Atco-Bee Gee Pact Shows Value of UK Acts in U.S.

NEW YORK — The potential for British groups in the U.S. was reaffirmed by Atco Records last week when the company signed a $250,000 contract for exclusive U.S. distribution rights to recordings by the Bee Gees. The deal was arranged between Abnet Etticken, president of Atlantic-Atco, and Robert Shwood, joint managing director of NEMS Ltd., the manager of the group.

The Bee Gees, a male foursome, are considered to be the hottest act to break in England since the Beatles came to the fore four years ago. Their first record, "New York Mining Disaster-1941," released a little more than a week ago stirred up lots of sales excitement. Atco will release the record here on Monday (5).

For the past three years the (Continued on page 10)

AF Charges Fantasy Welched on Contract

NEW YORK — Audio Fidelity has sought recovery through the courts in its attempt to buy Fantasy Records, West Coast label. The deal allegedly was set by both parties, when, according to AF President Herman Gimbel, Fantasy backed out. The suit, filed last week in the United States District Court for the Northern District of California, names Fantasy, CECO Music and Adams Properties as the defendants. Gimbel is the plaintiff.

The suit came as a result of the complaint, the defendants entered into a written contract with Gimbel for the sale of their music and sound recording business. Sale price was allegedly $25,000, with another $200,000 for royalties to be paid over a five-year period. Gimbel said he made a $5,000 down payment last November. He alleges that on March 9 he met with the defendants in San Francisco to sign the final (Continued on page 10)
EDDIE FISHER’S
"NOW I KNOW"

"I Haven’t Got Anything Better to Do." The kind of single that makes good music better. #9204

Eddie’s new single and his current album, “People Like You” LPM/LSP-3820, are sure to be in demand with the thousands who will be seeing Eddie in his current coast-to-coast concert tour.

If it’s happening...it’s here!

RCA VICTOR
© The most trusted name in sound
Columbia Record Club Examines Teen Credit, Computers and Ads

By MIKE GROSS

NEW YORK—Teen credit, computer analysis and an increased advertising budget are part of the Columbia Record Club’s battle plans in the heightened competition for the record consumer by the record industry. The Capitol Record Club recently announced that it was going on an all-out membership drive through an extensive advertising campaign.

According to Cornelius F. Keating, vice president and general manager of the CBS Direct Marketing Services Division, the Columbia Record Club’s new and enlarged sales programs will invest in an advertising budget for 1967 that will be 23 per cent more than 1966.

Keating said: “The Columbia Record Club will maintain its leadership through development of new advertising techniques, new media, new promotions, and developments made possible by the computer. He pointed out that the information received from the computer now allows them to determine, “with a high degree of accuracy,” how safe the Club is in selling a member on credit, and what types of products are likely to appeal to him.

Keating pointed out that the U.S. record industry is nearing an all-time high sales level of a billion dollars and that direct marketing now accounts for 25 per cent of the total industry sales volume.

Keating said that Columbia’s sales programs include the Columbia Record Club, Columbia Stereo Tag, Makers Direct Subscription Service, Columbia Music Treasures, Records, Unrecorded, and Sales.

In addition to records, Columbia markets phonographs, radios, TV sets, tape recorders and cameras. Keating indicated that there would be an expansion (3 per cent) for further the direct-mail penetration.

Columbia also included its new action in the country field with its takeover of the top two spots this week in Billboard’s “Best Selling -ABC Records” column, with Bill Haley and the Comets’ “There Goes My Everything” and Loretta Lynne’s “Mama, I Only Have One Drinkin’.”

Goldberg also cited the success of the record in the field with its hit song of the past two weeks in Billboard’s “Best Selling - ABC Records” column, with Bill Haley and the Comets’ “There Goes My Everything” and Loretta Lynne’s “Mama, I Only Have One Drinkin’.”

In addition to the hit song, Mid-Pacific said that it was also in the world’s top ten with its hit song of the past two weeks in Billboard’s “Best Selling - ABC Records” column, with Bill Haley and the Comets’ “There Goes My Everything” and Loretta Lynne’s “Mama, I Only Have One Drinkin’.”

END OF AN ERA

Louis Dreyfus Is Dead

LONDON — Louis Dreyfus, head of the world-wide music publishing giant, Chappell and Co., Ltd., was found dead in his London home on May 2, aged 89.

Dreyfus has been the dominant personality and genius of music publishing in the 20th century. Born in Breslau, Germany, Dreyfus migrated to America as a child with his brother Max. His first job was as a traveling agent to an art dealer in New York. His initial connection with the music industry was when he was a member of the music band of the Mid-Western American Opera Company visiting in the United States.

The show had failed in his homeland, but Dreyfus bought its English-speaking rights for $600, which he described as “My first investment in records.”

Back in the States he tried to sell it to Chappell, but it was refused. Dreyfus then spent the fortune he had earned and the fortune it earned him to buy Chappell in 1929.

Dreyfus’ experience and success in the music business has influenced the course of popular and light music in this century from operetta to Tin Pan Alley. In Britain, he was associated in business with writers like Noel Coward, Ivor Novello and Vivian Ellis. In America with his brother Max he assembled a team of songwriters and the most famous of all was Oscar Hammerstein, Cole Porter, George and Ira Gershwin and Vincent Youmans, and organized representation by Chappell in New York and Frank Loesser, Irving Berlin and other great writers.

His Continental European activities produced profitable associations with Erich Lehar, Rudolph Friml and Sigmund Romberg, and Dreyfus played a prominent role in introducing the scores of many well-known Viennese and German operettas to America.

Throughout his career, Dreyfus was a formidable power in the theater. His flair, enthusiasm and energy were responsible for many of the most enduring classics of musical theater like “The Merry Widow,” “My Fair Lady,” “South Pacific” and “West Side Story” and “Fiddler on the Roof.” If he believed in a show, nothing and no one could shake or destroy his faith, and this was the same with people. The Chappell building in London was surrounded by fire by three fire engines, and many priceless musical manuscripts of the most famous American and European composers were destroyed.

It was typical of Dreyfus that he maintained his control of the most lavishly equipped music company in the world and continued it, complete with an ultramodern recording studio. Dreyfus presided at the opening of the center at the end of February.

Chappell director Teddy Holmes said this tribute Thursday. “Ivan Dreyfus has left a big, great character, with a colossal sense of humor, tremendous musical intuition, and great wisdom and business acumen.”

Dreyfus was survived by his widow Jean, his daughter Vally and grandson Nick Firth.

Firth’s comment was: “My grandfather lived in integrity throughout his life in a bungalow that he always believed it to be nonexistent.”

Hickory’s Troy Boys June 1

NASHVILLE — The first release on the Hickory’s new Troy label will be introduced June 1, and the artists’ line-up will be made shortly.

The Troy label will be used for both domestic and foreign promotional purposes, and the artists’ recordings will be commended on Hickory. It will feature artists like Top 40 material. They will use present distributors and seek new ones.

Take 6 Sues CBS and Ode

HOLLYWOOD — Take 6 Records, the Superior Court here against Ode Rec-ords and CBS Records, its distri-butor, claiming invasion of its right to use the title of “February Sunshine” by the same titles. The label calls for $250,000 in punitive damages and $1.5 million in damages through charges of breach of contract, fraud and unfair competition.

Also cited as defendants are members of the Giant Sun-flower, the owner of the label, its manager, and Lou Adler, independent producer of Ode. Take 6 Records is represented by Ode and CBS Records from further distribution of “February Sunshine.”

Almo Radio Co. Sponsors Show

PHILADELPHIA — The stereo music show, sponsored with free admission by Almo Radio Co., will attract more than 10,000 visitors to the Benjamin Franklin Hotel which housed the exhibit.

Equipment was displayed in a setting of home decor. Factory and local representatives staffed the exhibits in addition to Almo’s personnel, and the week-end included a series of demonstrations on high fidelity.

Decca Gross Runs 24% Over 1966

NEW YORK — Decca Rec-ords has set a company stride with each month’s take so far this year topping equiva-lent month figures. Decca gross for April ran 24 per cent ahead of average of the previous year’s April unit sales.

Sydney N. Goldberg, Decca’s sales manager, said of the company’s hot run to its spread in the pop, country and rhythm fields.

In addition the billings for the soundtrack album of “Thoroughly Modern Millie” are continuing to mount. The album has been on Billboard’s “Hot LP’s” chart for five weeks and in the current issue is listed at No. 99 spot in “Hot LP’s” this week.

Goldberg also cited Decca’s action in the country field with its takeover of the top two spots this week in Billboard’s “Best Selling - ABC Records” column with Bill Haley and the Comets’ “There Goes My Everything” and Loretta Lynne’s “Mama, I Only Have One Drinkin’.”

NASHVILLE — Acuff-Rose has concluded one of its most productive weeks in recent history, with action on many fronts.

First out is the Casino’ version of the Acuff-Rose title “It’s All Over Now,” which is their first follow-up to their Top Five platter of “Then You Can Go.” This was followed by another release by Harry Carlson’s Cincinnati-based label, Prater-ty.

Tom Jones recording of “Four or Five More Years, Forgotten Feelings” for Parrot has just been released, but it’s already high in the charts, and indications are that Jones and the McQuire Sisters will get action in this country.

Ricky plays also are encouraging for Spector’s release by B. J. Thomas on the Hank Williams label, “My Baby’s Gonna Have to Be.”

"Booby Wood has just done “My Last Date” for MGM, and an instrumental version of “Last Date,” recorded by Booby Wood and the McSoul label is being heard on radio.

On the country side, “Lost Highway” is a new release by Don Gibson for RCA, to fol-low “Funny Familiar Feeling” on another RCA entry, “You Were the Ashamed to Kiss Me Last Night” by Anita Carter, is climbing.

Acuff-Rose songs occupy both sides of the chart. The plug side is “My Heart Was Made to Love” and the hit recording of the Hank Williams tune, and on the flip side is “Nobody’s Lonesome for Me.”

All this is the result of a drive by Acuff-Rose this year to expand the action on Acuff-Rose titles on a variety of labels.

Capitol Gets Injunction Vs. RKO B’casting

LOS ANGELES — Capitol Records has secured a temporary restraining order forbidding RKO General Broadcasting, which is being acquired by Capital, from playing any portion of the new recording of the Kerouac’s "Beat Poet's Lonely Hearts Band.”

The restraining order, issued in federal court in Los Angeles, ordered Ralph Nader, was the result of a suit filed by Capitol against the radio station and six of the station’s personnel.

The city’s rock station had been playing tapes of the unreleased LP on Fox 920, which prompted the legal action. A hearing was set for Wednesday in this temporary injunction.

ABC to Handle Equinox Label

NEW YORK—ABC Records will handle international distribution for Equinox. Equinox will be handled by ABC, and can be reached through the ABC office in Beverly Hills. Ray Hirschfeld, who has worked with Columbia A&R, will continue to produce all Equinox releases.

ABC also has the Equinox label, and will have the Equinox label, and will be able to handle international distribution for Equinox. Equinox will be handled by ABC, and can be reached through the ABC office in Beverly Hills. Ray Hirschfeld, who has worked with Columbia A&R, will continue to produce all Equinox releases.

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NARM SET ON FALL MEETING

NEW YORK — The NARM fall meeting will be held from Nov. 5-8, the Century Plaza Hotel, Chicago. Person-to-person conferences will highlight the program, enabling each record merchant to meet each manu-facturer.

MAY 13, 1967, BILLBOARD
HIGHLIGHTS OF THE WEEK IN Billboard

ESP Steps Up Album Releases

By Fred Kirby

NEW YORK—The two-year-old ESP Records is stepping up its activities with plans for a full album release in about 50 days. In addition, the label, which has been acquiring records and underground material, is committed for 20 more albums. Bernard Stollman, vice-presi-
dent and one of the founders, explained, "The under-
ground is emerging and the label is emerging with it." Since its beginnings, the company has maintained a plo-
yeast as an outlet for the work of every record. Stollman said ESP plans to set aside a fund to purchase masters outright. "We insist the artist continue to share the fruits of their record," Stollman said. "Our basic premise is that recording is an art. This means the artist mustassume total responsibility. ESP provides engineering fa-
cilities, but not &s producers or technical advisers. The label does not have in-house facilities. Artists also are asked to design album covers or, if they do not design, the company will provide. The same policy also applies to liner notes. With a heavy emphasis on composer-performers, ESP shares publishing rights with the composer and artist. An ESP record explained that while the Fugs earlier this year signed with Atlantic Records, it still has "organics ties" with ESP, which has released many Fugs albums. Stollman is a stockholder of the Fugs and has a 15% position in the FM station for "The Money." ESP stated in the area of imported material, "Our plan is that Stollman said such jazz albums "are quite successful. ESP maintains that the "inno-
vational forms of expression" under the direction of Chester Fox, recently named general manager. The firm is heavily committed to music films, which are also used to promote its albums.

Executive Turntable

Hern Linsky joins Columbia Records as merchandising manager for records and special promotions. He will be involved in packaging developments for Harmony product. Linsky had been product manager for Pickwick stereo tapes, and is also vice president of Korser Recorders, special markets manager for London Records, national promotion manager for London Records, and national promotion manager for Epic Records, and a record salesman for Columbia Records.

Don Bohanann has resigned after two and one-half years as general manager of Hanna-Barbera Records. His departure falls on the heels of the company's discontinuance of its independent distribution set-up. Bohanann, 35, came to the film producer from Liberty Records, where he had been the national sales manager. He has been in the record business 14 years, taking a two week vacation and then pursuing a new affiliation, preferably in the children's field.

Marvin Cane has been elected vice-president of The Richmond Organization. Cane has been head of the TRO-Talent Development Division since 1965 when he joined the company. He has been the career of Nick Palmer, an RCA Victor artist, Robert Cameron, an Epic artist, and Tony and Steger, an RCA Victor duo. Before joining TRO, Cane had been vice-president of the music division of Columbia Pictures and Screen Gems Television.

Russ Miller has been named general manager for Paradox Music, publishing division of Jac Holzman's Elektra Corp. Miller is working on a long-range program for the American publisher of such artists as Nick Drake, John Mayall, and the Velvet Underground. Miller was formerly a recording engineer in Hollywood. . . . P. Vaughn Burdick has been named the newly created post at Capitol of associated record corporation. John L. O'Leary was named to another post at the label, assistant controller. Burdick has been with the company 20 years. In total sales, Capitol has branched out into "all main branches" with Capitol September 1966 as executive staff assistant to Eugene Mueller, Capitol's finance vice-president.

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If You're Going To SAN FRANCISCO, Be Sure To Wear Some Flowers In Your Hair - SCOTT MCKENZIE
NEW ALBUMS FOR MAY

RCA VICTOR

The most trusted name in sound

NEW POP ALBUMS

LIZ ANDERSON SINGS

Her first RCA Victor album and it's a pop! "Be Quiet Mind," "Walk Out Backwards," "To the Landlord," "Mama Spank," "Release Me." LPM/LSP-3769

Clint Hill picks the hit


HAND IN HAND WITH JESUS

Skeeter Davis


PRESENTING

MILTON DELUGG

AND THE TONIGHT SHOW BIG BAND


Mr. Boon/charters

Harlan Howard

One of country music's finest songwriters sings "You Don't Know My Mind," "Grey Eyes You Know," "I'll Do Some," "I'm Tired." LPM/LSP-3729

West coast group in a psychedelic bag with "Butterfly Kiss," "I'll Roll the Kettle, Mother," "Stone and Steel," "Wild Times." LPM/LSP-3805

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NEW IN THE VINTAGE SERIES


NEW RED SEAL RECORDINGS

Norton Gould and the Chicago Symphony, John de Lancie, etc. combines his winning "Folksongs," "Blue Without Words," "Blue Without Words," "Blue Without Words." LP/SP-2954*

For "serious swinger" LP/SP-2944


The dry, balding Bill of Ogden Nash speaks for itself. Mostly unpublished verse that will delight everyone. A sophisticated party-record. VOM-114

Sergio Franchi: His pleasant style is displayed marvelously. "Alex Sings You," "Until Tonight," "Where Goes My Heart," "Lamb's Time for Me." LP/SP-3810*

Exciting alto sax player does "Peridio," "Bourbon Street Street," "Good Feeling Blues," "Cabinet," "Happy's Island Boogie." LP/SP-3762*

CHARLES YVES ORCHESTRA SET No. 1 (First Brand)

Charming collection of Baroque music by 30 composers including Purcell, Monteverdi and Bach. Many selections never before recorded. LP/SP-2938*


Follows up his "Caribbean Suite" album with "If I Should Lose You," "Straight Up," "A Rose for Wray," "Winter Blossom." LP/SP-3763*
Cleveland's Main Line Goes for Broke in Promotional Activities

CLEVELAND—Main Line Cleveland, Inc., an independent distributor, is running a series of special promotions to gain air play and increased record sales. Included have been a special "Motown Day" and the promotion of six underground or psychedelic albums.

The "Motown Day" featured spots on WXYZ, WKYC, WHK, WABQ and WIMQ.

H-B Plans Switch From Independent Distributors

LOS ANGELES—After two and one-half years of releasing children and some pop product through independent distribution, Hanna—Barbera Records has discontinued this form of relationship. The company has been in negotiations with several major record companies to pick up the distribution, sales and promotion of forthcoming product.

Don Bohanan, the label's general manager since the division was folded by the TV cartoon company, has been conducting negotiations with two major record labels and several electronics firms. Bohanan leaves the company with plans to continue in the kiddie field. His resignation is reported.

Kapp Releases "La Mancha"

NEW YORK—Kapp Records' instrument album of "Man of La Mancha" will highlight the label's seven-album May release. The original cast album, also by Kapp, has been on the charts for 69 weeks. The instrument is done by Henry Mancini.

Mercury Buys Masters From Indie Producers

NEW YORK—Mercury Records executive Charles Fach last week bought masters of four singles and one album—all from top independent record producers. Acquired from producer Otto Redding is "Nothing Too Much" by Billy Young; it was produced by the Volt Records artist in Muscle Shoals, Ala.

The deal for the master was handled by Mercury's Nashville ad director Jerry Kennedy. Richard Marin produced a Latin rock album featuring Louis Ramirez for the label; Ohums is a new artist/songwriter produced by Ben Malinsky.

The four tops with Eddie Anderson (center), Motown representative, at a WNEW-TV taping of the "Upbeat" show, and a Motown window display in Cleveland's Wornack record store.

ITCC to Go Public; Dextra Keeps 47%

NEW YORK—International Tape Cartridge Corporation will go public. The company, which markets and distributes 4 and 8-track cartridges, had been under the wing of the Dextra Corporation.

Dextra's board of directors has decided to release the company's common stock in one of two forms: Dextra will form a new public company and offer its stock at the close of business May 22, 1967. Chairman of the board H. Earl Smalley announced that a registration statement covering a proposed offering of 350,000 shares of Dextra common stock by International Tape Cartridge Corp. has become immediately effective.

ITCC, the division for Dextra to hold 47 percent of ITCC's outstanding common shares. Other Dextra shareholders receiving the additional stock will own 33 percent of ITCC's stock. Chrysler Securities Corp. will control the remaining 20 percent.

Market Quotations

(As of Noon Thursday, May 4, 1967)

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Columbia Opens Service Office

CHICAGO—Columbia Records is opening its new Service Center headquarters here Monday (8). The new facility, located in Edens Industrial Park in Skokie, III., and suburb of Chicago, will house sales and shipping installations, as well as last-minute service to the first such operation within a major label's Service Center.

Among the staff members who will occupy the new premises are Columbia's North Central regional manager; operations manager for the Chicago Service Center; Columbia Records Chicago sales manager; Chicago field credit manager and Date Records Midwest regional promotion manager.

Columbia inaugurated the Service Center operations some years ago and now has centers at the Pitman, N. J.; Terre Haute, Ind.; and Santa Maria, Calif., manufacturing plants, as well as regular Service Centers in Chicago's South Side, Chicago and Dallas.

AF Sets Promotions for Cesana, Rochi, Tanner

NEW YORK—Audio Fidelity has set promotions for Cesana, Alberto Rochi and Tony Tanner. The label has designated April as "Otto Cesana Month" for the promotion of Cesana's records at all stations across the nation were offered a package deal on Cesana's product.

AF new artist Alberto Rochi, from Lon E. Yandel's (The España from Spain) had his new LP, "Somewhere My Love," released in Dallas in conjunction with his return to the Club Village there. Rochi has made television and radio appearances in Dallas.

Rochi will return to the Venice Club in Baltimore on May 28 for a press party with dealers. The label has also promoted Eddie Newmark, AF man, and Fred Edwards, salesmen, will spend three days in Baltimore prior to Rochi's opening promoting his new record with dealers and radio stations.

