NEW YORK—Atlantic Records—and the group of labels it distributes—has scored a virtually unprecedented blitc on the pop singles chart.

On Billboard's Hot 100, Atlantic and its family hold 18 positions, including numbers 1 and 2. In addition, there are three records in the Bubbling category.

Also, Atlantic is experiencing the best year in its history and that its gross billings for 1967 is likely to break all of its previous records. What is even more fascinating to observers, however, is that in an era of "biggies," the record-breaks; score is the achievement of a pure indie—a label completely free of unfriendly coals of any kind.

Another interesting facet of the Atlantic achievement is the broad range of musical product represented in the 18 chart positions. There are the pop groups such as the Young Rascals, Sonny and Cher, the Bee Gees and others, in addition to the many rhythm-oriented sides. In fact, an examination of the total product represented in the 18 positions is a mirror of much of what is happening in American music today. That is, keeping in touch, songwriterly, with ultra-new developments while at the same time going far afield to studios in Memphis, Muscle Shoals and Nashville to capture the authentic sounds of musicians in the deep Piney woods.

Atlantic in addition to its pop, rock and jazz base, is now moving to capture a segment of the market represented by the so-called "underground" groups. Of the latter, Atlantic has on its roster... (Continued on page 10)

WALL STREET—Radio station WSM here will probably move into the publishing, recording and booking business, according to the information is William C. Weaver, senior vice-president of the National Life and Accident Insurance Co., which owns the station.

"We are looking into various opportunities for expansion," Weaver said. "We are definitely in favor of getting into all fields that offer an opportunity. Weaver, a member of the WSM board of directors, said WSM "is constantly researching things, constantly studying." He cited the station's entry into CATV.

WSM for many years handled the "Artist's Service Bureau" under the guidance of the late Jim Denny. It continued after Denny's death outside producers.

Records. Prior to this, there was virtually no artist-bookout business. The station's 21-year run discontinued the service, whereby it had booked "Grand Ole Opry" stars and promoted their appearances by radio.

Although never officially in the recording business, the first... (Continued on page 10)

Ford to Give Cassettes A Green Light on '69's?

LAS VEGAS—The possibility of Ford Motor Co. offering its customers a choice of two competitive, non-compatible stereo tape deck systems in its 1969 models was accentuated when Robert A. Co. Ford, president of Philco-Ford, said, "Although Ford is committed to 8-track in its 1968 line. I hope that in 1969 or the near future, it will continue to carry cassettes."

Philco is taken as more than a hope in most car industry circles. Corporate officials are known to be actively mapping plans towards involving Philco in Ford's tape cartridge installation.

Pickles was addressing the national Philco-Ford convention in Las Vegas. At the convention, the company unveiled six cassette players, stereo console units which incorporate 8-track cartridge units and one plug-in stereo 8 plug. To promote its home units, Philco is providing $23 of free tape cartridges to customers who have the car unit and purchase a home player. But Pickles said the company is only doing this to aid its parent company, Ford, with its stereo 8 commitment.

Philco-Ford corporate officials have eyed the Philco division as taking over the parts of the company's entire electronics arm which Ford since December 1961, has formed Automobile Electronics Lab at Timonium, Md. Observers view the laboratory as an initial step in forming a division with... (Continued on page 10)

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Millions read about it in “LOOK”...

Their “Surrealistic Pillow” album is now Top 10...

“Pillow” features their current Top 10 single “Somebody to Love”..

Now, a second great single from the same sensational album:

“WHITE RABBIT”

c/w “Plastic Fantastic Lover” #9248

RCA VICTOR

Album: “Surrealistic Pillow” LPM/LSP-3766

Single: “Somebody to Love” #9140
All-Music Industry Spectacular

PARIS—The 1968 MIDEM—the International Record and Music Publishing Market—set for England in Jan. 1969, next year—is already shaping up to be three times as big as the first MIDEM held last February.

Organizer Bernard Chevry said negotiations are in progress with the municipality of Cannes for a site at San Remo—as the Italian Festivals to provide an additional 6 square yards of floor space.

More than 3,000 participants from 40 countries are expected to attend, compared with 1,000 participants from 22 countries at MIDEM 1967.

The most important innovation in MIDEM 1968 will be the introduction of a new music-publishing section, which will be held in the same location as the music market and of promotional classical concerts which will be held in the municipal theatre of the Municipal Casino from 5 to 8 p.m.

302 Offices Set

Chevry added that already, with more than seven months steps in the eventual elimination of the Handful Left

At present, only a handful of labels are maintaining the 51 difference between mono and stereo, but Chevry expects to fall in line shortly. Those labels will be requested to send a Command by and the classical division of EMI in England to eliminate the monaural record entirely.

The Decca price change will go into effect July 11 to give the dealer ample time to reorder the current lower prices before the suggested rise becomes effective. The new price list will be published by Butter, N. Goldberg, vice-president and president of Decca Distributing Corp. All exchanges will be made on a monaural-for-stereo basis only, effective immediately.

Elektra, which in a sense started the movement with

Kama Sutra, Helms Draft Waxing Plans for ‘Hippops’

LOS ANGELES—Kama Sutra and Family Dog Productions of San Francisco are mapping new recording concepts for the studio, as well as for live performances at Avalon Ballroom, a mecca for pop/hippie groups.

Chet Helms, the 24-year-old partner in the firm which operates Avalon, will join forces with Kama Sutra partner Artie Ripp; that he expects to utilize musicians with no prior producing experience to produce sessions for the pop/hippie groups because of their understanding of the music.

Helms has recruited Peter Bob Cohn, as one aspect of their new affiliation with Kama Sutra—a member of this week’s Billboard, will be recording instruments accompanying vocalists with wide-open pots to "honestly" capture the emotional music.

The association between KS and Kama Sutra is a result of the record cut at the Avalon studio will be released on the KS and Kama Sutra labels in an affiliation based on a 'spiritual' relationship rather than a profitwise movement, Ripp explained.

Helms plans limiting his production participation to about 10 groups, with individual group members being developed as solo men. The intent is to communicate honestly with the sensitive San Francisco-based amplified groups, avoiding the hacker image many people have about major recording companies.

Contract terms will be on the "immediate needs" of the artists, Helms said. "We will offer proper compensation and attention to the artists; our emphasis will be on a more comprehensive effort than most people expect."

The studio, which will cost KS $25,000, was the first on-location recording facility at a San Francisco pop/movie establishment. The studio will be used for least five major pop recording sessions each year, with San Francisco groups having a unique situation. They have had little studio space, and many have not been inclined technically. "But they are inclined musically," Helms observed.

Helms is an old-time publishing company, Hard Groove Music, to handle material developed by the label. The association with KS will also result in the publication of posters, designed to boost activities at the Avalon, being printed in high quantities for sale by KS through regular record distributors.

Col. Gives Moby Grape A Whale of a Buildup

NEW YORK—Columbia Records is devoting prime promotion time to the buildup of a new rock 'n roll group from San Francisco called the Moby Grape. The group got under way last week with the unprecedented simultaneous reissue of five singles and an album.

The group is introduced to key West Coast press and advertising representatives by Columbia executives at a special party and concert last Tuesday (6) at the Avalon Ballroom, where the band is scouting for the San Francisco's rock 'n' roll talent. More than 1,000 people attended the event, with other West Coast groups joining in.

According to Columbia, the unusual step of simultaneously releasing five singles and an album by a previously unrecorded group is the label's way of displaying confidence in the group's appeal and of underscoring the range of the Moby Grape.

Five Singles

The five singles will all be released in specially designed color sleeves, which are part of a company-wide promotion for the campaign by the Columbia Records' press department. Release of photos of the group are used on the front and back of the album, which also includes a color poster as a free bonus. The album, "In the West," has been consistently sold at the highest retail price of $4.79 for both mono and stereo. The posters have been in high quantity for dealers in-store display. Advance dealers orders for the album are said to have exceeded 100,000 copies.

Moby Grape, a quintet whose members include Peter Lewis, Jerry Miller, Bob Mosley, Skip Spence and Don体现出, came to the attention of Columbia after gaining an "underground" reputation through performances in San Francisco. Seven record companies are reported to have been holding for the group. All five members of the group are primarily vocalists, with each is represented on the first album by at least two songs. The group's former manager is David Rubinson, pop artists and representatives producer in Columbia's Hollywood A & R office.

Special Logo

As part of the Moby Grape promotion, a special logo was designed and will be used prominent advertising, promotion and publicity material in relation to the product itself. All correspondence and news releases concerning the group will be printed on special paper with the logo as a letterhead.

The Moby Grape advertising campaign, coinciding with the group's national tour, will feature full-page ads in all trade publications and in key teen magazine publications. A Moby Grape manual, containing biographical information on the group as well as sales tips, was prepared and sent to all Columbia sales and promotions offices in the field. The manual also contains a tip sheet and guide to the merchandising tools developed for the promotion. In addition, the Moby Grape has created special Moby Grape issues of "Insight," the label's product information handbook.

NAT IS SNUBBED ORIGINAL TV MUSIC, SOUR CHARGES

NEW YORK—Robert B. Sour, BMI president, has strongly objected to the lack of an Emmy award for original TV music. In a letter to the Academy of Television Arts and Sciences (NATAS), Sour noted that such an award originally was slated.

"I see no reason why the original music which is being created for television transmutes the tube to become a major factor in the music industry of our time. Original music, which is so thoughtfully integrated into virtually every aspect of television, is the product of men of talent, skill and taste."

"I feel that the Academy share our belief when it set up a category recognizing Individual Achievement in Music. The product itself.

"The failure of the Academy to mention this category or award winner either during the dinner, on television, or in subsequent published reports is a claim of the product itself.

"I see no reason why the original music which is being created for television transmutes the tube to become a major factor in the music industry of our time."

Labels Radio Pkgs. Scoring

BY CLAUDE HALL

NEW YORK—Syndicated radio shows—on-air promotion by record companies, to be a major exposure tool for new artists. In fact, MGM Records is launching an hour syndicated show featuring Tom Wilson's AMF, stereo version on the 6th, regular airtime.

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KBLA to Go 24-Hour 'Mod' Country

LOS ANGELES — Country music will get a major boost when KBLA debuts its "mod-" format, which applies to the city's only 24-hour all-country radio operation.

