td>
<td>17</td>
<td>38.4%</td>
</tr>
<tr>
<td>20</td>
<td>KEEP ON LOVING YOU</td>
<td>BILL MOREY, ELM</td>
<td>21</td>
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</tr>
<tr>
<td>21</td>
<td>I CAN'T HELP MYSELF</td>
<td>RAY CHARLES, MERCURY</td>
<td>19</td>
<td>19.5%</td>
</tr>
<tr>
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<td>GIVE ME ONE</td>
<td>RAY CHARLES, MERCURY</td>
<td>20</td>
<td>20.3%</td>
</tr>
<tr>
<td>23</td>
<td>TELL ME WHAT YOU WANT</td>
<td>RAY CHARLES, MERCURY</td>
<td>22</td>
<td>22.5%</td>
</tr>
<tr>
<td>24</td>
<td>I'M IN LOVE</td>
<td>RAY CHARLES, MERCURY</td>
<td>23</td>
<td>23.6%</td>
</tr>
</tbody>
</table>

**Cont'd from page 31**

Radio-TV programming

**Vox Jox**

- Continued from page 31

Joe, for a 3:00-5:00 a.m. show, he was with the station that night. Also new with KGLV is Dave Lee, who was with KLIF; he does an afternoon show.

Lee Sobolob, creator and producer of the "Walt Johnson Mobile Report," that the comedy enti- tle series has now been purchased by 137 stations in 48 states; Sobolob is now with KTSU, Denver. Sobolob recently launched a syndicated remote show, via tape, from the International Auto Show and Travel Fair at the New York Col- leum. Among the guests on the show will be a new Andy Kimper of Action-Ville Records.

Jim Mc Coy of WHPL, Winston- Salem, Va., has a new record on Winchester Records — "I've Been Jumping Your Fence" backed with a new artist named Billy Kent, ... Dan Gates of KXIT, Tempe, Ariz., has been named music director and co-ordinator of a tribute to Perry Lewis scheduled for June 2 at the Winseum Memorial Coliseum. The show, produced by Bobby Boyd of Boyd Sound and TNT Studios, the strea- ment Corp., will be filled ... Several changes at WPFA, Petersburg, Va., Edward R. Mullins had been moved up to vice president of WPFA, with Bill Holland moving to fill the general manager slot. Ray- mond A. Shepherd, WCAW, Washington, is in charge of station operations. On-air personal- ity Dick Hall of WPFA, Allegheny, Mike Dammann, and Ed Rod- der at WPFA is a 3,000-watt cunt music operation serving the Richmond-Petersburg area.

Art Vincent is host of a new jazz show on WJKL, Astbury Park, N.J. Another fine jazz show is being hosted by Tom Cross on KPRS- FM, Kansas City, Mo., 3 p.m. to 2 a.m., ... Jack Raffmiller, person- ally, at WABC, has joined WMER-FM as account executive of the Philadelphia station.

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

**YesterYear's Hits**

**Today's Hits**

**POP SINGLES—10 Years Ago April 29, 1957**

1. Good Luck Charm, Elvis Presley, RCA Victor
2. I'm in the Mood, Shirley Bassey, Capitol
3. Mahna Mahna Time, Dee Dee Sharp, Cameo
4. The Thing I Love, Cliff Richard, Columbia
5. You're A Woman, Pat Boone, Capitol

**POP SINGLES—5 Years Ago April 29, 1962**

1. Mashed Potato Time, Dee Dee Sharp, Cameo
2. Soul Twist, King Curtis, Enjoy
3. Love Me, Letters, Lester Young
4. Soldier Boy, Sherrill, Capitol
5. Gene Pitney, Capitol

**COUNTRY SINGLES—5 Years Ago April 29, 1962**

1. Charlie's Shoes, Billie Walker, Capitol
2. She's Got You, Patsy Cline, Decca
3. If a Woman Answers, Larry Von Dike, Capitol
4. Misery Loves Company, Porter Wagoner, RCA Victor
5. Unchained Melody, Peter Paul & Mary, Folkways

**COUNTRY SINGLES—10 Years Ago April 29, 1957**

1. Box, Ferlin Husky, Capitol
2. Hunka Song/Same Day, Webb Pierce, RCA Victor
3. Walkin' After Midnight/ Poor Man's Girl, Hank Williams, RPM
4. White Sport Coat, Marty Robbins, Columbia
5. All Shook Up, Elvis Presley, RCA Victor

**R&B SINGLES—5 Years Ago April 29, 1962**

1. LOUIS RANSLOWSKI'S                 | SUGARLAND, DEXTER & BERNARD     | 35        | 29.0%                 |
2. THE TEMPTATIONS                   | ROBERT WILSON, CAPITOL           | 29        | 27.1%                 |
3. MOVING ON                        | LEE HAMILTON, DISCO                        | 24        | 25.3%                 |
4. MERCY, MERCY, MERCY              | DAVE LHENRY, CAPITOL            | 28        | 28.5%                 |
5. TAPROOM                          | JACKIE GREENE, MAMMOUTH            | 17        | 38.4%                 |

**YesterYear's Country Hits**

**COUNTRY SINGLES—5 Years Ago April 29, 1962**

1. Bo, Ferlin Husky, Capitol
2. Hunka Song/Same Day, Webb Pierce, RCA Victor
3. Walkin' After Midnight/ Poor Man's Girl, Hank Williams, RPM
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A Kate Smith Showcase

Here are seven albums by one of America's most beloved entertainers whose frequent TV and personal appearances continue to generate excitement and album sales. Feature these ever-popular Kate Smith recordings prominently in your displays and advertising.

**RCA Victor**

*The most trusted name in sound*

*Also available on Stereo 8 Cartridge Tape*
Plaint Rudolf Firkusny will be soliloqued with George Szell and the Cleveland Orchestra at Monday (5) and Thursday (9), and with Leonard Bernstein at Thursday (27). Mr. Firkusny and violinist Rafael Dru- ma, the Cleveland's concertmaster, Return of the figures to next Tuesday (2) at Severance Hall, will be joined by the Musical Meals fund. Next season's "On Ballo in Maschera" at the Sun Francisco Opera will be sung Leontyne Price, tenor Ruggero Raimi, baritone Cantillo Max Nell, soprano Reri Grist, and mezzo-sopranos Amy Shindler and Leontyne Price. Soprano Evelyn Lear and bar- itone Thomas Staggs will appear with Jean Martinon and the Chicago Symphony on Thursday (27). Friday (18) and Thursday (29). The program includes Bar- tók's "Bluebeard's Castle," . . The Canterbury Choral Society will perform Handel's "Samson" at Philipscholar Hall next Friday (5). Soloists will be soprano Elizabeth Carson, tenor John Mc- Collum, counter-tenor John Ferran- ni, bass-baritone Chester Wat- son, and baritone Richard Andor- son. Arthur Fiedler led a sculpted concert of the Boston Sym- phony Orchestra at Symphony Hall in Boston (16). Ricardo Muti will receive the Nicolò Medal from the Vienna State Opera's Roland Halbfant and the Con- certgebouw Orchestra performed at Washington's Kennedy Center on Monday (24) and Tuesday (25). The Philadel- phia Symphony opens its Mills for the season on Wednesday (26) at the Depart- ment of Corrections. The orchestra played free public concerts over the weekend and Sunday (22) under a congressional grant. . . The Kansas City Philharmonic will play with the Wichita State University's Wil- liam Auditorium next Monday (1) as part of a cultural exchange program between Kansas and Missouri. The Wich- ita Symphony inaugurred this exchange with a concert in Kansas City in February.

New York — Leonard Bern- stein will conduct the New York Philharmonic in the world premiere of Lukas Foss's "Pho- rion" on Thursday (27). The program, which will be re- peated in Europe, includes, in addition to Mahler's "Symphony No. 6," "Phorion," which was commissioned by the As- sociation of Women's Commit- tee at the Kennedy Center. With the performance of the Mahler symphony, Bernstein will become the first conductor to have performed all of Mah- ler's nine completed symphon- ies as well as "Das Lied von der Erde" with the Philharmonic.

Classical Notes

Waxing of Modern Works Paying for Columbia

By FRED KIRBY

NEW YORK — Columbia Records' Leonard Bernstein will hold the top spot in the rewards of its policy of record- ing modern music in depth, ac- cording to John McEwen, classical ad director. Across the board, the label is showing for such composers as Mahler, Schoenberg, Ives, Stravinsky, Hindemith, Bartok, Milhaud, and Varése.

Composer Columbia plans to wax complete works of include Copland, Varése, Schoenberg, Ives, Webern, Berg, Stravinsky and Bernstein. The sixth volume of Schoenberg's works is due this year. An impressive Mahal- ler collection also is due later this year as is Berg's "Wozzeck." Featuring Walter Berry in the title role. The opera will be conducted by Pierre Boulez, who will record several com- temporary pieces for the com- pany. Leopold McEwen explained, "Almost nothing is too far out as long as it has some musical rewards sooner or later up."

He cited Mahler as an example. Columbia will record the last of that composer's works since two of its leading conduc- tors, Bernstein and Mahler, have recorded many Mahler's tots. But, even last year's success with the "Sym- phony No. 7" with Bernstein and the "Symphony No. 2" and the "Symphony No. 10" with Eugene Ormandy at the Philadelphia Orchestra prepared the label for the response to the "Symphony No. 8."

Long, the least frequently performed Mahler symphony, this choral work has been nick- named by one composer as "a Thousand" because the lack of resources. The efforts of six Mahler conductors are used on the two LP set with the Vienna Philharmonic conducted by Leonard Bernstein. McEwen attributes the Mahler interest to the program's "Das Lied von der Erde." The emotional tone of the work is "particularly" well turned on all of composers. The initial release of "Das Lied von der Erde," also included Mahler. Wal- ter's conducting of the "Symphony Charles Ives" has been fol- lowed by an Odyssey release of Mahler's "Symphony No. 5."

In noting the extensive re- cordings of Mahler's perfor- mers and contemporary compos- ers, the leitmotif for the season is to start a trend and stay in it. It's not enough to just sample the works. It's important to have major stars to conduct Mahler and (Leopold) Stokow- ski play this music. The public is becoming increasingly interested in the music of these composers. McEwen credits the young record buyer, to the unexpect- edly contemporary composers. He said he sold "Das Lied von der Erde" and the trend would continue. Among the major artists recording modern music for Columbia are the pianist Glenn Gould, who is featured in Volume 4 of the Schenbergs series. Gould also would be featured on much of another.

Ives is the latest contemporary composer added to the Odyssey label with the release of William Massie's" historic recording of "A Mermaid's Tale." The near future on Co- lumbia's Ives schedule are the "Symphony No. 1" with Or- mandy and the Philadelphia Or- chestra, "The Unanswered Question Overture" with Stokowski and the American Symphony. McEwen finds "Frankness and emotional truth" Ms. Ives. He thought youth could find most raw emotions and immediacy in orchestral than operatic mu- sic. According to McEwen, more contemporary music is (Continued on page 36)

Cincy's Maiden Concert Fare: Beethoven Cycle in 1 Season

Rudolf will conduct 18 con- cert, while Erich Kunzel, newly named associate conductor, will lead three. Alko Watanabe, music director of the New York Philharmonic, will conduct a pair. Four special concerts will be (Continued on page 38)

Impresario to Be Cut by RCA in UK

NEW YORK — RCA Victor is recording conductor Mozart's "The Impresario" in England this Au- gust. The pressing, which will be released on a special two- record set, will be the first stereo recor- ding of the opera. RCA Victor di- dath Rashkin and tenor Richard Lewis has the starring roles.

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Philadelphia Outdoor Concerts

- Continued from page 36

here in 1943 with Stanislaw Skrowaczewski, Minneapolis Symphony Orchestra conductor. Opening night soloist will be soprano Anna Moffo, Eugene Ormandy will conduct concerts June 26 and July 3, with Van Cliburn soloist in the first. Ormandy-Cliburn combination brought a record crowd of 35,000 to the Dell in a Pension Foundation concert in 1965. Among the innovations on the schedule are a joint recital July 6 by Jan Peerce and Roberta Peters, who traditionally sing in their solo performances. Peerce will be making his 27th Dell appearance for the 1970 concert. Miss Peters will be giving her 13th performance at the Dell. Marian Anderson comes out of retirement Monday, July 3, to narrate Aaron Copland's "A Lincoln Portrait," with Arthur Fiedler, of the Boston Pops Orchesra, conducting. Also, a special July 4 concert commemorating the 100th anniversary of Fairmount Park, conducted by Fiedler.

City subsidy makes it possible to offer the series of 18 concerts free to the public. Several hundred public-spirited citizens also help as Friends of the Dell in paying $150 for choice reserved seats.

Contemporary Works Paying
- Continued from page 36

available in orchestral than in operatic form.

McClure credits Columbia with having the first American showcases for music of Boulez and Stockhausen. While he admitted the latter was gaining wider acceptance with the increased interest in contemporary music, especially on the campuses, Columbia also has several records out, including catalogs of Bartok and Barber.

The Stravinsky catalog is an example of this. Last year in contemporary music disk sales. Many numbers, which have been available for four or five years, almost doubled in sales. Similar increases were registered in pressings by other contemporary composers, such as Stockhausen and Boulez. Columbia also has scored well with Nielsen with chart listings last year for "The Symphony No. 3," with Bernstein and the New York Philharmonic, and "Symphony No. 6" with Ormandy and the Philadelphia. The RCA Victor releases is the "Symphony No. 1" with Ormandy of the Philadelphia. The Telefunken releases include works by contemporary music. For Columbia, SALTUS, who conducted four of the first five Schoenberg LP's. Columbia's policy of recording major composers in depth and keeping imports in the catalog has begun to pay handsome dividends for the label.