AF has put out a teaser postcard for Tony Tanner, who has a new LP, "Something's Coming." The first postcard said, "Something's Coming." The second postcard said, "Something's Coming."" and the third was mailed out after stations received the new LP and the LP card asked, "Did you listen to 'Something's Coming?'" AF will also release a single from the new LP entitled "Sing Happy."
The Nova Local
Has Arrived and Is In Tune With The Unisoul Love Vibrations Of The Cosmos...

"If You Only Had The Time"
Exclusively on Decca Records

DECCA 32138

PRODUCED BY LEN CHANDLER AND ELLIOT MAZER FOR ELLIOT MAZER PRODUCTIONS
U. S. Business Reaches Green Market Via Pop TV Shows

• Continued from page 1

Lydan and Mixolydian modes, and Monk's "Teddy Bear,"
believer (written by Neil Diamond).

At this point, the documentary displayed also the ability to move records. Bernstein introduced a "marvelous song" called "Society's Child." The tune, recorded on MGM's Verve/Fallop label, is "very well known" to the followers of pop radio, but you may not have heard it since it's been withheld by most of the radio stations for reasons unknown to me, although probably having to do with its subject matter, which is, as you'll see, somewhat controversial.

The 15-year-old girl did her song on the show. Immediately, KRLA in Los Angeles ran her bat on the record, which had been released quite a while ago, and started playing it. Other radio stations whose personnel had seen the show also did a flip flop and put the record on the air.

Sales of both the album and single are moving rapidly, said MGM's Don Rickles, the key behind the Lenny Scher. "There's tremendous dealer excitement due to the TV show even in those areas where the show hasn't yet put the record on the air," he said.

The second half of the show brought in commentary by performing artists. Frank Zappa of the Mothers of Invention was joined on the Byrds, Graham Nash of the Hollies, Frank Cook of the Cannon Heats, and Bob Cowsill of the UFO.

Zappa said, "I think that there's a revolution brewing, and it's going to be a sloppy one, unless something is done to get it organized in a hurry."

Aud. Fidelity Sues Fantasy

• Continued from page 1

contract, but the defendant refused to deliver the business.

He further charged that the defendants claimed to have an interest in the four albums, including the Steve Dravetz, the Red Nun Trio, the mother of the Audios and Sandeles Brothers and B. B. King, when, according to Gimbel, they did not.

Gimbel maintains that in anticipating that the contract would go through, he accepted orders for records listed in the Fantasy catalog, and those orders would have yielded him a net profit of at least $70,000.

He also charged that by participating in the contract would be consummated, he entered into a licensing agreement with a tape cartridge manufacturer to reproduce performances contained in the Fantasy masters, and that he would have realized a net profit of $5,000 in tape deals.

Gimbel seeks an accounting of the New York Public Library's Theatre Collection

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By mail 50c
ON PUBLIC VIEW FROM MAY 10

WANTED ATTORNEY

For relevant experience, for corporation record and

City. Submit resume and
desired. Box 2171.

Billboard

165 W. 46th Street

New York, N. Y. 10036

ADVERTISING IN BUSINESSPAGES MEANS BUSINESS

ATTEMPTED DISTRIBUTOR BURGLARY IS THWARTED

LOS ANGELES—Three men were arrested by Los Angeles police May 16 when they attempted to break into the premises of Bill Pieper, who noticed a truck parked outside the company offices. Pieper had gone to the office to phone the police but before that the truck had pulled up next to his. He was left for him by Mr. Pieper co-owner Ralph Koff.

On the truck flash against one wall of the building, Pieper called the police, who upon entering and turning on the lights, caught three men on the ground floor level. One of the men arrested had a .22 revolver. Inside the truck, police found 106 boxes of LP's valued at around $3,400 and some cancellations, which is a fairly high value.

The truck was only one-third full and Merit officials discovered additional LP cartons missing. The thieves had cut a hole around 15 inches in the back axle of the truck.

S. B-abies Songs JOK

Topic for Comedy

• Continued from page 1

commenting on the Civil Rights movement, and Vaughn Meader removed the "Sacred Cow" sign from the White House with "The Fires are Burning, the Flags Are Wavingbaru.

Despite Carey's breakthrough, some record companies are still nervous about certain controversial topics. For example, a major label is currently considering a comedy record that it felt was still too hot a subject to handle. The comedian agreed to do the album, but the record company executives insisted on him using the routine in his next album.

Jerry Simon, who heads the RSVP label, revealed that he was ready to release the album last year but he felt that the Church, then in the midst of the JFK topic, would be embarrassed.

In this year, though, the Church's view has been given wide coverage in the press and in the past few weeks the "new" Catholic Church has been covered in Time, Newsweek, and Look. The Catholic Review Magazine has a story on the changing attitude of the Church coming up in the June 13 issue.

Simon's feeling that a humorous treatment of the Catholic Church can now be accepted has been backed up by the positive response to the LP from college radio stations. Among the college stations giving the go-ahead to the RSVP album are Boston University, Villanova, Catholic University, the University of California at Berkeley, Santa Barbara, and a number of others.

Carey introduced some of the routines included in the album on Kehn Griffin's TV show about two weeks ago and received no squawks about the Catholic material.

Carey broke in his Catholic routine at Budd Friedman's Improvisation Club here over the past two years. The improvisation is known by the in-set as one of the key spots for young comedians to try out their material.

Simonini, Drain and Dolin Form Barrington Records

BARRINGTON, III.—A new record-publishing company has been established here, Barrington Recordings, which includes Barrington Records and Just Rites Enterprises Music Publishing Company.

He added, "We shall continue to release American Liberty material to the way EMI has established such material in the past. We shall only put out material we think is specifically suited to the UK market, and we have no intention of issuing singles just to have records out on the Liberty label.

Reidoff and his nucleus staff are currently working out of Liberty's Mercury Music publishing offices in London, but the label will have its own offices in London's West End, at 154 Wardour Street.

Cleveland, Ohio—A new record company is being formed here. H. D. Drain is chairman of the board and president of the Drain Corp., which includes Drain International and Drain Enterprises, and is also vice-president and general manager of the Drain Corp. Mr. Drain has been active in the music trade and has public relations firm.

President is William Simonini, the original record producer. H. D. Drain is chairman of the board and owner of the Drain Corp., which includes Drain International and Drain Enterprises, and is also vice-president and general manager of the Drain Corp. Mr. Drain has been active in the music trade and has public relations firm, Newsmakers, will do the public relations work for the company, and will also serve as director of operations and will be concerned with promotion, sales, marketing, distribution and talent acquisition.

The Goldsberry Company will serve as the representative of the Drain Corp. 1. E. Davis, a former Goldsberry Company official, is to handle the company's research and development department.

Los Angeles—A heavy advertising and promotional campaign is planned by Barrington with its first single set for release by the end of July. "Most Be Love," by Just Rita and produced by Shelby Singleton.

BABIES SOUNDS ON MONUMENT

LOS ANGELES—Monument Records has obtained rights to an LP, "The Sounds of a Baby's Mountain," published by the doctor in the record, a pediatrician explains phases of an infant's development, starting with a look at crying, burping and coughing behavior, and ending with a discussion of sanitation and baby department of key stores chain.
The 5th Dimension - "Go Where You Wanna Go"

Up up the charts and away out of sight in sales

The new single from the new album 'Another Day, Another Heartache' b/w Rosecrans Blvd.

Distributed by World Pacific

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Copyright Revision Passage Unlikely in Current Session

By MILDERD HALL

WASHINGTON—It now appears highly unlikely that a copyright revision bill can be passed in the current Congress. There are strong indications that the Senate cannot get around to completing its action on the revision until after the election in November, at the earliest.

One factor is the urgent hope of a politically-minded Congress for an early adjournment—targeted for the Senate for late this month, in an effort to get all major parties in line for the 1968 Presidential election year. Only a last-minute Senate action on the bill would avoid a break in the range of many controversial issues as the Copyright Revision souha

The clearest hint of delay came from Sen. John McClellan (D., Ark.), chairman of the Senate Copyright Subcommittee, following its first in

formal round of oral rebuttals held here April 28. Sen. McClellan said, "The significance, and complexity, of the copyright law requires the

that the committee require the bill to go to the floor only after a very thorough debate. It has been

is unlikel."

One of the Copyright Subcommittee chairman pointed out that the hearings, at which Sen. Quentin Burdick (D., N.D.) was among the chairman, 17 days, heard 199 witnesses and took in addi

tional statements for the record. Over 100 amend

ments were issued to the bill by the Subcommittee earlier in the year, and the record remains open for still more comment to May 10. A nonstop billreading on a computer use, will require still another day of hearing.

Major controversies, including the proposal for performing royalty on records played for profit, the proposed new statutory royalty for broadcasts for wider exemptions, and CATV liability, the mecha

nization of royalty rates for records is still heavily in dispute.

Time-consuming executive hearings on amend

ment of which Sen. McClellan would have to

preside, and the forewarned patience.

of the Subcommittee report would leave little time in the remaining days of the Senate for the hearings. The bill must go through full Judiciary Committee voting on the Senate floor as the Senate debate (which may be fully as raged as the House debate on controversial issues). After Sen

ate passage, it will be sent to the House, and the House is expected to hold a debate of the record. Both houses can read the bill for the President's signature.

At the day-long rebuttal hearing, record ind

ustry, performer and musician interests presented a class of spot witnesses, including Sen. McClellan's subcommittee (April 23) for performance royalty on records when played for profit. The record industry, to which the Subcommittee reported its findings.

AFL-CIO counsel Jerome H. Adler said that the musician's proposal was not in accordance with the Williams (D., N.J.) amendment establishing the new right, and allowing ownership to record companies, had no standing to sue for royalty. Any royalty to be assessed equally between record companies and recording artists, including owners, managers, and other talent involved in recording.

Changes in the Williams amendment, to which RIAs agree, now call for the Register of Copyrights to set a "reasonable" royalty minimum for licensing of recording performance and records recording. No record company could grant a license to record for a lower rat

on minimum rate, either by negotiation or und

er the compulsory licensing approach which permits anyone to record the record, with royalty going to the owner and owner of the record royalty. The minimum would be set after public hearings in which record companies would participate.

Counsel Adler told the committee that the companies wou

ld protect performers against "25 years ago, the Copyright Act did not make provision between a record company and a broadcaster, or other user of recorded sound, if the user—broadcast, jockey or other—was not satisfied with the rate fixed by the Register. He can take the record out of the catalog and not promote the record any more, or he can bring record

ers from the country as record companies, and decisions of an independent proceeding tribunal.

Employment agreements or contracts between record companies and performers and/or music

ists made prior to the law's passage, could not operate to deprive performers of the right to receive royalty in royalties. Any record manufactur

ers who jeopardized the performer royalty right by failing to follow the formalities of law, or a majority of go to

For the ensuing passage, please refer to the source material or website where the document was originally published.
HIT BOUND... EVERY NOTE... EVERY GROOVE SUGGESTS CHART ACTION!

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THE NEW CHART-SURE SINGLE BY THE EVERLY BROTHERS

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People really get attached to their Cadet albums.

"NOTHING TAKES THE PLACE OF YOU"
Ronn 3

TOUSSAINT M'C ALL
#52 IN BILLBOARD'S HOT 100
DJ's, Write for Free Samples

SLOW FREIGHT / RAY BRYANT

THE BIGGEST LITTLE CATALOG IS SPELLING OUT TOM-Y BOYCE & BO-BY HART

GIVE ... so more will live
HEART FUND
Copyright Passage Seen Stalled

Chairman McClellan was said to have been aware of the circumstances of the transaction before the hearing, but he said the hearing had been arranged to bring to light the full extent of the practice. He added that the hearing was held to demonstrate the extent of the practice, but the hearing was held to demonstrate the extent of the practice.

Ernest Meyers, FRAA presidium, said the company was not in violation of the 1960 law, and said a rule would make it easier for publishers to understand the law. The company is not in violation of the 1960 law, and said a rule would make it easier for publishers to understand the law.

Meyers cited the record industry's study of the Harvard graduate school, which concluded that the originally proposed 2-cent rate increase would have "beeyond the capacity of the record industry" to pay, because of narrow profit margins, uncertainty, and risks.

A record, Meyers pointed out, that while 80 per cent of all record sales represent money, the record business is the loss records.

The record, Meyers said, is that publishers' share of the record sales has gone up from 10 to 20 per cent in the past decade. In 1960, a $94,985 loss was made for the publisher 2 cents on its single-plate sale. Today's 1-cent loss is the same size and price holds 12 compositions and not the publisher 24 cents.

Questions were asked at an earlier hearing by Sen. Burdick (D., N. D. W.) on why songwriters must share 50 per cent of mechanical and other royalties with publishers who are not "creators." We understand, according to songwriters own argument, in line with their public statements, that "We feel this is a problem between the publisher and writer." He noted that the publisher-written split was once 20 per cent to one-third to one-fourth and related to the present 50-50 in mechanical royalties. "It may need further revision," he said.

Other rebuttal testimony went largely to educators' demands for freedom of expression of copyrighted materials in the revised law. Educators want assurance of their rights to make copies under the new "Fair Use" provision, that, compared to the legal, to be able to make nominal charges for copies made, without becoming liable for copyright infringement. The House report would make educators liable if "any charge, however small," was made for Fair Use copies.

 Publishers also fought educators' rights to geographically unlimited, transmission of "instructor's copies," which could become nationwide and worldwide, with current satellite transmission technologies. The House-passed unlimited free use of author text and musical materials could "freeze out" authors and publishers from the front line in the rising costs of mass uses of their creations.

The original bill called for a 100-mile limit on the exempt educational TV "instructional" transmissions, which was increased to 50 miles or within State limits, in a compromise amendment proposed by House Copyright Committee chairman Kastenmeier—but the floor vote killed all limits.

Mo-Soul Records Formed As Harlem Talent Outlet

NEW YORK — A plan to launch a record label and establish a national, independent Harlem talent outlet is in the works, according to @MeMo-Soul Records., which said in a press release that its label's catalog will include a range of musical genres and styles, including R&B, soul, and jazz.

The company said it plans to release new music from established and upcoming artists, as well as to reissue classic recordings from the glory days of Harlem's music scene.

The label is set to be launched in partnership with Harlem Community Development Corporation, a non-profit organization that aims to promote economic development and cultural preservation in Harlem.

Class Records Has Message for Graduates

BIRMINGHAM—A fresh approach to a specific audience is this week's Class Records release.

A song, "Class of '67," recorded for the 2,800,000 graduating seniors in high schools and colleges in America this year has been cut by The Classmates, a strong vocal group.

The tune, a typical graduation-type song, stands alone. On the flip side is an autobiography of the signature categories of graduating classmates. The record was cut in the RCA Victor studios in Nashville.

Class Records plans to call the records "a graduation album," is representative of each senior class, and advise him that a free record is available to any graduating senior who will order a Class Records' album.

Promotional copies were also being sent to disc jockeys, with a note advising them on how they can make records themselves to commemorate this year's graduating seniors.

 planting seeds in qualityfrom pressing to playback... and reduces production costs!

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THE INCREDIBLE SOUL SINGLE, EPITOMIZING

THE JIMI HENDRIX EXPERIENCE

reprise
TOP SPOTLIGHTS

TOP 20
HARPERS BIZARRE—COME TO THE SUNSHINE (Prod. Lenny Waronker) (Writer: Parks) (Vantian, BMG)—This hit is back with an easy rhytw Van Dyke Parks number which should equal the success of his Top 10 hit, "My Backwards Ball" (January, BMJ). Warner Bros. 7028

SCOTT MCKENZIE—SAN FRANCISCO "WE SOW FLOWERS IN YOUR HAIR" (Prod. John Phillips) (Pyanics, BMG)—Composed by John Phillips, who co-produced, this hit has sensitive, emotional ballad based upon the West Coast "love" movement to fast put the Ode label at the top of the Hot 100. Should also get for the former Journeysinger, excellent disk.

TOP 60
THE ARTISTS—LOVE SONG (Prod. Carl Davis) (Jayeene-RBC, BMG)—Hot and wistful "Call up the Girl, I Need You" is this raspy-voiced blues with more sales potential than their recent hit, "Groovy Maunder" penned by Larry Johnsson and Carl Davis. Hit disk. Phil. "I'll Always Love You" (Jayeene-RBC, BMG). Brunoswick 55356

DINO, DESI & BILLY—TWO IN THE AFTER SUNN (Produced by Gary Franciosi) (Char- don, BMI)—This clever rhythm number could be just as big as their first hit, "I Seen Seen Seen" (Pop, Top 100). First production for the group with the Koppelman-Rabin hit makers is in the Top 20. Hit disk. "Tell Me You're in Love" (Char- don, BMI). Reprise 8970

THE BEATLES—A BIT ABOUT YOU (Produced by Lenny Waronker) (Writers: Bonner-Gordon) (Chardon, BMG)—Hot on the heels of their successful "Sit Down and Have Love" (March, Top 10), this rock and roll entry with clever arrangement and powerful vocal work will follow in the footsteps of their first hit. Disk is a mover from start to finish. Hit disk. "You're in Love" (Tarsrett, BMI). Reprise 8980

FRANKIE & THE BOTTOM OF NOWHERE—GET A NEW NAME (Prod. Paramore) (Writers: Heyman-Green) (Famous, ASCAP)—This unique arrangement and stylized format of the Paramore production. Hit disk. "Kaw-Liga" (Milane, ASCAP). Atlantic 1454

JOHNNY MANN SINGERS—UP UP AND AWAY (Prod. Jack Tracy) (Writer: Rivers) (BMI) — The follow-up to their top hit, "One Man Woman," is this infectious and commercial material for the essential blend of the Mann Singers. This could prove a giant seller. Hit disk. "Do the Name" (Joytac, ASCAP). Liberty 5992

THE EARTHQUAKES—WHISTLIN' IN THE SHINE (Prod. Steve Moore) (Writer: Miron) (SFM, ASCAP)—Here's an infectious wistful instrumenta- tion number which has a lot of potential. Arrangement has all the earmarks of another "I Was Made for Lovin' You." Hit disk. "Dreaming Moonlight" (SFM, ASCAP). Star 387

CHART SPOTLIGHTS

Sottlight—Predicted to reach the Hot 100 Chart
EDIE EDE—New Love (Poly) (RCA VICTOR 1291)
THE BEATLES—A BIT ABOUT YOU (Char- don, BMI) (Reprise 8970)
JIMMY CLIFF—LIVING IN THE MANNER OF LOVE (Poly, BMI) (Columbia 3492)
THE KINKS—SOMETHING YOUUNDERSTAND (Reprise, BMI) (Reprise 8980)
THE BEATLES—GET A NEW NAME (Famous, ASCAP) (Atlantic 1454)
THE JOHNNY MANN SINGERS—UP UP AND AWAY (Rivers, BMI) (Liberty 5992)
THE CHART—WHISTLIN' IN THE SHINE (Moore, BMI) (SFM, ASCAP)

COUNTRY SPOTLIGHTS

Sottlight—Predicted to reach the Hot 100 COUNTRY CHARTS
GEORGE JONES—A LONELY LOVE (Prod. "Pappy" Daily) (Writers: Jones-Stephens) (Starrite, BMI) (The second of two releases in one month by Jones, this song could easily ride right alongside his current country hit. Fine performance of beautiful ballad. Hit disk. "I Don't Miss You"

STEWART JONES & PROMO HEARTS—A LONELY LOVE (Make it Break) (Writers: Frank Jones) (Starrite, BMI) (Barnour, BMI)—At his smash hit "Help "Sings Out" Lonesome," slips the chart, Jackson has equal potential with this thin written rhythm ballad. Another winning Jackson performance. Hit disk. "White the Daisies Grow Free"

COLUMBIA 44121
MARTY ROBBINS—TODAY CARR (Prod. Bob Johnson) (Writers: Robbins) (Mojave-Nonna, BMI)—Robbins has another top of the chart winner in this new Top Ten flavored ballad. This Robbins composition should move rapidly up the radio and disc charts. Hit disk. October 0014

COLUMBIA 44128

GLENN SUTTON—I'AINT BUILT THAT WAY (Prod. Billy Sherrill) (Writer: Statten) (Gallico, BMI)—The second of the country songs to achieve this chart position with an overused disc drum as singer and he should be fast moving up the charts with this exceptional rhythm ballad. The team producing Martin and Sutton have another hit disk. Hit disk. "Too Many Done Gone"


DAN BOWMAN—MY VOICE IS CHANGING (Prod. Chuck Clement) (Writer) (Jack, BMI)—The hilarious Bowman performs Jack Clement's novelty material to perfection which should make it a smash. Should be a definite winner. Hit disk. "What Kind of Fool Am I"

RCA Victor 1917

CHART SPOTLIGHTS

SPOTLIGHTS—Predicted to reach the Hot 100 Country Chart
JIMMY HOLLOWAY & THE JET JET JESTERS—WHERE TO go (Mercury, BMI) (Mercury 125)
FRANKIE & THE BOTTOM OF NOWHERE—GET A NEW NAME (Paramore, BMI) (Paramore 7090)
JOHNNY MANN SINGERS—UP UP AND AWAY (Rivers, BMI) (Liberty 5992)
THE CHART—WHISTLIN' IN THE SHINE (Moore, BMI) (SFM, ASCAP)

R&B SPOTLIGHTS

TOP 10—Predicted to reach the HOT RHYTHM & BLUES CHARTS
THE STAPLE SINGERS—WHO I Am (I treated So Bad) (Writers: Staples, BMI) (Motown, BMI)—Three of the gospel stars and performed in top market music, this should be a hit. Hit disk. "Smoke Out Their Lungs" a fast smash. After the impact on the R&B field, this one should easily burn through to the Top 100. Hit disk. "What Are They Doing?"