The Long Beach suburban top 40 station in Burbank has applied to the Federal Communications Commission (FCC) for a change of call letters and is shooting for a Monday (19) launching date for its adult-style country concept.

The station will be on 100,000 watts daytime, 1,000 nights, with a construction permit for 10,000 watts.

Bill Wardlaw, hired several weeks ago as program director, said the station will seek an FCC format simultaneously with FPC permission to introduce new call letters. The Los Angeles area is currently serviced by five country stations, none of which is an around-the-clock operation or totally blacking out the community's AM-FM in Long Beach with 1,000 watts. The station will have a 50,000-watt sunrise-to-sunset operation and KJIE is a Glendale 500-watt daytime.

Wardlaw, a top 40 operator and formerly operations manager at KBOX, Dallas, has hired three people from Texas as half of his six-man personality team.

When the station breaks with its country sound, the DJ line-up will consist of Harry Newman, who has been the station previously, in the opening slot. Bill Bunnell, formerly with KZJP, Amarillo, Tex., 9; noon; Vic Gee (Grayson) noon-3 p.m.; and George Courtenay, formerly of KBOX, Dallas, 3-7 p.m. Bill Williams, with the station in its top 40 marketing post, and Larry Scott, midnight-5:30 a.m., also a former KBOX personality.

Scott, Wardlaw said, would be named as the station's marketing and promotional/activities director, a post he played under his supervision. The new station will run with a 60-song survey. The music list will change each Saturday. Personalities will program their shows off-line, handled by Wardlaw and Scott.

The station is without a record librarian. Bruce Wendell having left after three years.

Dj Bob Hunder, the morning by Bill Williams

SUCCESSFUL in placing in Trunk songs.

Pompe, serving France and Belgium, is operated by Claude Pascal, Among his successful ventures have been three recordings of "Green, Green Grass of Home." Two other versions of this same tune have been recorded in Germany, and Johnnie Mull runs Franklin Trunk. From this office he serves Germany, Austria and Switzerland.

Again, this same tune has been done in Sweden, recorded by Jan Bang. The Stockholm office, by serving Sweden, Denmark, Norway and Finland, is handled by Trunk.

That same office has come up with a recording of "Heartbeats and Wives." Some of the tunes cut in Germany and owned by Trunk, include "Walkin' in the Sunshine," "Tell Her You Love the Hurt," "As Long as Wind Blows" and "The Town That Never Sleeps."

Flans for Italy

Italy offers even more promise. Luigi Campari, who operates Rome, has made arrangements with producers of movies in Italy to handle Rock Songs as scores in the films, and this already is paying off.

Flans also has been in contact with Augusto Alguero, serves Spain and Portugal. It has taken the first step in making a record of the tree catalog, offering a selection of English artists and to the principal "disco" catalogues.

Joe Petrucci handles the Forest Office for Holland and the Netherlands.

In addition to the establishment of these subsidiaries, Trunk also has set up representation in several areas, including Argentina, Brazil, Costa Rica, Mexico.

Perhaps the most unusual set-up is with Brazil and J. Vinrarickeye, who operate the State Publishing House of Music in Brazil, the USSR and Hungary. No American branch has ever been established in these state-controlled nations, but Trunk has managed to reach an agreement with Brazil, Gloucester Tree and Prague Tree.

Stapp and Eastman were able to establish representation in the State Offices for Brazil, for staff and management personnel were carried out in most of the countries.

The most trying part of the operation is trying to persuade the casual attitude the Europeans take. Instead of notifying us right away when a new Trunk song is recorded, they frequently wait for weeks or even months until a song, which is simply a matter-of-fact way.

Steve Stapp and his executive vice-president, Buddy Killem, believe Australia and the Far East hold vast possibilities for Nashville's music.
A Great Bunch!

A Moby Grape poster!

A Moby Grape album!

5 Moby Grape singles!

“Fall on You”
c/w “Changes”
4-44170

“Sitting by the Window”
c/w “Indifference”
4-44171

“8:05”
c/w “Mister Blues”
4-44172

“Omaha”
c/w “Someday”
4-44173

“Hey Grandma”
c/w “Come in the Morning”
4-44174

The action is where Moby Grape is on COLUMBIA RECORDS®

Direction: Mathew Katz

www.americanradiohistory.com
**Executive Turntable**

Denis Hyland, Billboard director of sales, has been named publisher of Merchandising Week, published by the Billboard Publishing Co. Ron Carpenter, Billboard's advertising manager, moves into Hyland's slot as sales director. Hyland replaces Walter Browder, who resigned. Both Hyland and Carpenter are veteran Billboard advertising representatives.

Carl W. Burgstaller has been added to the general sales staff of Mills Music, Inc. After serving as a representative for Carl Fischer, Inc., in New England, Burgstaller was associated with Irving Berlin, Inc., and Broadcast Music, Inc., as assistant sales manager. Burgstaller became as Eastern sales representative in 1930 and became sales manager in 1955. Burgstaller also taught French horn privately and as a special instructor in public schools and universities in New England.

Harold Nathan Pope, an attorney in Chicago with experience in financing and importing, has been made a partner in Strachman, a tape cartridge and tape merchandising organization in Chicago. Jack (Buck) Mungar has been named to the new position of director of advertising and promotion for the company. Pope will act as the technical authority for the company's products. Mungar had been in independent record production and has what is described as a Hollywood background.

Tom Carroll has resigned as executive assistant to Don Siviero, president of S.A.C., New York management company, to set up his own personal management firm in Chicago. The company, at 1550 Lake Shore Drive, will be known as Thomas F. Carroll, Inc. A new office is also in New York, at 203 Fifth Avenue.

John Mehan joins MGM Records Los Angeles office in promotion. He was formerly Western region sales manager for Epic Records, which this firm has acquired. He will be named assistant director to enter personal management. He is also opening a music publishing house in Los Angeles and will seek independent record producers. He will also join the company's Los Angeles office December 66, following five years with Columbia Records. His former clients include the Peanut Butter Conspiracy, Genteel Soul, Gordon Gracie and Brenda Lee, Hank Lockin, Pency Nichols, Steve Noona and Jim Valley.

Fred Kaplan has been signed as producer by Davy Jones Records. Kaplan, who reports to Jack Angel, the label's vice-president, will produce "Back to the Beach" for the Reelz, a group just signed to the company.

Benn Bergmann has been appointed tape sales manager for Taylor Electric Co., distributors of RCA Victor, RCA Candon, ITCC, Ampex, Liberty, Mercury, Motown and GRT tape products. He has been employed in the firm's New York office since he joined Joseph S. Cascio has been named ASCAP's station relations representative for New England. He will operate out of ASCAP's New York headquarters.

Arnold Shaw, former general professional manager at E. B. Marks Music Corp., has been appointed general manager of the staff of Billboard as a consulting editor. Shaw will work primarily on contemporary music subjects. Shaw has written several articles for Billboard's forthcoming Encyclopedia of the Music Business.

 Ashley famous Agency last week made the following changes in its management. Miss Vivian AFA three years ago after 17 years with the General Artists Corp., will head the department. New staff members are Tom Bibbo, who will handle books in Florida and the Carolinas, and Shelley Rothman, who will be in charge of one-night club dates, hotels and resorts. Another new staffer, Charles Glaucioz, will concentrate on theaters, colleges and cafes. Mike Slinov moves over to the New York cafe department, and Abby Hoffer joins the concert department.

**Soviets 'Nyet' Alpert Brass**

LOS ANGELES - The Soviet Minister of Culture has refused a request to perform a forthcoming Moscow Film Festival. The group has been invited to join with American motion picture stars in the July 7-9 filmfest, by Jack Valenti, president of the Motion Picture Assn. of America. The reason given by the Soviet Government for its veto was that the TJB's appearance would not be in favor of the Soviets. While the Americans have no legal access to American music or recordings, Soviet diplomats have been informed that a good portion of the TJB's popularity around the world.

In the past, a small number of American jazz performers have been officially accepted by the Soviets for public performances. The TJB would have been the first U. S. pop group working in Moscow.

**Weintraub Coffee Campus Circuit Really Percolating**

NEW YORK—Fred Weintraub's House Circuit may be taking on national proportions on campus during the coming year. The idea was a spurning success at Ohio State last year, and the campus circuit spread from some 50 colleges and universities scattered talent at Weintraub and his manager, the best musical and stage performances on circuits next year. The circuit is set up, with the cooperation made up of faculty and students, and set up nine additional circuits for 1967, with the possibility of establishing three more during the year.

The circuit works like this. A string of coffee houses are circled in a single circuit where performers can get first hand experience with 'live audiences' and garner exposure. Each act will play dates for one week at any given school in a circuit and then go on for appearances at other schools in the circuit, earning $50 for each performance. The contract also includes free room and board on campus. This is a small price to pay for an artist who would allow artists to perform in the circuit and have the opportunity to be heard and face the same audience for more than a week.

The circuit is a three-day screening job this past week was produced by the Conference of East Coast Campus Executives and the office of Weintraub's management, Saban Management, N. Y. A board of directors has been set up to operate the circuit. They are also charged with setting up regional offices and getting entertainers appearing on campuses.

Three circuits in Connecticut, the University of Connecticut, the University of Hartford and Central Connecticut State College, have signed to operate in the new Connecticut circuit, may "split" for more schools if any other school in the three schools. This could only be arranged, according to officials, if the schools are within close proximity.

New circuits are made up of schools in these areas: Louisiana-Mississippi, Tennessee, Kentucky, Ohio, and Eastern New York, Connecticut, Florida and Virginia. The three other areas expected to be established during the year are in Wisconsin, Pennsylvania, and the Northwest. Each circuit also provides a 30-day cancellation clause for the talent in case they have to break the agreement for other commitments Indianapolis based promoter. This clause does not apply to the schools, and the Central office for the circuit is Fredman Management.

**Handelman Stock**

DETROIT—A regular quarterly cash dividend of $2.25 per share on the 1,231,302 shares of common stock outstanding has been declared by the Handelman Co., a leading Detroit record distributor. This is payable on July 7, 1967 to stockholders of record on June 28, 1967.