4 Favorites Slated By Ft. Worth Opera

FORT WORTH, Tex.—Four opera favorites—one new and three well-known—will be produced in past seasons by the Fort Worth Opera Association—will be featured by the Fort Worth Opera's new "Aida," Mozart's "The Marriage of Figaro," and in English, will be presented in 1971. The third offering will be "Marina Lascia" March 8 and 10. "Aida" has never before been produced by the association. The final production is "Ludia di Lammermooor" by Donizetti, April 5 and 7.

Beethoven Cycle
- Continued from page 36

offered in the orchestra's 70th season. Works on the list are: "Fidelio," "Euryanthe," "Alceste," "The Creatures of Christ Church here and Dayton's Westminster Church will perform "Choral" movements. The cycle will include the final concert by the orchestra's principal guest conductor, Colin Davis, before the conductor goes back to London. The cycle will include the final concert by the orchestra's principal guest conductor, Colin Davis, before the conductor goes back to London.

The subscription series will include four major concerts not previously played here. The cycle will include the final concert by the orchestra's principal guest conductor, Colin Davis, before the conductor goes back to London.

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Flirters, Warner Bros. 2125 (M); WS 3133 (S)
(685-05712-1; 665-01252-1)
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George Carlin, RCA Victor LPN 3779 (M); LSP 3772 (S)
(795-05723-1; 705-07272-5)
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Golden Gate String, Epic, EN 5241 (M); BN 3242 (S)
(465-05724-1; 485-05724-5)
I'LL TAKE CARE OF YOUR CARES...
Frankie Laine, ABC ARS 604 (M); ABC ARS 604 (S)
(162-05604-1; 162-05605-1)

TOP LP's

149 THE SHADOW OF YOUR SMILE...
   Bert Kaempfert, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
150 THE 4 SEASONS GREAT VAULT OF HITS...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
151 YOU'RE A BIGelow NOW...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
152 LADY GODIVA...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
153 RAW SOUL...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
154 THE KINGS GREATEST HITS...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
155 IT'S ONLY THE GOOD TIMES...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
156 ON THE MOVE...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
157 I HEAR A SYMPHONY...
   Various artists, RCA Victor LPM 3565 (S) (775-00664-1; 775-00665-1)
158 CALYPSO IN BRASS...
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Every album sent to Billboard for review is heard by Bill-
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(Continued on page 48)

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U.S. Facing Challenge in Canada
As Mobilization Plan Is Urged

By KIT MORGAN

TORONTO—Canadian artists have long complained that the Canadian market records in Canada, if the government and various facets of the music-record field and cultural organizations cooperate on proposals to be debated shortly.

In an address to the Canadian Music Council's conference on Music and Media held in the University of Toronto last month, the president of the Canadian market, he said, "Our country and our artists are ready to take their place in the world. It is a beneficent umbrella which has protected and shielded us in the past must be tilted a little to the sun through." Peter Jost, the chief of the Centennial celebrations and Expo 67 are focusing the attention of the Canadian on its accomplishments, he said, "Now is the time to mobilize our resources and forces." Among those resources, he said, "The government, to serve its collective interests in the field of Canadian recordings, to prevent a conduction of a) research and analysis, b) promotion and marketing of Canadian recordings, and d) distribution of the recordings in Canada and abroad. The purpose of the agency would be to make Cana

German Firms Give Eurovision
"Losers' That Winning Push

BY OMER ANDERSON

COLOGNE—Electrola is generating rising sales for a unique disk project distribution, "Auslandsonderdiest der Elektrola" or "ASC." Briefly, the surprising service of Elektrola places about 35 percent of all record titles throughout the world within reach of the consumer in Canada. The customer can order from his retail store any title from 80 labels in 28 countries, including the Capitol and Angel labels from the U.S.

The retailer transmits the order to Electrola, which sends it free of charge from its vast warehous in Cologne or will order it from the label if he knows that Electrola has the disk in stock if it is a well-known title. Electrola has some 120,000 records in stock in its ASC war room.

Electrola calls its Foreign Service a "poor's world's best music in all forms." Basis for the ASC is Electrola's access to the.

Electrola estimates that EMI companies account for about 25 percent of world music distribution. This is a figure that is not likely to be changed in the near future.

Electrola imports a large volume of records from Japan, India, Turkey, South Africa, Venezuela and Poland. All categories are represented - classical, ethnic, pop, and liter

The demand breaks down roughly 40 percent pop, 35 percent folk, and 25 percent classical including literary prose recordings.

Electrola concentrates on ASD classical titles on the lesser-known titles and the collector's works: for example, the avant garde works of Poland's Lutoslawski, Penderecki and Ptaszynski; CDs of Russian composers such as Mendelssohn with Bartok, Mi"nssen with orchestra and Conductors.

Electrola's ASD also serves up the classical music of many countries, including Algeria, Morocco, Tunisia and South Africa. The ASD worked, chief deigo, of ASD, and Karl Britten, his repertoire specialist, report that the best-sellers among ASD's classical assortment are Otto Keimper's recording of Dvorak's New World Symphony and Ravel's piano concerto with Arturo Benedetti Michelangeli.

ASC makes a feeling of "impossible" accessibility to performers, artists and composers, such as composers Richard Strauss, Ravel and Mial over conducting their works in Canada and abroad. The Rosenkavalier and the Fiorenza. It is often said that American music is not classical music or, indeed, just popular. SAM SNSM, better known as Sam the Record Man, owner of one of the two largest stores in Toronto, commented, "It's a strange in city. Nobody is satisfied with his own efforts, but he points to the other fellow's success as an inspiration."

As a representative of the consumer, the owner, the say, he might be expected to ask, who needs it, but instead said "Music is one of the most important in catalyzing a nation's culture, not just classical music but all forms of music."

(Continued on page 56)

German Firms Give Eurovision 'Losers' That Winning Push

BONN—For German rec
cord companies, there were no winners in the Euro-
vision Grand Prix in Vienna—only losers.

The Vienna song titles were be

ing promoted vigorously by the various German labels, the permit that no song popular enough to reach the finals is almost certain as much as the way it chart's, regardless of its

ability. Deutsche Vogue has released the winning song, "Puppet on a String," in the original Engl

erland, with Andrea Applebaum and also with Sandie singing in Germany. The sub-license of the song is now popular the rights, Gerig, is giving

the song strong promotion.

Applebaum is posting strong sales for the Eurovision entries of West Germany, Austria and Italy. Applebaum got off to a good start with Inge Bregk's recording of her Eurovision entry for Germany, "Anordkula." Applebaum similarly scored heavy sales with Peter Horton's record of "What's in a Name?" on the Taylor Tannaus and Stereo label, which she sang at the Eurovision contest.

And Philips is pressing heavy sales promotion of Vicky's "I'm a Girl" in the Flemish language, the title she sang for Luxembourg at Vienna. Heavy sales for this title have been helped by the fact that Vicky was the established best-selling artist for Philips.

AT ORLY AIRPORT on their arrival for the Stax package show at the Olympia Theatre are Otis Redding, Sam and Dave, and Arthur Conley, together with representatives of Stax, Atlantic and Barclay. Left to right: Otis and Linda, Barclay Promotion Dept.; Mike Leon, Atlantic aaf man for France; Tom Dowd, Atlantic's sound engineer; Otis Redding; Sam and Dave fansigning, presented by Stax Records; Jerry Wexler, Atlantic vice-president; Bernard de Boisson, Barclay international label manager, and Arthur Conley.

GERMANY'S EUROVISION GIRL LINKED BY MONTANA

MUNICH—Inge Brench, the German singer who sang the German entry in the Eurovision Contest has been signed to a three-year promotion and recording contract by Jek Beierlein of Montana Music here. Miss Brench, who has been around for nearly eight years without much success, is considered by Beierlein to have international potential as has Udo Jurgens, another successful artist promoted by Beierlein.

The first country outside Germany for promotion is France where Miss Brench is released on Philips, followed by Spain (Disco Belter) and England. Deals with a U.K. company have not yet been made.

In Germany, her label is Artika, to which Udo Jurgens recently changed from Vogue. (See separate story.)

Miss Brench will sing at the Brazilinva Song Festival in Czechoslovakia, June 14-18, and Udo Jurgens will top the Polish International Festival of Light Music Songs at Sopot Aug. 18. He will sing a Polish pop song there, as well as an own material, to attract exchange business between West and East.

Jurgens has already made a 14 concert tour in Czechoslovakia.

EP Sales in Eire Strong

DUBLIN—EP's continue to add to here, making this second only to France in sales. EP's are still high in the sin
gles chart here.

Last year's EP bestsellerers inclu
ducy, "Versaille Dixies," "Two Of A Kind" by Joe Dolan and the Drifters, and "Black And Tan Gun" by Sean Dunphy, this week's Eurovision entry in Vienna.

John McEvoy's "Mulhenn Durnin" EP (p8) has comple
ted the post-chart sales of the single of the same name, and Transatlantic's "More Of The Dubliners" is doing well.

The first EP released by Tempo, the EMI-distributed la
bel, features Watertown folk singer Jerry de Broomhead, who has been signed to a year's song-

writing contract by Stones' man-
agey Andrew Oldham for Im
mediate Music.

Basart's Trip to Europe Pays Off

AMSTERDAM—Franz Basart, di
tector of Basart Records, has completed a European trip resulting in several new deals for the Basart operation.

He discussed exclusive press
gs, for the Folkways label in Europe with Ernst Schaffel, Folkways' German manager, and renewed contact with Du

mian in Milan by talks with in
ternational editor Irenaz Mieviewin.
B.J. THOMAS
Has a Hit!

I CAN'T HELP IT
(IF I'M STILL IN LOVE WITH YOU)
Scepter 12194-A
B/W Baby Cried
In The Same Groove as his smash
"I'm So Lonesome I Could Cry"

The Sweet Sound of Success is on SCEPTER

Personal Management: Paul Cantor
WAND (212) 3-5-2170

Produced by: Harry P. Meaux
Arranged by: Walter Reain
Written by: Hank Williams
Injunction Vs. Arc Sound

TORONTO — The Exchequer Court of Canada has granted a preliminary injunction restraining Arc Sound of Toronto from manufacturing and distributing records of a parody of Woody Guthrie's song "This Land Is Your Land." Ludlow Music of New York, a TRO firm, had filed action against Art Sound and its publishing arm — Camden Music, charging that a recorded parody by the Brothers in Law titled "This Land Is Woody's Land?" infringed on the Guthrie copyright.

Authorized versions of the tune, substituting Canadian place names for U.S. names, have been issued in Canada before. All royalties go into a trust fund for Guthrie's children.

Boveema Drive on Stereo Product

AMSTERDAM — Boveema has mounted a massive promotion campaign around its stereo repertoire. Many of the labels' albums are involved, covering classics and pop. A special full-color stereo newspaper, display material and a special stereo stand are part of the store facilities distributed to dealers.

Among the artists figuring in the push are Jackie Gleason, George Shearing, Tony Bennett, Al Martino, Nancy Wilson, and Vera Lynn.


From The Music Capitals of the World


Boveema Into The EMI Fold

AMSTERDAM — EMI has strengthened its ties with the world's record business. Having acquired last Thursday's (18) after seven months of negotiation, Boveema and the British record company. The announcement follows EMI's recent appointment by managing director, John G. Stanley, of Nelson Hulsen, Rembrandt, Dutch, headquarters to complete details of the takeover. It is expected that the board of Boveema will remain the same, with Oord as president. No policy changes are planned.

Boveema is reorganizing its distribution and is switching to an IBM stock control system at its Bergen-op-Zoom dataprint plant.

The new distribution center will also be used by Friesland, which will be reorganized by Warner Bros. Repere, Pye and Vogue in the Netherlands.

WB to Form Own Can. Distrib. Co.

LOS ANGELES — A wholly owned Canadian distribution company will be formed by Warner Bros., with October the launching date. The chairman of the WPV carry into internationally-owned distributors.

The firm will handle WB, Reprise and Vogue, and the Compo Co. will continue as the licensees of the other labels. Compo is expected to continue manufacturing product for WB.

WB's new subsidiary has not yet been named. Phil Rose, a former WB executive, will head it. The new WB's international director, Joel Friedman said the reason for the new firm's creation was to strengthen ownership of the Canadian distribution.

The new firm will free up the current company's resources for future projects. The new firm will be responsible for all sales promotion work, with the firm's own general manager.

WB's new international director Joel Friedman said the reason for the new firm's creation was to strengthen ownership of the Canadian distribution.

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WB's new international director Joel Friedman said the reason for the new firm's creation was to strengthen ownership of the Canadian distribution.

The new firm will free up the current company's resources for future projects. The new firm will be responsible for all sales promotion work, with the firm's own general manager.
The order of the day.

Canada

by The Young Canada Singers

K-13688

The New Song That Celebrates This Year’s CANADIAN CENTENNIAL!

Canada’s centennial will be celebrated in schools, on radio & TV, and at special Canadian festivals in American cities throughout the year. These festivals will highlight Canadian achievements in the arts—with entertainment, concerts, happenings, and history.

This special centennial song will be introduced and heard everywhere through the rest of 1967—on radio, on TV, and at events connected with the Canadian anniversary. An old-fashioned “anthem”? Not on your life. This is a new song with the sound of now—sung by Canadian youngsters with a swinging beat.