JIMMY HOLIDAY & CLYDE KING—EVERYTHING WILLING AND ABLE (Prod. Ed Wright & Jimmy Holiday) (Writer) (SFM, ASCAP)" (SFM, ASCAP) "A mover that moves from start to finish loaded with pop appeal as well. Should be a fast hot sales item. Hit disk. "We Got a Good Thing Goin'"

METRIC, BMI)

R&B SPOTLIGHTS

TOP 20—Predicted to reach the HOT RHYTHM & BLUES CHARTS
LITTLE MILLY—Don't Love Me (Writer: Camper) (Writer) (Challenger, BMI) (Columbia 3492)
THE DADS—Can't Be Leaving Your Mind (Writer) (Columbia 3491)
THE KINKS—SOMETHING YOU UNDERSTAND (Writer) (Reprise, BMI) (Reprise 8980)
THE CHART—WHISTLIN' IN THE SHINE (Moore, BMI) (SFM, ASCAP)

SMOKE OUT THEIR LUNG'S (Writer) (SFM, ASCAP) "A mover that moves from start to finish loaded with pop appeal as well. Should be a fast hot sales item. Hit disk. "We Got a Good Thing Goin'"

METRIC, BMI)
BECAUSE THIS HAPPENED:

Tuesday, April 25, on the CBS-TV Special "Inside Pop: The Rock Revolution" Leonard Bernstein enthusiastically singled out a 16-year-old girl as the leading composer-singer of the new musical generation, and forecasted a brilliant career for her. The girl's name: JANIS IAN. The song she sang: "SOCIETY'S CHILD."

THIS IS HAPPENING:

"In the past, KRLA has taken pride in displaying the courage and honesty to broadcast controversial material of social and artistic significance. We are embarrassed however, by a recent timidity in not playing a remarkable record which deserves to be heard... Now, with thanks to Leonard Bernstein for leading the way... and with apologies for our 'cop-out,' KRLA presents 16-year-old JANIS IAN with SOCIETY'S CHILD."

Radio Station KRLA, Los Angeles

AND NOW, THIS IS HAPPENING ALL OVER... AGAIN!

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Billboard TOP 40
EASY LISTENING

These are best selling middle-of-the-road singles compiled from national retail sales and radio airplay up to date list in rank order.

<table>
<thead>
<tr>
<th>No.</th>
<th>TITLE</th>
<th>Artist, Label &amp; Number</th>
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<tbody>
<tr>
<td>1</td>
<td>SOMETIN' STUPID</td>
<td>Roy Orbison, Mercury 4101 (OT, ASCAP)</td>
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<td>2</td>
<td>MUSIC TO WATCH GIRLS BY</td>
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<td>3</td>
<td>MAKING MEMORIES</td>
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MAY 13, 1967, BILLBOARD
Papa Don Productions Presents

Oscar

"For Your Precious Love"

BELL 672

toney Jr.

James & Bobby

Purify "Shake a Tail Feather"

BELL 669

Bell Records 1776 Broadway, New York, N.Y. 10019
Yes, we are participating in Smothers Brothers Day, May 10.
<table>
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<tr>
<th>Rank</th>
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**Billboard Hot 100**

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

**Record Industry Association of America seal of certification as million selling single.**
The magic of "Maggie"...

on a fabulous new single:

MARGARET WHITING

ONLY LOVE CAN BREAK A HEART

Arranged and conducted by Arnold Geland
Produced by Jack Gold
Written by Burt Bacharach & Hal David

and a great new LP loaded with hits

LONDON RECORDS
**Talent**

**HERE'S WHAT DAILIES SAID**

NEW YORK — "Hallelujah, Baby!" opened at the Martin Beck Theater on April 26. The score is by Jule Styne (music) and Betty Comden and Adolph Green (lyrics). The cast is directed by Burt Shevelove. Following are excerpts from New York daily newspaper criticisms.

**Talents** — "Put together with the best talents in the world is a course in the world. One when everyone in the world has already got to Civic Six.

This is no off-beat venture, but a completely pro-

KAEKFURT, right, was guest of honor at a luncheon at New York's Hotel Plaza last week. Shown with Kaeffen are here, to right, Hal Fein, head of Roosevelt Foundation, luncheon host; Theodore Zvon, BMI vice-president, and Bob Sour, BMI president.

**Kaempfert Predicts Shift to Soft Music**

NEW YORK — Bert Kaempfert says his music has virtually suffered from identity issues away from rock and roll.

**Supremes Play Benefit For Negro College Fund**

Dr. Donald T. Gottesman, assi-

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**Kaempfert Predicts Shift to Soft Music**

NEW YORK — Bert Kaempfert says his music has virtually suffered from identity issues away from rock and roll. After opening his album Decca in the U.S. and Canada, and for Polidor in Europe, there are several hundred versions of his Stretch. The album plans call for a new album on Decca to be released in September, and another to be recorded shortly for release late this year, or early 1968. "Already," says the German composer-recording artist, "Frank Sinatra, Martina Elbano and Wayne Newton will record songs from the new album and the lyrics for these songs have not been written yet. Each of these male vocalists will record a song from the upcoming Kaempfert LP, and which will also includes six standards.

Kaempfert, who scored in 1959 with his "Wonderland By Night," also composed "Bob Ears' Moon Over Naples" in Europe, "Talent" and "Dakota Schoen." Kaempfert plans to make any concert appearances and television appearances, which he has, and has not ruled out the possibility for 1968. He added he will concentrate on the new Kaempfert recording.

Concerning his music, Kaempfert said, "I have made it a little easier perhaps for both new and old vocalists of the soft-tell school to get re-

**Philthy Folkfest To Return to Suburban Site**

PHILADELPHIA — Philadelphia Folk Festival, which last year sold a major annual event will return to a suburban farm dance floor across the street from Wilson Farm home in the blue-blooded Paoli sector of this area, the festival was held last year in upper Salford Township in neighboring Montgomery County. Festival Society for cultural and non-profits organization, will proceed to present the Robin Hood Dell in Fairmount Park. However, the Dell is kept

spite of the fact that it's a city-supported site.

For the Festival this year, directors Francis X. Lahey and the Labor Day event last June, and called the Festival is slated for August 25-27. Already set to appear at the Faith Tom, Doc Watson, Pat Sky, Jesse Fuller, and Arlo Guthrie are to head up of completing on the majority of their performances.

At one point during the show, an almost riotous state prevailed when dice jockey Harvey Miller presented Sky, lead singer of the Sculls, with a huge bouquet of flowers, representing "the flower children" of Los Angeles. Saxon, with a red flower lei around his neck, sang

"Can't Seem to Make You Understand" as the group's current C numero. It's the first time they have taken to the stage to background the screaming and shouting with delight. The three Hokers were the high point of the show and male members in the audience joined their turn at screaming and shouting with delight. The three Hokers were the high point of the show and male members in the audience joined their turn at screaming and shouting with delight.
the 20's roar again.

THOROUGHLY MODERN
BOB THIELE
And His New
HAPPY TIMES ORCHESTRA

ABC scores again!

BILLBOARD
Pop Spotlight
May 6, 1967

"The Happy Times Orchestra with an assist from Teresa Brewer romps through the pop standards of the 1920's with Sugar Blues, Charleston and Betty Co-Ed."

CASH BOX
Pop Best Bets
April 22, 1967

"ABC's Bob Thiele offers this rousing package of '20's oriented ditties to ride on the crest of the current wave of interest in the period... It's a thoroughly enjoyable package from beginning to end."

RECORD WORLD
Pick Hits
April 22, 1967

"Teresa Brewer, Steve Allen and the Happy Girls join Bob... as he recalls the '20's in bright, razzmatazz fashion."
Simon Cites Value of A&R Man In Development of Pop Music

By HANK FOX

NEW YORK — When New York Philharmonic conductor Leonard Bernstein, on the CBS News Special, "Inside Pop — The Rock Revolution," said that rock has become eclectic, his first-hand knowledge of the consumer market as well as a keen awareness of other music fields. With the multitude of product which pours out each week, a new trend becomes banal in short order.

"The key to the continued drawing power of an artist rests with his a&r man," said Simon. And this is where he believes an association with a record label is indispensable. "When the producer knows which segment of the audience is his goal, he can implement his recording techniques and musical knowledge to that direction."

Every year Simon at Columbia works with a product manager," Simon explains. "The producer hears sales figures, marketing reports, concert information; he knows exactly what segment of the market his artist is geared to."

COUNT ROCKIN' SIDNEY

with The Dukes

sings his SENSATIONAL NEW SINGLE

'PUT IT ON'

Talent

Boston Music Festival Ends With C&W Acts

BOSTON — A highly successful American Festival of Music, sponsored by the Boston Herald Traveler Charities and TV Station WSHH, ended its four-day run at Commonwealth Armory bowing out Saturday (22) to the sound of country and western entertainers who drew a crowd of more than 4,000.

The event, first of its kind for the newspaper, attracted 26,000 people to the six performances which ranged from cowboys through jazz, folk music as well as music from our American neighbors, Performers from Ireland, Israel and other countries also participated.

One of the many highlights of the festival was the performance of Arlo Guthrie, son of the folk singer-songwriter Woody Guthrie, who blew the roof off Friday night with "Alice's Restaurant." Pete Seeger had to beg off to "give the others a chance after he'd given a half dozen encore's."

One of the more interesting aspects of the event was the diversity of crowds it attracted each performance. Saturday night it was a jazz crowd, a cowb crowd on Sunday night with a predominately young teens on youth for the twentysomethings.

"We are pleased with the response and hope to make the festival an annual event," said George Papadopulas, the show's producer and director.

Legrand Tries Films & B'way

NEW YORK — Michel Legrand, French composer and recording artist, is spreading his activities into the film and Broadway musical fields. He has just finished the score for his first American film, Columbia Pictures' "I'll Take off Gold," and has been signed by Universal to score "Pretty Polly." British television stars Eliza Bin and Audrey Robinson star in the show, produced by Hayley Mills.

He also has another French musical scheduled for U.S. distribution this summer. It's titled "The Giril of Rosharon" and has 19 numbers on the sound track album which was released in France on two records by Philips. Legrand has also recorded an instrumental version of the score.

Legrand has also completed work on two Broadway musicals, "Bistro," which will be presented in New York next season under the auspices of Nat Shapiro and Arthur Caster, and "The Madwoman of Charlie," with lyrics by Pulitzer prize-winning poet Richard Wilbur. He has also composed and conducted the score for the Ford - Phileo industrial film, "1900 A.D." and has begun work on two orchestra jazz works which will be premiered at the Hollywood Bowl in July.

Boston Publicity Photos

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For 100 x 10" from your own
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Genuine high-gloss photos for use in bookings, publicity and fan mail. Mass gives your orders immediate attention, prompt delivery, and unsurpassed quality. Send for free samples and complete prices.

Small additional charge for cow negative, caution and special layout.

The BIGGEST LITTLE CATALOG IS SELLING OUT

Tom-MY BOYCE

+ 3Q8-by HARRI

AND IS NOW SURE IT IS RIGHT.
A FEW WORDS FROM THE BIGGEST LITTLE CATALOG.

DEAR LADIES + GENTLE-MEN OF THE MUSIC INDUSTRY

THIS IS A TEASER. YOU HAVE SEEN TEASERS BEFORE. WE ARE SPELING IT OUT BECAUSE IT IS IMPORTANT.

WHAT IS IMPORTANT?

IT IS IMPORTANT TO TELL YOU ABOUT TOM-MY BOYCE + BOB-BY HART. THEY ARE MUSICAL PEOPLE. THEY WRITE SONGS. THEY PLAY MUSICAL INSTRUMENTS. THEY SING MUSICAL MUSIC MUSI-CALLY.

YOU HAVE NEVER HEARD THEM SING TOGETHER.

WE HAVE!

YOU HAVE NEVER SEE THEM PERFORM TOGETHER.

WE HAVE!

THAT IS WHY WE ARE SPELING IT OUT BECAUSE YOU ARE GOING TO WANT TO SEE WHAT WE HAVE SEE AND HEAR.

(LADIES + GENTLE-MEN OF THE MUSIC INDUSTRY

THIS WAS A TEASER.

WE WILL TEASE YOU SOME MORE VERY SOON.

..... THEN WE WILL SHOW YOU.)
Radio-TV Programming

Paul Revere Takes Pot Shot at 'Cru'd Artists With Junk Lyric

NEW YORK — Paul Revere, leader of Paul Revere & the Raiders, has taken a pot shot at the "cru'd" artists who are turning out records with lyrics pushing drugs. He called on deejays to help them out.

"These artists are crude," the Columbia Record artist said. "They make me mad. I don't know what a day's work is. It's too bad that kids are imitating and, if this is what's going on, there's nothing that can be done.

The number of artists actually taking LSD and other drugs has increased, but receipts limited to sore spots like Los Angeles and Greenwich Village in New York. Unfortunately, they're being given a unwarranted amount of publicity in the newspapers. An alarming number of teenagers and young adults have come to believe that drugs are the answer to their problem, so the way these few cruel artists are acting is the way to be.

The lyrics pushing dope have made the situation much worse, he said. "The number of kids approaching me and asking 'Have you got something to turn us on?' has increased tremendously in the past weeks. Even more painful is when the kids ask me how I can get it.

Revere said that disc jockeys who play the records are catering to the moral downfall of American youth, he felt.

"We've got to start spreading. I can't count the number of kids approaching the group after our show to tell us to name Denver as where he'd found them.

"There's no way to make all deejays hip to the drug being used in these records," he said. "But the lyrics should be examined carefully." Revere said he and his group had one anti-drug record - "Kicks" by Barry Mann and Cynthia Weil.

"We've got to be the thing in the lyrics," he said. "It's frightening."
**NOT A BAD SPRING SO FAR!**

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KFN-B-FM in 5th Stereo Year

From time to time, Billboard will spotlight a noteworthy radio station—one which deserves special attention because of its unique programming—by letting that station tell its own story. Here is a station that has turned a profit in one of the toughest situations going—FM radio.

By Ed Thorpe
General Manager, KFN-B-FM, Oklahoma City

KFN-B-FM recently began its fifth year of stereo broadcasting in Oklahoma City, and we are looking forward celebrating our 10th anniversary with a lot more optimism and confidence in the future of radio and FM than we had five years ago.

We believe FM is destined to play as big a part in broadcasting as AM has in the past; we also feel that we are a part of radio in general and not a small segment of the industry. KFN-B-FM has made a place for itself in radio in Oklahoma. The Oklahoma City metropolitan area at the present time has a total of 16 stations on the air, both AM and FM. One national rating service gives KFN-B-FM a tie for fourth in the total market.

We think that much of the audience listening to FM today are fugalists, so to speak, from much of the noise and clutter that is heard on most AM stations now. But we also feel that many of the features on AM were once considered taboo on FM such as strong promotions. This can be used successfully.

Promotion Minded

To celebrate our Fifth Anniversary, we run a month-long promotion. While our prices are not as great as some of our AM competitors offer, the lure of FM stereo console, FM Motorola stereo car radio, FM/AM transistor portable radios, hundreds of record albums, theater tickets, and Diet Rite Cokes produced thousands of entries. FM audiences are just as interested in contests as AM audiences.

You can be sure that we let our advertisers and advertising agencies know about the mail we received on the contest. KFN-B-FM is radio and that is the way we present it in our sales efforts. We are competing for the advertisers dollars, not on the basis of "are we AM or FM," but how many homes we can deliver and how good a selling job we can do for our advertisers. We try to point out the strong influence, a better income and a higher education level with more spendable income. Our efforts have paid off in the last several months and we expect our sales will continue upward.

KFN-B-FM is a middle-of-the-road, up-tempo station. We aim for an audience beginning at 20 years through the 40's, but try to remember we have a lot of good, loyal listeners in the over-40 group and try to keep them happy, too. We program a great deal from Billboard's Easy Listening Chart for today's music, and mix in a good amount of older popular standards. We also play a great deal of request numbers especially during the evening hours. Since we are on the air 24 hours-a-day, this is the basic format around-the-clock. However, we do let our all-night man play some numbers we can't program during the day.

Extra Coverage

Of the 23 Oklahoma Community Antenna Television Stations that carry an Oklahoma City FM signal, KFN-B-FM is on 20 and exclusively on 14 of the systems. KFN-B-FM thus gets into some areas where our reception would be, at best, low-grade. This also delivers our advertiser's message in other areas of the State as a bonus. This, we also point out to agencies and advertisers.

KFN-B-FM is owned and operated by the First National Broadcasting Corporation. Virgil A. Parks is president of the corporation and it is largely due to his efforts and belief in FM that KFN-B-FM is on the air today. Richard Corner is program director and signed the station on the air five years ago. The staff consists of 10 part-time employees and several part-time, on-air announcers. KFN-B-FM is on the air 24 hours-a-day with 100,000 watts of power. We have a "five" operation except for some special programming which we produce as we write.

Radio-TV Mart

RATES

REGULAR CLASSIFIED: 25c o. word. Minimum charge $1.00.

DISPLAY CLASSIFIED: 1 inch, $3.00.

Box space $1.00 per word. Box must be paid in advance. Box size: 2½"h X 3½"w X 1/4"d.

AD COPY: Must be typewritten. No telephone copy accepted.

TURNOVER CLASSIFIED: 50c service charge per insertion. Allow 10 words total 25¢.

TURNOVER DISPLAY CLASSIFIED: Minimum $7.50 per insertion. Allow 10 words total 50¢.

Payment due 5 days prior to date of issue. Account must be accompanied by cleared check or money order.

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CAMPUS RADIO PERSONALITY: 1975 YR., B.S. COMM. "RATED No. 1" FOR 3 YEARS, "RATED No. 1" IN 1975 ON BEAT. For 1976 voted 1ST BEST FM STATION IN CITY BY STUDENTS & FACULTY. CONTACT: sleeping room, 621 North, Elmhurst University, Elmhurst, Ill. 60126.

UNION/STUDENT RADIO PERSONALITY: 1975 YR., B.S. COMM. "RATED NO. 1" FOR 3 YEARS, "RATED NO. 1" IN 1975 ON BEAT. For 1976 voted 1ST BEST FM STATION IN CITY BY STUDENTS & FACULTY. CONTACT: sleeping room, 621 North, Elmhurst University, Elmhurst, Ill. 60126.

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Joel's name on the marquee, top billed in the smash musical hit "Cabaret," says it all. Anything that was left unsaid in his unanimous rave reviews the morning after opening night, or the night Joel walked off with Broadway's coveted Tony award, leaving a lasting image in the minds of millions of TV viewers.

That same star quality is indelibly etched in Joel Grey's showstopping Columbia recordings. Maybe you've caught compelling performances before. But until you listen to Joel—in the words of another great showman—"You ain't heard nothin' yet!" Hear Joel on a new single:

'Willkommen'

And in the Original Cast Album: "Cabaret" KOL 6640/KOS 3040 Starring Joel Grey, on COLUMBIA RECORDS®
TOP SELLING R&B SINGLES

<table>
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<th>Title, Artist, Label, No. &amp; Pos.</th>
<th>Weeks on Chart</th>
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<td>1</td>
<td>NEVER LOVED A MAN WHO WOULD LOVE ME</td>
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<td>2</td>
<td>TEMPTATIONS' &quot;LIVE&quot;</td>
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<td>3</td>
<td>THE TEMPTATIONS' GREATEST HITS</td>
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<td>4</td>
<td>GARLAND'S &quot;I'M YOUR WOMAN&quot;</td>
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<td>5</td>
<td>SUPREME'S &quot;SING HAIL, DOZER&quot;</td>
<td>56</td>
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<tr>
<td>6</td>
<td>LET'S DO IT</td>
<td>19</td>
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<tr>
<td>7</td>
<td>FOUR TOPS LIVE</td>
<td>22</td>
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<tr>
<td>8</td>
<td>KING &amp; QUEEN</td>
<td>12</td>
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<tr>
<td>9</td>
<td>HERBIE, HERBIE, HERBIE</td>
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<td>CALIFORNIA DREAMIN'</td>
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<td>ALONG WITH THE WAVES</td>
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<td>WICKED PECFECT</td>
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<td>TAPES &amp; STRINGS</td>
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<td>MARRION'S &quot;RIDE&quot;</td>
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<td>20</td>
<td>AMERICAN趙HEAT</td>
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<td>21</td>
<td>NICE TO MEET YOU</td>
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<td>22</td>
<td>BEYOND THE BLUE</td>
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TOP SELLING R&B LP's

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<tr>
<td>4</td>
<td>GARY'S &quot;I'M YOUR WOMAN&quot;</td>
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<tr>
<td>5</td>
<td>SUPREME'S &quot;SING HAIL, DOZER&quot;</td>
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<tr>
<td>9</td>
<td>HERBIE, HERBIE, HERBIE</td>
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... (more entries follow)

WOR-FM, Runs Poll On Popular Music

NEW YORK — WOR-FM, a stereo rock 'n' roll station, is conducting a continuous poll of college students to determine the "cliques" of contemporary music. Billed as the "College Music Hall of Fame," the station will announce the results of the poll May 20-23. Nomination records will be played by college students during the period. The results will be published in Billboard on May 30.