**London Sets 4 Sales Parleys—Spring Program Hits Peak**

LONDON—London Records will introduce its fall I.P. re-release in four regional sales meetings next month. The first of the meetings is slated is the introduction of the FP-67 sales program, which will include Pinto's first I.P. re-release. London reported the highest sales in its history in the fall 1966 program, which ends on June 30. London officials taking part will be headed by Don Siviero, vice-president and sales and distribution manager. With him will be his assistant, sales and promotion managers; Jack Wellfield, Paul Livi, Leroy Meil and Al Strecker. Additional appointments will be made by Tony Mervante, Emduardo Reo, Stanley Black, Wern-ner Mueller, Renata Tebaldi, Lionel Pinto, Morten Lorentzson, and the Bachelor. A cocktail reception will be held during each session, which will open each regional meeting. The presentations will take up the following week.

The meeting schedule begins on July 24-25 with the Western Region at the Century Plaza Hotel, Los Angeles. The next four meetings will be July 26-27, Midwest Region at the Continental Palace Hotel, Chicago. The Aug. 1-2, South Region at the Continental Beach Hotel, Miami. The Aug. 4-5, East Region at the Continental Hotel in New York. D. H. Trollee-Bond, London Records president; John Strickler, assistant to the president, and members of the home office will attend the New York session.

**J. R. (Longo) Sullivan Dies**

SULLIVAN—John R. Sullivan, "Longo of the Longo and Sullivan partnership, died of a heart attack last Monday (5) while operating a telephone in the home of Longo's son, John, in the next room. The 50-year-old entertainer and his brother Rollin (Oscar) had left the family Longo and Sullivan Inc., "Grand Ole Opie" for more than 20 years. Co-owners of Nugget Records in Chicago, they had produced a series of records ranging from Columbia. The brothers had staged the long running "The Real Thing" and "Lynn Anderson song, "Why'd You Bring That Up While I Was Eating" and "Felonious Kent- Worth of Pino Bosco," and the master had been sent to New York while a Columbia contract was being drawn up.

Sullivan was the second in the long line of the Longo, the act the company has been best known as part of the Eddy Arnold show in 1944. Marvin and Rollin are the sons of Longo and Oscar until 1950, when Marvin left to become a featured solo entertainer on the television circuit. Sullivan, who had been performing on the circuit with his brother Rollin, stepped into the role, and continued it to the time of his death. Sullivan will be long remembered as "I'm Your Own Grandpa," which they originally recorded on the Decca label and will be recorded for Starday, and then followed on their new Longo Sullivan label, and operating studios in Goodwils- 

JUNE 17, 1967, BILLBOARD
*chrismontezhasneverfailed *

CHRIS MONTEZ · FOOLIN’ AROUND
B/W DINDI (JIN-JEE) A&M 855

*In your charts you know he's right*
Bill to Regulate TV Nets Bows

WASHINGTON—A tough bill to put networks under FCC regulation, and divorce them from the programming in programs not wholly produced by them, has been introduced in the House.

Joint authors of the bill are members of the House Commerce Committee, Reps. John Miller of New York, Robert G. Oertinger (D. N.J.) and John Dingell (D. Mich.).

Line networks, networks out of participation deals in program production could upset some of the programming involving mutual ownership or common dollar networks. Broadcasting, recording and film-production. A change in net program ownership stations could affect performance moneys collected by music publishing firms that are subsidiaries of the big film producers, or whose catalogs, are not owned by any corporate interest in the Senate.

Murobe Forms A Distribut Net

NEW YORK—Bourne Company, the music publishing firm, is experimenting with a national distribu-
disk subsidiary, Murobe Records. The company is planning to set up a national distribution network and is rolling into market with the Towns.

Jimmy Kromes, head of the Mutual division, is now looking for his own artists and material to put the disk division on a regular LP and singles release. Recently signed to Mutual, Tom promotion are the Clayhills, the Fords and the Movements. Current single releases are by pairs of John Cavas and Johnny Douglas. Upcoming I.P. push will be on the soundtrack I.P. from "McGillie Go Home."

The new program promotion is being handled by Jerry Lewin.

MINNIE PEARL—STARDAY PUSH

NASHVILLE—Starday Recs., has booked off a "Starday posh for a new Minnie Pearl with Country Music Story," with a press release for a recent date preview last Wednesday (7) at the Regal.

Written and narrated by the songstress herself, the "Minnie Pearl"-star, the album relates in words and story the origin of the name and music. dam and is an all-out effort.

MIMI TRELPE TO U.K. FOR TALKS

NEW YORK—Mimi Trelpe, manager of foreign distribution for London Records and head of its London-based activities for Burlington Music Co., Ltd., will be here Sunday (15) for 10 days of meetings. Slaters are considered within the company to be of Brit-
decca, parent company of London and Burlington, and with Burlington, recorded. Ex-
cluded will be meetings with W. W. W. Tompkins, managing director of British Decca.

Costa Mapping Dual Expansion

LOS ANGELES—Don Costa, is mapping business expansion campaigns for his publishing company and for his role as publisher of the new magazine. He has opened a local office of Tridon Music, in which he is a 40% owner. He represented and brought Eddie Lambert out from New York as its pro-
test manager here.

He has also scored his first film, adding period westerns and has begun viewing the final print of "Don't Just Stand There," more "marketable music." Costa will continue record production, with Trini Lopez his major association, but hopes to develop independent deals with Costa operators.

In another aspect, TV net-

works and their owned or controlled pursuit units have been forced to cut the last minute feature-length films for showing late at night, leaving heavy to moving movies on prime time. A change in net-

work ownership arrangements in film programing could mean a change in network holding collections for music publishers providing the background mu-

sic.

During the 1958 hearings by Reprogramming (ASCAP), on ASCAP distribution, division, National Federation of Musicians' Fed-
dgraf insisted that ASCAP pub-
lisher board members whose film companies are actively in the music business, be barred from licenc-
ers, paid in only small amounts for the ASCAP music licenc-

es, but collected "many times" these from the performance royalty pool, on "music of these films in the U.S. and abroad." The Sub-
committee hearing specified 63 per cent of the highest-backing pay- ing music. ASCAP was owned by publisher board mem-
bers had only 15 of the high-

test paying compositions. Music writer board mem-

bers were "high paid," and writer-publishers 26 15th singer said writer had been one publisher earnings "far out-

weighted writers.

Silver/Garrett Setup Enlarged

LOS ANGELES—The Ed Silvers and Jess Garrett plan to specialize operation has signed six writers, bought power over the ABC, and is in negotiation for two other properties.

The five Canyon Music Can-

try writers are Jimmy Griffin, Mike Martin, Sunny Curtis, Cliff Crawford and Jerry Fuller. The two properties being sought are the Johnny Mathis catalog of some 800 titles and a catalog acquired by the firm owned by Irving Magnetic and Bill Costa, which the Silvers is to be used for Garrett Serve to employee Garrett Merchant's half and step in as admin-
istrator.

Material from the two ex-
cceptions, including Bluegrass Music, pur-

chased some eight months ago from Sam Brown and Archie Levington, is going to be used in this country, according to Silvers. He named such artists as Andy Willard, Sonja Henie, Ben Woolford, Moen Johnson, Every Brothers, Ray Charles and the Beatles as among the set cutting the duo's copy.

Nash, NARAS Elects Governors

NASHVILLE—Eleven governor of the National Academy of Recording Arts and Sciences, for the board of the Nashville chapter of the NARAS was elected June 20 at BMI to elect of-

cers.

Three elected in the largest budget turnout in the chapter's history are Merle Travis (singer, s-

cussionist); Ray Bonner (president); and John R. Farkas (vice-presi-
dent). Assistant treasurer was_advanced from the pool; Robin Snider (engineer); Jerry Reed Hubbard (instruments)

on for the chairman; Dandy Ricks (art director for Capitol); Artie Koff (advisory board); and Buddy Killen and Harold Bradley (at-large).

Bill Dennis is outgoing presi-
dent, the company's national sales manager. "And we find that neither distributors handle both lines."

Atlanta-Atco will present more than 30 new releases in what company officials call its "biggest and strongest line-up in the company's history. According to a company spokesman, Atlanta-Atco sales are cur-
rently 100 per cent above the comparable 1966 period.

The semi-annual sales con-

ference will be held 11 days through 9 at the Diplomat Hote-

l in Miami, Fla. On Friday evening, July 7, the company will hold a dinner where each quarter of its new distributor incentive contract will be shown to feature virtually all the labels' top artists and will be announced. Alco, Dial, Saxon, Volt and the first release of Atlantic Group and Alco Group.

Transglobal Named A Jewel Distributor

SHREVEPORT, La.—Jewel Records has named Transglobal Music Inc. as its representatives in France and French colonies, Switzerland, the Benelux coun-
tries, and Africa. The distribu-
tion agreement also covers the Ronn and Paula labels.

JUNE 17, 1967, BILLBOARD
RUSTY DRAPER has captured the ELUSIVE sound of a hit!

"MY ELUSIVE DREAM"

MONUMENT 45-1019

a multi-market smash

monument record corp.

NASHVILLE / HOLLYWOOD
Ford to Give Cassettes A Green Light on '69's?

* Continued from page 1 *

For Ford, the first U.S. automobile manufacturer to embrace the 8-track endless loop configuration, had installed 74,807 units as of June 1, and Chrysler were offering any qualified dealer the right to install the unit either as a factory-installed or dealer installed accessory. 8-track will be featured on nearly all models of General Motors, in its Chevrolets, PONTIACS, OLDSMOBILES and BUICKS, and American Motors and Volvoscars have joined Ford and Chrysler in offering the 8-track player exclusively. Sources indicate that all General Motors divisions (CADILLAC included) and the other automobile manufacturers will feature the same system in 1968 (Billboard, May 20).

While total new car production was significantly down during the first two months of 1968, the S-T-A-T-E postsales schedule and Liberty Records has set up duplicating facilities for the cassette in Omaha. Also, GRT will unveil some ISO music recordings and distribute them in the Music Show this month. According to Fickes, other record companies and retailers are getting ready to get into the market.

It is not known whether Ford is considering the cassette as a player/recorder, but according to Fickes, the playback aspects will be stressed. Said Fickes, "I visualize the cassette as just another medium for the audio enthusiast."

Marvin Greene and Ollie McLaughlin, as well as occasional artist producers, such as Otis Redding...