This is the only recording of “CANADA” available in the United States. Exclusively on MGM.

Order today.

Manufactured in Canada for the Centennial Commission by Quality Records, Ltd., Toronto.
signed a writing contract with the Schwartz & Greenberg publishing firm. Bill Black, son of Peter-Southen's Ted Black, will be returning from his Vietnam tour of duty at the end of this month... Composer Julian Rear's latest piece, a musical based on Ray Bradbury's novel of the same name, has been selected by Friends of the Music TIPS. Director Daniel Ocean Vincent Youman Co is publishing the score... The famous, professional manager of Famous Music, New York office, has told us that his firm handles musical material at the request of producers and that he is working on a project for the film "Barfoot in the Park." Heller will also be placing material for the motion picture "The Package" (BMD)... The ASCAP Directors' Donau Warwick opens at the Copacabana on Thursday (5)... Trinity Record Distributors of East Coast offices in New York with Mort Warsh, Bob Marlin, Victor Goldenson, and others... A call goes out fromconfiguration 200 to handle two Australian groups, The Easybeats and The Eternals. MIKE GROSS

PARIS

Philips has signed singer Ramus Shaffy whose first EP features production by Bob Crewe and arrangements by Ken Nelson and one of the group's singles and an original composition hit the top. She is also working on a new single. Her first EP, "Shaffy" and "Shaffy," is a big hit in France, with Estelle Renart's new hit being released by Philips. The singer's frequent tours include concerts at the Olympia and the Grand Rex in Paris. MIKE GROSS

NEW YORK

Mutaceo. Secura is distributed in Puerto Rico by Allied Wholesale Company and now in the United States, the company has signed a contract with the singer. Kapp Records is making a big push for the promotion of Secura's "Opportunity," a hit here followed by "Sue," an international release. The singer, who has been active in the United States and Canada, is currently working on her new album, "Shine." MIKE GROSS

TORONTO

The world premiere of the K. R. Lab's "Shine," a hit in Canada, is scheduled for the summer... A new single, "Sue," is being released by Philips Records in Canada, followed by "Sue," a hit here followed by "Sue." The singer, who has been active in the United States and Canada, is currently working on her new album, "Shine." MIKE GROSS

STUDIO GUESTS of Radio Luxembourg disk jockey Rosko were Catherine Dennise, left, and Francesca Doreiac, stars of "Les Bons de Rochefort." The two-song soundtrack version is a hit for Philips. MIKE GROSS

"As the world tour sponsored by the Ministry of Cultural Affairs, Philips has released Claude Chouvet's "La Fille du Pays"..."

"In addition to the new album, Philips has released a special edition of "The Phantom," a song about the "Two Tine Tong."..."

"Ballets have been sold for the album "The Phantom."..."
THANKS—THANKS—THANKS
TO ALL RADIO AND TV PERSONALITIES AROUND THE WORLD
YOU WERE RIGHT AGAIN, IT IS A MONSTER!
IT COULD NOT HAVE BEEN WITHOUT YOU THANKS A MILLION FOR MAKING IT SO

“DO IT AGAIN
A LITTLE
BIT SLOWER”

b/w

“If I Need Someone—It’s You” AB-119

® Jon & Robin
and
® The IN Crowd

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“Foreign licensees contact: Publishers’ Licensing Corporation, 40 West 55th Street, New York 11019. (212) 581-7970.”
Agency Aids Acts in All Areas

NASHVILLE — A unique agency is helping the record artist. The brokers of the city's predominantly country talent have banded together to form the Nashville Association of Talent Directors, a 21-strong organization established to exchange ideas, information, and to form a sort of "protection" unit.

The organization, headed by W. E. ('Lucky') Moeller of the Moeller Talent Agency, includes virtually all of the brokers in the greater Nashville area. It promotes and standardizes the activities of those agencies whose primary offices are located here.

One phase of the operation works this way: If an artist, on the road, fails to receive payment for services, the entire association is informed. Jack Andrews, the association secretary, writes to the promoter who has not paid and advises him that he must state his reasons in writing for such action and, until he does so, no association member will sell him talent. The promoter then is cut off from a source of supply until he responds.

World Out Plus

Once he has responded, the association makes a decision on how to handle the matter. Frequently it works out a payment plan with the individual, allowing him to make time payments. As long as these are made, he again can book talent.

Johnny Darrell

Ruby, Don't Take Your Love to Town

Johnny Darrell has signed an exclusive three-year contract with the Capitol Record Club for its entire album line. The label also has bowed Little Cowboy Records, a wholly owned subsidiary.

The new label, which will be country, will release its first singles next week. Artists are Cris Lane and Linwood Pryce.

Little Darlin'—Little Darlin' Records has signed an exclusive three-year contract with the Capitol Record Club for its entire album line. The label also has bowed Little Cowboy Records, a wholly owned subsidiary.

The new label, which will be country, will release its first singles next week. Artists are Cris Lane and Linwood Pryce.

Little Darlin' has settled the suit filed by the Carnegie Hall Corp. The New York firm objected to the use of its name in the "Johnny Psycholog at Carnegie Hall" album. The claim was settled for $3,000, with Little Darlin' taking the album off the market and replacing it with a re-titled one.

(Continued on page 62)

CMA Adds 85 Members

NASHVILLE — The Country Music Association has added 85 members in its renewed membership drive, it was announced at a recent board meeting.

Hal Neely, who produced the CMA's "Jubilee" before the NARM membership in Los Angeles, gave a report on its success, and was named to produce virtually the same presentation in New York in October. Neely also gave a detailed report of the Pro-Celebrity Golf Tournament to be held Oct. 14-15 in Nashville.

Plans for world-wide expansion of country music through the CMA was discussed after a report by Dick Broderick, who chairs the International Committee.
every double-shot counts!
every double-shot counts!

‘PSYCHOTIC REACTION’
KIDS ON TOP AGAIN

R&B SMASH
NOW A
POP GIANT!

COUNT FIVE

“YOU MUST BELIEVE ME”

BRENTON WOOD

“THE OOGUM BOOGUM SONG”

“Psychotic Reaction” Album
DSM-1001 DSS-5001
Also on cartridge tape
DST-4001 DST-8001

“Oogum Boogum” Album
DSM-1002 DSS-5002
Producers: Hooven-Winn
Promotion in Motion: Irwin Zucker

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www.americanradiohistory.com
### HOT COUNTRY SINGLES

<table>
<thead>
<tr>
<th>No.</th>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>39</td>
<td>15</td>
<td>19</td>
<td>NEED YOU</td>
<td>Danny Jones, Capitol 1582 (Phon. ASCAP)</td>
<td>10</td>
</tr>
<tr>
<td>40</td>
<td>16</td>
<td>18</td>
<td>WALK THROUGH THIS WORLD</td>
<td>George Jones, Western 1258 (AM, BMI)</td>
<td>15</td>
</tr>
<tr>
<td>41</td>
<td>17</td>
<td>21</td>
<td>LONELY AGAIN</td>
<td>Edith Nolan, RCA Victor 1950 (4 Star, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>42</td>
<td>18</td>
<td>22</td>
<td>JACKSON</td>
<td>Johnny Cash &amp; June Carter, Columbia 44011 (Saddled-Quartet, BMI)</td>
<td>9</td>
</tr>
<tr>
<td>43</td>
<td>19</td>
<td>23</td>
<td>IT'S SUCH A PRETTY WORLD</td>
<td>Wynon Stewart, Capitol 5801 (Fremont, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>44</td>
<td>20</td>
<td>24</td>
<td>COLD HARD FACTS OF LIFE</td>
<td>Porter Wagner, RCA Victor 19379 (Dallas, BMI)</td>
<td>15</td>
</tr>
<tr>
<td>45</td>
<td>21</td>
<td>25</td>
<td>URGE FOR GOING</td>
<td>Janie Fricci, RCA Victor 19509 (Gardial, BMI)</td>
<td>9</td>
</tr>
<tr>
<td>46</td>
<td>22</td>
<td>26</td>
<td>DRIFTING APART</td>
<td>Warner Mack, Decca 32077 (Page Bro., BMI)</td>
<td>12</td>
</tr>
<tr>
<td>47</td>
<td>23</td>
<td>27</td>
<td>STUMP OUT LONELINESS</td>
<td>Stonewall Jackson, Columbia 45946 (4 Star, BMI)</td>
<td>13</td>
</tr>
<tr>
<td>48</td>
<td>24</td>
<td>28</td>
<td>I THREW AWAY THE ROSE</td>
<td>Merle Kilgore, Capitol 5844 (Bluebird, BMI)</td>
<td>7</td>
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<tr>
<td>49</td>
<td>25</td>
<td>29</td>
<td>ANYTHING YOUR HEART DESIRES</td>
<td>Billy Walker, Monument 997 (Nutha, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>50</td>
<td>26</td>
<td>30</td>
<td>LIFE TURNED HER THAT WAY</td>
<td>Neil Stiles, Ego 514 (Willemansa, BMI)</td>
<td>11</td>
</tr>
<tr>
<td>51</td>
<td>27</td>
<td>31</td>
<td>I'LL COME A RUBBER</td>
<td>Janie Fricci, RCA Victor 1910 (Brush Arbor, BMI)</td>
<td>3</td>
</tr>
<tr>
<td>52</td>
<td>28</td>
<td>32</td>
<td>DOG</td>
<td>Wilba Clift, Stanley 799 (Lind, BMI)</td>
<td>10</td>
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<tr>
<td>53</td>
<td>29</td>
<td>33</td>
<td>JUST BEYOND THE MOON</td>
<td>Larry Hunter, Capitol 2193 (Central Singo, BMI)</td>
<td>6</td>
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<tr>
<td>54</td>
<td>30</td>
<td>34</td>
<td>CHARLESTON RAILROAD TAVERN</td>
<td>Bobbie Sue, RCA Victor 19388 (Garde, BMI)</td>
<td>16</td>
</tr>
<tr>
<td>55</td>
<td>31</td>
<td>35</td>
<td>MY KIND OF LOVE</td>
<td>Dave Dudley, Mercury 72605 (Vestor, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>56</td>
<td>32</td>
<td>36</td>
<td>YOUR GOOD GIRLS GONNA GO BAD</td>
<td>Tommy Womack, Atco 1313 (Cedric, BMI)</td>
<td>9</td>
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<tr>
<td>57</td>
<td>33</td>
<td>37</td>
<td>SAM'S PLACE</td>
<td>Janie Fricci, Capitol 5846 (Hatch, BMI)</td>
<td>12</td>
</tr>
<tr>
<td>58</td>
<td>34</td>
<td>38</td>
<td>PAPER MANSIONS</td>
<td>Deris West, RCA Victor 1918 (Redhead, BMI)</td>
<td>7</td>
</tr>
<tr>
<td>59</td>
<td>35</td>
<td>39</td>
<td>IF I KISS YOU</td>
<td>Janie Fricci, Capitol 1749 (Greenbelt, BMI)</td>
<td>6</td>
</tr>
<tr>
<td>60</td>
<td>36</td>
<td>40</td>
<td>DANNY BOY</td>
<td>Box Price, Columbia 44042 (Brown &amp; Rowan, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>61</td>
<td>37</td>
<td>41</td>
<td>I WOULDN'T COME IN WHILE HE'S THERE</td>
<td>Janie Fricci, Capitol 5842 (Central Singo, BMI)</td>
<td>10</td>
</tr>
<tr>
<td>62</td>
<td>38</td>
<td>42</td>
<td>WHAT'S THIS WOMAN COMING TO</td>
<td>Dolly Parton, Decca 31077 (Starr, BMI)</td>
<td>16</td>
</tr>
<tr>
<td>63</td>
<td>39</td>
<td>43</td>
<td>WALKIN' IN THE SUNSHINE</td>
<td>Roger Miller, Smith 2081 (Rev, BMI)</td>
<td>5</td>
</tr>
<tr>
<td>64</td>
<td>40</td>
<td>44</td>
<td>SWEET MISTERY</td>
<td>Jery Dian, RCA Victor 1901 (Columberland, BMI)</td>
<td>26</td>
</tr>
<tr>
<td>65</td>
<td>41</td>
<td>45</td>
<td>THE PARTY'S OVER</td>
<td>William Nelson, RCA Victor 1901 (Buck-o, BMI)</td>
<td>13</td>
</tr>
<tr>
<td>66</td>
<td>42</td>
<td>46</td>
<td>HEART WE DID ALL WE COULD</td>
<td>John Anderson, Capitol 5852 (Central Singo, BMI)</td>
<td>14</td>
</tr>
<tr>
<td>67</td>
<td>43</td>
<td>47</td>
<td>COUNTRY MUSIC Lovers</td>
<td>Little Jimmy Dickens, Columbia 44025 (Rev, BMI)</td>
<td>29</td>
</tr>
<tr>
<td>68</td>
<td>44</td>
<td>48</td>
<td>RUBY, DON'T TAKE YOUR LOVE TO TOWN</td>
<td>Johnny Rodriguez, United Artists 45039 (DA), BMI)</td>
<td>5</td>
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<tr>
<td>69</td>
<td>45</td>
<td>50</td>
<td>I DON'T JUMP THE FENCE</td>
<td>Red Smiley, Stanley 799 (Gardial, BMI)</td>
<td>31</td>
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<tr>
<td>70</td>
<td>46</td>
<td>51</td>
<td>FUEL TO THE FLAME</td>
<td>Sterling Davis, RCA Victor 19509 (Lambie, BMI)</td>
<td>32</td>
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<tr>
<td>71</td>
<td>47</td>
<td>52</td>
<td>I DON'T WANT TO BE WITH YOU</td>
<td>Conway Twitty, Decca 30011 (Wildness, BMI)</td>
<td>32</td>
</tr>
<tr>
<td>72</td>
<td>48</td>
<td>53</td>
<td>ANY OLD WAY YOU GO</td>
<td>Bobby Howard, Decca 55058 (Wildness, BMI)</td>
<td>35</td>
</tr>
<tr>
<td>73</td>
<td>49</td>
<td>54</td>
<td>WHERE DOES THE GOOD TIMES GO</td>
<td>Bob Owens, Capitol 5611 (Starr, BMI)</td>
<td>25</td>
</tr>
<tr>
<td>74</td>
<td>50</td>
<td>55</td>
<td>WISHES I'M GONNA HAVE TO EAT</td>
<td>Bill Phillips, Decca 32077 (4 Star, BMI)</td>
<td>17</td>
</tr>
<tr>
<td>75</td>
<td>51</td>
<td>56</td>
<td>FLYING FLYER</td>
<td>Harry Perkins, Columbia 4345 (Horizon, BMI)</td>
<td>37</td>
</tr>
<tr>
<td>76</td>
<td>52</td>
<td>57</td>
<td>WHAT AM I GONNA DO NOW</td>
<td>Harry Perkins, Columbia 4345 (Horizon, BMI)</td>
<td>34</td>
</tr>
</tbody>
</table>