Radio-Tele programing

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A NEW RECORDING STUDIO is not offices and sound studios and equipment. It is people. People with ideas . . . creative people . . . people with talent and know-how. At Barrington Recordings people with ideas . . . creative people . . . have come together to bring you "Tradition In Sound." This new and exciting dimension in the recording industry is a return to a product of quality. A product of quality that is combined with new ideas for showcasing; for sound; for a new direction in listening.

JUST RITA! With a voice and writing talents that set this fresh 18 year old apart from the commonplace. Beautifully supported by the superb production skills of Shelby Singleton, her first release—"Lullaby" b/w "This Must Be Love" proved to be an excellent example of this young lady's talents. She's been signed to an exclusive long term contract by Barrington Records . . . and just Rita is just the first of many new talents that will be heard on Barrington Records.

BARRINGTON RECORDINGS extends an open invitation to all D.J.'s, distributors and artists to get to know us better. Our studios, which are now being completed in the gently rolling hills of Barrington, will be well worth any trip. Right now, write, phone or visit our new offices for full details on Barrington Records "Tradition in Sound.

304 SOUTH HAGER STREET • BARRINGTON, ILLINOIS 60010
## Billboard Top LP's

**For Week Ending May 13, 1967**

### Star Performers

- LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

### Chart Information

- Discos of America
- Sales of 18 million dollar LP's

### Top LP's

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<tr>
<th>Rank</th>
<th>Title</th>
<th>Artist</th>
<th>Sales</th>
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<tr>
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<td>&quot;GLADYS&quot;</td>
<td>Gladys Knight</td>
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<td>2</td>
<td>&quot;MOM&quot;</td>
<td>Papa &amp; Mama</td>
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<td>&quot;THE BEST OF THE LOVIN' SENSATION&quot;</td>
<td>The Lovin' Spoonful</td>
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<td>&quot;MY CUP RUNNETH OVER&quot;</td>
<td>Bob Dylan's Greatest</td>
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<td>5</td>
<td>&quot;DR. ZYX&quot;</td>
<td>Dr. Zyx</td>
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<td>6</td>
<td>&quot;THE SOUND OF MUSIC&quot;</td>
<td>Sergio Mendes</td>
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<td>7</td>
<td>&quot;THE MONKEES&quot;</td>
<td>The Monkees</td>
<td>35</td>
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<td>8</td>
<td>&quot;I NEVER LOVED A MAN THE WAY I DO&quot;</td>
<td>Melba Montgomery</td>
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<td>&quot;THE TEMPTATIONS!&quot;</td>
<td>The Temptations</td>
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<td>10</td>
<td>&quot;A MAN AND A WOMAN&quot;</td>
<td>The Righteous Brothers</td>
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<td>11</td>
<td>&quot;MADE IN AMERICA&quot;</td>
<td>The Righteous Brothers</td>
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<td>&quot;BETWEEN THE BUTTONS&quot;</td>
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<td>14</td>
<td>&quot;S.R.O.&quot;</td>
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<td>15</td>
<td>&quot;THERE'S A KIND OF HUSH ALL OVER THE WORLD&quot;</td>
<td>The Righteous Brothers</td>
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<td>&quot;SIBERT MEMORIES&quot;</td>
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<td>21</td>
<td>&quot;CONGO PLACES&quot;</td>
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<td>&quot;SAY IT WITH YOUR HEART&quot;</td>
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<td>23</td>
<td>&quot;FRANCIS ALBERT SINITRA-ANTONIO CARORIO&quot;</td>
<td>Francis Albert Sinitra</td>
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<td>&quot;LOU RAWLS SOULIN'&quot;</td>
<td>Lou Rawls</td>
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<td>25</td>
<td>&quot;MAN OF LA MANCHA&quot;</td>
<td>Man of La Mancha</td>
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<td>&quot;CARRITN' ON&quot;</td>
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<td>27</td>
<td>&quot;MERCY, MERCY, MERCY&quot;</td>
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<td>&quot;RHYTHMS FOR YOUNG LOVERS&quot;</td>
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<td>&quot;BOOTS WITH STRINGS&quot;</td>
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<td>&quot;PASLEY, SAGE, ROSEMARY AND TONY&quot;</td>
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<td>Man of La Mancha</td>
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<td>&quot;SUPPER SONGS&quot;</td>
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<td>&quot;SPIRIT OF '66&quot;</td>
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<td>&quot;CARABUS&quot;</td>
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<td>&quot;IN CASE YOU'RE IN LOVE&quot;</td>
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<td>&quot;WHY IS THERE A?&quot;</td>
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<td>&quot;AMY&quot;</td>
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<td>&quot;THE MAMAS AND THE PAPAS&quot;</td>
<td>Man of La Mancha</td>
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### Additional Information

- Compiled from various retail sources by the Record Industry Assn. of America
- Weekly sales of 18 million dollar LP's

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For more information or to purchase a subscription, visit [www.americanradiohistory.com](http://www.americanradiohistory.com).
NEW ALBUMS
FROM
DECCA BRUNSWICK LHI

FOR MAY

A BARBERSHOP SING
FRED Waring & The Pennsylvanians
DL 4875 (M)
DL 74875 (S)

MOVING ON
Lenny Dee
DL 4880 (M)
DL 74880 (S)

CARMEN CAVALLARO - MAGIC MEDLEYS
Carmen Cavallaro
DL 4878 (M)
DL 74878 (S)

VERN TUBE - ANOTHER STORY
ERNEST TUBE
DL 4867 (M)
DL 74867 (S)

CLAUDE GRAY SINGS
Claude Gray
DL 4832 (M)
DL 74832 (S)

WARNER MACK DRIFTING APART
Warner Mack
DL 4889 (M)
DL 74889 (S)

McAfee CIGAR TODAY!
Kaye Light Today
DL 4861 (M)
DL 74861 (S)

BONE CHANCE & CORIN CAPE
Gene Chandler - The Girl Don't Care
DL 50124 (M)
DL 750124 (S)

MANNY ROMAN - TRAS
DL 4870 (M)
DL 74870 (S)

ECHOES OF LOVE
George Feller
DL 4858 (M)
DL 74858 (S)

50's AMERICAN MAN & APPLE PIE
1961 CRASH BAND
E 72801 (M)
E 72801 (S)

AVAILABLE AT ALL DECCA BRANCHES

FRED Waring, A BARBERSHOP SING
CARMEN CAVALLARO, MAGIC MEDLEYS
VERN TUBE, ANOTHER STORY
ERNEST TUBE
CLAUDE GRAY SINGS
WARNER MACK, DRIFTING APART
KAYE LIGHT TODAY
GENE CHANDLER, THE GIRL DON'T CARE
MANNY ROMAN, TRAS
GEORGE FELLER, ECHOES OF LOVE
50's AMERICAN MAN & APPLE PIE
1961 CRASH BAND

Monaural (M) Stereo (S)
DADDY BEST PRESENTS: A PRODUCT OF KOPPELMAN/RUBIN ASSOCIATES

EXCLUSIVELY DISTRIBUTED BY WARNER BROS. RECORDS
WHEN THE GOOD SUN SHINES

PRODUCED BY: GARY KLEIN
A Project of
KOPPELMAN RUBIN ASSOCIATES
**TOP LP's - Continued from page 36**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<td>THE MARVELLETTES</td>
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<td>I'LL TAKE CARE OF YOUR CARES</td>
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<td>ROGER</td>
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<td>TONY MAKES IT HAPPEN!</td>
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<td>HAPPINESS IS DEAR MARTIN</td>
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<td>I'M A LONESOME PIGEON</td>
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<td>JIMMY RUFFIN SINGS KISS ME</td>
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<td>203</td>
<td>SUGAR &amp; SPICE</td>
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**CLASSICAL SPOTLIGHT**

**POLJENC: THE MODEL ANIMALS/SAINTE-SAVIENS**

**CARNIVALS OF THE ANIMALS**
Classini: Weissenberg, Paris Conductive Orch, Parnes. Angel 36401; EMI 35340 (S)

**SUMMER'S ECHOES**

**OPERA SPOTLIGHT**

**SCHEHERAZADE**

**CONCERT ARTS ORCH. (LEIDENBERG)**
Cupido F 860 (M) 860 (S)

**JAZZ SPOTLIGHT**

**SCHERERAZADE**

**TCHAIKOVSKY: BALLET SUITES (3 LPs)**
Yehudi Menuhin/Philadelphia Orch. (Karas) Decca 66161 (M); SIC 2001 (S)

**POPULAR SPECIAL MERIT**

**SPECIAL MERIT PICKS**

**SIDE TRIPS**

**ALBUM REVIEWS ON BACK COVER**

(Continued on page 42)

**MAY 13, 1967, BILLBOARD**
NOW THE ALBUM YOU'VE BEEN WAITING FOR PARLO LP 1

TELL IT LIKE IT IS AARON NEVILLE

CONTAINING— THE SMASH HIT SINGLE TELL IT LIKE IT IS AND AARON'S NEW SINGLE SHE TOOK YOU FOR A RIDE

DISTRIBUTED BY DOVER RECORDS N.O., LA. 70130
**NEW ALBUM BREAKOUTS**

**REVENGE**
Bill Cosby, Warner Bros. W 1691 (M); WS 1 691 (S)
(925-0169-3), (925-1691-5)

**PAUL REVERE & THE RAIDERS GREATEST HITS**
Kapp/CBS 2663 (M), KCS 9462 (5) (250-0463-3), 250-09462-5)

**NEW ACTION LP's**
These new albums, not yet on Billboard's Top LP's chart, feature artists getting their first big break on the market.

**EVERY OTHER MOTHER'S SON**
AGM S 447 (M); SD 447 (5) (60-0427-11)

**SAX SATURATION**
Various Artists, Song Bird 856-006 (M)

**HARD RIDE FROM THE MIDNIGHT EAST**
MCA 161 (M); Columbia CL 364 (S)

**LOUIS ARMSTRONG'S GREATEST HITS**
Vanguard 628 (M); CS 928 (S)

**JANNTY-JOLLY**
The New York Brass Quintet, Capitol T 2716 (M); ST 2716 (S)

**THE BEST OF WAYNE KNEE**
Cowan/Sony Special Products LP 127-3 (M); LP 127 (S)

**APPLE RIVER**
Carlton-American Folk LP 217 (M); Portland 217 (S)

**I RECALL**
Various Artists, Mel-o-Disc APL 2173 (M); April 675 (S)

**LUSI & LOVELY**
Various Artists, Mel-o-Disc APL 2176 (M); April 675 (S)

**HAYVEN: MAMS IN TIME OF WAR**
Michael Zager, Warner Bros. W 940 (M); W 940 (S)

**PANSI MUSIC OF DERUBYS**
John Pan, Ede LC 3496 (M); BC 1344 (S)

**I LIKE DERUBYS**
Various Artists, Capitol P 8813 (M); SP 8813 (S)

**THE TREASURY OF GREGORIAN CHANT**
Various Artists, Everest 5013 (M); Everest 5013 (S)

**20TH CENTURY MUSIC FOR SOLO Soprano**
Various Artists, CBS 2663 (M); CBS 9462 (5) (250-0463-3), 250-09462-5)

**THE QUIET DREAMER**
Various Artists, Everest 3564 (M); Everest 3564 (S)

**7 KENNY'S OF THE O.K. MIX**
Various Artists, Everest 5869 (M); SP 5869 (S)

**LOW PRICE CLASSICAL**
Chopin: Concerto No. 2. MENDELSSOHN, CONCERTO NO. 1. (M); (S)

**OFFICIAL BAND**
MCA 161 (M); Columbia CL 364 (S)

**MAGNIFICAT**
Various Artists, Columbia CL 364 (M); Columbia CL 364 (S)

**INTERNATIONAL SPECIAL**
**Music Shed Sets 24 Programs**
LEXON, Mass.—The 24-program Music Shed schedule at the Boston Symphony Orchestra's Tanglewood Berkshire Festival begins on June 30 with pianist Malcolm Frager and violinist Yvonne Lenman as soloists, Erich Leinsdorf, music director of the festival, will conduct 16 of the programs, including the opener. Other conductors will be Rafael Kubelik, William Steinberg, Gunther Schuller, Seiji Ozawa, Leonard Slatkin, and Jorge Meister.

Among other pianists are Van Cliburn, Frank Edwards, John Browning, Lillian Kallir, Vladimir Ashkenazy, Theodore Letinsky, and Renato Cellini. Vocal soloists will include Helen Rankin, Jay Smith, Phyllis Curtin, Marilyn Horne, Beverly Wolf, Martha Arroyo, Florence Koenig, George Shirley, Elio Flagello and Micheleubbie.

**MAY 13, 1967, BILLBOARD**
Melodyia to Plug New Talent

LONDON Completes Dvorak Cycle

Perhaps a more notable slow movement than in "Symphony No. 4" is the Adagio of "Symphony No. 3," often an afterthought of any of the symphonies. The moving melancholy sections are less notable than others, but the thematic development is impressive following the Andante with its reference to "Tannhauser." The third of the three, "Carnival," is on the "Symphony No. 6" album.

London Treasury Series Goes Into Second Round

NEW YORK—An eighth album release, the second for the new London Stereo Treasury Series, is slated within a week. Included are catalog restorations of two titles not now available, and the first stereo first edition discs previously available in the United States in monaural as usual, all discs in the low-price line will be released only in stereo.

The catalog restorations are essence English music at New York University last Wednesday. Pianist Vivian Rikvica performed the first ever stereo recordings of the concertos by Schubert, Schumann, and Schumann on the New York University Orchestra Society'sKodak stereo label. The Symphony Orchestra of the New York Philharmonic will make its second album release, this time with Alan Shader at the piano. The composer conducting is Zoltan Serdany, and the guest conductor is Zoltan Serdany, and the guest conductor is Zoltan Serdany.
Minneapolis—A 20-concert season is set for the Minneapolis Symphony, including the American premiere of a new choral work by Polish composer Krzysztof Penderecki, "The Passion and Death of Jesus Christ According to St. Luke," S. Jan- islaw Skrowaczewski, music director of the orchestra, told the news media at a recent meeting.


**BEST SELLING CLASICAL LP's**

This Week Title, Artist, Label & No. Weeks on Chart

1 angel
2 mahler: symphony no. 8 (12" lp)
3 wagner: Tristan und Isolde (12" lp)
4 beethoven: symphony no. 9 (2lp)
5 mahler: symphony no. 1 (2lp)
6 mozart: piano concerto no. 20 (1lp)
7 brahms: violin concerto (1lp)
8 tchaikovsky: symphony no. 5 (1lp)
9 bach: cantata no. 147 (1lp)
10 strauss: soprano concerto (1lp)
11 mozart: flute concerto no. 2 (1lp)
12 tchaikovsky: symphony no. 4 (1lp)
13 mozart: piano concerto no. 23 (1lp)
14 brahms: symphony no. 2 (1lp)
15 beethoven: symphony no. 7 (1lp)
16 mozart: clarinet concerto (1lp)
17 brahms: symphony no. 1 (2lp)
18 chopin: nocturnes (2lp)
19 tchaikovsky: symphony no. 6 (1lp)
20 rachmaninoff: piano concerto no. 2 (1lp)
21 rachmaninoff: Vocalise (1lp)
22 rachmaninoff: piano concerto no. 3 (1lp)
23 rachmaninoff: symphony no. 3 (1lp)
24 rachmaninoff: sonata no. 2 (1lp)
25 rachmaninoff: symphony no. 4 (1lp)
26 rachmaninoff: symphony no. 5 (1lp)
27 rachmaninoff: symphony no. 6 (1lp)
28 rachmaninoff: symphony no. 7 (1lp)
29 rachmaninoff: symphony no. 8 (1lp)
30 rachmaninoff: symphony no. 9 (1lp)
31 rachmaninoff: symphony no. 10 (1lp)
32 rachmaninoff: symphony no. 11 (1lp)
33 rachmaninoff: symphony no. 12 (1lp)
34 rachmaninoff: symphony no. 13 (1lp)
35 rachmaninoff: symphony no. 14 (1lp)
36 rachmaninoff: symphony no. 15 (1lp)
37 rachmaninoff: symphony no. 16 (1lp)
38 rachmaninoff: symphony no. 17 (1lp)
39 rachmaninoff: symphony no. 18 (1lp)
40 rachmaninoff: symphony no. 19 (1lp)
41 rachmaninoff: symphony no. 20 (1lp)
42 rachmaninoff: symphony no. 21 (1lp)
43 rachmaninoff: symphony no. 22 (1lp)
44 rachmaninoff: symphony no. 23 (1lp)
45 rachmaninoff: symphony no. 24 (1lp)
46 rachmaninoff: symphony no. 25 (1lp)
47 rachmaninoff: symphony no. 26 (1lp)
48 rachmaninoff: symphony no. 27 (1lp)
49 rachmaninoff: symphony no. 28 (1lp)
50 rachmaninoff: symphony no. 29 (1lp)

**BEST SELLING SEMI-CLASSICAL LP's**

This Week Title, Artist, Label & No. Weeks on Chart

1 gershwin: rhapsody in blue
2 rachmaninoff: symphony no. 1
3 rachmaninoff: symphony no. 2
4 rachmaninoff: symphony no. 3
5 rachmaninoff: symphony no. 4
6 rachmaninoff: symphony no. 5
7 rachmaninoff: symphony no. 6
8 rachmaninoff: symphony no. 7
9 rachmaninoff: symphony no. 8
10 rachmaninoff: symphony no. 9
11 rachmaninoff: symphony no. 10
12 rachmaninoff: symphony no. 11
13 rachmaninoff: symphony no. 12
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15 rachmaninoff: symphony no. 14
16 rachmaninoff: symphony no. 15
17 rachmaninoff: symphony no. 16
18 rachmaninoff: symphony no. 17
19 rachmaninoff: symphony no. 18
20 rachmaninoff: symphony no. 19
21 rachmaninoff: symphony no. 20
22 rachmaninoff: symphony no. 21
23 rachmaninoff: symphony no. 22
24 rachmaninoff: symphony no. 23
25 rachmaninoff: symphony no. 24
26 rachmaninoff: symphony no. 25
27 rachmaninoff: symphony no. 26
28 rachmaninoff: symphony no. 27
29 rachmaninoff: symphony no. 28
30 rachmaninoff: symphony no. 29
31 rachmaninoff: symphony no. 30
32 rachmaninoff: symphony no. 31
33 rachmaninoff: symphony no. 32
34 rachmaninoff: symphony no. 33
35 rachmaninoff: symphony no. 34
36 rachmaninoff: symphony no. 35
37 rachmaninoff: symphony no. 36
38 rachmaninoff: symphony no. 37
39 rachmaninoff: symphony no. 38
40 rachmaninoff: symphony no. 39
41 rachmaninoff: symphony no. 40
42 rachmaninoff: symphony no. 41
43 rachmaninoff: symphony no. 42
44 rachmaninoff: symphony no. 43
45 rachmaninoff: symphony no. 44
46 rachmaninoff: symphony no. 45
47 rachmaninoff: symphony no. 46
48 rachmaninoff: symphony no. 47
49 rachmaninoff: symphony no. 48
50 rachmaninoff: symphony no. 49

**Classical Notes**

NEW YORK — Baritone James Pease died at the Lincoln Memorial Convalescent Home on April 26. He was 64. Pease was born in New York City Opera Company in 1930. He sang at the Metropolitan Opera and on various concert tours. He was the father of actress Lauren Bacall and singer Telephone Fenderick.

**Minn. to Bow Polish Work**

BERLIN—Deutsche Grammophon is planning massive auditions in the late fall to select the most talented musicians. Seven of the 10 musicians in the orchestra have Polish ties.

The Berlin Philharmonic's expansion program is designed to boost the sale of its records. The Philharmonic will give 15 concerts in Berlin each season, and will present a major benefit concert in New York.