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Marvin Greene and Ollie McLaughlin, as well as occasional artist producers, such as Otis Redding...
“GROOVY SUMMERTIME” is right around the corner and this is where it’s happening:

- BALT./WASH.
- BOSTON
- CHICAGO
- CINCINNATI
- CLEVELAND
- FORT WAYNE
- LOS ANGELES
- MIAMI
- MILWAUKEE
- PHILADELPHIA
- PITTSBURGH
- ST. LOUIS
Jazz Beat

Lee Magid, a talent manager, has been given a new hat by the people for the jazz management business. Gavino Magid, however, to Magid's problem of finding enthusiastic, young people interested in a career, with a jazz-oriented personal management firm.

Magid is high on the undergraduates as a result of the performance of a University of Denver student who worked on one of his recent concerts. Magid now thinking of hiring the student upon graduation, "but not the kids on the talent committee," explained the man who manages Della Reese, Bob Dorough, Ruth Olay, Henry Cain and Marlene Cooper, among other new artists. Minn Shaw had a chart single with a blues vocal interpretation of "Mercy, Mercy" and Cain is a new, funky organist signed with Capitol and under his name, Dave Andreoff's guidance.

The concert, spotlighting Della Reese, Sergio Mendes, Brasil 66 and Gabor Szabo, drew 2,500 people and was able to co-ordinate three concerts in the area for the package. His apprentice student, who was heavily involved with producers over the weekend, thought the concert would, if hired, fulfill the same responsibilities on a broader scale. Magid estimates in six months the collegian could have a working knowledge of the booking and management aspects of the business.

Using Marlena Shaw, a Younger, N. Y. girl as an example, Magid says it's easy to interest a record company in a new artist if you cut the right demo disc and "house it under right." Magid adds. In the management business for some 20 years, Magid emphasizes: "It's also who you know and how you go about things." With Marlena, Magid heard at the Concord, an upstate New York resort. He cut a demo disc, booked her into the Playboy Club circuit, where the exposure is constant but the pay hard earth-shattering. Then he contacted Cadet Records in Chicago.

For several years Magid was the manager of an aspiring blues singer, the hit of the Monterey Jazz Festival three years ago and a stimulator for Capitol artists. Just about the time Louis Rawls' numbers popped up for public recognition after all that scuffling on the "chillen" circuit," he had Magid split up.

Since last February, Magid has spent considerable time putting a new Las Vegas-type lounge act together on the Hill in Los Angeles. He has a piece of the action and books all the performers. The room holds around 400 persons and on the weekends it is packed with happy people, of all age levels and backgrounds. There is a $2.50 admission and two-drink minimum, which Magid explains is necessary to meet the salary costs of booking such attractions as Gerald Wilson, an Oliver Nelson band and Charles Lloyd, for example.

Magid began experimenting with some unusual type of established and new names. Ruth and the Herbie Nichols Quintet; O. C. Smith and Walter Vandyler; Al Hibbler and Long Bill Davison; Al Hibbler and George Auld; Anita O'Day and Red Norvo. Future attractions: Mrs. "Men and" guitar, w'ep Robertson; Buddy Bryant; Bele Sete and Max Markowitz; Bess and Rut Ole (Magid's wife), Nina Simone and Arthur Prysock, he adds.

Magid works with a tolerant budget from $1,400 to $5,000. Bookings are for 10 days, which covers two weekends.

Magid is now considering means to bolster business on Mondays, a normally slow club day. He plans to book blues rock bands with the Rene Arden Trio from Seattle among the first acts considered.

The Club is five miles from Hollywood, the old CBS section. Consequently, Marty's does have a need for audiences with any of the show's characteristics any day.

UA Plans July Meetings for N. Y., Chi, San Francisco

NEW YORK—United Artists Records will hold its sales and promotion meetings next month in New York, Chicago and San Francisco. The UA distributors and key sales executives will meet at New York's Americana Hotel on July 11, at Chicago's O'Hare Inn on July 13 and at San Francisco's Del Webb's Towne House on July 17.

New album product and tapes will be discussed by UA distributors and their key personality.

The label's album merchandising is moving at its hottest pace in several years. Among the sales leaders are the "A Man and a Woman" soundtrack, the original Broadway cast album of "Ilya Darling," the track of the new James Bond movie, "You Only Live Twice," and pop entries by the Easybeats and the Spencer Davis Group.

Best Selling JLPs

KAPP RECORDS' PRESIDENT DAVE KAPP, president, is flanked by independent producers Brian Stone, left, and Charles Green, right, as the three ink a contract. Looking on is Bob Schaffer. Keep notes vice president. Stone and Green are responsible for names like Sonny & Cher, Bob Linder & the Teens, "City of Women," the first release under the new agreement, will be available this month.

Gospel Review

Clara Ward's Inspirational Sings BGM Pkg.

NEW YORK—There could not possibly be a better way to launch a new gospel sound line than with a Clara Ward album, and MGM/Verve has seen the light. The first of four albums in the label's new gospel sound series features Clara Ward in a stirring "Tell Me Much God," MGM Records has scheduled a heavy promotional campaign behind the entire series. The campaign includes a radio and in Negro-aimed publication. The Soul of Clara Ward" LP was produced by Hal Web- man; Prof. Robert Banks; produced the other albums, including "The Message," featuring, among them, "The Little Faith," featuring the Gospel Ambassadors with Prof. Frank Baylor, and "Peace Be," featuring Lloyd Reese and the Solid Rock Chorus. It's a powerful way to start a new series.

CLAUDE HALL

JUNE 17, 1967, BILLBOARD
"COME TO THE SUNSHINE"
THE NEW CHART-SURE SINGLE BY THE
HARPERS BIZARRE
#7028

"...Come To The Sunshine
Hang Your Ups and Downs
When You Comes
To The Sunshine"

* © 1966 Van Tim Music Co.

ANOTHER SINGLES CHART IMPERATIVE FROM
BROADCASTERS RELY ON BILLBOARD ... YOU CAN TOO!

"Like every other radio station we could not operate without BILLBOARD magazine. Thanks for the fine fellows you are following." - Vernon D. Parnell

Station Manager, Radio Station

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Company
Name
Address
City
State & Zip
Type of Business

Explo 67: Vast Recordland

- Continued from page 18 -

Table models. Both shops have excellent locations in heavily trafficked boutique areas. The Archambault shop is near the massive geometric domicile U. S. pavilion and the only Metro (subway) stop on the Expo site, and the Canadian Music Sales boutique is near the popular English Canada and Great Britain pavilions. Both shops are open from 10 to 10 daily, seven days a week.

Monkees Selling

The two stores that best sell are souvenir material, international, and French products. The Monkees latest album is selling well. Among the best-selling souvenir items are singles of the official Expo song, "The Monkees" (by Bob & Al from the Partridge Family, Say Friend), the official Centennial Canada song and "Canada," a variety of singles in praise of Montreal; plus such albums as "The Monkees' Continental Album" which includes both the Expo and Centennial songs, and Damblys' "Canadian Armed Forces Tattoo." The sale of international material was expected as the response of people who become interested in the music of a country following their visit to it. It was also expected that visitors to Montreal, with its French-Canadian ambiance, would want to take home French-Canadian records, and the emphasis thus far has been on the chaumonters, the folk artists, rather than pop material. Such French-based artists as Petula Clark and Francoise Hardy are selling well.

Some record companies feel that Expo is a bad influence on record sales in Montreal, and even in other parts of Canada, as record buyers save their disposable income to spend at Expo. Some Montreal record retailers do report a slump, as do downtown restaurants, movie theaters, and nightclubs, as Montrealers flock to Expo for their entertainment. However, they hope the boom is still to come, including a tourist season to come, an influx from the U.S., foreign countries, and distant parts of Canada.

Find out the U.S. and Canada.

"WE PLACE MASTERS" UNITED PRODUCERS GROUP

SAY YOU SAW IT IN BILLBOARD

JUNE 17, 1967, BILLBOARD
HAVE THEIR 3RD SMASH HIT IN A ROW!
1st “I LOVE YOU 1000 TIMES” 2nd “WITH THIS RING”

...and now

“WASHED ASHORE”

WRITTEN AND PRODUCED BY RICHARD “POPCORN” WYLIE
FEATURING SONNY TURNER ON LEAD

THE NEW PLATTERS
ALBUM • ANOTHER
HIT FOR THIS HOT GROUP
FEATURING THEIR
HIT RECORD “WITH
THIS RING”

MUSICOR MM2125
MS 3125

MUSICOR RECORDS
NEW, HOT AND HAPPENING...

AMSTERDAM

Al Peckover of the Big 7 Publishing companies visited Amsterdam for talks with executives of Editors Basart and showed great interest in the songs of newcomer Bajaria, first single was released some weeks ago on Polydor, and in the chart-ranking group Rod-Y's who have a big hit on Philips with "Take Her Home." Both tunes are records-boosting copyrights. "Take Her Home" is to be released in the U.S. on Realtime.

Les Barques entered the Dutch charts this week with "Bottle Party" (Hamman) which has had big airplay. Whamman promoted the disk by having the group hand out bottles of wine at 30 big record stores. David Red Sea Sager from Tel Aviv has released "The Oriental Beat Goes On" for Basart. The CGGC, the collective campaign for record promotion in the Netherlands, announced Oct. 6 as the date for the Grand Gala of the Classical Pop Record Gals. Winners of the Edisons 1987 for pop music will be announced June 15. The classical awards will be announced four weeks later. Photographs has recently released the new Turtles recording "She's Most Rather Be With Me" on the London White Whale label, and the second Dutch release of American rock singer Peter Tork. "I'm Under the Influence of Love." Tork's presence in the Netherlands also has two hot recordings on the November label "Birds and Bees" by the Warm Sounds and "Just a Little More Chance" by the Outer Limit.

Dutch artist Cat Stevens and the Equino fly to Amsterdam for TV recordings for the "Fan Club" program. Moshard Water, "Ha Ha Said the Clown" (Fontana) is maintaining its top spot on all Dutch charts. Benny Goodman will be the soloist in Muziek Orkestren Concerto with the Rotterdam Philharmonic during a special Holland Festival performance at the De Doelen concert hall, Rotterdam, on June 27.

Iramac has released a new single of the Dutch beat group, Outsiiders, which has reached the charts "Summer Is Here." On its new Soul Sound label Iramac will release an album titled "Soul Sound Hot 12" featuring Little Richard, B.B. King, Dee and Tiem Turner, John Lee Hooker, Lowell Fulson, Mary Love and Bobby Blue.