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You've come to the right place if you're looking for a Country hit. **Promises and Hearts (Were Made to Break)** The new single by Stonewall Jackson from his latest album... **STONEWALL JACKSON** INCLUDING: HELP SPEND OUT LONELINESS PROMISES AND HEARTS YOU CAN CHART THIS SONG! I'VE LIVED FREELY A MAN MUST LIVE TO CHY... **STONEWALL JACKSON**... WHERE you can chart the Country action. On COLUMBIA RECORDS
Thank You

JOHN BARRY
Agency Aids Acts in All Areas

*Continued from page 58*

ent. The money is turned over to the artist. In the case of a legitimate reason for non-payment (none has been found yet), the promoter would be absolved of all money due. Several large accounts and some small ones have been collected in this manner.

Andrews says the existence of the association has a strong influence on promoters who want to stay in business. They are now aware they cannot jump from one booker to another, failing to pay talent, without being found out.

Additionally, no one in the association will book any talent that is not agency affiliated. "A man who wants to stay in business without paying his commission is just out of luck," according to Andrews. He feels this is a service to the artist. There is no conflict in dates, and it makes the artist readily found when someone is seeking his services.

---

Nashville Scene

*Continued from page 58*

nills, whose latest tune works its way to the top of the pop charts, has a new single ready by RCA Victor Records. It's entitled "It's My Time." He wrote and published the ballad. . . . The Stonesman Family now debuts in a Saturday TV spot on "Country Jamboree" on Atlanta's WATF-TV.

Roger Miller has done a benefit show in San Antonio for the Pop Warner Football League. . . . A new publishing firm has been formed by Shorty Long and Pat Ferraro in Reading, Pa. The two plan a trip to Nashville and to the Midwest in search of talent. The new firm is known as Mushroom Music. . . . Dottie West off on a 20-day tour of Europe with her band. . . . All mobs in the Dallas-Fort Worth area booked more country artists than they could handle. Western Week was proclaimed. Appearing in two shows in the Dallas Memorial Auditorium and Will Rogers Coliseum were Skeeter Davis, Webb Pierce, Waylon Jennings, Janet McBride, Vern Stovall, Johnny Perchem, Jack Green, Billy Walker, Charlie Walker and Leon Payne. Other stars appearing in the areas during the week were Charlie Pride, Willie Nelson, Bobby Helms, Ray Adams and Leon Ransdell.

Tommy Cash, former all-state high school basketball player from Memphis and now a United Artist recording star, recently put on a basketball-shooting exhibition while doing a show at North Vernon, Ind. He was awarded the basketball. . . . Ben & Marie Choud have just opened the new Varsity Recording Studio in Nashville. Artists include Bob Fry, Paul Martin, Ross Sisk, and Jack Gray. . . . Key Talent Agency announced the addition of Gene Norrell, who will work with president Jimmy Key in the booking of artists. Norrell, formerly was music director at KAGH, Duluth, Minn.

No agency now will try to hire talent directly from a competing agency; instead, they work through the agency offices, often putting entire packages together in an atmosphere of accord and cooperation.

Talent Fee

The association also has placed a 10 per cent talent fee on all Nashville-originated syndicated shows, and the artist must clear his appearance on such a show with the agency. This avoids the confusion which arose in the past wherein an artist agreed to make an appearance, only to find he was booked elsewhere. It has prevented many lawsuits for failure to show up for scheduled appearances.

Members of the association describe themselves as "industry competitors." They share information and ideas. They know the cost of the other's talent, and they package accordingly. The group meets once a month and discusses any matter pertinent to the industry.

Jimmy Key, of the Key Talent Agency, is vice-president, and R. C. (Bob) Robinson of Acuff-Rose Artists, is treasurer. Among those active in the organization was Hubert Long of the Long Talent Agency.

Members of the National Association of Talent Directors book approximately 95 per cent of the talent out of Nashville. The association is now shooting for 100 per cent membership. They are only two bookers away.

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Billboard Special Survey for Week Ending 4/29/67

HOT COUNTRY ALBUMS

* Star Performer—LP's requiring proportions spread progress this week.

This Week
TITLE, Artist & Label & Number

1 TOUCH MY HEART
Roy Price, Columbia CL 3656 (V) & 6626 (L)

2 1 LONELY AGAIN
Eddy Arnold, RCA Victor LP 3759 (V) & LSP 3759 (L)

2 2 DON'T COME HOME A DRUNKIN'
Loretta Lynn, Decca DL 4865 (V) & DL 7465 (L)

4 THERE GOES MY EVERYTHING
Jack Greene, Decca DL 4845 (V) & DL 7445 (L)

5 WILMA BURGESS SINGS MISTY BLUE
Cema DL 4875 (V) & DL 7475 (L)

7 WALK ON YOUR HEART
Beck Dees & His Buckaroos, Capitol T 2640 (V) & 2740 (L)

9 SOUL OF A CONVICT
Peyton Mayor, RCA Victor LP 3662 (V) & LSP 3662 (L)

8 GET WHILE THE GETTING'S GOOD
Bill Anderson, Decca DL 4855 (V) & DL 7455 (L)

11 TIDY FOR THE SHOW
Milt Andrews, Decca DL 4854 (V) & DL 7454 (L)

12 WALK THROUGH THIS WORLD
George Jones, Monument MM 3179 (V) & MM 3119 (L)

16 YOUNG SINCERELY
Joe Reeves, RCA Victor LP 3709 (V) & LSP 3709 (L)

17 GEORGE JONES GOLDEN HITS, VOL. II
Merle Travis and Al Hill, RCA Victor LP 3715 (V) & LSP 3715 (L)

15 THE BEST OF SONNY JAMES
Cappi T 3611 (V) & ST 3611 (L)

17 DOWNTOWN COUNTRY
Carrie Smith, RCA Victor LP 3735 (V) & LSP 3735 (L)

24 HEART, WE DID ALL WE COULD
Jenny Champion, Capitol T 2690 (V) & 2740 (L)

30 JIMMY DEAN IS HERE
RCA Victor LP 3727 (V) & LSP 3727 (L)

22 YOU AIN'T WOMAN ENOUGH
Loretta Lynn, Decca DL 4832 (V) & DL 7432 (L)

21 LIFE'S THAT WAY
Meri Telis, Kapp KL 1514 (V) & KS 1914 (L)

26 HERES WHATS HAPPENING
Floyd Cramer, RCA Victor LP 3746 (V) & LSP 3746 (L)

23 I'LL REMEMBER ALWAYS
Charlie Louvin, Capitol T 2689 (V) & ST 2689 (L)

40 THIS I BELIEVE
Waylon Jennings, RCA Victor LP 3660 (V) & LSP 3660 (L)

77 UNMITIGATED GALL
Faron Young, Mercury MG 31110 (V) & MG 3110 (L)

16 LEAVIN' TOWN
Wynonie Harris, RCA Victor LP 3620 (V) & LSP 3620 (L)

30 NORMAL SIN SINGS PORTRAIT WAGNER
RCA Victor LP 3700 (V) & LSP 3700 (L)

32 MY KIND OF COUNTRY
Dale Watson, Columbia CL 3643 (V) & 5044 (L)

33 NEED YOU
Jerry Shann, Capitol T 2700 (V) & ST 2700 (L)

36 COWFIGHTIN' AND OTHER TALL TALES
Bob Wills, Capitol T 2690 (V) & ST 2690 (L)

38 WITH ALL MY HEART AND SOUL
Dottie West, RCA Victor LP 3699 (V) & LSP 3699 (L)

37 HAPPINESS IS YOU
Cats, Columbia CL 3537 (V) & 9337 (L)

35 WAYLON SINGS OL' MARLIN
Waylon Jennings, RCA Victor LP 3640 (V) & LSP 3640 (L)

36 BEGINNING TO HAPPEN
Nitty Gritty Dirt Band, Capitol T 2690 (V) & ST 2690 (L)

37 I'M A LONESOME FUGITIVE
Merle Travis, Capitol T 2702 (V) & ST 2702 (L)

39 PATTY CLINE'S GREATEST HITS
Decca DL 4854 (V) & DL 7454 (L)

40 COUNTRY GENTLEMAN
Curt Smith, Columbia CL 3569 (V) & CS 9410 (L)
Boone Trims C&W Acts in Accent Shift

UNION, Ky.—Boone Records, an independent label, is cutting down on its stable of country artists and going strong toward the pop and top 40 markets. Bobby Bobo, president of Boone, said he had rejected a "good financial offer" to sell his firm, and instead was going all out in the new direction. Bobo operates his recording firm from Union, Ky., a town of 230 people 23 minutes from Cincinnati, where Bobo appears on WOW-1 as a performer.

He set up his record company after first establishing a record retail store. Having just sold the retail outlet, he now will devote full-time to recording and publishing. He operates from the rear of the record shop. Bobo also is the corporate president of Richwell Publishing Co, which maintains offices in Nashville, some 300 miles from Union.

"Had we moved our recording company to Nashville," he explained, "we would have been just another independent competing in that city. By remaining an outsider, we stay in good graces by using their studios, their writers, and their musicians."

The move toward pop is regulated by said. Even his country artists will have a strong pop sound to their new releases. They include Kenny Price, Colleen Sharp, Chuck Howard, and Tex Williams.

Price has just cut a new harmony howt, "Pretty Girl, Pretty Clothes, Pretty Sad," which is destined for the pop field. Chuck Howard's newest release, "Anyway the Wind Blows," was cut at Columbia Studios in Nashville with a 22-piece orchestra. All future sessions, he says, will utilize 22 or 24 musicians. A Tex Williams release, "Black Jack County," has plenty of backing, and is in the "Sixteen Ton" style.

Two of his publishing firm's songs have just been recorded on other labels, Columbia and Monument.

Nancy Sinatra to Wax in Nashville

NASHVILLE—Nancy Sinatra, sister of Frank, has signed for three recording sessions in Nashville, touching off her heralded appearance here with a press party last Tuesday (10). Accompanying her on her Nashville trip was Lee Hazlewood, who will direct the country sessions. She's the latest in a long line of pop artists to record here. Miss Sinatra has trained drum-

ROY ACUFF appears on stage at the "Grand Ole Opry" house with the Nashville Symphony under the leadership of Willis Page. Page delighted country music fans by playing the musical saw.

50 Per Cent of Press Music Bought by Tree Publishing

NASHVILLE—Tree Publishing Co. has acquired a 50 per cent interest in Press Music, Inc., of Memphis, a top 40 publishing firm.

Individuals involved in completing the transaction were tree president Jack Skop and executive vice-president Buddy Hunter, accompanied by writer Buddy Harmon, pianist David Briggs, Junior Hailey, and executive vice-president Buddy Hunter. Composers to be bought up by them are Texas and country music artist Ray Price.

The move of the company to Nashville coincided with a similar move by Rambo, his wife, Mrs. Dottie Rambo, and their daughter, Miss Reba Rambo, who collectively are known as the Singing Rambo. They previously lived in Dawson Springs, Ky.

Price, who has been principal stockholder in the Knoxville firm, and other stockholders sold out entirely to a group headed by Starnes, Rambo, attorney R. B. Parker, the Reverend Donald Speens of Longview, Tex.; the Reverend Marvin Hicks of Corsa City, Tex.; and the Reverend Howard Davis of San Bernardino Calif. The dergemen are all ministers of the United Pentecostal Church.

Rambo said the new studio has all modern equipment, and is situated to do remote recording in churches and auditoriums as well as in the studio on Gallatin Road in East Nashville. The Rev. Spears is president of the firm and Starnes is vice-president. Rambo will be the general manager.

On-Location Waxing Studio Opens May 8

NASHVILLE — A new custom-type recording business, which will do much of its work on location, will be opened May 8 by Buck Rambo and William Starnes. The firm, to be known as Sounds of America, will be incorporated in Nashville, where it was run by Starnes and country music artist Ray Price.