In addition to concerts in various European countries, the orchestra will perform in the U.S. on tour.

**James Pease Dies**

NEW YORK — Baritone James Pease died at the Lincoln Memorial Convalescent Home on April 26. Pease was 64. Pease was born in New York City Opera Company in 1930. He sang at the Metropolitan Opera and on various concert tours. He was the father of actress Lauren Bacall and singer Telephone Fenderick.
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The great pianist Vladimir Horowitz offers a magnificent successor to his best-selling, chart-making, award-winning "Horowitz at Carnegie Hall."

**HOROWITZ IN CONCERT**
Recorded at his 1966 Carnegie Hall recitals

- Haydn: Sonata in F Major
- Schumann: Blumenstück, Op. 19
- Scriabin: Sonata No. 10, Op. 70
- Debussy: L'Isle Joyeuse
- Mozart: Sonata in A Major, K. 331
- Chopin: Nocturne in E Minor, Op. 72, No. 1
- Chopin: Mazurka in B Minor, Op. 33, No. 4
- Liszt: Vallée d'Obermann

Check your stock for all Horowitz releases on Columbia:

M2L 357/M2S 757 A 2-Record Set

Vladimir Horowitz/The Sound of Genius on COLUMBIA RECORDS
Buck Owens, Troupe To Do Macy Shows

NEW YORK — Buck Owens and his Buckaroos will move into Macy's Department Store here on Wednesday (10) to headline at its Country Coral. Owens and his troupe will do two shows each performance running about 30 minutes.

During the first performance, scheduled for 4 p.m., the group will be featured in a set built at the Country Coral for Owens' appearances. Owens and his band are in New York especially for this appearance to promote his new album, which has been co-produced by the promotion.

Whitey Ford Sets Agency

NASHVILLE — Whitey Ford, the "Duke of Paducah," has opened the Brentwood Advertiser, a new agency for country music. The firm will produce custom tailored records, which will include custom tailoring by Whitey Ford. The agency is run by Whitey Ford and his nationally known country music stars.

More Talent Agency here has made available to the firm a number of major recording artists, including Red Sovine, Little Jimmy Dickens, Maxine Travis, Wayland Jennings, Grandpa Jones, Billy Walker, and the Duke of Paducah. The agency is expected to open a recording studio in Paducah, which will serve as the headquarters of the new agency.

The programs were taped at the Armed Forces radio service studio in Hollywood, and were produced by Bill Beisel, under the supervision of Robert L. Neiman, chief of the production department of AFRTS. The first show, which will be broadcast on AFRTS, will feature the "Grand Ole Opry." The programs were taped at the Armed Forces radio service studio in Hollywood, and were produced by Bill Beisel, under the supervision of Robert L. Neiman, chief of the production department of AFRTS. The first show, which will be broadcast on AFRTS, will feature the "Grand Ole Opry."

Country Seg On WBLR

BATESBURG, S. C. — WBLR (1340 AM) has announced a 10-week country music show on Saturdays starting March 20. The show will be hosted by station manager Jack Donn.

The show is held in association with the station's country music network and runs for 60 minutes. The show features local and national country music artists.

KBOX Jockeys CMA Members

DALLAS — KBOX Radio, the second largest country music outlet for Dallas, has given four of its jockeys memberships in the Country Music Association (CMA). The station, in addition to its organizational membership, also has had its jockeys listed in the CMA membership directory.

Col. Employees Donate to CMA

NASHVILLE — Thirty-five Columbia Records employees have contributed $300 to the President's Fund for the Country Music Hall of Fame and Museum.

Outstanding talent and a great sound. This is the combination of two prominent brothers, country-western singers, who have been making "I've Got a Beat on My Heart" for the past two years. "I Know it's Wrong..." by Bob & Jerry, is scheduled to be released on Columbia Records in March. The duo, composed of Bob and Jerry, have been working on their new album, "I Know it's Wrong..." for the past two years. The album features songs by Bob & Jerry, and will be released on Columbia Records in March.
Thanks, Hank!

JEANNIE SEELY

JEANNIE SEELY SINGS A 12 SONG SALUTE TO HANK COCHRAN

A WANDERIN' MAN
A LITTLE BITTY TEAR
FUNNY WAY OF LAUGHIN'
A LONG WAY FROM HOME
EVERYTHING I HAD
THESE MEMORIES
I WANT TO GO WITH YOU
SOMEONE'S WAITING
I LIE A LOT
ME TODAY AND HER TOMORROW
DON'T YOU EVER GET TIRED
MAKE THE WORLD GO AWAY

JUST RELEASED... THE '67 LP GIANT!

Thanks, Hank!

(MONUMENT MLP 8073 / SLP 18073)

Jeannie Seely is another reason why monument is artistry

NASHVILLE / HOLLYWOOD
**Country Music**

**HOT COUNTRY SINGLES**

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
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</thead>
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<td>38</td>
<td>LOVE MAKES THE WORLD GO AROUND</td>
<td>Buck Owens, Decca 32006 (Walti, M&amp;W)</td>
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<td>39</td>
<td>37</td>
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<td>Ferlin Husky, Capitol 3582 (Walti, M&amp;W)</td>
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<td>40</td>
<td>57</td>
<td>MMM SPARK</td>
<td>Leroy Anderson, RCA Victor 9164 (4 St, BMI)</td>
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<td>41</td>
<td>43</td>
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<td>Ray Price, Mercury 72656 (Varada, BMI)</td>
<td>2</td>
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<td>42</td>
<td>42</td>
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<td>Williams Brothers, Decca 32127 (Sherm, BMI)</td>
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<td>43</td>
<td>39</td>
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<td>Jeanie Smith, Monument 909 (Pepster, BMI)</td>
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<td>44</td>
<td>44</td>
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<td>John Campbell, RCA Victor 9091 (Picato, BMI)</td>
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<td>58</td>
<td>58</td>
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<td>Johnny Carter, Columbia 45025 (Hardin, BMI)</td>
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<tr>
<td>52</td>
<td>52</td>
<td>I KNOW ONE</td>
<td>Charlie Pride, RCA Victor 9162 (Jack, BMI)</td>
<td>3</td>
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<tr>
<td>59</td>
<td>59</td>
<td>BOTH SIDES OF THE LINE</td>
<td>Waylon Jennings, Capitol 2008 (ASAP)</td>
<td>7</td>
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<td>48</td>
<td>48</td>
<td>GOODBYE CITY, GOODBYE</td>
<td>Waylon Jennings, Capitol 2008 (ASAP)</td>
<td>7</td>
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<td>56</td>
<td>56</td>
<td>I Couldn't See</td>
<td>George Morgan, Starday 804 (Starday, BMI)</td>
<td>3</td>
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<tr>
<td>60</td>
<td>60</td>
<td>DOARIN AGAIN</td>
<td>Williams Brothers, Decca 32126 (Sherm, BMI)</td>
<td>2</td>
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<tr>
<td>51</td>
<td>51</td>
<td>CONSCIENCE KEEP AN EYE ON ME</td>
<td>Norna Jean, RCA Victor 9142 (Picato, BMI)</td>
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<tr>
<td>62</td>
<td>62</td>
<td>WATCHMAN</td>
<td>Clarence Ray, Columbia 44015 (Cedarwood, BMI)</td>
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<tr>
<td>53</td>
<td>53</td>
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<td>Eddy Arnold, RCA Victor 9193 (Picato, BMI)</td>
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<tr>
<td>68</td>
<td>68</td>
<td>YOULL GOTTA BE PUTTING ME ON</td>
<td>Lefty Frizzell, Columbia 44023 (Cedarwood, BMI)</td>
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<tr>
<td>69</td>
<td>69</td>
<td>MERRY BLUE</td>
<td>Rudy Arnold, RCA Victor 9182 (Elmor)</td>
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<td>54</td>
<td>54</td>
<td>BLAME IT ON MY DO WRONG</td>
<td>Elviene Arnold, United Artists 32128 (Blue Creek, BMI)</td>
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<tr>
<td>65</td>
<td>65</td>
<td>RUTHLESS</td>
<td>Statler Brothers, Columbia 44070 (Tee, BMI)</td>
<td>1</td>
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<tr>
<td>63</td>
<td>63</td>
<td>LAY SOME HAPINESS ON ME</td>
<td>Bobby Helms, Decca 32037 (Starday, BMI)</td>
<td>3</td>
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<tr>
<td>64</td>
<td>64</td>
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<td>Bobby Austin, Capitol 9087 (Cedarwood, BMI)</td>
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<td>62</td>
<td>62</td>
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<td>June Carter, Decca 32117 (Searl, BMI)</td>
<td>1</td>
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<tr>
<td>54</td>
<td>54</td>
<td>RANVILLE CATS</td>
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<td>68</td>
<td>68</td>
<td>YOU CAN STEAL ME</td>
<td>Bonnie Carter, Oct 17007 (Jack, BMI)</td>
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<tr>
<td>64</td>
<td>64</td>
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<td>Jack Snow, RCA Victor 9194 (Starday, BMI)</td>
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<td>74</td>
<td>74</td>
<td>RAMBLIN MAN</td>
<td>Ray Pennington, Capitol 3585 (Pepster, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>65</td>
<td>65</td>
<td>ON THE OTHER HAND</td>
<td>Charlie Louvin, Capitol 2012 (Cedarwood, BMI)</td>
<td>2</td>
</tr>
<tr>
<td>63</td>
<td>63</td>
<td>PRETTY GIRL, PRETTY CLOTHES, PRETTY SAD</td>
<td>King Price, Decca 1016 (Wilderness, BMI)</td>
<td>1</td>
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<tr>
<td>60</td>
<td>60</td>
<td>I SHOULD GET AWAY FOR A WHILE</td>
<td>Carl Smith, Columbia 44052 (Cedarwood, BMI)</td>
<td>2</td>
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<tr>
<td>67</td>
<td>67</td>
<td>HAPPINESS MEANS YOU</td>
<td>Caro Carr, RCA Victor 9196 (Picato, BMI)</td>
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<tr>
<td>75</td>
<td>75</td>
<td>I HEAR IT NOW</td>
<td>Browns, RCA Victor 9193 (Blackwood, BMI)</td>
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<td>60</td>
<td>60</td>
<td>YOU'RE PUTTIN ME ON</td>
<td>Pat Stinnet, Patst 104 (Starday, BMI)</td>
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<td>70</td>
<td>70</td>
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<td>Archie Campbell, Decca 32075 (Walti, BMI)</td>
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<td>72</td>
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<td>LAST TRAIN TO CORDOVA</td>
<td>Sonny James, RCA Victor 9115 (Radio City, BMI)</td>
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<td>61</td>
<td>61</td>
<td>HAPPY DAYS</td>
<td>Charlie Louvin, Capitol 2020 (Cedarwood, BMI)</td>
<td>2</td>
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<tr>
<td>71</td>
<td>71</td>
<td>LITTLE OLD WINE DRINKER</td>
<td>Robby Robertson, Monument 909 (Pepster, BMI)</td>
<td>5</td>
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<tr>
<td>70</td>
<td>70</td>
<td>YOU CAN TAME ME</td>
<td>Andy Stotler, Capitol 9098 (Central, BMI)</td>
<td>4</td>
</tr>
<tr>
<td>65</td>
<td>65</td>
<td>RANSVILLE CATS</td>
<td>Jimmy Fdatabase, Decca 32126 (Searl, BMI)</td>
<td>4</td>
</tr>
</tbody>
</table>

**This summit meeting of Country and Folk greats will go down in record-album history.**

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Dallas Frazier

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by George Jones

'WHAT CAN I TELL THE FOLKS BACK HOME'
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'WANTING YOU BUT NEVER HAVING YOU'
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OF THE LINE
b/w Famous Last Words
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Capitol 5831

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Hollywood, Calif. 90028

Personal Management:
Jack McFadden
Omac Artists Corp.
403 Chester Ave.
Bakersfield, Calif. 93303
Vogue Bucks French Slump; Sale 30% Ahead of 1966

By MIKE HENNESSEY

PARIS—Despite a general French slump in record sales, Vogue is currently riding the crest of a high-profile exhibition of very long-playing records from Frank and Nancy Sinatra ("Some-thing 'Stupid"), Petula Clark ("This Is My Song") and Barry Manilow ("There Isn't Anybody Else Like Me"). Vogue chief Leon Cabat said the company’s turnover for 1966 was 37 per cent more than 1965, although it projected a rate 30 per cent up on 1966.

The event was an impressive display at its Villeneuve headquarters just outside Paris. A third floor will be added to the existing building and will include a studio where Vogue will produce its own TV films of contract artists.

Said Cabat: "We have already gone into production of TV films in both color and black and white featuring Annette, Françoise Hardy, Sul-ivan, Les Charlots, Jacques Dutronc, Liz Sarain, Cleo and Claude Vo. We have also filmed in Cannes in February and have produced a one-hour film of Françoise Hardy for TV in Australia, New Zealand and the Netherlands. Cabat sees these films as a tremendous catalyst to the production of record sales both in France and abroad and hopes to get simultaneous exploitation of an artist in several different countries before he leaves Paris.

"And at the same time we are building up a valuable film library which will be most useful when video-tapes come in—which may well be as little as two years away." Vogue is producing 13 and 26-minute films which are either given free to TV stations or sold if not. Some are being used by the celebrated photographer Jean-Marie Perrier.

This week sales of "Puppet on a String" (Vogue’s second successful number) which it had the Udo Jurgens winner "Mercie Chérie" last year topped 80,000 copies in the UK alone and 120,000 in Belgiums and the 220,000 mark in Germany, according to Cabat.

He went on to say that the current Jacques Dutronc EP “Fame Les filles,” a 1939, style tune which has had remarkable success in Britain on the Pye label. Also released this week is the EP of the soundtrack of the official French entry for the Cannes Film Festival, "Je Veux," with a score by Jacques Loussier and featuring the British Alan Bown set.

International News Reports

Los Indios Tabajaras Blank Proly Gari, Peer-Southern Music's 30th Anniversary Gala at the New York Athletic Club celebrating Miss Garcia's 30th an-

Rifi 1966 Exports Double

MILAN — Rifi's export turnover in 1966 was double that of 1965, according to a company statement released this week. Top importers of Rifi product were Deutsche Overseas of Germany and Overseas S. A. of Switzerland, followed by Mails, Libya, Liberia, Ethiopia, Iran, Canada and Austria. There were also small exports to record stores selling to Italian communities in the USA and UK. Details of royalty income for 1966 are not yet known, as statements for the fourth quarter from overseas have not come in. But international manager Giuseppe Velona predicts that 1966 royalty figures will be equal to those of 1965. This, he said, can be regarded as a positive result since the 1965 royalties were mainly derived from Mina’s sales in Japan. The 1966 figures, however, will be made up of increased distribution advances and minimum guarantees. A strengthening of the catalog and success at the San Remo Festival have contributed to Rifi’s export boost. At San Remo Rifi had the No. 1 song, "Non Penso ‘Mia" by Ivana Traverso, a "hit producers’ posta" by I Giganti and a third finalist with "E Allara Di" by Giorgio Gaber.

Preiserrecords, Electrotta Link

PARIS — Electrotta has linked up with Preiserrecords of Vienna, a label specializing in folk and overlooked pop and classical. Electrotta will take over part of the label’s repertoire, and the remainder of Preiser-
records’ releases will be available to Electrotta clients through its Aulundordner (AOD) or Special Services.

PHONO MEET SET FOR PARIS

PARIS — For the first time in France, the first annual General Assembly of the International Federation of the Phonograph Industry will be held in Paris. Site is the International Conference Centre here May 22 to 26. Fourteen countries will be sending delegations and the French Academy of Dis will hold a reception for dele-
guage in the third part of the needle.

Medal winner at the World Cup ’66 included the Frenchman Jean-Michel Long of the Deguas team.

Phonogram Plugs Single In Eire

DUBLIN — English singer Harry Nilsson has recorded a 7-inch single in the U.S. in summer of 1965 with "You Turn Me On," which has appeared on an Andrew Studios here, flew in for 7-inch production in New York, cut his new single, "Lucky Jon," in New York, and his "Music Hall" album.

EMI press officer Amos Joseph arranged a guest shot on the show and was impressed with the show, which has a weekly audience of millions.

Polydor Artists To Appear in Poland

HAMBURG—Two Polydor artists will take part in international music festivals at Zoppot, Poland. Peter Kubin will repre-

Phono Meet
Ensemble Deum has received acclaim for its latest recording, "Good Morning England." The album, released on WLR Radio, has been well-received by critics, with daily "Faying the Price" and "Somewhere Else." BILL SACHS

COLOGNE

Teldec is scoring with a sales strategy of using the soundtrack from the "Circus Cäsur von Hong Kong" to promote a string of LPs. Among the LPs is a Chaplin film, "Circus." This has a big market in West Germany, especially with kids, according to the chief buggy. With Glenna Miller, the Universal International Orchestra and the All Stars, it has been played on "A Hoe" record release. "Hoe" is Europe's biggest radio-TV guide with a speculation about five million. 

Philips is packaging operas for the "Vivat Vortals." On "Im Wel- sen Roent." The Italian singer, "Posa," is being advertised as Germany's biggest star, a fixture on German TV.

Hildegarde Neff wrote the text for her latest album, "Hust Mich Fest." (Hold Me Tight.) Nancy and Frank Shatzer's "Song Supply" has racked up big sales in West Germany. "Stupid" is being helped along by the big hit "Ricky" and "Lain and the Lucky Seven from France." The Easybees completed a successful week in France with "Rolling Stones" which has now reached its second week on "Friday on My Mind." and their new UA releases on "Rolling Stones," "Larry Yankel and Redd" Straw visited London for their album,"Born" and "Bert Kaempfert and His Orchestra" have recorded a new single, "Morgen begin die Welt," for his close friend and Polydor Julienne. Fredy Knopf and Kurt have just returned from recording "Alone" at the London's famous "Ocean Studios."

DUBLIN

CINNATI

WLW-radio will host Radio Free Europe program director, Gerald Kruge, and a battery of eight RFE sta- tions representatives from Europe. "Arthur, My Love." Brian will host WLW department heads on current radio trends and programming patterns. RFE broadcasts include Polan, Hungary, Czechoslovakia, Romania, Bulgaria, and Yugoslavia. The RFE team is in town to collect information to gain training on how to meet the "pirate" stations in England and a hot bet at all testosterone.

EVEND"

HAMBURG

Polydor has launched a new series of MPM featuring top dance, music folk, jazz and rhythm and blues. The series includes "My Mind," "Paris Bossa Nova," and "Other Voices." In the Street Where You Live," and "I Didn't Know the Time It Was." Garren also will be featured with his own new album, "My Mind." Following the组成 of Bert Kämpfert on drums, and Jose Manuel Garren will be in conjunction with his Cincinnati en- gagement and recent release of new album, "The Sound of MGM." His new re- cent single on MGM is "Mow" by the "Song Supply" group. Garren comes to Cincinnati following his release of new album, "Circus." "The Sound of MGM" is a fixture on Germany's biggest radio-TV guide with a speculation about five million.

Larry Yankel and Redd Straw visited London for their album, "Born." Bert Kaempfert and His Orchestra have recorded a new single, "Morgen begin die Welt," for his close friend and Polydor Julienne. Fredy Knopf and Kurt have just returned from recording "Alone" at the London's famous "Ocean Studios.

Although it's heading for the top of the chart, the "Diplod's" "Seven Nights" has become a major Mu- dfield by scoring high on Newcom- plaining complaints that the song was "in bad taste." Ricky Valance, whose cover of the Ray Peterson hit "My Love," gave him a No. 1 in England a few years back, has revived it with Exhölland's "Oceans." Five versions of the "Irish Sol- dier" under different names are being marketed in the United States, but the leaders are Pat Lynch and the Shaclaw (Pet) and Danny Boyle (Tribute). C.C. - C.C. April production for Teldec in- cludes "I'm in Love Again" by Grosser Schramm, the Rolling Stones, Herold Franzen with "In Flanders Fields," Wiil Schneider, Nancy and Frank Shatzer, Alphonse, the Papen, the Monkees, Mar- cia, Trii Liper and the Vienna Strings. Teldec has also released singles by Conchita (Ven- tona), Alphonse, Frank and Jaannke (Holland).

Polydor's Freddy Quinn re- cords "Good Morning England" on WLR Radio. Danny will plug the song, which is a 15-minute color TV film of Alan Steel, the singing post- man, as being made for overseas promotion following his record deal with EMI. Decia also released an album for the RCA's Boston Symphony Orchestra and conduc-
From The Music Capitals of the World

**PARIS**

France-Melodie is confident that it will have a hit with "La Chanson de Yohan," the theme song for the latest Les Misérables MGM movie, "The 25th Hour." Written by George Delerue, the song has been recorded by John Williams for the picture, directed by Stanley Kubrick. Lucile Morisse, general manager, conducted the orchestra for the Paris Festival of Italian Song. The Brazilian hit "Trinta" has been recorded here by Osvaldo Ruggiero.