Jean-Pierre Kanell of ICS Switzerland was in Holland for talks with Indexo publicity manager Pierre Dumon. "Salvatore Adamo will visit the Netherlands in July for concert appearances at Scheveningen and Rotterdam.

Indexo has recorded a new R&B group the Metro whose first single is "No Baby" b/w "Since I Found My Baby." The theme from the Monkees' highly popular TV show has finally been released on Mowar. Meanwhile the group's "A Little Bit Me, A Little Bit You." Singerpan in the hit parade, Bovena is doing extensive promotion for the new Small Faces single, "Here Comes the Nice." and is also releasing "Another Day. Another Headache." on the 5th Dimension (Liberty). Indexo is planning a big-scale country and western promotion drive for the summer. Beatle fever has gripped the Dutch record market following immense radio and TV exposure of the "Sgt. Pepper's Lonely Hearts Club Band" album. Boveni is releasing eight albums at top speed to meet the demand. "Bovena artists were very impressed on the local Vara-TV show "Pas Club," which featured the Dave Clark Five promoting "You've Got What It Takes." Zoot Money with "Nick Nack," the Beach Boys, in an interview during a holiday in Holland, and Graham Bonney promoting "Happy Together." Bovena pop LP chief Henk Heereman announced that the company is to release nine pop albums in a special sales campaign aimed at teen-agers. Included will be albums by the Animals, Cherie, the Hollies, Cliff Richard, the Shadows and Roy Orbison. CBS British group the Tremelopes made TV recordings for Avro-TV to promote their new releases, "Stone Is Golden," which is proving a successful follow-up to "Here Comes My Baby." Avro TV is making TV recordings of The Mills Davis Sextet for subsequent transmission. Negramar currently has five numbers on the Dutch top 15, including "Waterloo Sunset" by the Kinks, which this week jumped to No. 4. Sundel Shaw visited Holland to record a special Sundel Shaw show for VPRO-TV under the direction of Rob Tatters. She later appeared in the Rotterdam Modern that Festival backed by her group the Streamliners. Holland is beginning to dig to Detroit beat, reports Pat Fennell of Arionte. The company has released a whole string of Tamla-Motown records, including "It's Hard Being a Lover" by the Continues, "Seven Stones of Clover" by the Four Tops, "'Ain't No Mountain High Enough" Martin Cooper and Tammi Terrell, "Just Look, What You've Done" by Brenda Holloway, "Got to Love You Back" by the Isley Brothers, "Take Me In Your Arms and Love Me" by Gladys Knight and the Pips, "When You're Young and in Love" by the Murrelettes and "All I Need" by Myrna Williams. The biggest Tamla seller currently is, of course, the "Happenings" which has been rushed into production. Bovena has released three albums—The Spaniards, "The Narrower, the Greater Hits" and "Marlitt and the Wanderer, Greatest Hits." CBS will release the new single of the German singing group the Jacob Sisters, "Happy Hong Kong." "I'm a Face and I'm a Face," to coincide with the singers' visit to Holland. Negramar has released "Friends Together," "Sleep in the Subways." Avro TV Radio and "Vesuvius" will be the show June 12 to June 14 featuring Arabo artist Peter Alexander as guest star. CBS has released the "Clyde's. We Had a Good Thing Going." BAS HAGEMAN

BARCELONA

Currently leading Spanish sales is the Eurovision winner, "Puppet on a String," in the Spanish version, .. Sunnny Davis Jr., playing his Spanish debut in Barcelona and Madrid but did not achieve the anticipated big success. Richard Vehl of Spain's hottest star was in Barcelona to meet his Spanish representative, the famous singer Shone from London for talks with Spanish producers. Gimena Gaher won this year's International Majestades Festival with Malbeca, "Non Ti Dimichiara, J. and Bella From France, who won second prize with "La Mer et Le Soleil." made an excellent impression. Also impressive was Spanish Toni Oladir with his first appearance in the festival. "Give Me Some Loving" by the Spencer Davis Group has had many cover versions here, but the original is the top seller. France's Michel Polnareff and Mexican artist Abel Mela are among the artists booked for the important Spanish TV show "Grand Prix."

WERNER H. SCHURING

BRUSSELS

Editions Foniar has acquired the rights of the new Martin song, "Lay Some Happiness on Me" and the Eagles' biggest hit Humphead, "I Know It by arrangement with Burlington Palace. - Gold disc winner Claudina Sylva will be in the team to represent Belgium in the European Song Contest at Kocke-le-Zoute. Tomita has recorded an LP for Foniar which includes some of her biggest successes plus the new songs, "Pour La Plaisir," "Goodnight My Love." (Continued on page 45)

JUNE 17, 1967, BILLBOARD
HAPPY is the word for this SMASH
HAPPY is what you'll be.
HAPPY will make you HAPPY!
HAPPY... a NUMBER ONE RECORD!

"HAPPY"
by
THE BLADES OF GRASS

JUBILEE #5582
"the sound that's happening"

Produced by BILL and STEVE JEROME for REAL GOOD Productions

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Jubilee Records proudly introduces
THE BLADES OF GRASS first Number One Record
THE ROBERT (Cliff Parman) Dirty Dozen," (Teenie BMW)

SOMEDAY

TOMMY BOYCE & BOBBY HART - OUT AND ABOUT

(Producers: Tommy Boyce & Bobby Hart) (Writers: Boyce-Hart) (Screen Gems-Columbia, BMI) - The powerful writing team debuts as a single act with this R&B hit. A nice rhythm and blues production should establish them as top disc sellers. Clever rhythm material and compelling dance arrangement should make it "big." Flip: "My Little Chickadees" (Screen Gems-Columbia, BMI).

PEACHES & HERB - FOR YOUR LOVE

(David Kapralik & Ken Williams) (Writers: Townsend-Hansen) (Screen Gems-Columbia, BMI) - The US version of the hit in the UK. "For Your Love" was the best-selling rhythm and blues record hit of 1964. This version should do well. (Screen Gems-Columbia, BMI).

THE YELLOW BALLOON - GOOD FEELIN' TIME

(Producer: Zabel) (Tennei, Bopper, ASCAP) - Following up their initial success, "Yellow Balloons," the inventive group offers a smooth vocal treatment of a groovy rock ballad, which should have no trouble with a smooth record release. Good summer hit sound. (Screen Gems-Columbia, BMI).

TRINI LOPEZ - THE RAMBLE BUSH (Producers: David & Doez) (Writers: David-Doez, ASCAP) - As performed in his dramatic film debut "The Dirty Dozen," this catchy rhythm item has all the appeal of his "Lemon Tree" smash of the past and should prove a giant chart item. It's Lopez at his rhythmic best. (Screen Gems-Columbia, BMI).

JOANIE SOMMERS - TRAINS AND BOATS AND PLANES (Producers: Nick Venet) (Writers: Bacharach-David) (Screen Gems-Columbia, BMI) - Despite the driving rhythm of the Bo Diddley sound and an exciting vocal workout, this solid rock heater has all the earmarks of a fast smash. Distributed by Decca. (Screen Gems-Columbia, BMI). Flip: "My Babe" (Hill & Range-RCA).

THE CASINOS - HOW LONG HAS IT BEEN (Producers: Cliff Parman) (Writers: Folger) (ACCU-ROSE, BMI) - The well-blended vocal group should ride high on the charts with this top rhythm ballad. Has the feel and sales appeal of their big one "You Can Bet Your Life." (Screen Gems-Columbia, BMI).

MOBY GRABE (Producers: David Robinson) - FALL ON YOU (Writers: Lewis) (Changes) - (Writers: Miller-Stevenson) (SMILING BY THE WINDOW) (Writers: Lewis) (INDEPENDENCE) (Writers: Spencer) - BMI (Writers: Miller-Stevenson) MISTER BLUES (Writers: Lee) (Top Rank) - DOLLY'S JAZZ (Writers: H. G. O'Briain) (SOMEDAY) (Writers: Miller-Stevenson-Spencer) - HE'S COMING IN THE MORNING (Writers: Mosley) - New rock quintet debuts with five releases at once in one day. The group debuts with solid folk-rockers with the exception of "805" and "Somebody." Good material, good sound and any one could hit with impact. (Screen Gems-Columbia, BMI). 

COUNTRY SPOTLIGHTS

TOP 10

MERLE HAGGARD & BRANDED MAN (Producers: Ken Heron) (Writers: Haggard) (Owen) - With his 10th top 10 hit, Haggard is still riding high, the distinctive Haggard offers a "Fugitive" styled entry that should put him at No. 1. This is another "Road to You." (Owen, BMI). Capstone 5931

BILL ANDERSON-PAPA (Producer: Anderson) (Stallion, BMI) - A poignant, moving piece of ballad material emotionally performed by the composer. A sure-fire winner. Flip: "No One's Going Against You Anymore." (Paisley Church, BMI).

PORTER WAGONER-JULIE (Producers: Jennings) (Writers: Jennings) - Waylon Jennings wrote it. Wagoner performs it beautifully which can only mean a top of the chart contender. Clever charm ballad material. Flip: "Tryin' To Be Lonely" (Caretta, BMI).

JIMMY DEAN -NINETY DAYS (Producers: Chet Atkins & Golden) (Writers: Deese, Hill, CC) - A sentimental vocal performance and arrangement of an exciting rhythm item, is even more potent than Deese's hit. Flip: "Stand Beside Me." Flip: "In the Same Old Way" (RCA Victor 2934)

GEORGE HAMILTON IV - BREAK MY MIND (Writers: Chet Atkins) (Writers: Loudermilk) (Wind-ward) (Flip: "The Joan of Arc") - Loudermilk's easy beat rouser that should hit with impact. "Joan of Arc" hit No. 2. (Blue Echo, BMI).

MARBOR WORTH - ONLY YOU (Writers: Young) (BMI) - Marking her move to Decca, the fine stylist has equal sales potential. Solid rock ballad material, beautifully performed should be a big one. Flip: "Baby For You," (RCA Victor 2933)

CHART

TOP 10

TAOUSTAN McCALL - I'LL DO IT FOR YOU (Writers: Pompeii) (BMI) - "Hit it big with his current "Nothing Takes the Place of You," and this exciting blues ballad could continue this run of success. Pop and country hit. (Stamps-Blue-RCA).