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Tape CARtridge

by Larry Finley

The writer has finally returned to his desk, after a most fruitful visit through- out Europe and to the British Library, where he has com- plete, analyzed the future of the stereo tape cartridge industry. With visits to practically every major record company and discussions with many of the engineering teams, we are in a feeling that, when the stereo tape cartridge industry has grown to the size it will in the near future, there is no question that they will be dealing with the ITCC. Group president, James Gadd, ITCC's vice-president, will be an interesting character. He is a great automo- tive manufacturer and one of the leaders in the development of the tape cartridge industry. Again, it is the writer's opinion that, because of the nearness of the name, this tape cartridge industry will be the one to watch for the future of the industry.

Quality Offering Deal To Canadian Dealers

TORONTO — With the aim of promoting the latest stereo tape cartridge market in Canada, Quality Records Ltd., the Canadian company that makes the tape duplication and recording equipment, is offering a $25-off deal on all 4 and 8-track tape cartridge systems. The offer is limited to the first 100,000 catalogs in the world.

Quality offers a complete line of tape cartridge systems for the price of $118.95, or only $99.95, to the first 100,000 catalogs in each model.

Quality also offers a complete line of tape cartridge systems for the price of $118.95, or only $99.95, to the first 100,000 catalogs in each model.

Through the tape cartridge industry, Quality is offering a complete line of tape cartridge systems for the price of $118.95, or only $99.95, to the first 100,000 catalogs in each model.

Quality's new tape cartridge system is the first to offer a complete line of tape cartridge systems for the price of $118.95, or only $99.95, to the first 100,000 catalogs in each model.

Quality is an independent company that makes the tape duplication and recording equipment, and the offer is limited to the first 100,000 catalogs in each model.

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There are millions of miles of car stereo tape reproduced each year

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**ANSWER:** No! It is not.

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New RCA Victor Plant Features Automation & Quality Controls

Engineers scan an optical comparator, Dr. J. F. Berry, president of the RCA Victor plant, looks at the quality of a newly fabricated metal strip for the stereo phonograph cartridge. The strip is inspected for flaws and flaws are counted and recorded by a machine. The quality of the strip is then checked by a human inspector. If the strip is found to be acceptable, it is sent to the assembly line. If the strip is found to be unacceptable, it is discarded and a new strip is produced. The process is repeated until a acceptable strip is produced.
Lear Jet Creates a Mgt. Group

DETROIT — Lear Jet Stereo 8s have created a cartridge management group aimed at studying the needs of Lear's custom- ers and bringing the company's product in line with these needs. The group is headed by Ralph Haberstock, former manager of the Audio Engineering at Gates Radio Co. Also, as- sisting Haberstock is Paul Featherstone, marketing and sales manager; Keith Miller, cartridge testing and quality control; Tom Brown, cartridge engineering supervisor, and Marilyn Repppenhagen, material control expert.

One of the jobs of the new group, according to Haberstock, will be investigating the feasibility of producing a low-cost short play cartridge. They will also be charged with designing new cartridges and bringing about the general evolution of their line by attempting to reduce many parts, said Haberstock. Haber- stock continued that in the future, this stone is meeting with RCA, Amp- ex, AED and others in an exchange of ideas program to better the Lear line.

A similar program was in ef- fect at Lear earlier, but was operated in each of the various departments of the fac- tory according to John Tiss- worth, vice-president of Lear Jet and manager of the Stereo Division. This new group works at an individual entity within the company. "Another aspect of the program," said Tissworth, "is to provide high management control and guid- ance over our product." The new program was set for opera- tion for about a month.

DA Office Probing Bootlegged 'Bway'

NEW YORK — The District Attorney's office here is looking into the alleged bootlegging of Original Sound's recording of "Funky Broadway" by Kyke & the Blazers. The complaint was made by Charles Peters, Ori- ginal Sound's eastern representa- tive.

Peters claims that unauthorized recordings of "Funky Broadway" have been put on the market in the New York area. RCA Victor is pressing the Original Sound disks exclusively, and the complaint claims that RCA Rockaway, Victor's pressing plant, will iden- tify the bootlegged records.

Peters said that 50,000 cop- ies of "Funky Broadway" had already been sold.

For the legal ins and outs of the burgeoning Tape Cartridge industry read

MORE ABOUT THIS BUSINESS OF MUSIC

Information ranges from Minimum Royalty Base to Mechanical Reproduction Licenses and Packaging to Licensing of Car- tridge Rights and all points in- between.

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LHI to Release First LP's

NEW YORK — Lee Hazle- wood's new label, LHI Rec- ords, will release its first al- bums this month. The company, which has been in operation since the first of the year, has

BETA to Golden

NEW YORK — Beta Dis- tribution here has become a distributor for Golden Records in the New York area. Olympia Distribution of New York is also handling distribution for the la- bel in the area, according to Golden, and it is hoped that Beta will "fill the void where Olympus cannot." Olympia is a distribution company.

Golden producer Ralph Stein says that the label will release some 30 new disks in May. In- cluded in this package are a "Time to Tell Time" record with 16-page booklet, and eight sep- arate record and book combina- tions. Stein added that Golden is seeing success with its Easter release of 250,000 Shape Books. This package is a read-along book in the shape of an ani- mal's head with a 45 EP in- side.

Disney Strikes Up Family Band

LOS ANGELES — Walt Disney Productions' contribution to the current film musical cycle encompasses one major ef- fort: "The One and Only, Genu- ine, Original Family Band." The Oscar-winning Sherman Brothers, Dick and Bob, wrote the score for "Band," which stars Walter Brennan, Buddy Ebsen, Leslie Ann Warren and John Davidson. Janet Blair and Kurt Russell. There are 11 fea- tures on the disc, and in the soundtrack LP plus numerous television scenes should give the music- recording wing a full slate of activities, much in the manner of the Sherman Brothers score from "Mary Poppins" kept the disk operation filling orders.

NEW OFFICERS of the music and performing arts lodge of the Final Four were installed at a dinner held at New York's Abbey-Victoria Hotel, last Wednesday (5). Front row, left to right are: James Cohen, recording secretary; Stanley Miles, warehouse; Al Berman, executive vice- president; M. Meit, trustee; Jack Wiefeld, dinner journal chairman, and Floyd Guinert, vice-president. Back row are: Mos, vice-president; Cy Leslie, trustee; Lew Meroenstien, vice-president; Herb Goldberg, executive vice- president, and Ted Shapiro, treasurer.

ALAN BERTRAM, left, and Dick Williams have opened Wil-Ber Music Corp. with headquarters in New York. They plan to publish their own copyrights as well as material from outsiders, and produce masters.
Audio Retailing

Masterwork Adds 11 Portable Radios

NEW YORK — Eleven new portable transistor radios are being introduced by Masterwork, a product of Columbia Records for 1967. Special emphasis has been given to receivers providing FM reception to meet the demand for FM service.

Eight of the models operate on batteries and AC current, no-stands radios and Skai leatherette cases come with each unit and some radios feature dual lights. R. F. stages are provided to amplify incoming signals.

Two micro-miniature radios are offered in keeping with the "mini" trend. An AM model will retail for $17.95 and the FM receiver will sell for $19.95. Carrying a suggested retail price of $22.50, model (M-2880) is a AM radio which works both on battery and AC. (M-2882) is an AM/FM radio working on battery only which retails for the same price.

The next step in price is the (M-2884) which offers AM/FM on battery and AC for $29.95. All other models from this price on up operate on battery and AM/FM. An AM/FM/Marine three band; and the (M-2800) with Chinese Waveband International Short Wave is included on the four band model (M-2802) priced at $59.95.

High-priced items of the line are six-band receivers (M-2894) and (M-2895) which have Marine ship-to-shore and aviation. The first model retails for $79.95, and the deluxe model, which has a 17 transistor chassis and pushbutton controls, is priced at $99.95.

Music Tapes Releases 12

CHICAGO — Music tapes, Inc., president, Peter Fabri, has announced the release of 12 new 4-track stereo 7½ i.p.s. open-reel tapes.

The titles and artists:


SIMPPLICITY IS THE KEY behind a good window display. Here, an artist's sketch shows 10 albums placed around a tighter, more compact center display which provides the theme for the window. Balos suggests that there be a particular theme or artist in which the display concentrates on instead of a hodge-podge of albums.

EXPERT ADVISES RECORD STORES

'Keep Displays Simple'

ChiCAGO — Record store window displays lack something, says Mercury Records display manager George Balos, but his lack is certainly not in price.

"Too much merchandise in the window display is one of the most common faults," Balos says, "A busy window is not effective. Too much product or extraneous clutter, such as leaves and pumpkins in the fall, contribute to this poor appearance."

Balos has been Mercury's display manager for over five years and presents good craft credentials. A number of his creations, such as an op art display unit for Freddie and the Dreamers albums, have been copied almost intact by other major record companies. He offers the following tips as good display starters, both for in the window and in the store.

1. Don't be busy. Keep it simple. Ten albums is about the limit for the average-sized window.
2. Don't be consistent in a window.
3. Concentrate on a musical theme (several artists exploring some aspect of love), a certain artist or a certain label. The theme will have a positive impact. Forcefulness is weakened by mixing artists, labels, themes currently.
4. Don't place a fabricated window or store display unit you have the product. It's an embarrassing thing for a dealer to have to tell a customer he has the company's new display but hasn't received the product.
5. Don't sign and placards and browser tabs scrawled by amateurs. Shoplifter characters too many store and rack displays.
6. Keep up your motion and light displays. Don't let the batteries run down or burned-out bulbs remain unplaced.
7. Light displays do their work. Provided there is no fire hazard, leave the lighted display in the window after closing hours, when it is most effective.
9. Don't let your window display entirely block the view into the store.
10. Be consistent in the way you present your related categories in boxes or racks. Don't mix systems, such as alphabetical-by-artist with musical-categ ory. Be consistent additionally with the type faces on browser separators and headings.
11. Don't use all display materials from all record companies at one time. This can result in a chaotic, clashing array of artistic ideas. Devote a week or two to each.

12. Follow manufacturer display instructions and avoid putting the materials to uses not intended. Naturally, it irritates a manufacturer when his floor merchandiser is filled with some other company's product.

Balos, who was instrumental in selling no-displays-every-Korvette on the use of neat in-store and point-of-sale materials, says it is now time that the manufacturer concentrate on more materials for the rack merchandiser, particularly because so many racks look too tacky.

Much of the blame for poor displays Balos places on distributor salesmen. "The display link between the manufacturer and the dealer is the salesman, and when he is lazy, both he and the dealer suffer.

The most effective display item of all?

"I think it is the artist blow-up, either as a window item or a wall poster," Balos said.

Piano Seminar Is Announced

CHICAGO — Music firm executives will discuss four significant topics in planning marketing at the piano sales seminar on the opening day of the Music Show here at 1:30 p.m.

The session will highlight the up-and-coming piano manufacturers which have surpassed the 200,000 mark for five years in a row. The session will be repeated at the grand piano.

Chairman and moderator of the marketing session will be J. Paul Hewitt, president of Hewitt (Continued on page 70).
**Fender Provides Wide Choice in Electric Line**

This article is the fifth in a series on available amplified instrument and equipment.

SANTA ANA, Calif.—Tijuana Brass, the Beach Boys, Buck Owens, Tini Lopez, Bob Dylan and Bill Anderson are just a few of the artists and groups who use Fender instruments and equipment. A full line of electric guitars, organs and pianos plus microphones, amplifiers and accessories are offered by the West Coast firm, which is a Division of CBS Musical Instruments and Equipment.

Introduced just this year were four new amplifiers and the electric Coronado guitar. The four amps—Dual Showman, Twin Reverb, Bassman, and Pro/Reverb—range in price from $600 to $1,015. Most economical item in the guitar line is the Coronado I which retails for $229.50. The Coronado II Bass guitar in the $300 and $350 bracket will be priced at $440.50.

Fender model creates a demand for the new amplifiers, and plans to have an air-mail order system set up to meet the demand. The smallest item is the Champ Amp 8-in. speaker carrying the low tag. In the middle of the price range is the Pro/Reverb Amp with two 12-in. speakers listed at about $600. The Dual Showman with two 15-in. speakers is the top priced item of the line.

Fender offers four electronic accessories/5-string bass, priced from $159.50 to $229.50. In addition to these are four different foot pedals: $44.50; Tone and Volume pedal; $55.75; Tremolo pedal; $125.00; or Echo foot switch; $6, and Double foot switch, $9.50.

Available as 6-string 5-string bass are all included in Fender's line of 29 different guitars. The company will price all of them in the $126 to $435 range. In this line, there are guitars fifteen for rock, jazz, folk and classical Spanish.

Besides the traditional electric guitars, Fender produces a line of 15 pedal steel models. Units of this variety come with 10, 20 or 30 strings and carry list prices from $70 to $1,275. Five pianos and one organ are being listed as Fender's new electronic instruments. Top priced instrument in this piano series running for $895 and the 5-octave Celeste goes for $950. The Celeste organ lists for $795.

Fender also offers a full line of microphones, both regular and voice-electro; all instrument accessories, including guitar polish and refinishing; pickups and instrument parts.
Last-Ditch Illinois Effort To Save Flipper Games

By RAY BRACK

SPRINGFIELD, III.—Taking a strong official position against all types of gambling machines, the Illinois Gambling Operators Assn. announced in force last Wednesday (19) to oppose the bill then being considered before the Illinois House Judiciary Committee.

Though the committee had not heard industry testimony at press time, it was learned that the ICMOA in concert with D. Gottlieb & Co. and Williams Electronics, Inc. would introduce an amendment to House Bill 689 that would outlaw all games while preserving amusement pinball games in the State.

It was also learned that Bally Manufacturing Co. was prepared to testify before the committee calling for continued operation of the 30,000 Pinball games

The committee is drawn in a manner that would, with bingos, eliminate the 30,000 amusement pinball games in Illinois.