**NEW YORK**

Jack Jones' publishing firm, which has been signed to a 15-year, five-figure profit in its first 10 months of operation with "Adorn Love" and "Snows of Yesterday." Bill Krasnoff, co-author of "Papa's Big Band," will have his article, "The Composer," published in the February issue of the American Composers' Society of the U.S. A., re- presenting the New York publishing, Entertainment, Ad- vertising, and Motion Pictures Managers, Inc. Johnny Tillotson will be featured on ABC-TV's New York State of Mind series.

**TORONTO**

The Sergio Mendes & Brasil '66 orchestra, under the direction of Soo Nyby, will make a special appearance on Merck TV Show. Antonio and the Italian Singing Quartet, which performed at the Eden Roc for a couple of weeks, flew to Detroit. For the first time, the quartet will be featured on ABC-TV's New York State of Mind series.

**SANTO DOMINGO**

Frankie Laine is in town this week to promote his new album "Armed Forces." Shown in 75 minutes, the concert was taped at the Eden Rock by the Eden Roc. For the first time, the concert will be featured on ABC-TV's New York State of Mind series.

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ARGENTINA

[Current Hits (Cont.)]

[Continent local origin]

[This Week's Top 10]

1. PENNY LANE—Beatles (Parlophone)
2. EIGHT EYES—The Ventures (ABC)
3. DOVER BAY—Rory Storm (Octopus)
4. I'M NOT THE LOVER-ONE LOVE—I Love—Manus and Fapia (CBS)
5. THE SOUNDS OF HER—The Beatles (Parlophone)
6. THERE'S A KIND OF HUSH—The Seekers (CBS)
7. WHAT'S WRONG WITH THIS PICTURE—The Beatles (Parlophone)
8. UNDECIDED—The Seekers (CBS)
9. MR. GRIM—The Rolling Stones (Decca—Eras)
10. BRITAIN (Cont.)—The Beatles (Parlophone)

AUSTRALIA

[Current Record Retailer]

[Continent local origin]

[This Week's Top 10]

1. PENNY LANE—Beatles (Parlophone—London)
2. DOVER BAY—Johnnie Ray (Columbia)
3. I'M NOT THE LOVER-ONE LOVE—I Love—Manus and Fapia (CBS)
4. THERE'S A KIND OF HUSH—The Seekers (CBS)
5. WHAT'S WRONG WITH THIS PICTURE—The Beatles (Parlophone)
6. UNDECIDED—The Seekers (CBS)
7. MR. GRIM—The Rolling Stones (Decca—Eras)
8. BRITAIN (Cont.)—The Beatles (Parlophone)

FINLAND

[Current Hits (Cont.)]

[Continent local origin]

[This Week's Top 10]

1. CEST MA CHANSON—Pamela (Holland)
2. LA FAMille—Sheila (Parlophone—London)
3. CAR TOU LE MONDE A REINE—La Claire (CBS)
4. 23° DE BONHEUR—M Giới (Ariola—Parlophone)
5. I'M A BELIEVER—Rutgers (CBS)
6. SISTER, SISTER—Dusty Springfield (CBS)
7. SOMEONE THERE—Mary Hopkin (CBS)
8. IT'S NOT LIKE THAT—Vanessa Williams (CBS)
9. GET OUT OF MY LIFE—I Love—Manus and Fapia (CBS)
10. I'M A BELIEVER—Monkees (CBS—England)

BRITAIN (Cont.)

[Continent local origin]

[This Week's Top 10]

1. PENNY LANE—Beatles (Parlophone—London)
2. EIGHT EYES—The Ventures (ABC)
3. DOVER BAY—Rory Storm (Octopus)
4. I'M NOT THE LOVER-ONE LOVE—I Love—Manus and Fapia (CBS)
5. THERE'S A KIND OF HUSH—The Seekers (CBS)
6. WHAT'S WRONG WITH THIS PICTURE—The Beatles (Parlophone)
7. UNDECIDED—The Seekers (CBS)
8. MR. GRIM—The Rolling Stones (Decca—Eras)
9. BRITAIN (Cont.)—The Beatles (Parlophone)

GERMANY

[Current Hits (Cont.)]

[Continent local origin]

[This Week's Top 10]

1. BRUNO LASS-Stories (CBS—England)
2. I'M NOT THE NIGHT—Graham Bonney (CBS)
3. SOMEONE THERE—Mary Hopkin (CBS)
4. IT'S NOT LIKE THAT—Vanessa Williams (CBS)
5. IT'S NOT LIKE THAT—Vanessa Williams (CBS)
6. IT'S NOT LIKE THAT—Vanessa Williams (CBS)
7. I'M A BELIEVER—Rutgers (CBS)
8. SISTER, SISTER—Dusty Springfield (CBS)
9. SOMEONE THERE—Mary Hopkin (CBS)
10. I'M A BELIEVER—Monkees (CBS—England)
TAPE ADVERTISEMENT

Tape CARtridge

by Larry Finley

Our Huts Off To:
Herb Alpert and Jerry Moss for the promotion of the upcoming
sounds LIKE HERB ALPERT AND THE
TULUMA BRASS. Not only are
they giving away more copies of
this album than for any previous
"Herb Alpert and the Tijuana" albums, but
sales are climbing. Look for the tape
 cartridges for the first ten days
greatly surpass previous sales of any
album on their label in the
same period. ITCC is working overtime
to accommodate the deluge of
requests for both eight and four-track
cassettes which are being shipped
in the new ITCC/AMC packaging.

Our Huts Off To:
Metro. Lester Zion and
cartridges for cassette
buying winners for MGM
and Verve.

"Doctor Zhivago" and "Born
Free," as well as the new release
"Sam the Sham and the Pharoahs
"Herman's Hermits,"
"Hank Williams," Jr. and the "Lovin
Spoppin" are another reason
for overtimes at ITCC.

Our Huts Off To:
Morris Lea, Rock Drite, and
Recordist for existing ITCC in programming
eight and four-track tapes with
a variety of artists.

Both the single and double
 cartridges are available to ten artists
on a single tape.

The series called "Best of the
Most" features Count Basie, Louis
Armstrong, Duke Ellington,
Sarah Vaughan, Sarah Washington,
May
and Ferguson, Billy Eckstine, Joe
Williams, Jimmy Smith and Tito
Punk on a single album.

Our Huts Off To:
Dave Kapp of Kapp Records for his
great foresight in picking "Men of La Mancha."

This "original" eight and four-track
cassettes including Jack Jones and
Roger Williams are restored for
Detroit audience and royalties claimed
from ITCC.

Our Huts Off To:
Don Fierro and Hal Neely of Star-
day Records for giving ITCC what
many consider to be the nation's
teading "country and western" cata-
logue.

ITCC offers almost one hundred
different titles from the Starday catalogue in
eight and four-track.

Our Huts Off To:
20th Century-Fox for those
great soundtracks which are
eclusive in eight and four-track car-
tridges with ITCC. "Zora the
dragon" and "The Mating of Mr.
Pebbles," together with "Art Link-
letter's Records" are consis-
tently best sellers.

Our Huts Off To:
Sixteen different record labels that
have made ITCC the leader of the
industry.

The new ITCC Forty-Five
 catalogue, in four colors, listing these
labels in eight and four-track, is
now available for dealers and
distributors.

Liberty Claims Tape Advances

OMAHA — Liberty Tape
Distribution Inc. here is now
in cassette production according
to plant manager Leo Colvin.
"Colvin," who has developed
a new method of putting
"1/4-inch tape down on release tape."
Colvin said, "We've been working
on another deal to take
"1/4-inch tape "cassette."
Colvin said, "Colvin"
assembled
tape cartridges and cases to a
couple of cents more per pack-

gage but save 5 LDT cents in packaging. LDT is also using
a new automatic labeling process on cassettes, Colvin said.

Alps-Motorola
Form For 8-Track Units

TOKYO — The Alps Elec-
tric Company here has formed
a new joint venture with Motor-
ola for production of a

8-track car stereo sets, auto radio
receivers and cassettes.

Management control of the
new company, to be known as
Alps-Motorola K. K., is with
Alps, which owns 60 per cent.

Monthly production of 8-
track car stereo sets will be 20,000
units per year by the end of
next year. Exports will go to
Motorola. Employees will number 110,
initially, but will be increased to
more than 200 next year and to
600 in 1968.

Mercury High on
Cassette Players

CHICAGO—Perry Winoker,
product manager for Mercury's
Home Entertainment Division,
attributed 82 per cent in-
crease in the company's total
sales to the declining sales of its
two cassette tape players. He
reported that the monaural unit
remained equal to its
volume build-up during the first
quarter of 1967 over the
1966 figures.

Sales of blank recording
cassettes and recording accessories
indicate the models are also
popular for distributor purposes,
he said. Mercury will announce a
new whole line of cassette players with the 8-track
player.

Atlantida to Make Tape Players

In Geneva for U.S. Auto Maker

GENEVA — The Swiss
firm of Atlantida has reached agree-
ment with Automobil
American automobile company for
the supply of a 4-track stereo
tape recorder manufactured in
Geneva.

The unit, known as the MK-
100, is the accessories division of the
automobile company, which
supplies the U.S., the United
States and Canada.

In Spain, Atlantida is
associated with Cosma S.A.,
Barcelona, and in Italy, it is
that the MK-100 units to be sup-
plied will be assembled by
the automobile
company under a special
to contracts from components imported from
Italy, France and Germany.

The new factory is
ofcantly

European distribution.

Atlantida is developing
operations in Italy where it is
working with some major Italian
companies to develop and
sell 2-track cartridges
(MGM type) to be played on
new European 2-track players
which will be marketed at
around $200 each and set up
a duplicating plant, backed by
the record companies to
play these plastic
-type cartridges. Four-track
units will be retailing at
$150 and the unit would sell at around $20.

The Swiss firm is planning
world-wide exploitation of its
tape cartridge gadget—a trans-
nistoric electronic box which can be produced in var-
ious shapes to fit 8, 4, or 2-track
tape decks or music-player
set.

The radio's AM/FM signal can be fed through the
deck and speakers. The new tape cartridge
in the two-track format may well be handled in the
U.S. by Larry Finley, in return for Atlantida's lease of
rights to Switzer pl production.

The radio cartridges in the 8 and 4-
track formats would be
exhibited by the major
auto companies in which Atlantida is currently negoti-
ating.

To augment its own production,
Atlantida started import-
ations in 1964.

Verve.

FREE, for assisting
overtime
programming
with
a

"Herman's Hermits,"
"Hank Williams, Jr." and the "Lovin
Spoppin" are another reason
for overtimes at ITCC.

"Doctor Zhivago" and "Born
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"Sam the Sham and the Pharoahs
"Herman's Hermits,"
"Hank Williams, Jr." and the "Lovin
Spoppin" are another reason
for overtimes at ITCC.
New for May on RCA STEREO CARTRIDGE TAPES

NEW RCA STEREO 8 "VARIETY PACKS"
Multi Artist Tapes Specifically Programmed for Added Listening Pleasure

- Country and Western
- Film Soundtracks
- Russian Fireworks
- Peter Nero's Greatest Hits
- More Glenn Miller Time
- Nina Simone Sings the Blues
- Fats Domino and His Dominoes
- Puccini's La Bohème
- Dr. Seuss
- Jack Jones

8-TRACK CARTRIDGE TAPE: THE SYSTEM AVAILABLE FOR HOME LISTENING THAT'S ALSO DETROIT-APPROVED FOR THE NEW-MODEL CARS
HEP Sales Up by 82%

CHICAGO — Mercury Home Entertainment Products first quarter sales are up 82 per cent over 1966, due primarily to the sales of Mercury’s first two cassettes — truck orders, the monaural TR-8000 and its stereo companion, the TR-8700.

Division manager Perry Winslow said that accessories, such as blank 60 and 90-minute cassettes, foot pedal controls, stereo headphone brackets and telephone pick-ups have also contributed measurably to the sales total.

The company will exhibit a line of new models at the Consumer Electronics Show in New York June 25-29. Included in this line will be the first cassette console.

Pickwick Series Has 9 Titles

LONG ISLAND CITY, N.Y. — Dean Martin, Judy Garland and Tennessee Ernie Ford are among the artists featured on the new nine-tile release of Pickwick International. All 40 available on 8-track budget tape cartridges.


AF Tape Sales Increase 32%

NEW YORK — Audio Fidelity Records cited a 32 per cent increase in tape sales for the first quarter of 1967.

A large part of the company’s catalog is available on 4- and 8-track tape. International Tape Cartridge Corporation, including “Spectacular Stereo & Demonstration Sound Effects,” also available for the first time on 8-track.

The label has made an arrangement with Mercury to produce the AP catalog on cassettes and the first release of nine cassettes on Audio Fidelity re-leases are also available on Ampex 4-track reel-to-reel tape.

Philips Sales Drive


Philips is coupling sales promotion for its 200 cassette titles with the release of its full line of playback equipment. This consists of machines for home, house, portable and car use. Cassettes can be played at home, or on a beach or in a car or camping, and in cars. Cassettes, half the size of a pack of cigs., conserve space and are dust-free and scratch-proof.

Tape CARtridge

CHICAGO — Mercury Records has released the musiccassettes this week under six different labels. It was also revealed that Mercury Records has made its catalog available to the cassette system in a negotiation completed with Wellesley Rose and Dee Kilpatrick of the Nashville-based EMS.

The new releases are as follows:


Hofftapes have two by Arthur Lyman, “Greatest Hits” and “The Shadow of Your Smile” and one by George Wright, “George Wright Encores.”


Tico Records has Joe Cuba’s “The Best of Joe Cuba” and Tito Puente, “The World of Tito Puente.”

Billy May’s “Ballet of Seattle” is on the Crescent label plus two by Bill Strange, “Secret Agent” and “And in the Mexican Bag.”

From the Music Capitals of the World

New Releases 32 New Musiccassettes

NORECO has added an AM/FM/ portable cassette player to their line. Model 1573 is powered by five ‘D’ cell batteries, weighs six pounds, and is adaptable to any stereo source. Noresco will include a free on pre-recorded music cassette with each Radio-Cassette Player ordered by dealers within the next 60 days. The unit, which provides 10 hours of playback time for $119.50, comes with one pre- recorded demonstration cassette.
You’ll never know how different an Audiopak is, until you re-open it.

The tape guides are molded right into the base. Their reliability doesn’t depend on the fit between top and bottom sections.

Audiopak’s hub “floats” to prevent friction build-up and eliminate flutter and wow. This exclusive design does its job so well, it was granted a patent: No. 1241,791.

By putting the pressure pads in the lid, we get positive tape contact with fewer parts. You get fewer threading headaches.

Precision-mold a pinch roller in one piece. To a tolerance of three one-thousandths of an inch, and you can be sure, it’s truly round. Only a truly round roller can assure a consistently faithful output.

Even if tape loops back, it can still move freely in these specially-designed accumulation chambers.

Specially lubricated Audiotape reproduces high frequency sounds brilliantly (lows, too), even at the slow cartridge speeds, yet never abrades your heads. A figure. We’re the only cartridge manufacturers who also make our own tape.

We’ve tried to make our Audiopak tape cartridges virtually impossible to jam.

And we’ve succeeded. Just ask any of our customers (24 major duplicators and the music companies that record under 77 different labels, at last count).

But nobody’s perfect. It is possible for an overworked “run-in” machine to throw us a curve.

Yet even in the unlikely event that an Audiopak should stick, you’re not stuck. Just re-open it (loosen one screw), re-load and re-pack.

Sound simple? It is. See for yourself. Send for a sample. We could make such beautiful music together.

5
Greenville, GAUSS North M Associates
East Vaudeville from SANTA ELECTROPHYSICS, Von
Villa (Villa) gives

10
- A MAN AND A WOMAN-
Lafayette (CBS); Anita Kerr (WB)

SINGAPORE
(Courtesy Radio Singapore)

20
10 3 ROLLER COASTER MAN-
*Queens (Colombia)

SOUTH AFRICA
*Offers local origin

CONVERTIBILITY...

GAUSS G12
ULTRA HIGH SPEED TAPE DUPLICATING SYSTEM
UP TO 210 I.P.S.

"FOCUSED GAP RECORDING PROCESS T.M.

Instantly convertible for...

PHILLIPS MUSICASSETTE • STEREO 8 & 4 • PLAY TAPE • 4 TRACK • FULL TRACK & 2 TRACK... any format to any other format!!

The same G12 system gives you--

SUPERIOR AUDIO QUALITY • DUPLICATING SPEED OF 240 INCHES PER SECOND... 2 TO 4 TIMES FASTER THAN OTHER EQUIPMENT

GAUSS ELECTROPHYSICS, INC.
1963 TWELFTH ST.
(WOOLSEY), PASADENA, CALIF. 91104
(213) 795-6976

WORLD WIDE REPRESENTATIVES IN PRINCIPAL AREAS...

U. S. A.
North East M.E. Central
H.P.R. Associates Greenwich, Conn.
Patzer Distributors, OH

North West
California

Overses
Europe

Japan

Arabia

Overseas

North America

Latin America

www.americanradiohistory.com

NEW! NEW! NEW! FROM MUNTZ STEREO PAK!

NEW RELEASES 113-BILLBOARD, MAY 13, 1967

FOUR-TRACK CARTRIDGES

QTY.
ANA-1637
4CL-033
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CAMEO RECORDS
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39.95
39.95

FOR HOME OR OFFICE--with Self-Contained Amplifier
}(Speakers Optional)

MUNTZ STEREO PAK INC.
7715 DENSMORE
WAN BUE, CALIF.
(213) 989-5000

NOT AFFILIATED WITH MUNTZ TV

SALES DEPARTMENT

BILLY GOOD,
SALES MANAGER

PERRY WATTS,
ASSISTANT MANAGER

NEW! NEW! NEW! FROM MUNTZ STEREO PAK!

NEW! NEW! NEW! FROM MUNTZ STEREO PAK!

NEW! NEW! NEW! FROM MUNTZ STEREO PAK!
Audio Retailing

Arvin Adds Radios, Phonos for 1968

COLUMBUS, Ind. — Arvin Industries, Inc., has announced its home entertainment product line for 1968 which includes among its new models 10 radios and four portable phonographs. Many of the top models in the line contain micro-integrated circuits. Solid State circuitry in other models is made up of tiny, ultra-fast transistors which eliminates warm-up and distortion and provides longer life. This is enhanced by wooden, wood-grain finishes and genuine top grain cowhide add luxury to the line.

Two new FM/AM/FM stereophonic radios (38R98) is a high priced item with 19 transistors and two detachable speakers. Speakers can be mounted on the wall or separated up to 30 feet. The center control houses Arvin's new micro-integrated circuit, push-pull audio circuit for full tone and power. Speaker input and output jacks, and a line input for the control drill phone F.M. signals.

Dinelectro Introduces Electric Indian Sitar

NEPTUNE CITY, N. J.—Dinelectro, a subsidiary of MCA, Inc., has introduced the first electric sitar. Commenting on the new instrument, Magnus Hendel, marketing head, said: "After a year of extensive development the authentic Indian Sitar sound will now be available to all who can play the standard six-string electric guitar.

Dinelectro's Coral Electric Sitar, unlike the complex Indian sitar, can play chords as well as melody. The artist plays on six strings, and 13 drone strings are placed to one side for special effects. The new instrument will be marketed under the Coral brand at a list price of $297. National promotion has been launched bearing the theme, 'You don't have to be Hindu to play the Coral Electric Sitar.'" Recording artist Vincent Bell, who contributed to the instrument's development, has used it on several record releases. "Many musical groups have used the new flexibility in sound made possible by the electric sitar," he said. "It represents a significant new development in the contemporary music scene."

Because of the electric sitar and several other new products, Dinelectro announced a change in their distribution policy. Nathaniel L. Daniel, president of the company, quoted: "We are launching a program of major dimension to capture a significant share of the electric guitar and amplifier market. We have engaged professional marketing people skilled in advertising and selling. We have expanded our research and development department and we will market new musical products at the June NAMM show. Franchises will be available to qualified music dealers."

The new firm is located at 211 West Vanity Avenue in Neptune City.

GE Offers Sales Package

SYRACUSE, N. Y.—General Electric's Radio Receiver Department has prepared a livelively package for "sound" sales promotion ideas which are available to dealers for local promotion of GE radios and portable tape recorders.

Covering the April-June period which is the second biggest selling season of the year, the promotions not only highlight traditional advertising techniques, but also take advantage of some unusual angles. Some of the unusual dates GE has worked up promotions for are National Photo Week, Armed Forces Day, Jefferson Davis Day and Coney Island Day (a Hawaiian holiday).