EDDY GILES - LOSIN’ BOY (Producers: Heads Up Prod) (Writers: Giles) (Heads UKP, BMI) - New comer should hit hard and fast with this easy rhythm item performed in smooth style. Good sound and performance. Flip: "I Got the Blues." (Blue-Echo, BMI).

MIGHTY SAM - THE SAME OLD WAY (Producers: Pops Staples) (BMI) - A soulful performance of Bobby Bare's "The Same Old Way." Sam's first hit since "I Never Loved a Woman Before." Should skyrocket to the top of the R&B charts and create a stir on the Hot 100 as well. Flip: "Silent Night." (Browns, BMI)

R&B SPOTLIGHTS

TOP 10

SOUL POINTS - MAKE ME A LOVER (Producers: Gadsby) (Writers: White) (Sound) - SHORT 23, (RCA)

PRINCE RALPH - You Give Me Too Much Love (Writers: Carnell) (Kane) (BMI) - Better World." (RCA)

SILVER SOUL - (I'm The) King of Your Love (Writers: Roper, GC) (BMI) - "Hit it big with his current "Nothing Takes the Place of You," and this exciting blues ballad could continue this run of success. Pop and country hit. (Stamps-Blue-RCA).

EDDY GILES - LOSIN’ BOY (Writers: Giles) (Heads UKP, BMI) - New comer should hit hard and fast with this easy rhythm item performed in smooth style. Good sound and performance. Flip: "I Got the Blues." (Blue-Echo, BMI).

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Hitting Hard & Fast

I Was Made To Love Her

Stevie Wonder

TAMLA 54151

MOTOWN RECORD CORPORATION

"The Sound of Young America"
ALL RIGHT, WISE GUY, LISTEN TO THIS...

I've got this Big New Musical Comedy Album, see... (WILL YOU WAIT'LL I FINISH?)

DJ'S EVERYWHERE HAVE GLOBBED ONTO MY "BIG MOUTH" CONTEST--WITH ME AS THE PRIZE! GROOVY? (DON'T GET SMART...)

The kids all want my "BIG MOUTH" BUTTONS! TV wants me for guest shots! AND EVERYBODY WANTS MY ALBUM! (An edgewise word... watch it!)

NOW YOU CAN TALK...

AND YOU THINK YOU'VE GOT A BIG MOUTH?

SO PLACE YOUR ORDER, AND SET UP YOUR OWN BIG MOUTH HEADQUARTERS TODAY!

Bob Booker and George Foster present
SCREAM ON SOMEONE YOU LOVE TODAY or
How To Become A Better Person By Opening Up Your Mouth and Telling The Whole World Where To Get Off (V/V6-15056)
Starring JACK E. LEONARD
Chuck Dennis is "for free"
(the rest of the program we sell)

The rest of our program includes advance design equipment plus films and a team of engineers, strategically located around the country, who are just as capable as Chuck Dennis. It also happens to be the only complete edge seal packaging program offered to the record industry.

Chuck, one of our engineer/salesmen, may be "for free," but he's worth his weight in golden records. When you combine his broad technical knowledge with the "design for the future" versatility of the Cryovac SA-1 machine and a wide line of shrink films, you've got the all-around winning combination. Whether you want to edge seal single LP's, LP albums, tapes or tape cartridges...this winning combination wraps one and all, faster, better and more economically.

There's only one complete record edge seal packaging program that includes film, advance design equipment and technical assistance. That's ours.

There is also only one Chuck Dennis. He's yours. We offer him "for free."

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<td>UP AND AWAY</td>
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<td>GRADUATION DAY</td>
<td>Ray Charles</td>
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W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.
Stephen Monahan sings "City of Windows"

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stephen monahan

Introducing a great new artist on Kapp Records.

Prod. by Greene & Stone; A York-Pala Prod.
G. Romanis: Commercials to Scores

By ELIOT TIEGEL

LOS ANGELES—More people have heard record George Romanis melodies on radio and TV than any other composer. Romanis is the author of "Winston Tastes Good Like a Cigarette" (Winston), "You Can't Have Your Cake and Eat It Too" (Chrysler), and "Breakin' in a Ford," two major ad campaigns which have blanketed broadcasting.

Romanis music has been subliminally helping sell products for American manufacturers for the past seven years. Now the former big band arranger has moved to the Coast to set up a show and look for a recording contract, among other things.

Lloyd Quartet Prepping for Europe After Tour of Soviet Union

By CHARLES BARRETT

NEW YORK—the Charles Lloyd Quartet is preparing for concerts throughout Europe after having returned recently from a 10-day concert tour of the Soviet Union. The group was the first American avant-garde jazz aggregation to play in a Russian art program.

Lloyd group played dates in Moscow and Leningrad at public halls, cafes, and were best received at the Sports Palace, Tallinn, Estonia, before about 5,000. Lloyd, indicated, however, that he felt the group's efforts to play dates were often thwarted by Soviet rules and near apathy. The group was not allowed to play until the last day at the Soviet Arts Festival in Tallinn, and Lloyd also reported that his quartet showed up for a date at a labor hall only to find the building locked and in darkness.

Atlantic recorded the group's Tallinn appearance and a disc is expected to be issued within the coming months. The label also said it gave permission to the Soviets to use the tapes from the last concert for release on records. The appearance was recorded in both mono and stereo. The Citizen-Exchange Corps supported the Lloyd quartet. The quartet will be playing jazz festivals in England, Sweden, Holland, Switzerland and possibly festivals in Milan and Brussels. Lloyd indicated that he would not appear at the Newport affair this summer. Also planned are appearances at the Bergen Festival, Norway, which this week is generally considered a high point of the European jazz tour (and other appearances on the West Coast and in Venice, Italy. Atlantic will release the third LP of the Lloyd group in early July. It's titled 'Love-In,' and was recorded live at San Francisco's Fillmore Auditorium.

 Personnel in Lloyd's group includes Kaith Jarrett, piano; Ron McClure, bass; and Jack DeJohnette, drums.

Shames in Harmony On a 'Vocal Identity'

By CHARLES A. BARRETT

NEW YORK — Columbia Records' Cryin' Shames tag their vocal sound a distinctive instrumental sound, somewhere between the Beach Boys and psychedelic jazz. Their new album, considered further evidence of the remarkable musical flow of the Shames, who hail from Chicago. The group has a click single, "Sugar and Spice," on a Chicago-based independent, and is preparing to reissue their current Columbia single is "Mr. Unreliable," which hit in the Chicago area. Columbia plans to release a new single this month. "It Could Be We're In Love," c/w "I Was Lonely When." Promotion for the record and the group is slated for the summer and a tour is set. The group is composed of two electric guitarists, drums, bass, organ and a tambourine, and a bass clarinet, which is often dubbed as a dancework. "We make a basic jazz record with element—visual, vocal and musical," Toad said. "It is also jazz, it is used in a different way, and become states." He added, "we have produced the original Chicago contemporary sound."

The Shames, equipped with about $10,000 worth of equipment, have played record hops. High school students listen throughout the Midwest. They say they got their "break" under the direction of the personal-iy Deyl Dare of WLS.

Merc's Lesley Gore Bows Into the Straw Hat Circuit

NEW YORK—Mercury Records' Lesley Gore is about to announce her new album. She will be appearing this summer in "Half-A-Sixpence."

The former Emmy winner has been heard on Walthington D.C., Baltimore, Valley Forge, Pa., Westbury, N. Y., and Cambridge, Mass. on Wednesdays (June 14) to run the Straw Hat Circuit. She is heard in full from San Lawrence College, Bronxville, N. Y., said.

Merc's Lesley Gore has a hit under her skirt. She has some 90 songs to her credit, and nearly as many as well. Her current single is "Sandi and Bonnn," which will be included in a new album to be cut this month. When she finishes "Half-A-Sixpence," she will go to Los Angeles for a show at Disneyland. Miss Gore has come college next year, and plans to concentrate on her career. "It may be getting into musical theater as a full-time ambition," she said.

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AVAILABLE IMMEDIATELY
A New Talent Show By Pathe-Marconi

PARIS — Pathe-Marconi staged a special Minilas show at the Coeurd'or Cinema to present its new talent to radio and TV producers, record retailers, promotion men and press.

In addition to scheduled performances by Anne Vanderlove, Henri Dev, Philippe Olivier, Froment and a group called the Masters, Pathe screened promotional films for the A&M catalog. A Hobby premier and Chris Montez.

The star of the show was Anne Vanderlove, recently awarded the Grand Prix de Academie de la Chanson Francaise. Her album features "Les Souvenirs" and "La Fontaine de Dijon," making a big impact following extensive radio exposure.

Pub. Weiner Going Off-B’way Again

NEW YORK — George Weiner, veteran music publisher, is stepping into theater production again with the musical comedy, "That's What's Happening Baby." The musical, adapted by Guy Bolton from the 25-year-old play, "Who's Who," which he wrote with P. G. Wodehouse, will be presented off-Broadway in October.

The music and lyrics for the show have been written by John Brandon. Weiner will publish the score through his Wemar Music firm. Weiner last presented "Cindy," an off-Broadway musical which also had a score by Branden.

S&S’ Hoss Will Aid Youth Board

CHICAGO — The Chicago Commission of Youth Welfare, which has received a $17,300 grant from the city to carry on its work this summer, has named Sight & Sound Productions head Fred J. Hossfeld to work with its board of directors in coordinating rock 'n' roll concerts throughout the metropolitan area.

A special production is being planned for Grant Park, June 17, that will run from noon to 9 p.m. and will feature a number of top local performing groups, including Oscar Brown Jr. and the Rangers. Other groups will be Eddie Clearwater and the Esquires, the Fudesways, the Masters, Inc., the Eclipse, King's Court and the Flock.

Another program that is being planned will be in conjunction with Liberty Records' artists at the Theater on the Lake in the Fullerton Pavilion. Hossfeld is also arranging for a program at Tiller Park.

Beware! Captain Beefheart and His MAGIC Band

BE A GOOD GUY

or a Tiger . . . or anything else, Get the NOW look in Sweatshirts, Bumper Stickers and other promotional novelties. They cost less than you think (we're the manufacturers).

The College House, Inc.
381 Park Avenue South
New York, New York 10016
Radio-TV programming

**MGM Bows Stereo Radio Show to Spotlight Disks**

Continued from page 3

that has been packaged by London Records. The London show has been so successful that Marty Wargo of the label said, "We are thinking of expanding the show to other markets.