Witnesses Denounce ‘Crime’ Hearings

Continued From page 1

With reporters excluded, and only members of the 12-man committee and its executive arm, Charles Sifagusa, present, Sipiora charged that the bill was without any chance of success. He denied any chance of success. He denied that the committee has heard any firm evidence that would support the bill.

In the late 1950’s, Billboard reporters investigated the creation of a jukebox single sales distribution network in Chicago and supplied testimony to investigators.

Required Music

Creation of the jukebox single monopolies led by the Billboard reports, learned, required some music and considerable bluffing. In fear, most Chicago operators began buying their singles from Lorimar Distributing Co. By spring, 1958, 90 per cent of the single sales in Chicago were purchased from Lorimar.

Today, as the music operators still buy an estimated 75 per cent of their singles from Lorimar.

"Why," a commission member asked an operator witness during the Senate investigation, "do you buy most of your records from Lorimar, even though they charge five cents more per record than Sipiora?" Lorimar pays the delivery charges," the veteran operator replied.

Public Record

It is well to remember that while Emery’s fame has grown steadily since his first appearance, numerous, unworkable, cumbersome provisions of the old jukebox law were left behind.

The fact that the House bill passed by an overwhelming vote of 379 to 29 (with both sides praising the copyright office following the passage) is also seen as working in favor of Senate adoption of the jukebox legislation. As it is, the only stickler is the demand by artists and/or manufacturers for performance royalties. Should considerable debate ensue over this issue, the bill could remain hung up in the Senate too long for passage in this session.

In the House, the coin machine industry was backed strongly in knocking down performing rights society demands from as high as $60 per machine annually to $8 annually. MOA singled out Congressmen Byron G. Rogers of Colorado, George M. Miller of Nebraska, Jack Brooks of Texas, Basil Whitener of North Carolina, Arch Moore of West Virginia, Henry P. Smith of New York and Benjamin Sisk of California. Miller and Smith co-sponsored the amended Sec. 116 which established the $8 fee payable once a year through the Copyright Office.

"Acceptance of the substitute section of the House of Representatives was really the direct result of the strenuous and un- tering opposition of Congress- man Rogers," said Fred Granger, MOA executive vice-president.

"He just never gave up." So effective was the opposition of Rogers and others on the floor of the House on April 6 that the Senate bill was dead. The entire copyright bill might be killed unless a compromise could be worked out.

Reported Richard Harwood of the Washington Post: "Celler ran for the only exit he could find. He pulled the bill off the floor." The reference was to the second, two-year term as ICMAO president. He has been chairman of the Senate too long for passage in this session.

In the last days of his term as ICMAO president, Casola has been fighting one of his toughest battles. During the past month, at his own expense, he has been working literally day and night to muster operator opposition to the Illinois anti-pinball bill (see separate story).

"I am leaving the industry," Casola said, "but I am leaving the State. But I never felt more involved in the business than I do right now."
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
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Vending News

Service, Diversification Cited As Aid to Bulk Vendors’ Growth

By BRUCE WEBER

LOS ANGELES—Too many bulk vending operators and distributors use outdated business ideas in an effort to increase profits, according to Bert Fraga, owner of the Standard Specialty Co., Oakland, a major manufacturer of vending merchandisers.

Operators and distributors, according to Fraga, are more worried about the payment of increasingly large commissions and the need for more merchandising than about service and diversification.

These are the conclusions drawn by Fraga at the annual Northwestern Convention and Candy Show held in Los Angeles recently.

Commission Race

“I have seen the commission race spreading across the country—like wildfire,” Fraga said, “and I view it with alarm. Nothing is more detrimental to the industry—and where can it end? The solution does not rest in higher and higher commissions being paid to the location, but in an approach that also takes into consideration the operators’ second biggest gripe—the need for more diversified merchandising.”

He believes an answer to the problem is for the operator to offer more service. “Sell your accounts that you are the penny vendor,” Fraga said. “You are taking the place of the old penny-candy counter that has disappeared from the stores. Stress to the location that you are going to do a good servicing job, that you will rotate the merchandising, put in a new item each month,” he said.

“This will give the operator something to talk about,” Fraga feels, “and will give the operator an opportunity to put in a battery of machines where not only a couple stands are located. This also gives machines an opportunity to catch more strays pennies and nickels. And this is where the operator and the location owner are both going to benefit.”

The car has long since passed where the operator could put in a Boston Bean machine, come around every few months, and that was it, Fraga said. Standard Specialty Co. saw the era pass, and geared itself toward diversification.

The distributor knows he is working on a smaller margin of profit, but the volume starts this is made up. There is no excuse for an operator not to be able to obtain variety.

Coated Peanuts

“We are constantly evolving new items—good eating pieces geared to adults and kids. Nothing is ever put into our line until it is fully field-tested.”

As an example, Fraga pointed out the “Wowie,” a Spanish peanut, chocolate coated, and then coated with a thin, crispy candy shell in bright colors. “We thought it was good, but had no idea of the impact it was going to make on distributors and operators,” Fraga related. “We had inquiries from all over the U.S. and operators into contact with the live-wire distributors who immediately started to stock the product.”

Also being field-tested is a candy-coated chocolate raisin and a large chocolate ball, centered with a filbert. Standard Specialty also has several new products “in the oven” that Fraga believes will change the entire concept of bulk vending.

Fraga also feels that any operator who does not place nut machines next to candy equipment is “missing out on a terrific bet.” With the way nuts are the sleepers of the industry, we have everything from peanuts to de-luxe—all specially coated for vending machines and treated to retard rancidity. Our dried roasted nuts are getting to be a larger item,” he said, “and we are planning to go into many different varieties.”

Should Keep Pace

To combat the freight bugaboos, said, the company has put in another big freight track line. Distribution is the key to getting large orders in to keep their warehouses stocked,” Fraga related.

“There are too many operators and distributors who are living in 1937,” Fraga said. “They have failed to keep pace with the needs of locations and are now looking for a machine to echo their ads.”

“But I will challenge any operator. He shouldn’t worry about higher commissions, but should sell service, diversification and yourself,” he said.

Simon Expands

NEW YORK—An expansion to the Albert Simon, Inc. building here will be ready for use shortly. Simon handles Rocketers, Williams, MidWay, and the Automatic Products lines.

The new expansion to the building, located at 580 Tenth Avenue, will be used for shop facilities according to Simon, and will comprise some 15,000 sq. ft. of space.

NVA Exhibit Scenes

SAM PHILLIPS, veteran St. Louis bulk vending distributor, pauses at Knight Charm Co., booth as National Vendors Association convention and trade show opened in New Orleans’ Monteleone Hotel recently. (Left photo) Joe Gold, New Milford, N. J. businessman (left), chats with Macman Enterprises’ Manny Greenberg (center) and Arthur Blance, A.B Vendint Service, Bronx, N. Y.

LEAF BRAND SCENE with (from left) Lee Leary, Mrs. Rolf Lobell, Howard Alexander, Ted Swearend and Sally Goldberg.

SIDNEY AND LAURA EPPY caught in a charming pose in front of the company's booth. Harold Probasco and his wife, Ruby, seen at the Herby Industries’ exhibit. Probasco, making his second NVA show, started in the bulk vending business in 1937.

PAUL PRICE PRODUCTS get close attention here. From left, Paul Price Company's Wil Vergas and Paul Price with Vernon Jackson and Bill Martin, both of Jackson Vending, Grand Prairie, Tex.
Three Designs in New Rock-Ola Cold Can Drink Vender Series

CHICAGO—Rock-Ola Manufacturing Co. has introduced a new series of cold drinks venders machines last week with the idea of giving operators a dispenser to fit any location need.

For industrial locations, where tank installations are called for, the company suggests its Modular styled machine. More typical installations, whether inside or outdoors, can easily be handled with the Standard model, which has a painted cabinet. For more prestige installations, the firm has made available a Deluxe model with mar and stain resistant vinyl grain finish.

All three machines have a 40-can capacity, of which 48 cans are kept in a pre-cooler. Other design factors include Rock-Ola’s locking-type star wheel mechanism, which guards against theft and “jackpotting.” A universal column-size adjustment is available to fit 32 different can settings. Fast roll-down loading, an exclusive “spray-proof” opener, and a combination delivery chute are other features. More versatility of design is allowed through the use of either an unlighted metal top display panel or by using an illuminated plexiglass display piece.

Ladies Loved New Orleans

By JERIANNE ROGINSKI

NEW ORLEANS—While the men were busy tending their exhibits and doing business, their wives were enjoying the French Quarter during the National Vendors Association’s annual convention.

A Saturday Ladies Program was planned by Chairman Mrs. Nicholas Schiro and Co-Chairman Mrs. Leon Duggan, which provided the NVA wives an afternoons of education as well as entertainment.

The afternoon began with a luncheon at one of the French Quarter’s most elegant restaurants—the Court of the Two Sisters. Here, surrounded by a garden of brilliant green trees and flower beds, the guests were treated to shrimp, chicken and ice cream with rum sauce, prepared in the traditionally excellent New Orleans style.

Mr. and Mrs. Casby New Orleans television and radio personalities, told anecdotes and showed slides on how they have raised their four children on “Bourbon and strippers.” Originally from Cleveland, Ohio, family, they came to New Orleans three years ago, bought a house on Bourbon Street which was a “wreck,” and began decorating and rebuilding to make it their home. Recent slides of the home showed the finished product—a beautifully clean, lush court yard French wall paper and interior design, and furnished in the most elegant antique, bought right in the French Quarter.

Following the luncheon and speech, the ladies were given tickets which would admit them to five of the oldest, and most beautiful houses in the French Quarter. The ladies returned to the hotel after the tour to receive special gifts handed out by Mrs. Bobb — a good way to close out a full day.

Tampa

Mrs. W. Reed, president of Southern Music Distributing Co., Inc., Orlando, Jacksonville and Hollywood, Fla., hosted a service school Feb. 21-23. On hand to conduct the session were Warner service manager C. B. Rose and field service representative Harry Gregg.
Rock-Ola Honors Adickes' 40th Anniversary in Business

By EARL PAIGE

CHICAGO—It was inevitable that David C. Rockola and A. W. Adickes get to know each other. Both were ambitious, young promoters of coin-operated devices and were destined to become leaders in their industry.

Mutual trust and admiration between these two men helped Adickes become one of the largest foreign importers of Rock-Ola Manufacturing Corp. products through his huge Nova Apparate operation in Hamburg, Germany.

This was all revealed at a special dinner here the other night when David C. Rockola paid tribute to Adickes' 40 years in the business and told top Rock-Ola executives of the first encounter between the two.

Young Rockola was operating routes of machines in South Chicago in the late 1920's when he first became aware of some very expertly designed models being imported from Germany. Rockola started losing locations.

"I was impressed because this German fellow knew just how to get my best locations," Rockola told the appreciative, too. After World War II, during which Adickes lost everything he had built up, he was made a liaison director of economic affairs in the city and was honored for his year and a half of service in a ceremony attended by the Queen of England.

The many stories during his 40-year career are laced through with some of the most prominent names in the business. Adickes is fond of recalling anecdotes, one an account of his introduction of the pinball game in Europe.

"I can still recall the Public House at WhiteHill Inn in Shipard's Market in London," he told the gathering. "You know, we had the public bar and the saloon bar. The difference was that drinks were a little higher-priced in the saloon bar. We put this little game in the public bar and it was a fantastic success."

"Getting with his hands Adickes who recently lost 10, pounds and is a trim looking 195," said, "You know, you had to be a pretty strong fellow because those pennies the machines took in were heavy."

Another story Adickes is fond of recalling concerns his meeting with Sidney Freeman at the 1939 Leipzig Fair where Freeman showed a new scale. "I decided this little thing would be a real winner and was sure I could sell many of them. I found a buyer right away but he wanted sole selling rights. When he approached me this way I said it would have to be a substantial sale."

"It ended up with me selling 10,000 of these scales," Adickes told the gathering. "I can still see that check in my hand drawn on the Westminster Bank for 15,000 pounds."

The Adickes legend includes experiences with World's Fair, Sweepstakes, Fireball, Rock-Ola's Princess model and the wall-mounted phonograph which he is credited with inspiring.

Adickes has also had great success with vending on the Continent. He told his hosts Nova Apparate has probably sold 10,000 of Rock-Ola's 3402 coffee vender.

"I feel like a high handicapper coming here for this honor. This is my 534 trip to America. But I want to say what a great business this is. It is a business," Adickes said, "that requires enthusiasm, determination and friends. I can say that with Rock-Ola I have had wonderful friends for all these years."

"I can become very bitter when I hear derogatory remarks made about this business," he said, "I consider that we are a prolonged arm of the entertainment business and that amusements, phonographs and vending have been a growth factor in the economy."

"I do not like to see the little operator being criticized because he is no different than any other businessman and yet derogatory remarks are so often carelessly made about this business."

Many tributes were paid Adickes by David Rockola and his two sons. Donald spoke of Adickes as a man who had a spark more than the ordinary person. "I think this is his bull-dog determination," Donald said.

Executive vice-president Ed Doris spoke of Adickes' fame in the one outstanding quality often overlooked in Adickes.

"Dr. David R. Rockola, who lived in Germany for nearly six years working on his doctorate, reminded the audience that Adickes came from such a proud, Patriotic family. 'You really can't understand what this means unless you're familiar with Northern Germany. Mr. Adickes lost everything during World War II. But in 1953 he did not go to his many loyal friends who would certainly have helped him get started all over again."