Among products being featured in the special ad outfits are the C2450 microelectronic clock radio; M3000 "cosmetic" cartridge portable tape recorder; C550 and C1270 clock radios; T1234 table radio, and P1720 FM/AM miniature portable radio.

Dinelectro Introduces Electric Indian Sitar

THE FIRST ELECTRIC SITAR is shown here by Nathan L. Daniel, president of Dinelectro Corp. which is introducing the instrument, and Magnus Hendel, director of marketing. It will be displayed at the Chicago Music Show.

Musicraft Creates New Guitar Neck

LOS ANGELES—Musicraft, Inc., San Francisco, has fashioned a new stereophonic guitar—the Messenger around a patented alloy chassis extended from tuning to the body which adds a well-chorded chamber to eliminate bowing and warping under string tension.

NEW MESS ENBER STEREO-
PHONIC guitar from Musicraft is the all-alloy chassis extended from tuning to the body which adds a well-chorded chamber to eliminate bowing and warping under string tension.

Compact and Light weight, the Arvin Model 38R52 makes a no-brainer in FM/AM stereo for office or home. It retails at $39.95.

SITAR IN ONE CABINET is offered in Model 38R98 which retails for $119.95. The model is 15 inches wide.

SMALL IN SIZE but powerful in performance, Arvin's Model 38R92 is the most deluxe item in their radio line. It retails for $149.95.

Electric guitar is included in the suggested retail price of $99.95. The model 38R92 offers the guitar for $59.95.

Addition of new models brings Musicraft's portable phone line-up to eight with each item priced from $129.95 to $17.95.

N. J. Dinelectro, a subsidiary of MCA, Inc., has introduced the first electric sitar. Commenting on the new instrument, Magnus Hendel, marketing head, said: "After one year of extensive development the authentic Indian Sitar sound will now be available to all who can play the standard six-string electric guitar."

Dinelectro's Coral Electric Sitar, unlike the complex Indian sitar, can play chords as well as melody. The artist plays on six strings, and 13 drone strings are placed to one side for special effects. The new instrument will be marketed under the Coral brand at a list price of $297. National promotion has been launched bearing the theme, 'You don't have to be Hindu to play the Coral Electric Sitar.'" Recording artist Vincent Bell, who contributed to the instrument's development, has used it on several record releases. "Many musical groups have used the new flexibility in sound made possible by the electric sitar," he said. "It represents a significant new development in the contemporary music scene."

Because of the electric sitar and several other new products, Dinelectro announced a change in their distribution policy. Nathaniel L. Daniel, president of the company, quoted: "We are launching a program of major dimension to capture a significant share of the electric guitar and amplifier market. We have engaged professional marketing people skilled in advertising and selling. We have expanded our research and development department and will market new musical products at the June NAMM show. Franchises will be available to qualified music dealers."

The new firm is located at 211 West Vanity Avenue in Neptune City.

GE Offers Sales Package

SYRACUSE, N. Y.—General Electric's Radio Receiver Department has prepared a lively package for "sound" sales promotion ideas which are available to dealers for local promotion of GE radios and portable tape recorders.

Covering the April-June period which is the second biggest selling season of the year, the promotions not only highlight traditional advertising techniques, but also take advantage of some unusual angles. Some of the unusual dates GE has worked up promotions for are National Photo Week, Armed Forces Day, Jefferson Davis Day and Coney Island Day (a Hawaiian holiday).

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Audio Retailing

Camera Store Finds Good Tape Pays Off

By ROBERT LATIMER

OAKLAND, Calif. — Selling some of the most expensive equipment in the store, the owner of a fine tape recorder store in the future, says Clyde Woollard of Camera & Sound, Oakland. Before

When Woollard first went into the tape recorder business in early 1964, he noted that the market for high-quality tape recorders was growing rapidly. The sales of tape recorders had increased dramatically since the introduction of the first magnetic tape recorder in the late 1940s. By the early 1960s, tape recorders were becoming more affordable and were being used by a wider range of consumers, from hobbyists to professional musicians.

In the early days, tape recorders were relatively expensive and were primarily used by professionals and serious hobbyists. However, Woollard observed that the market for these devices was growing rapidly, with more and more consumers purchasing them for personal use. He noted that the introduction of portable tape recorders had also helped to fuel this growth, as people were able to easily carry and use these devices in a variety of settings.

Some of the key features of the tape recorders that Woollard sold included high-fidelity sound quality, long playback times, and the ability to record and play back music, as well as other types of audio. He also noted that the availability of high-quality tapes for these devices was an important factor in their popularity. Woollard observed that the introduction of new recording techniques and improvements in tape technology had helped to increase the quality of the tapes and the sounds that could be produced by these devices.

Woollard believed that the future of tape recorders was bright, with even more advanced technology on the horizon. He noted that the introduction of digital audio recording technology had already begun to revolutionize the industry, with many consumers switching to these devices for their convenience and superior sound quality. He predicted that this trend would only continue to grow in the years ahead, with even more advanced digital recording technology becoming available to consumers.

In conclusion, Woollard was optimistic about the future of the tape recorder market. He believed that the high-quality tape recorders that he sold were well-positioned to continue to succeed, with their superior sound quality and the wide range of applications they offered. He encouraged other retailers to explore the market and to consider adding these devices to their inventory. Woollard believed that the future of the tape recorder market was bright, with many opportunities for growth and success.

that poor tape was the factor most often involved, the Cali-
ifornia dealer acknowledged he had made a serious mistake, and "pitched out" the low priced tape altogether.

In its place, he substituted a top-notch line of long-play tape, up to 2400 feet, most of it on extremely tough mylar acetate backings, and guaranteed it in particular that the iron outside would stay on the tape despite considerable wear. At the same time, the recorder department ordered the same line of stereo models to those already on stock.

In converting over to the higher priced tape line, Woollard naturally assumed that sales would fall off, and was respectfully ready to accept it. Instead, he was delighted to find on recapitalizing the books at the end of the first six months, that not only had sales of raw tape doubled, but that recorder sales had likewise doubled, particularly in the longerterm-high end of the scale. Pre-recorded music tapes were up somewhat too, but the greatest increase was in the sale of raw tape, keyed directly to the increases which had made the jump over the haul.

Presentation Helps

Woollard credits this almost entirely to a clever presentation step which he had developed when he would encounter a customer who proved faithful to pay more than he did to pay for raw tape, when, in the past, the old way of selling had been to make the sale for around $2. Well aware that few people are familiar with the troubles which can develop from the recording tape, the California dealer had traded some customers who brought in particularly bad new tape for the old at the cost of $2. During the year, many of them showing numerous specks, sprays, or even as much as form the backings, wrinkle and curl so that they could hardly be used.

"When we explained to a dubious customer that $6 for a 7-inch reel which will last at least ten, and probably fifty tapes if the chassis, we appeal to his sense of logic," Woollard said.

Such a step tape, obviously not going to record, and thus, the speaker, or specks which he has in mind, and guaranteeing that he will never have this sort of trouble with the expensive brand, usually causes him to change his mind. Even if he doesn't buy at the time, the chances are that he will be back shortly thereafter, with his mind made up. We have had hundreds of second-thought sales of this type.

Audio Mart
THE THEATRE 16 TEAM: From left: Jack Gordon, president; Boris Zlatich, vice-president and Roy Gioconda, sales manager. They're out to save sight and sound.

Scopitone + Jack Gordon = 'Theatre 16' Sight & Sound

By Ray Brack

CHICAGO — Jack Gordon was talking:

"Scopitone is dead. At a name. As a concept. As a machine. But sight and sound is not dead. It's form of entertainment that will sweep the country like television. It will be introduced to the public in the bar and grill just like television was. And it will be introduced through Theatre 16."

Gordon, as few need be told, is the former Seeburg Corp. president acknowledged as one of the most productive salesmen and prolific innovators in the history of machine entertainment. He is credited with conceiving the Seeburg M-100 (first diner-play unit), the Seeburg "R" (first drive-in-play unit) and the Seeburg "V-200," first 100-record unit; the Little L.P. and "Electrophone" coin machine style.

Nightmare

Late in 1966 Gordon became president of Scopitone, just in time to direct the Tel-A-Sign, a successful effort to fend off bankruptcy. During the fight, which consumed the first three months of 1967, all Scopitone production and sales activity ceased.

"It was a nightmare," said Gordon, "with 7,000 stockholders looking on, but now it's a whole new ballgame. We now have completely new financial interest. A. A. Steiger (Tel-A-Sign chairman, who purchased rights to Scopitone in July of 1964) is gone from the company and a Milton Alwine (former Tel-A-Sign president) Gordon has emerged as president of a new firm, Theatre 16, which is about to introduce a new concept. Among the operators of some 2,000 Scopitone machines in the U. S. are those who operate in the successful fight to fend off bankruptcy.

"Scopitone, as a name, is a dead word. Theatre 16 concessions soft lights. It shouldn't compete with the jukebox. It should go in a separate room, perhaps a room once used for dancing or live acts. Side by side, the jukebox and sight and sound is robbing Peter to pay Paul."

See the Artist

"Record companies are becoming interested in sight and sound. British Decca and London are already in the business."

(Continued on page 70)

Battling the Red-Money Plague

By Earl Paige

"Red money is a thing that starts out good but becomes a very bad thing," said Sol Tabb, Mar-Tab Vending, Miami, who reported the practice of using specialty-marked coins to spark jukebox play was quite prevalent in his area. "We're doing everything we can to discourage it," Tabb said, "because one way or another red money winds up in the help's pocket."

Many operators plagued by red money tell location owners that it is illegal to deface U. S. currency. "I even had a waitress ask me if she could use green nail polish and another wanted to use orange so she could keep her own quarters separate," said Russell Mawhew, Russell Hall Inc., Holyoke, Mass., a Music Operators of America vice president and leader in Massachusetts associations.

A number of operators are convinced that lipstick-stained coins lead to jam-ups in the slug rejectors. "The tendency in slug rejectors are pretty tight anyway now with these newer clad quarters," said Omar Dressel, Olney, Ill., operation. "Anything of a foreign nature on a coin can make it stick in the coin chute."

Al Denver, a vice-president of MOA and head of Music Operators of New York City, Inc., subsidiary, "We realize locations need a shill and we're open to anything reasonable. If you have a storekeeper

"Patrons are wise to red money" — Sol Tabb

(Continued on page 69)
WANTED

by music operators
in 50 States
(and around the world)

DESCRIPTION:
ALIAS: “The Music Merchant”
REAL NAME: Rowe AMI Phonograph Model MM-1
HEIGHT: 49 1/2 inches
WIDTH: 37 inches
DEPTH: 26 1/2 inches
WEIGHT: 335 pounds
FEATURES: Presents elegant, handsome appearance.

REMARKS:
Reported to be notorious coin artist. Entices customers over to play records by means of unique device: Rowe AMI “Play Me” Records. Also takes dollar bills from customers, using special “Dollar Bill Acceptor.”

CAUTION:
Also wanted for embellishment: changes appearance rapidly, utilizing “Change-A-Scene” Panels to blend in with any location.
Strike News Bears On Vending's Year

LOS ANGELES — With the threat of a nationwide trucking strike still very much in the news, and coupled with the threatened walk-out of the United Auto Workers, the vending industry is holding its breath while awaiting union settlements.

Just how big the nation's vending industry has really grown up can be seen in this: Companies that install and service vending machines could suffer if 1967 turns out to be a year of strikes in major industries, since many of them derive an increasing proportion of their profits from factory installations.

Insider's Newsletter, a report released weekly to financial institutions and business analysts, feels a major stumbling block to vending industry growth this year could well depend upon union-management contracts and how quickly union settlements are reached.

Union contracts, according to Ken Ward, market analyst for Hayden, Stone, Inc., New York, and union-management negotiations can play a major role in sales and earnings of the major vending firms. Some of the effects will be visible if, for example, the truckers (Teamsters) or the auto workers strike.


LANDIS believes a truckers strike will have a definite effect on the vending industry in the form of machine and supply shortages, but sees little impact on the vending industry as a whole if strikes down auto plants.

"Some operators and firms will suffer because of plant shut-downs, especially with their implant equipment, but a trucking strike could paralyze the industry," Landis feels. "The big

(Continued on page 66)
Speakers at NAMA Regional Management Conferences

Vending News Digest

Meyer, Wometco Co-Founder, Dies

MIAMI—Sidney Meyer, co-founder with his brother-in-law Mitchell Wolfson in building Wometco Enterprises, died recently at the age of 72. A pioneer in the motion picture business as well, Meyer is survived by his widow, two daughters and three grandchildren.

New Hampshire Cigarette Tax Hike

CONCORD, N.H.—In the face of continued opposition from tobacco wholesalers and cigarette machine operators and a special report that downgraded anticipated increases in cigarette taxes, the Republican leadership in the House joined Democratic Gov. John W. King in his proposed 2-cent hike during a ways and means committee hearing late last month.

Automatique In St. Louis Move

ST. LOUIS—Automatique St. Louis, Inc., has a new general manager and vice-president. He is Robert L. Otten, formerly with Cappo Co. Six years ago he joined that with the Myron Green Cafeteria chain and the Bendix Corp.

Veteran Tenn. Vendor Dead

SELMER, Tenn.—Leo Bolton, president of B&H Vending Co., and a veteran in the vending business, died recently as a result of a ruptured appendix. He was 52. John Harrison, his partner in the business that also includes the Fregelde franchise in McNairy County, will carry on as head of the firm.

New Water Pump From Tuthill

CHICAGO—A water pump especially designed for use in drink vending machines and carbonators with a new ring mounting for use with electric motors without adapters has been introduced by Tuthill Pump Co. here. It is available in three sizes.

Wis. Vendors Elect Officers

APPLETON, Wis.—The Wisconsin Automatic Merchandising Council elected Harold L. Blotzer, Dane County Vending, Inc., Madison, to another term as president at its recent annual meeting. Serving with Blotzer will be vice-president Roy Subord, Subord Vending Service, Burlington; secretary W. R. Chagnon, A.R.A. Service of Southern Wisconsin, Kenosha; treasurer Werner Fahl, Nelson Vending Sales, Inc., Menasha. Elected to the board of governors were Richard Wilkinson, Canteen Food and Vending Service, Oshkosh; Wayne Schultz, Servomation of Milwaukee, Inc.; Frank Paulius, Ace Vending, Inc., Milwaukee; Howard Lorne, Automatique Milwaukee, Inc.; Melvin R. Evard, Evard's Vending Service, Green Bay; and re-elected, Carl Millman, Automatic Merchandising Corp., Milwaukee.

Shipman's Stanley Olson Dead

LOS ANGELES—Funeral services were held here for Stanley (Jack) Olson, a vending industry veteran with more than 30 years as sales manager for Shipman Manufacturing Co. He was 71.

Born in Kansas, he had been a California resident for many years. He entered vending about 40 years ago as a salesman of the first Rowe cigarette machines manufactured here. When he joined Shipman, he was an outside salesman. During his years with the company, he was in charge of promotion and sales for the Shipman postage, candy and cigarette machines.

He is survived by his widow, Carolyn Lee; a son and two steps-on.

Wurlitzer Firms Add Vending

LOS ANGELES—Both the Los Angeles and San Francisco Wurlitzer branch offices are now outlets for Ditchburn vending machines.

Clayton Ballard, manager of the local branch, said most comments from visiting operators and viewing distributors have centered into law the right and duty of the seller to add to and further collect. He pointed out that if the vendors were able to provide a means on their machines to collect the tax without undue burden, the smallest additional coin that could be added would be another penny and this would amount to a 100 per cent increase for consumers to patronize the industry.

S.C. Bulk Vendors Fight to Attain Sales Tax Exemption

By LAMAR GUNDER

CHARLOTTE, N.C.—An amendment to the state's revenue statutes has been introduced with the aim of getting bulk vending machines exempted from the sales tax provisions of the law.

The status of the requested legislation will be one of the topics discussed at the May 13 meeting of the Southeastern Bulk Vendors Association here, according to President Lee Smith.

The bill was introduced by Senators Ed Kemp, Frank Penn, Albert Ellis and Lennox P. Mc Leonard Jr.

It has drawn support from former revenue commissioner who is now a member of the House, Rep. Sneed High of Fayetteville has indicated he will support the bill because he feels its provisions are fair once bulk vendors are paying taxes which they cannot collect from their customers, which are retail taxes.

That is the argument which Smith, who also is president of the Carolina Bulk Vendors Association, has used in trying to line up support for the proposed change in the law.

He said members of the State Association have had to remit 3 per cent of their gross receipts for the last six years even though there is no way to collect the tax from the consumer, "which is the intent and purpose of the article as stated in general provisions under part four."

Smith said, "The Legislature realized that in designating retailers as agents of the State to pass on and collect the tax, they would also have to provide a means for so doing, and placed

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ILL. ASSN. TO ST. LOUIS FOR ITS JULY MEET

SPRINGFIELD, III.—A long-planned meeting of Illinois Coin Machine Operators Association members in St. Louis as an effort to bolster membership in the southern half of the State seems assured following ICMA board activity at the meeting here April 22-23. While not setting a definite date, the board appointed vice-president Harry Shaffner to head a committee to explore projected gathering in July, with the thought of utilizing a metropolitan hotel in St. Louis.

WIDESPREAD WURLITZER ACTIVITIES included a recent service show in Houston where these men gathered for a Gulf Coast Distributing sponsored session.

Dynaball Signs Willie Mosconi

SKOKIE, III.—The Dynaball Co. has signed fifteen-time pocket billiards world champion Willie Mosconi to its staff in a sales and promotion capacity. The announcement was made last week by Dynaball president Sam Breyer and sales manager Frank Bartomek. Billiard also learned that Mosconi is coming out with his own line of tables for the home. The units will be manufactured in Cicero, Ill.

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on the appearance, price and availability of Magicold's ice-in-the-cup dispenser.

"The machine is inexpensive, holds 600 cups, has five selections and only takes two square feet of floor space," Ballard said.

While the Wurlitzer Los Angeles office is not displaying a complete vending line, they are getting ready to bring the Dixie underwent. "There is a definite need for this type of vending equipment in small offices and factories," said Ballard.

Cigaret Sales Continue Rise

RICHMOND, Va.—Figure figures just reported by the Tobacco Tax Council showed that cigarette sales in 49 States and the District of Columbia were up 6.4 per cent, or 1,793,916,000, as compared with last year, an increase of 0.8 per cent from figures last February. The aggregate figure paid was $123,017,619. Twenty-four jurisdictions increased, while 25 tallied a drop during February as compared with 1966 figures. An increase of 2.3 per cent was registered on cumulative figures for the eight months July 1966-February 1967.

Candy Technologists Award

CHICAGO — The American Association of Candy Technologists has named Jay C. Manner as recipient of its 1967 Conrad Jordan Award to be presented (27) during the joint AACT-National Confectioners Association convention at the Conrad Hilton Hotel here.

NAMA Drive On Test

CHICAGO — The National Automatic Merchandising Association is urging coin machine operating companies to "enroll" members in the May 23 CBS Television third annual drivers test. "As a business which "runs on wheels," every coin-operated company has a selfish interest in preventing accidents. Better route drivers reduce truck repairs, accidents, absenteeism, and insurance rates," said executive director Tom Hungerford. Quantities of the test sheets are available at local Shell Oil Co. stations.

Calif. Cigaret Tax Hike Assured

LOS ANGELES — A State budget bill with a cigarette tax rider faces an uncertain future in the Legislature despite quick approval by an Assembly committee.

The budget proposal by Assemblyman John G. Veneman (R., Modesto), chairman of the Assembly Revenue and Taxation Committee, calls for a 5-cent-a-pack increase in the present 1-cent-a-pack cigarette tax. The new cigarette levy is tied into a $1.52 billion tax package.

Although Gov. Ronald Reagan endorses the cigarette tax rider, he is opposed to the complete tax package. He would like to see the cigarette levy go into effect immediately, and under a separate bill. Republican and Democratic legislative leaders agreed that Vene-
nan's bill, the State's most sweeping tax reform plan in 30 years, has a doubtful future. But all agree that the cigarette tax is as good as passed.

The only question remains is how much.

Endorsement by the Revenue and Taxation Committee was a first step for the bill. Next step is the Assembly Ways and Means Committee, which will hear the proposal with the attached cigarette tax rider.

Vendo Sales, Profits Set Marks

KANSAS CITY, Mo.—A strong increase in sales of equipment to beverage bottlers and to vending firms now going into food dispensing was credited with giving Vendo a record first quarter sales increase of 18 per cent and a 17 per cent rise in profits as compared to any other first quarter. Total sales were $21,546,079 as compared with $18,245,899 last year. Net earnings were $708,536, or $2.286 from $966,395, an increase of 6 cents per share. Looking to more potential, board chairman E. F. Fensler said the company began production of several models at its Canadian affiliate and will move to new headquarters in Toronto later in the year.