Buying time on radio to promote records is not new. Lately, record companies have been showing a lot of advertising money toward radio, especially in the case of rock 'n roll albums that don't have a hit single to help sales. This has been at times a touchy situation because record companies feel that airplay on a given station would make other stations hesitant; in some cases, though, buying spots on radio to promote a given album has been successful. Elektra Records is just one of several labels, including Columbia, Atlantic, MGM, Mercury, and Capitol that have bought time on WOR-FM, a stereo station that has proved its value in merchandising albums.

**Done Before**

Even entire radio shows sponsored by record companies are not new. Al Garner, Disk Jockey of the program, and Bob Garner, program director of KKYX, Houston, teamed up to host a show sponsored on the K&X station by the label. Malay Records in Shreveport has sponsored a show on two different stations for years, including "Stan the Record Man" show on KWKH, Shreveport.

But the MGM Records and London Records shows mark ventures into syndication stereo shows by record labels. The MGM Records venture will be produced by Harvey Cowan of the label. Alex Smilens, station director of WABC-FM said that when MGM first suggested using its own personality, he frowned. But after hearing Wilson on tape, he was captivated.

Wilson produced many of the Bob Dylan hits while at MGMP. With MGM, he produces the Animals and the Drifters, has just promotions among others. But Wilson is not a stranger to personal publicity; he was involved in college radio while attending Harvard. His show on WABC-FM, heard Tuesday Wednesday Saturday, will feature product of most MGM labels. It will be heralded by pop art posters and ads in FM Guide.

London Records show, heard Sundays, is hosted by WABC-FM disk jockey, George Steckler of London Records produces the stereo show and writes the show with the help of the MGMP staff. The hour show was launched last October as a vehicle for the label's Phase 4 line.

**Distribs in Show**

"The show has been so successful at moving product in the things marketed that store owners and dealers are now taking part in the show," said Steckler. The show centers around new releases or a featured artist. Customers are promised of any other medium that can bring music into homes as well other than (Continued on page 29).

**FCC Demands Anti-Smoke Rule in Cigaret Battle**

WASHINGTON - The Federal Communications Commission has decided that cigarette commercials on U. S. radio and TV stations must be offset by a "reasonable" amount of anti-smoking messages. In a letter to CBS station WCBS-TV, New York, the FCC's rather broad wording indicated that the counter-irritants to cigarette commercials should be on a weekly basis.

The ruling grew out of a refusal by WABC-FM to give John F. Banchot, New York attorney and anti-smoking crusader, time to present anti-smoking messages to offset prolific cigarette commercials. The station is, in answer, cited the number of American Cancer Society spots it has shown, and the anti-smoking viewpoints in various news and documentary reports.

The commission says that in the case of this one product, cigarette commercials will come with Fairness Doctrine, but not under the stricter "equal time" rule applicable to broadcast political candidates.

The Fairness Doctrine requires that in broadcasting controversial issues, the license must provide a reasonable amount of time on request from the opposing side. The letter to CBS stresses that cigarettes are the only product put into the controversial class.

The ruling could send some radio stations with heavy cigarette commercial income scurrying for suitable anti-smoking spots or jingles to provide enough rebates to satisfy the FCC's new requirement. The $38 million to $55 million ratio has been set by the commission, but staff has indicated that one anti-smoking "health hazard" spot would off-set three commercials on the joys of lighting up.

The FCC denied Banchot's demand for "approximately equal" time.

**Monitor Device Gives Consultant Drake Direct Line to Programs**

LOS ANGELES - A specially-developed monitoring system in his home allows consultant Bill Drake to tune into all five of the Western states radio stations he programs.

This newest device, developed by the chief engineer at KFRC, San Francisco, has eliminated much of Drake's traveling to hear first hand how his programming concepts are being carried out. He can now sit poolside at his Bel-Air home, dial any of the five stations by phone and automatically hook into the program on the air.

The program is fed back over the phone lines to loudspeakers which may be volume controlled from the desk.

The hookup has a strong psychological advantage, the programmer explained last week. The stations never know when he's listening. He monitors each of them at least once a day.

**Middle-of-Road Next**

Having established a name as a free-lance top program consultant in partnership with Gene Chernault in Drake/Chernault Enterprises, the programmer said he is now eying middle-of-the-road stations as future clients. His major prestige client has been KKO General, for whom he switched KJB locally and KFRC, San Francisco, to a rock policy from their Easy Listening format.

Aware that he is under criticism from music suppliers because he does not immediately program their singles, which may be hits in other parts of the country, Drake said that he is too cautious to program guaranteed hits, and that he allows ship times to pass before playing a hit that is appropriate for that station's audience.

Drake, who programed KAKG, for example, said he admired rhythm and blues material may not be as popular in Detroit.

Too Much Caution

Drake said that top 40 stations may be exercising a bit too much caution in not playing new singles because program directors feel that the audience tune-out factor would increase greatly if stations began airing special promotions exclusively new records. The key is including good new records in a continuing batch of old records. It is a product in a program of all-new releases. Drake has brought together Ronnie Turner from Fresno to handle administration for the program, Drake, who programed KAKG.

There are three prerequisites required for program directors to handle a station's programming changeover. The client must have a good signal, the owners must allow him complete freedom and the this must be backed up with the necessary funds to hire the right professionals, conduct the necessary promotional campaigns and build the station's personality, which is based on "subliminal" ingredients which Drake believes capture and retain an audience.

By ELIOT TIEGEL

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**Radio-TV Mart**

**RATES**

REGULAR CLASSIFIED: 25¢ a word; Minimum $1. First line set at no extra cost. Display classified: 1 word, 25¢; 2 words, 50¢; 3 words, 75¢; 4 words, 85¢; 5 words, $1.00; 10 words or over, 10¢ a word. (Minimum charge $1.00.)

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Veteran, married, fully experienced, Seeking Summer music director position. Home market size. Familiar with TV and radio operations and management. "Old" but not "set in their ways." Will work, eat, sleep and breathe radio. For immediate consideration, please contact...

**HELP WANTED**

Prod. Director & News Announcer needed for ABC affiliate. Must be good programmer and sales促。 Contact...

**THANKS!**

Bob Baker, Radio Station WQDQ, for making "The Greatest Love" a #1 in Jacksonville, Fla.

Ike Lee, Radio Station WAFE, Jacksonville, Fla.

Rick Shaw, Radio Station WQAM, Miami, Fla.

A Pick Hit "The Greatest Love" by Billy Joe Royal, Lowery Music Co., Inc.

**Radio-TV programming**

**AIR PERSONNELITY, PROGRAM DIRECTOR of major market minority music station seeks new opportunities. Offers in writing only, except to John T. Belcher, 404 W. 56th St., New York, N.Y. 10019.**

**WINTER VACATION SHOW for ONE WEEK only, to air 12/19, 12/20, 12/21 between 8:00 & 9:00 a.m. Eastern time. Call John T. Belcher, 404 W. 56th St., New York, N.Y. 10019.**

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**WORLDWIDE INDIA'S AIR PERSONALITY, PROGRAM DIRECTOR of major market minority music station, seeks new opportunities. Offer in writing only, except to John T. Belcher, 404 W. 56th St., New York, N.Y. 10019.**

**AWAY WE GO - A Fine Sub**

**NEW YORK — ** "Away We Go," the summer replacement for Jackie Gleason, provided a fresh breath of programming air for the summer in its debut May 3 on CBS-TV. Buddy Greco came across exceptionally well in his show, a saloon-style variety show. The show took on Buddy Rich and band presented some swingin' sounds 'a la the big band days. Everything on the show was sponsored by the automobile dealer business. Would you believe a 100 format operation with the call letters KRMD, YP, in Phoenix, Ariz., and Scott G. Campbell, program and music director, needs records for the new station—all the rock 'n' roll records he can get. Address of the new operation is 5001 E. Monte-**

**THANK YOU FOR THE OPPORTUNITY TO BROADCAST**

BY CLAUDE HALL

Radio-TV Editor

Tony Jewell, Don Hansen, Joe Weddle, and Kim Wells, air personalities at WXLY, the new Top 40 station in Garden City, Kan., will be in the movie "Cold Blood." "Cold Blood" was set as one of the events of the year... "Yeah" John-Wesley and Larry King to their WGST, Knoxville, Tenn., audience, is now with WCIC in Columbia, S.C. He is the new syndicated program director of WATT in Atlanta. Larry King is joining the advertising-public relations firm of WYWH and WSTC.

Country music and Easy Listening singles and albums needed desperately by NBC radio networks. Due date: Address to Date Paul, program manager. Dr. Kenneth Harwood will become dean of Temple University's School of Communications and Theater. Feb. 1, 1968; he was professor and chairman of the department of telecommunications at the University of Southern California.

Chubbie Howard is now spinning country music on KMO, Tacoma, Wash., and WLS, Chicago, every Saturday. The 5,000 - watt clear-channel operation will air music around the clock... Ted Today, an Air Personality on WOIC, 1410, the 7:00-midnight show on WLCF, began with WLCF in Hernick, N.Y. WTHF has launched a series of rock 'n' roll shows, which are known as "Sweets." Two doo-wop shows have been started in Lilli Patti. First show featured the "Metro Five," the Kingbeats (doing their last show before breaking up) and the Poor Boys (all local groups).

Robert Wogen, vice-president of programs for NBC radio networks, will be guest speaker at a convention of the North Carolina Association of Broadcasters June 12. Gene Taylor, general manager of WLW and WMS, Chicago, has also been named a vice-president at both stations. Tommy Lark, WQAM, Chicago, has also been promoted to assistant program director at WQAM, Chicago, until recently at KFRR, Salem, Ore., and WFLY, Cincinnati; he's doing the 11 a.m. - 4 p.m. slot.