"He started from scratch and he started on his own," Dr. Rockola said. Those who know Nova Apparate today must surely realize what an accomplishment this has been.

A SUPER SALESMAN

CHICAGO—A. W. Adickes once sold 10 tons of cockroach powder. "This was one of the very few side deals in my career where I might say, went outside of the business," he told a Rock-Ola dinner-gathering audience.

"I was a very brash young man in those days and heard about the fellow who had achieved amazing results with this powder in Canada. So someone mentioned this giant hotel chain in England and I set about seeing them," Adickes related.

"I can remember it well. I was introduced to the gentleman who understood I had something very interesting to tell him. Right off, I said that I understood he had a problem with cockroaches," Adickes recalled. "He was very surprised and told me I had a lot of nerve saying such a thing."

"Nevertheless, Adickes managed another interview with the hotel owner, and a test for the powder was arranged. "It was a very foggy, dark night in London Town," Adickes told his audience. "We went down these dark stairs into the bottom of a building and opened a door. There were millions of cockroaches in there."

"Joe Huber, the man who had developed this powder, was there with us and we set on these creatures. The next day the hotel people called me and ordered 10 tons of the stuff," Adickes said.

April 29, 1967, BILLBOARD
U.K. Jukebox Import Information Will Now Be Regularly Available

By FRED CHANDLER

LONDON — As a service for the coin-operated industry, Billboard has started cooperation with the Customs and Excise Statistics Office to initiate a breakdown of coinoperated jukebox imports. It will show the growth pattern of the industry both here and internationally via export and provide a continuing statistical analysis.

2 U.K. Associations Merge

LONDON — A joint organization—the Automatic Vending Association of Britain—has been formed here following a meeting between the Automatic Vending Machine Association and the Vending Research and Information Organization.

Agreement to merge interests followed a general desire to eradicate possible confusion in the vending industry regarding the existence of the two trade associations. The two groups have been working together for two years and a number of companies formed a consortium to promote the use of vending machines in industry. They felt dissatisfaction within AVMA had been a problem.

The appointment of a Chief Executive for AVMA dispelled earlier reservations and moved to amalgamate the two ventures began. AVMA's campaign will continue to operate as a separate entity within the new framework of AVAB. At the recent meeting George Cooper, chairman of AVAB, was elected to take the reins of AVMA. Skinner continues to hold the post of Chief Executive.

VENEZUELAN MUSIC DEALERS are pictured here at a recent party hosted by Tom Roppel of Intervenca in Caracas (Wurlitzer distributor) for a showing of the world's largest American photograph and color satellite remote selector, Andreas Escamilla, Wurlitzer sales manager for Latin America, was also on hand.

Will Senate Accept Fee?

• Continued from page 71


The following Sunday, April 9, representatives of the Celler Committee met with the Copyright Board, and the jukebox industry met in the Woodrow Wilson Room of the Library of Congress to work out a new jukebox section. Representatives of the performing rights societies were not invited. Representing the jukebox operators against that movement were Memphis Allen, MOA counsel and attorney for the jukebox manufacturers. At that meeting it was decided that jukebox operators would be required to pay 10% of the net box rather than the $79 that the performing rights societies had been demanding. It was decided that the burden of collection proof should be placed on the operators, that payments would be made to the proprietors of the royalty fees rather than on those paying the fees; and that the entire thing should be in a more simple and direct manner—possible once a year through the Copyright Office.

The following Tuesday Congressman Miller introduced the amendedjukebox section.

"The committee will accept the amended offer of the gentleman from California," said Celler.

Then spoke Rep. Richard Poff of Pennsylvania, the opponent of the industry position: "I would like to speak to the amendment offered by the gentleman from California. I suppose, as indicated earlier today, that each of us would handle this problem somewhat differently. Yet, I believe, from all I have learned, that this represents a middle ground to resolve the basis of the controversy. After all, the primary purpose of the Judiciary Committee from the very beginning was to persuade the parties to the point of a settlement, to an accord. The amendment that the gentleman has offered represents the reaching of that accord.

Chicago Coin Names Empire

CHICAGO—Empire Distributing Co. here headed by Gil Kitt and Joe Robbins, has been named as the Chicago Coin amusement equipment.

The announcement was made by Irving Shankus, executive vice-president of the Chicago Coin Division, Chicago Dynamics, Inc. Empire, as regards as one of the largest U.S. and second largest jukebox manufacturer.

N.Y. Operator Wins Contract

MAYVILLE, N.Y.—Chautauqua Amusement Co. of Dunkirk, N.Y., has been awarded a $6,500,000 automatic coin-operated jukebox contract.

A Supreme Court jury made the judgment in favor of Chautauqua's Stanley Kurnick against Lucky Lanes, Inc., of Dunkirk, for failure to permit the installation of pool tables in the location according to an installation agreement made in April 1964.

Added Rep. Robert W. Kastenmeier (D-Wis.) copyrights subcommittee chairman: "I would like to underline what the gentleman from Virginia has said. There is a really an historic moment in this particular controversy, because this is the first time that the major parties to this dispute have ever agreed, even though somewhat reluctantly. I would furthermore state that I believe the public interest is represented in the amendment. Therefore I support it."
Jukebox Issue Barred From Rebuttal Hearing

By MILDELL HUNT
WASHINGTON—The Senate Copyright Subcommittee had to move its scheduled (April 27) final rebuttal hearing over to Friday, April 29, as the jukebox issue will not be discussed. However, MOA counsel Nicholas Allen will be allowed to argue against the proposed record-performance royalty bill, since it would add to jukebox copyright fees under the revised law. Rebuttals must be oral, no prepared statements can be read, but the subcommittee record remains open to May 10 for additional submissions.

The Senate Copyrights Subcommittee has also postponed a proposed April 26 get-together with jukebox and licensor interests, because "there is no point in it at this particular time," staffers say. However, the subcommittee chairman Sen. John L. McClellan (D., Ark.) and acting chairman Sen. Quentin Burdick (D., N. D.) hope that jukebox operators and licensors will come up with a compromise agreeable to both sides, which can be written into the final amended Senate version of the bill.

The senators on the subcommittee are apparently satisfied with the Senate's earlier structure for a once-year payment of jukebox royalties, and a statutory ceiling on the amount, as embodied in the recently passed House version of the bill.

However, some technical details may still need ironing out, and the senators have left the door open as to whether the Senate and House bills can be reconciled.

Cleveland Coin International
2029 Prospect Ave., Cleveland, Ohio 44115
CARLE CLEEDAN
216-861-8717

New Equipment

D. Gottlieb & Co.—Two-Player

The new two-player flipper game from D. Gottlieb & Co., Chicago, is called Super Score. At the heart of the game's play-action is a "spinner," bottom center of playfield which affects the player up to 2,000 points. Four bull-eye targets and two side returners build up the spinner-balls value. Two balls and four returners light enough to activate the spinner. A "star hole," one of 12 holes in the "spinner," scores the game's "shoot-over" feature. All "spinner" hole values are indicated on the new-style backglass that shows youths playing flipper games. The unit also features an electrically restored flipper, electric auto-bail fill, four-reel scoring, and is delivered with triple-chute combinations.

Coinmen In The News

PETE GOLITZ OF MOUNTAIN DISTRIBUTORS is beginning to feel like a world traveler having been on the road for the last three weeks visiting and meeting with business-building distributors. Near the end of his visit to Sterling, Colo., has added still another area to the playfield by sending in a full line of kiddie rides, and is working on routes in eastern Colorado. Denver, rent is a concern, and along with that runs the largest restaurant in the northeastern Colorado town.

Veteran operator William Beyer has added to his Deluxe Vending Co. [...]

Cleveland Coin International

"The Magazine of Automatic Vending"
published TWICE a month

For EVERYONE whose Time, Talent or Money is invested in Vending Business.

New Model

S $ per box house figure should remain — or be raised, or lowered. The original revision bill as hammered out by the House Copyright Subcommittee requires that up to $19.20 per box annually, and the bill was reported by the House on April 26. Both of these provisions were dropped during floor action on the proposed record-performance royalty bill (See Billboard issue April 22, 1965).

The pressure of other commitments compelled Senator McClellan to find it impossible to remain until the last scheduled debate day. The original schedule was for a full day planned for rebuttal argument. Issues to be discussed include the possible record-performance royalty for records (not in the copyright revision bill), the original copyright revision bill; the rise in ceiling mechanical for fees, and arguments of educators versus publishers free on use of copyright.

Music licensors arguing for higher fees for rate, and against any performance royalty for recordings, will be Sidney Keay, chairman of Broadcast Music, Inc., and Herman Fine, counsel for ASCAP.

Raymond Barker, music operator of Ayer, who recently underwent a successful eye operation at Lenox Hill Hospital, has been nominated for president of the Massachusetts Coin Machine Association. Don and Paul Oliver, brothers who work with their dad, Ray Oliver, of Portland, Me., took last time in one leg of the 24-hour New England Rally of the Camberland (Me.) Motor Club Rally. The boys are enthusiastic sports cars buffs. Clyde Bowers, son of Al Robbins, of Molto Vending, has been accepted for study as a fashion designer at the Fashion Institute of Technology in New York. E. P. S. business is extended to Frank Merrill, office manager at E. P. S., Kraus & Feather, also in B. B. and. Business is booming at James of First. A wholesaler for sales. A wholesaler for sales. In addition to the usual rounds, the company is up to a half a dozen a day to meet with customers. An arrangement is underway to build a second outlet this fall in Amsterdam.

BOSTON

It isn't all business in the music vending business. A bunch of the boys have just gone over to the New England Restaurant and Bistro to see the Fersal School (for retarded and underprivileged boys) and go to lunch at Al Robbins of Wallingford, N. H., and Ben C. Brown of Cambridge; Charles Steigler, cigarette service, Cambridge; Sam Gerb, Maschino Sales, Brookline; and Julian Karper of Enterprise Cigarettes, Cambridge, were collected in sumptuous and otherwise for the benefit of the school. This was of course with the permission of the Cambridge Lodge of Masons of which Robbins is master. A plaque was presented to the committee at a dinner this week. The achievement made the big business men.

ELECTRIC SCOREBOARDS — 2 Models

NEW SIZE-MOUNT MODEL
(Not illustrated; handle specified)

36 oz. Belgian Bumper Pool Belt, set, of 10, $50.00. Others $5 up list. 52 oz. Jucy Cue Belts, set, $1.00.
7 oz. Jucy Cue Belts, set of 10, $7.50. Jucy Cues, mm. 7 oz. Jucy Cue Belts, set, $10.00.

MARVEL Mfg. Company
1434 W. Route 51, Chicago, III. 60647.

APRIL 29, 1967, BILLBOARD
a gambling pinball device from our amusement games than it is to the Federal government, but six States distinguish between the two types of games and outlaw the gambling machines without affecting us.

Banks What House Bill 688 proposes as drafted, King is ready to declare, "is about as sensible as outlawing all banks and lending must be able to wing out with the 'rules' racket.'"

The ICMOA came here firmly against the operation of bingos. "We are supporting the Bally position," said Leo Casola, ICMOA president, who issued a State-wide alert that brought 100 operators and location owners to the committee hearing and resulted in large-scale industry contact with legislators. "We can understand, of course, that Bally is seeking to protect its business interests, and it is a fact that the time is past when the Illinois association can condone bingo operation. The ICMOA is officially on record as opposing the operation of all gambling machines."

A spokesman for the Illinois Crime Investigating Commission, which body has stated through its executive director that there are "eight gambling machine manufacturers" (as an example the type of amusement devices which Siragusa has become notorious), decided to withdraw his opposition to the hearing room here Wednesday that the Judicial Committee of the Illinois Legislature on Monday amended to 688, the commission withdrew their opposition passage of the bill.

Vending News Digest

California City Asks Cigarette Tax

LOS ANGELES—City councilman in Gardena, Calif., requested the city attorney to prepare a resolution asking the California legislature for the right of general law cities to levy cigarette taxes.

Mayor Homer said that the city could see another source of revenue—increased cigarette taxes. City Attorney Walter Anderson will draft a resolution in favor of having a cigarette tax by general law cities.

Harby's Probasco Calls For Better Bulk Vending Items

The vending machine, drug store and the market is not only selling merchandise but in displaying it, too," Probasco noted.

The end of the Vietnam conflict also will improve business, according to Probasco, "although the consumer is not ready to splurge, even on pea-size-quarter items."

Probasco explained, "The Vietnamese fight has people thinking of higher taxes," he said, "thus creating a more conservative spending atmosphere."
Witnesses Denounce 'Crime' Hearings

Continued from page 71

A BOMBSHELL in the history of lawmaking - in the U.S. Senate, where it has been described as a "criminal" proceeding - was announced when a number of operators and manufacturers of coin-operated machines, all operating under the name of Charles English, Goineo allegedly made a few telephone calls advising operators to shift their accounts from Singer to Lorman.

According to the report of the Senate Labor Rackets committee, confirmed by Billboard investigation, English sent a letter to all Chicago operators, shortly after setting up Lorman, soliciting business. The mailing resulted in little new business, and Gomne, the record states, got on the phone. Operators who still persisted in their buying habits began to lose localization, and the newly organized operating firm called E & E, so reported investigators from the State's Attorney's office. This new operating company had bumped operators in 16 locations by March of 1958 and that was it: Lorman, a Billboard survey revealed, had most of the jukbox business. The loss to Singer was staggering and sent the firm in search of rec- order dealer business and opera- tors in the greater Midwest region.