Non-Tobacco Cigarette Gains

HEREFORD, Tex.—Brute SMokes a year-old company that developed a non-nicotine cigarette made out of lettuce leaves, is planning expansion and reports a 300 per cent production increase. Parent C., Torigan, a Puerto-Biondo child, first opened two plants in Texas but now hopes to open six more here. He is also interested in other U. S. plants and is considering some European facilities.

Utilizing only the heretofore unmarketable outside leaves of the lettuce plant, Torigan employs 42 people at the processing and packaging plant here and 55 people at a curing plant in Uvalde, Tex. The company is eying areas where lettuce is being extensively grown.

Commenting that people tend to find the cigarettes disagreeable at first, director of marketing W. S. Wells said, "It's a different taste and a different color. We've had a few people who smoked a carton of these he won't be able to tell the difference."

Vending Businessmen in Spring Meets

INDIANAPOLIS — The Indiana Vending Council, Inc., will hold its annual meeting here at the Holiday Inn, Indiana Northwest, April 28-29 with registration to begin at 4 p.m., Friday. A combination meeting of the Pennsylvania Automatic Merchandising

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Battling the Red-Money Plague

Continued from page 64

says Mawdsley, who thinks red money gets to be a habit and a crutch locations and a credit to society. I encourage locations to use regular money and just allot themselves so much each day for promotion money. They should stand their own fair share because the better a jukebox does the better their commission is.

Most operators quizzed on the red money topic reported they preferred to give locations a certain percentage of the top at $2 per for recording. "We have very little red money in this area," said one. "Mulligan, Bingo Amusement Co., Gaffney, S. C. Sometimes it can get to be a losing operation in getting locations but trying to nibble on other red money is pretty difficult.

Nearly all operators agreed that red money was another instance where the location can get the upper hand. "If storekeepers in New York City want to use red money it has to be their own

Will Copyright Bill Pass in '67?

Continued from page 64

The new record performance royalties, agreed on by Coin-Sonic (calls on Williams amendment.)

Price Bargaining

The Williams amendment provides that licensing rates for use of recordings by broadcasters and jukebox operators and other users be negotiated in the "price bargaining" stage, once the Register of Copyrights has set the minimum "reasonable" rate, after hearings in which all interested parties can participate. The rate is subject only to 'statutory arbitration' for dissatisfied users. Allen holds that this type of arrangement is similar to what the House Copyright Subcommittee rejected for jukebox payments of royalty to licensees ASCAP, BMI, and SESAC.

The copyright Subcommittee was opposed to "disastrous" rate. Allen told the Senate Subcommittee that the proposed royalty would be "disastrous" to jukebox operators, already burdened with increasing costs, and fearful of tariffs and other types of royalty and administrative expenses.

The operators' traditional fears that repeal of their 1909 exemption might mean an open door to further demands, is already being borne out by this new royalty proposal, said Allen. "The new claim of the record manufacturer for expansion of a royalty for their benefit and the benefit of the performing artists and the operators' fears were not unfounded."

Both the MCA counsel and broadcast spokesman Douglas Anello, counsel for the National Association of Broadcasters, attacked the constitutionality of the proposed performance royalty on record play for profit. Opponents say the constitution (sic) Congress award authors and inventors exclusive rights —only the creator and originator. "An author is still an author, and not a record manufacturer and not a performing artist."

He reminded the subcommittee that the proposition is one of the most controversial in the bill. "It raises a host of complicated and far-reaching questions which there are too many conflicting views through-out the whole field of music entertainment."

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MAY 13, 1967, BILLBOARD

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Expect 3,000 at NCA Event; 75 Candy Firms to Exhibit

CHICAGO — Over 3,000 candy manufacturers and suppliers and 75 exhibitors are expected for the 1967 National Confectioners Association 84th annual convention here May 27-31 at the Conrad Hilton where Sen. Charles H. Percy, R., Ill., is scheduled to speak.

Candy industry figures will be arriving Thursday (25) when exhibitors registration opens at 9 a.m. General convention registration opens at 9 a.m. Saturday (27) when official activation begins with the NCA board breakfast. And an NCA board breakfast, an AACT award presentation, resumption of the NCA board meeting and two more combined technical sessions complete the first day's program.

Exhibits will be open 12 noon-5 p.m. Sunday (26) and for an hour and a half in the evening during which a cocktail reception will be held in the exhibit hall starting at 4:30 p.m. Highlighting Monday's activities, an open auction held from 8 a.m.-2 p.m. will be a golf tournament and awards luncheon. A cocktail party will open at 8:30 a.m. at Ravinia Green Country Club and on Monday will include a luncheon, tour and dinner.

The opening business session begins at 9 a.m. Tuesday (27). Speaker for the morning are Dr. E. M. Foster, University of Wisconsin; Kenneth R. Lennington, Food and Drug Administration; Leonard Spackman and E. Carrico, Arthur Andersen & Co., and Senator Percy. Exhibits are open from 12 noon through 5 p.m. Tuesday and a luncheon is also scheduled Tuesday, Wednesday speakers for the program beginning at 9 a.m. will include Rep. W. S. Stuckey.

About 1,500, all the locations were better off. For they had the better speakers, better equipment, better records and better booths.

"All in all I proved one thing: People like something different in the cocktail lounge."
Backs to Wall, Illinois Operators Battle Pin Ban Bill

By EARL PAIGE

SPRINGFIELD, Ill. — Businesses operating coin-operated games in this State were due to arrive Wednesday (10) for an 8:30 a.m. hearing before the House Judiciary Committee considering an anti-pinball bill, the companion of which passed the Senate last week by a vote of 45-3.

"I am very disturbed and distressed at the lack of cooperation we have had from operators," said Lou Casola, president of the Illinois Coin Machine Operators Association, and now heading a special legislative committee headquartered at the State House Inn here.

"Our only hope now is in the House. If operators don't contact their locations and if everybody doesn't contact their representatives we will be out of business as far as pinball games go and a precedent will be set," Casola warned.

The subject before the House committee Tuesday will be House Bill 688. Industry people hope to add an amendment that utilizes language incorporated in the Federal Gambling Devices Act of 1952 (the Eastland Amendment to the Johnson Act) that would outlaw all gambling devices and moisture-touching amusement games.

Special Letter

Rufus King, nationally known author of a large body of model anti-gambling legislation and a representative of D. Gottlieb Co. and Williams Manufacturing Corp., is working in connection with the local law firm of Griffin, Winning, Lindner and Newkirk, special counsel hired by ICMOA from a fund-assembly Illinois operators recently approved.

In a special letter mailed late last week, Casola urged all operators in the State to contribute to the special defense fund, contact their locations and in turn get in touch with local representatives and make an appearance here Wednesday.

(Continued on page 72)
Burris Joins Royal Distrib.
CINCINNATI—Clint Shockey, general manager of Royal Distributing, Inc., has announced the addition of Bob Burris to the company staff as a sales representative.

A 21-year business veteran, Burris is well known among operators in Ohio, West Virginia and Kentucky. For Royal he will cover Columbus, Ohio, Northern Ohio and sections of West Virginia and Kentucky. He'll handle games, pool tables, vending equipment and phonographs and accessories.

The father of two children, Burris lives in Williamburg, Ohio.

Industry Performance Figures Now Published

CHICAGO — Coin machine industry performance figures for 1966 are published in Billboard's annual International Coin Machine Directory mailed to subscribers this week.

The figures, based on a survey of U.S. operators, showed that the average firm grossed $110,000 after commissions in 1966 compared to $101,000 in 1965. About 48 per cent of this revenue came from jukeboxes, about a third from games and about 18 per cent from vending equipment.

The poll showed that the typical operator bought 9,200 records in 1966 compared to 7,000 the previous year. He grossed on the average $18.63 per jukebox, before commissions, with 38 per cent of his machines playing stereo. He changed an average of 4.2 records per week per box.

Games

The average operator had 79 games set during 1966, about 40 per cent of which were flipper games, 27 per cent bowlers and shuffle alley, 25 per cent pool tables and 7 per cent, roughly, gun games.

Player mutterings on jukeboxes for the 12-month period ended Feb. 26, 1967, indicated that Frank and Nancy Sinatra (both on Reprise) tied as top jukebox playmakers of the year. The New Vaudeville Band (Fostan) ranked second, the Beatles (Captive) third, Buck Owens (Captive) fourth, the Monkees (Colgems) ranked fifth, Eddy Arnold (RCA Victor) sixth, the Supremes (Motown) seventh, Herb Alpert & the Tijuana Brass (A&M) eighth, Elvis Presley (RCA Victor) ninth and the late Jim Reeves (RCA Victor) tenth.

Extra copies of the coin machine directory are available at $1.25 per copy. Send check or money order to Billboard, 2160 Patterson St., Cincinnati, Ohio 45214.

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Vending News Digest

- Continued from page 68

Council and the Maryland Automatic Merchandising Council is scheduled for May 5-7 at Host Farm, Lancaster, Pa., with a golf tournament the final event. Raymond Shafter of Pennsylvania will be a featured speaker.

San Diego Mills Stadium Vending

LOS ANGELES—Whether or not vending machines will be permitted in the new 50,000-seat stadium, scheduled for completion in the spring of 1968 to accommodate the Los Angeles Rams, is a matter of public debate, according to William Gerhardt, stadium manager.

In a letter to Bill Gerhardt, chairman of the Los Angeles Rams, Gerhardt said that the Rams have had four proposals for operation of concessions in the stadium, Gerhardt said. The concession contract is expected to be presented to the board before the end of the year.

While not revealing the firms involved in the concession contract negotiations, Gerhardt did say the use of vending equipment will be considered in the plans of the concessionaire. "I feel vending machines will improve the over-all service to the customer," he said. "For us to use the company will not be a selling point."

Gerhardt also mentioned that the concessionaire might feel vending machines will hurt his "over-the-counter" sales, thus eliminating the potential for vending machines.

San Diego Stadium will cost nearly $28 million and will be ready for competition by August 20.

Stadium Veto Hurts Denver Operators

DENVER—Defeat of a special election which would have established a 55,000-seat stadium in Denver was a painful blow to music, vending and bulk operators in the city.

The huge stadium, which was intended to be financed by direct taxes on property owners would have resulted in better than $200,000 per year of its projected first five years if the project was projected, and about the same number of bulk vending spots.

Although the defeated proposition was apparently expected to be acceptable to the public, the special election resulted in a resounding defeat in mid-March, bringing Denver location owners active plans to the proverbial scrapping hall.

Long Cigarettes Causing Concern

DAYTON, Ohio—Super king-size cigarettes, now nine number in the Dayton area following the introduction of another during the week, are allegedly posing vending machine problems.

R. O. Zeliger, Dayton representative for the R. J. Reynolds Tobacco Co., said for the most part the giant cigarettes are being sold through supermarkets and drugstores. He admitted the extra length, 100 millimeter to 85 for conventional king size and 70 for regular size, are problems for vending machines. "They are a bit too long to fit into current models of machines," he said. One local vendor said that most machines will have to be adapted to handle the longer brands, at about $4.50 per machine.

Newer-length Winston menthol-filter and filter brands were introduced in the area during the week. Zeigler said that the two new super kings were introduced four months ago in Sacramento, Kansas City, Birmingham and Albany and caught on quickly. He added that they were being introduced throughout the nation now, with Dayton receiving its shipment on Wednesday (12).

III. Operators Fight Pin Ball Ban

- Continued from page 71

morning in the Capitol Building Room 212.

For those arriving here Tuesday night ICMOA has a unit in the State House Inn. The phone number is (217) 523-5661.

Operators wishing to contribute to the defense fund, Casala said, should get in touch with ICMOA secretary - treasurer Orson Johnson, 1101 18th Street, Rock Island, Ill., telephone (309) 788-6521.

A list of all Illinois representatives appeared in Billboard (May 6) and the following are the names of the 27 members of the House Judiciary Committee:


MAY 13, 1967, BILLBOARD
CLINT SHOCKLEY, general manager of Royal Dist. in Cincinnati (left), provided a new Wurlitzer Americas and Satellite remote selector console for the local grand opening of the Imperial House Motel. Here with Donald T. (Cash) Williams, Jr., owner, Paul Brosterman, general manager of a new Howard Johnson Motel in Cincinnati and Dick Schilling, owner of Lookup House in Covington, Ky.

Experts Tell How to Groom Route Managers

CHICAGO — How many “route managers” are also route men? How do operators inspire the middle men in their companies to greater responsibility? When company personnel managers and supervisors working long hours, nights and weekends, who wants to become a manager anyway?

These were some of the questions tackled by Robert P. Kliney, executive secretary of the American Road Service Association, and James H. Healey, Ph.D., during a seminar at the last National Convention of the Independent Association.

Kliney, head of the Kliney-Bean Company, a general office and trucking operation in Fort Wayne, explained that the seminar was conducted by Purdue University at Fort Wayne in which 28 of the employees attended the two-hour classes two nights a week. The seminar was held at a cost of $1,000.

Operators were urged to investigate other such programs being offered by colleges and universities in their area or the George Pender, Ponder, manager of operations related to the 29th annual report of 620 products division of General Electric, addressed the need for three general principles to management training—G.I.T. (on the job training), G.O.T. (outside training) and G.E. (on the job training) and outside courses.

Ponder said C.I.G. relies heavily on G.I.T. and G.O.T. “We have found that job rotation, or lateral moves within the company, are often very important in getting personnel out of ruts. A man moves from one engineering position, for instance, into marketing, might bring entirely new concepts to his new job.”

General Electric also relies on outside specialized courses such as Kliney spoke of. Ponder said, “We have three universities in Fort Wayne and we also use our own consulting firms. We also send personnel out to various firms in the United States.”

Ponder also stated that GE sets a minimum and maximum standard for its management personnel. “We recommend our management personnel work from 45 and 50 hours per week,” he said, “unless someone has a special problem.”

If a job were working 60 to 70 hours each week, he said, “tell him he’s not doing his job.”

Healey, president of Management Associates, Inc., Columbus, Ohio, told the audience of his “minus 30 plus 30,” theory, which he suggested as pertinent to understanding employee motivations.

“I use 1936 as the central point of my theory,” said Healey. “People born prior to 1936 are programmed for insecurity because they suffered the trauma of the depression. But people born after 1936, and especially those born after 1940, are programmed for insecurity, mobility and security.”

The plus-30 man will work hard because he fears losing his job but the minus-30 man knows he can go out and get another job, Healey added. “This is why managers are used to getting a better job.”

The three men on the program answered 18 questions from the audience following their presentations. Kliney also was asked what he believed was the most common problem faced by management, in that he represented. He said he had 75 percent of which 30 were part-time employees.

How many supervisors are needed to create a plus-30 man? Kliney suggested that each route supervisor should be responsible for six to eight men. Are supervisors afraid of delegating authority for fear of losing control under their control? Healey suggested that in a general industry such as vending supervision should have no such fear. “New jobs are being created constantly in your industry. Your challenge is demonstrating to supervisors how they can employ the released time and energy when they do delegate some of their authority,” he said.

Does George Pender recommend the route manager’s employers should be made to feel from the vice-president level and above? Ponder related. “It becomes a more effective incentive,” he said.

Healey asked why middle men often turn down opportunities to become managers and if they should be allowed to do so? “No,” he answered, “I don’t think you can afford to let subordinates relax and take on the point of not accepting middle management jobs. The man who turn down a management may have too much resistance to change to be effective in his current job.”

Healey brought out the point of the manager image in today’s business climate, in that if there are those people pulling boats up to the lake on Saturday behind their new cars? Who are the people on the golf courses? They’re not managers,” Healey said, because the managers are back at the plant working. We wonder why people can’t be motivated into management when the image of the manager is one people look at with pity rather than envy.”

May 13, 1967, Billboard
Second MONY Mechanics Class to Be Graduated

By CHARLES BARRETT
NEW YORK — Eleven new jokeshop mechanics will be graduating from a Manpower Training Program class the end of this month. These men will help alleviate the reported 50-man shortage of mechanics in the industry here.

Operators are interviewing these men for positions immediately after graduation. The class, the second of its kind, was made possible through a $70,000 federal grant in early 1966. The classes were of nine-month duration.

Ben Chicozsky, MONY business manager, said that he is negotiating with the New York Board of Education, the State Labor Department and the Manpower Training agency in Washington, to get funds for a third class. This third class would be made up of four and a half months in the classroom where students will learn the electrical and maintenance operations of a jokeshop, and the balance of the course in on-the-job training.

Chicozsky said that Rockola, Wurlitzer and Rowe joined forces for the classes and each manufacturer sent a representative to lecture on the machines.

Twelve men graduated from the first class held during 1966. These men have been placed in jobs in and around New York.

The first class emphasized instruction primarily on the electrical workings of the machines. The second class, according to Chicozsky, covered both the electrical and mechanical workings of the jokeshop.

Each student receives $45 to $50 a week subsistence pay while attending class, depending upon his needs. The average machine is paid $90 a week to start. There are no unions at present. Chicozsky said he is pushing for increased subsistence pay for the students who will make up the third class.

HOUSTON

L. C. Butler, president of Gulf Coast Distributing Co., here, played host to over 600 people recently during a special showing of the Wurlitzer Americana phonograph at the Astrodome Club in the famed dome stadium. Here representing Wurlitzer were assistant advertising and sales promotion representatives, Bick O'Connor, field service representative, Karl Johnson, and regional sales manager Ralph Cruse. Fred Roy, manager of the Gulf Coast office here and Lynn Comer, San Antonio office manager, assisted in conducting the affair. Mrs. and Mrs. Ted Harris were among the happiest guests — it was their 50th wedding anniversary.

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COMING EVENTS

May 12-13 — Ohio Automatic Merchandising Association, annual convention, Columbia Hotel, Columbus.

May 14-17 — Music and Vending Association of South Dakota, regular meeting, Warm's Steak House, Salem.

May 15 — Massachusetts Music Operators Association, Holiday Inn, Waltham.

May 20—21 — North Carolina Vending Association, South Carolina Automatic Merchandising Association, annual meeting, Green Forest Hotel, Myrtle Beach, S.C.

May 26-21 — Kansas Tobacco Distributors and Vendors, yearly convention, Lassen Hotel, Kansas City.

May 21-25 — National Restaurant Association, 57th annual convention, Navy Pier, Chicago.

May 22 — Northwest Ohio Music Operators, monthly meeting, site and city to be announced.

May 27-31 — National Confectioners Association, 84th Annual Convention, Chicago.


June 6 — Missouri Coin Machine Convention, annual meeting, Hotel Boone Hotel, Columbia.

June 10-15 — United States Appeal, Coin Machine Division, annual fundraising banquet, Statler Hilton Hotel, New York City.

June 16-18 — Minnesota Automatic Merchandising Council, meeting, Innisbay Lodge, Mille Lacs Lake, Wis.

June 21-25 — Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.

July 29-Aug. 1 — National Candy Wholesalers Association, national convention and trade show, Washington Hilton Hotel, Washington, D.C.


Sept. 22-25 — National Automatic Merchandising Association, vendors management meeting, site to be announced.

Oct. 19-21 — Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.

Oct. 27-29 — Music Operators of America, 17th annual convention and trade show, Pick Congress Inn, Chicago.


Nov. 1-5 — Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.


DAVENPORT, Ia.

Wurlitzer introduced the plug-in relay to the juke box business and at the same time saved a lot of operator service time. No more soldering irons for changing contact assemblies. No more dust-covered contact points. Should a problem arise, just plug in an exchange relay and it will pinpoint the contact trouble. Wurlitzer even goes a step further to simplify service. The red AC and white DC plug-in relays have matching sockets. Minimizes guesswork. Gets the phonograph working and the service man out and on with his work faster than ever before.

**WURLITZER Americana**
The High-Speed Service Phonograph
Miss Wilson is in a class by herself and her concert collection of songs certainly stands out on the program. Her sensitive interpretations of "That's Life" and "What Now, My Love?" are just two of 11 stellar numbers.

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The Jinx Minnie Band has a lot of musical spirit which makes their offerings sharp and inviting. Such pop favorites as "George Girl," "Born Free" and "Whitney Corbett" take on an appealing new flavor in their renditions.

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A new single-Tommy Wynette has hit the charts with "Your Good Girl's Gonna Go Bad," and it's obvious that she has a great voice, and an appealing style. Wynette goes into a Cuban-Latin bag and comes up with a group rendition of old standards like "Fiesta" to the rhythm beats given life by "Easy Rider" and "Hambone Fletcher."

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Add one more to the list of Schwall's list of hit augmenting stars. It's a fact that "Sherry Boy" is enough to bring tears to your eyes. Gerald Moore's piano accompaniment is excellent.

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Although Les Compagnons de la Chanson have been around for some time now, they are still in the mainstream of the musical scene. Their French renditions of "Yo-Yo," "Amélie," "Sous l'aile de la rose" and their trademark "The Three Bears" can be an encore.

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