All that is inherent in the name "Gomne," combined with the tangible loss of a handful of locations by die-hard operators, has altered the buying habits of the industry to this day. But there are many who believe that the threat is today more vesitual than real. Most Negro operators on the south and west sides here buy singles from whom they please, and a growing number of white operators are doing likewise.

Because industries testimony - both public and private - demonstrated the threat and perpetuation of the alleged jukbox single monopoly in Chicago as the basis of investigative agencies, Sipiora and small parts of the industry are at a loss to determine why the witnesses are again being subpoenaed and subjected to public grilling.

Sipiora and co-chairman Nathan J. Kissally and Rep. Lawrence X. Punisteri issued a statement declaring that the purpose of their public hearings was not to smear the entire in- dustry "for the relatively small number of criminal elements which has insinuated itself into this area of legitimate business."

We should note that juk- box and cigarette vending consti- tuted a part of the entire line of vending machines," the chairman said. However, earlier in the hearing he had in- duced "facts" from Vend magaz- ine indicating that a third of the cigarettes sold in the U.S. are sold through vending ma- chines. (Also the jukbox and the cigarettes sold are vended.)

It also became apparent as the hearings wore on that witness- es were the "nice" guys and the Sipiora operation could not break the ignoring. The constitutionality of the hearings was challenged by counsel for witness Kenneth Leonard. Said the attorney: "There is no specific authorization for these hearings. It is im- possible for witnesses to deter- mine the relevance of a subject matter, and the commission is exercising sweeping authority to pry into the affairs of private citizens and groups. The commission has never defined "na- tional security" in any way other than what is applicable to this hearing." The attorney, Thomas P. Sullivan, cited U. S. Supreme Court precedent indicating that the hearings might violate the witness' civil rights and be moved that Leonard's subpoena be quashed. This was denied.

CHICAGO-Frankie Carle, Gloria Lynne and Dinah Washington, who have been released by the Seeburg Corp. on Little LP's. Given a week of April 17: "Frankie Carle" (Lazy River), To Each His Own, Canadian Music. 1955. S. D. Assn. gives News Flavor to Meeting Bulletin

SALEM, S. D.—Earl Porter, secretary-treasurer of the Music and Vending Association of South Dakota, suggests what could be a good idea for other State associations. "I always in- clude a few news items from around the State in my letter announcing the next meeting," he said. "This is much better than just sending out a short announce- ment and it stands a bet- ter chance of being remem- bered."

Mr. and Mrs. Herman Ward, who have recently purchased a new steak house and bar here, will host the next ASSA gathering May 28-29.

Highlighting the business ses- sion will be a report on the State Legislature which will be given by President Max Harwood, Sioux Falls, and John Truscott, Deadwood, both of whom spent much time at Pierre during the lemsitting session.

Truscott will also give a re- port on the recent Music Oper- ators of America directors meet- ing in Washington, D. C., and a complete review of the copy- right law will be given to the membership.

REALISTIC RUNNING INDIANS!
4 SEPARATE TARGET AREAS!
DOUBLE MIRRORS — Target Looks 8 Ft. Deep!
EXCITING NEW FLOATING TARGETS!
BLACK LITE GAME — 3 Dimension Targets
CONTINUOUS ACTION — 17 Different Targets Move — Spin-Variety - Reappear!

GAMES AID TAX FLOW
LONDON — Almost a quar- ter of the receipts brought in by the betting and gaming trades introduced here last year, came from licences for vending machines. Speaking in the Com- mons, Neil MacDonnold, finan- cial secretary to the govern- ment, said that receipts up to Jan. 31 totalled £32 million. Of this £37 million came from vending machine licenses.

Say You Saw It in Billboard

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JUPITER
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Swiss precision engineering, rich临cosin sound system, Marine in built, making it the perfect choice for cruising through music in years!
"We say "Low price" and "Low weight" and you say "Same old story!"
"Can't beat the price!"
"Great value!"
"Virtually indestructible!"
"Price to play, built to last!""Aces Higher!"-Jupiter Complete Distributors are still available!
Central Dist. Bulk Vending Show Now Set

ST. LOUIS — Central Distributors has joined the list of other large coin-operated machine manufacturers across the country now increasing efforts in bulk vending. The firm, located at 515 Olive St., will be featured at the open house showing of Northwestern Corp., equipment May 6-7. The affair earlier postponed because of a truck strike, will be held between 11 a.m. and 5 p.m. both days.

In announcing the showing, vending manager Earl Veitch, who with his father, Norwood Veitch, head up the distributing outlet, said every visitor will receive a prize of at least $5 in value. In addition, a new Northwestern Vantage Professional stand will be given away as a door prize.

New Design

The Vantage stand is a completely new design idea from Northwestern that will accommodate any of the company's machines—the regular Model 60, the Super 60 or the Big Case Model 60.

Designed for flash-action-the-wall installation, the Vantage stand has built-in connected coin boxes equipped with Ace locks. Route servicing is greatly speeded up since the coin boxes which combine collections from two machines, are interchangeable. Once pulled out of the stand, a separable available lock-on cover makes each coin container an easily transported security-designed collection box.

Here from the Morris, Ill., firm will be Ray Greiner, sales manager, and W. R. (Bill) Hamilton, sales engineer. Veitch, whose territory includes the Eastern half of Missouri and Southern Illinois, expects other manufacturer representatives from the lines of charms, gun and supplies Central handles.

Central is now exclusive distributor for supply lines such as Green Deck Co., Chicago; Creative House Promotions, Chicago and Northwestern Sales Inc., Jacksonville, Ill. In addition, merchandise from Paul Price Co., Roslyn, Long Island.

(Continued on page 82)

ONE OF 12 NEW OFFICES in Rock-Ola's production control complex is pictured here. The department was previously scattered through different sections of the plant, one of the largest industrial properties in the area. The new rooms will help increase production and sales necessitated a co-ordinated production control facility, said David C. Roekola, president.

This $250,000 IBM ROOM has just been opened at the giant Rock-Ola Mfg. Corp. plant in Chicago as part of a two-year-old property rehabilitation program. This Electronic Data Processing Center, new offices for the production control department and the accounting department were in the latest phase completed in Rock-Ola's. Pictured in the environment-controlled EDP center are, from left, an IBM 083 Sorter, an IBM 1402 Card Reader and Punch, an IBM Processor, an IBM 1403 Printer, the IBM 087 Collator and IBM 024 Key Punches and IBM 056 Verifier. Plans call for the installation of the IBM 360-20 memory disk unit.
Nippon Association in First Meeting

TOKYO — The first meeting of the Nippon Amusement Manufacturers Assn., representing Japan's major amusement machine manufacturers and distributors, was held here recently. The 77 charter members attending the meeting at the Sega Building here unanimously elected as its chairman David


High officials from the Ministries of Finance, International Trade and Industry, the Bank of Japan and other top government agencies were present.

Objectives

The new association set the following objectives:

1. To speak for and officially represent the amusement machine industry on matters of public policy and interest.
2. To promote the welfare and expansion of the industry and actively improve its image through an effective public relations effort.
3. To act for the industry in supporting favorable legislation and opposing unfair or restrictive laws or regulations.
4. To act as a reporting agency on imports and exports.
5. To raise industry production standards and establish quality control specifications.
6. To act as a liaison agency for information regarding new legislation.

Committees were organized during the meeting to further these goals. Government officials present pledged full cooperation with the new association. The organization, its activities to be financed by member dues, will meet each month.

Central Dist. Show

Continued from page 51

N. Y.; Karl Guggenheim, Jamaica, N. Y.; MacMan Enterprises, Oceanside, Long Island, N. Y.; and Knight Charm Co., Freeport, Long Island, N. Y. is available here. The firm also is making available its own special styrofoam front-display machines.

Larger equipment lines handled here include Midway amusement games, Valley pool tables, shop and showroom vending machines. All Tech pool tables and amusement equipment and Westminster Candy Mat vendors. Central also maintains a complete service department that includes cleaners, bulk vending accessories and such equipment as American Lock Company's new hop set fixture.

New Equipment

William's New Two-Player

Williams Electronics, Inc., has introduced a new two-player baseball game called Baseball. The unit has a noticeably modernized cabinet and boasts a three-dimensional base running unit. Pitchers may be varied (fast ball, curve and knuckle). There are three home run ramps, stainless steel front door and side molding, plastic laminate playfield and front molding and new lift-out coin trays. Single, double or triple chutes optional. Play features include "hit-all-targets-for-extra-inning," "score-to-beat," "hit-ball's-eye-target-for-grand-slam" and "score special" for both high scores and special scores. A novelty model Scoreboard is also available.

Valley® the "Cadillac" of Quality and Craftsmanship

HERE'S WHY VALLEY'S 6-POCKET POOL TABLES DELIVER MORE OPERATOR AND PLAYER BENEFITS.

- Completely new trouble-free operating mechanism—ends down time because of non-functioning parts. Cuts service calls for operator.
- Revamped internal structure provides for faster ball return—speeds players thereby increases collections.
- Bolted rails—provides solid holding.
- Easily removable and lightweight ball viewer drawer.
- New color combinations of Burl Walnut and Goldtone Formica covers entire table, including legs—enhances any location.
- Locked in cue ball—ends borrowed balls.
- Recessed Coin Chute—separate from cabinet.
- Redesigned separate locked cash box—provides extra security for contents.

only Valley has the regulation MAGNETIC CUE BALL

the ball that always measures 2½", not 2½", not 2¼", not 2¼.

NOW ALL BALLS ARE THE SAME SIZE AND WEIGHT.

Magnetic Cue Ball hits balls "dead center" instead of above or below center. Hits cushion at proper height for greater accuracy. Players get more "english" and "draw" on the ball.

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APRIL 29, 1967, BILLBOARD
Accepts them all!
and always has

The Wurlitzer Wall Box accepts all coins from half dollar to nickels. Always has! Its Playrak credit unit translates deposits into single plays, little LP's or Top Tunes selections. It's the only wall box that can. Finger-tip price setting, too! If you aren't using it, you're missing something—MONEY!

WURLITZER
Remote Speaker Wall Box
POP SPOTLIGHT
SINCERELY, NAT KING COLE
Capital T 2680 (m); ST 2680 (s)
The attraction of the late Nat King Cole is as strong as ever. This album of love songs once again displays his rich talent as a romantic between which he will win new fans and old alike to the old ones. The LP is a winner on all counts.

POP SPOTLIGHT
THE BEATLES SONGBOOK, VOL. 4
Hollywood Strings. Capital T 3460 (m); ST 3460 (s)
The Hollywood Strings have proved once again that instrumental arrangements of Beatles material is still something making or lost. From the most recent "Help Yourself" to the well-known "Yesterday" and "Yellow Submarine," they are served up in a rich string tradition.

COUNTRY SPOTLIGHT
CANDY KISSES
George Morgan. Starday SLP 400 (m)
A liberal sprinkling of Morgan's old hits, including the title song plus three more new material makes his latest album on his new label, Starday, an appealing package. The success of his current single, "I Can't Help It," also included here, plus others, make this a collection that will please his fans.

CLASSICAL SPOTLIGHT
HOROWITZ IN CONCERT
Vladimir Horowitz. Columbia M 325 (m); M 327 (s)
Here's the much-anticipated follow-up to his previous superb best seller. And it's equally magnificent for its simplicity of ideas and its' melodic beauty. It's a collection of Horowitz's works by Chopin, Beethoven, and Moszkowski, among others. Quality is excellent.

POP SPOTLIGHT
PAUL REVERE & THE RAIDERS' GREATEST HITS
Columbia KCS 2602 (m); KCS 4647 (s)
Here's their finest hit - "Sara Lee" - and others like it. "Just Like Us." This LP can't miss, and it'll hit the hard and fast, and perhaps includes riot photo book.

POP SPOTLIGHT
THE ORIGINAL HITS LET THE ORIGINAL SONGS
The Greatest Hits From England
Various Artists. Parratt PA 6010 (m); PA 7100 (s)
A collection of 12 hits by 12 English acts make up this album, which is split with sales appeal. Here are some attractions: "Black Is Black" by Dusty Springfield, "It's Not Unusual" by TimIdentification: "Dancing In The Street" by the Marvelettes, and "Can't Help Myself" by the Moody Blues.

POP SPOTLIGHT
HOLD ME
Bert Kaempfert. Decca DL 4680 (m); DL 7480 (s)
Kaempfert can make any song sound fresh and alive, and here he starts things moving with the title: "Hold Me." "The Other" is his next entry. Both songs, including "Take These," "Sally," and "Wandering," show the Kaempfert group at its best, with three top ten hits on the charts.

CLASSICAL SPOTLIGHT
PROKOFIEV: SYMPHONY NO. 3/SCOTTISH SUITE
Russian Symphony Conducted by Abramov, RCA Victor LM-2994 (m); LM-2993 (s)
Victor continues his commendable Proko- fiev series with another fine pairing by Erich Leinsdorf and the Boston Symphony Orchestra. The Scottish Suite, powerfully performed, the "Auld Lang Syne" Suite elicits on the classic.

HAPPY JACK
The Who. Decca DL 4692 (m); DL 7493 (s)
With their single "Happy Jack" already on the charts, the Who should come into their own among listeners with the album. His English group is richly rewarding in both talent and original material.

COMEDY SPOTLIGHT
IT'S NOT A QUESTION
Harry Caul. RCA Victor LPM 3791 (m); LSP 3791 (s)
Cohen is at his hilarious best in these short comedy vignettes recorded live at a Florida hotel. His storytelling ranges from "Sunday Clothes" to "Super Le Juke," "Red, Hot, Crummy Juke," etc. Will make the chart quickly.