Among the new records: Bob Cole, WYKY, Cleveland, 307 competitive entries with a "Roller Skater." Other records at the FCC approves the sale. The station was purchased by Nor-**

**KNUS-FM to Switch**

DALLAS — KNUS-FM, just purchased by the Bob Hanne and Gile Miller interests which own KPN, will switch to a pur-**

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Radio-TV programming

Hot Promotions

WING Boxes Up a Contest

If you're going to give away something, how about something musical? WING in Dayton, Ohio, came up with the perfect gift—jurebox full of hits. Boxes are supplied by Gem Music Co., Dayton. From left: Gem's Dick Rich, WING program director Terry Kaye, WING personality Fred Watson and Gem's Bob Fans. Contest gets one of these conditioned units installed in home for naming tune coming up on air. Tuner is prerecorded on cartridge. There are three tunes on the cartridge and the selection rotates. They're preceded by the sound of a coin dropping in a slot in the grading of prize. The winner of the tune—just like a jukebox. Kaye said station intended to run promotion only once, but response was so fantastic, WING decided to make the giveaway a regular monthly station contest.

KARK-FM Moves to Rock

LITTLE ROCK, Ark.—KARK-FM, a stereo outlet here of the Mulholland Broadcasting chain, has switched to a rock 'n' roll format. Ted Sniider, general manager of KARK and KARK-FM, said the policy of the FM operation will be to program the top 40, plus 10 new records and 10 million-sellers of the past.

"Automation will be utilized to present these in an uninteruppted pattern accompanied by a brief announcement of title and chart position," he said. Station identification will be every 15 minutes, along with commercial message. "In short, there will be much more music, and in stereo, too," KARK, said, had long felt the need to offer a service to the younger generation. "Our regular AM format and music appeal is to the above 25 age group.

Spotlight Disks

• Continued from page 27

giving away free records," Stocker said. "The only way to sell product is to get people to listen.

Because of increased sales over the past eight months in the three markets where the show is now featured, Lambert-Records is considering expanding to another three markets in October—probably Detroit, San Francisco, and the Baltimore-Washington area. These, too, will be on FM stations.

KSTL-FM Bought

ST. LOUIS, Mo.—KSTL-FM, has acquired KRCF-FM, stereo outlet here, under the name letters KRCH-FM. President of the middle-of-the-road format station is Carl A. Friedman, vice-president in charge of operations. Station aims ratings in 25-50 age group.

It's a Picketing promotion as Cannonball Adderley marches on EIGHT BE 555, Detroit, featuring title of his latest Capitol Records single WHAT program director George Wilson, left, retreats.

Radio SPECIAL SURVEY for Week Ending 6/17/67

Billboard

TOP SELLING R&B SINGLES

<table>
<thead>
<tr>
<th>Last Week</th>
<th>Title, Artist, Label, No. &amp; Pk.</th>
<th>This Week</th>
<th>Title, Artist, Label, No. &amp; Pk.</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>&quot;I NEVER LOVED A MAN THE WAY I LOVE YOU&quot;</td>
<td>ARETHA FRANKLIN, Atlantic 4009 (AM), 50 01199</td>
<td>11</td>
<td>&quot;I NEVER LOVED A MAN THE WAY I LOVE YOU&quot;</td>
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<tr>
<td>2.</td>
<td>&quot;TEMPERATIONS LOVE&quot;</td>
<td>KERRY 921 (EM), 50 01199</td>
<td>10</td>
<td>&quot;TEMPERATIONS LOVE&quot;</td>
</tr>
<tr>
<td>3.</td>
<td>&quot;TOO MUCH&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>9</td>
<td>&quot;TOO MUCH&quot;</td>
</tr>
<tr>
<td>4.</td>
<td>&quot;THE TEMPERATIONS GREATEST HITS&quot;</td>
<td>COLUMBIA 43122 (EM), 50 01199</td>
<td>8</td>
<td>&quot;THE TEMPERATIONS GREATEST HITS&quot;</td>
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<tr>
<td>5.</td>
<td>&quot;KING &amp; QUEEN&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>7</td>
<td>&quot;KING &amp; QUEEN&quot;</td>
</tr>
<tr>
<td>6.</td>
<td>&quot;LET'S FALL IN LOVE&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>6</td>
<td>&quot;LET'S FALL IN LOVE&quot;</td>
</tr>
<tr>
<td>7.</td>
<td>&quot;BIG GIRL&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>5</td>
<td>&quot;BIG GIRL&quot;</td>
</tr>
<tr>
<td>8.</td>
<td>&quot;HERE WHERE THERE IS LOVE&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>4</td>
<td>&quot;HERE WHERE THERE IS LOVE&quot;</td>
</tr>
<tr>
<td>9.</td>
<td>&quot;SWEET SOUL MUSIC&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>3</td>
<td>&quot;SWEET SOUL MUSIC&quot;</td>
</tr>
<tr>
<td>10.</td>
<td>&quot;CARRON&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>2</td>
<td>&quot;CARRON&quot;</td>
</tr>
<tr>
<td>11.</td>
<td>&quot;MERCY, MERCY&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>1</td>
<td>&quot;MERCY, MERCY&quot;</td>
</tr>
<tr>
<td>12.</td>
<td>&quot;CALIFORNIA DREAMIN&quot;</td>
<td>THE MENDS, Vertigo 7059 (EM), 50 01111</td>
<td>10</td>
<td>&quot;CALIFORNIA DREAMIN&quot;</td>
</tr>
<tr>
<td>13.</td>
<td>&quot;I'M AT THE PLACE YOU ONLY GO TO&quot;</td>
<td>ARETHA FRANKLIN, Columbia 43122 (EM), 50 01199</td>
<td>9</td>
<td>&quot;I'M AT THE PLACE YOU ONLY GO TO&quot;</td>
</tr>
<tr>
<td>14.</td>
<td>&quot;AM I GROWING YOU&quot;</td>
<td>PEE WEE CRASH, Epic 212 (EM), 50 01111</td>
<td>8</td>
<td>&quot;AM I GROWING YOU&quot;</td>
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<tr>
<td>15.</td>
<td>&quot;THE RAIN &quot;</td>
<td>KERRY 921 (EM), 50 01199</td>
<td>7</td>
<td>&quot;THE RAIN &quot;</td>
</tr>
</tbody>
</table>

JUNE 17, 1967, BILLBOARD

Copyright 1967 Billboard
Cluytens Dies at 62 of Cancer

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COLOGNE — Electrola is continuing its series of Lorzing operas with a spring release that will be the first complete package of the conductor’s operas. Lorzing was "Zar und Zimmermann," "Der Waffenschmied," and "Der Wilschuetz.

Electrola’s spring program also includes Mozart’s complete string quartets with violinists Harry Denton and the Haydn Quartet, and Mozart’s complete violin concertos with the Bath Festival Orchestra under Yehudi Menuhin, who also is a violin soloist. Other soloists are violinist Albert Lysy and cellist Derek Simpson.

Telefunken LP on Bach Organ Works

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Kruysen Will Make U.S. Bow

NEW YORK—Dutch baritone Bernard Kruysen, whose recordings appear on Epic and Warner Bros. LP's, will make his American debut with the Clas-

ical Music Society at Town Hall next season. Kruysen will ap-

pear in the first New York performance of R. F. Riedinger's 18th-century opera, "Croz-

et." Mr. Riedinger will also include David Clutherby, Doroth-

ey Couture, Huguete Cuenod, Rida John Smith, Edgar Hoff-

_phop and Robert White.

Among other artists appearing with the company will be sopranino Petrine Croqul, violinist Zvi Zeitlin, pianist Ned Lee, Vanni- 

_M. C. Cagno, trumpet; Karl Weigl, W. F. Bach, Ned Rorem, Biber, 

Nardini, Geminiani, Benigno LaRocca, and Robert Boulard and 

Breval. The five-concert season opens on Oct. 31.

Int'l Organ Week

Set for Nuremberg

NUREMBERG — Interna-

tional Organ Week will be ob-

served from June 24 to July 2 with Musik Sacra Nure-

mbergensia 1967. The programs will feature organ music from the 12th century to modern 

pieces, including many Bach compositions. Participants will include Robert T. Anderson 

of the Dallas, Jean Ackermann of Paris, Cherry Rhodes of New York, James Kuettner of Leip-

zig, and Rainer Bohnert of Weimar. The Nuremberg Opera 

will present two religious op-

eras, Honegger's "Judith" and 

Dallapiccola's "Der Gefangene."

NEW ACTION LP's

THE WORLD OF CHARLES Ives

Philadelphia Orch. (Ormandy), American Symphony (Stokowski), 

N. Y. Phil. Orch. (Bernstein), Columbia ML 6155 (MS 7034)

17 GERSHWIN: Rhapsody in Blue 

New York Phil. Orch. (Bernstein), Columbia ML 6413 (S)

18 PROKOFIEV: Alexander Nevsky 

Various Arists, Columbia ML 3022 (M); CMS 3032 (S)

19 WAGNER: Die Walküre (S. 3-12 LP's) 

Various Artists, Columbia ML 3639 (M); MS 6685 (S)

20 BEETHOVEN: QUARTETS (8-12 LP's) 

Various Artists, Columbia ML 6055 (S); MS 6635 (S)

NEW ACTION LP's

PUGLISI: LA BOHEME (12-12 LP's) 

Various Artists/RCA Victor Orch., Columbia LV 6600 (M); (No Stereo)

2 PROKOFIEV: CLASSICAL SUITE 

Kemeny Quartet, Columbia LP 9000 (S); MS 6665 (S)

WAGNER: DIE WALKÜRE (S. 3-12 LP's) 

Various Artists/Victor Philharmonic (farheinsager), Columbia 2 E-6312 (M); (No Stereo)

ARTURO TOSSINNI CONDUCTING BEETHOVEN SYMPHONIES NO. 1, 4 & 6 

BBC Symphony Orch. (Toscanini), Columbia LP 8505 (S); MS 6635 (S)

STOCKHAUSEN: MOMENTUM 

Various Artists/Radio Cologne Symphony (Stockhausen), Nonesuch 2-1403 (S); (No Stereo)

ARTURO TOSSINNI CONDUCTING BEETHOVEN SYMPHONIES NO. 1, 4 & 6 

BBC Symphony Orch. (Toscanini), Columbia LP 8505 (S); MS 6635 (S)
<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Monkees</td>
<td>Daydream Believer</td>
</tr>
<tr>
<td>2</td>
<td>The Beatles</td>
<td>Help!</td>
</tr>
<tr>
<td>3</td>
<td>The Rolling Stones</td>
<td>Let It Be</td>
</tr>
<tr>
<td>4</td>
<td>The Searchers</td>
<td>Please Mr. Postman</td>
</tr>
<tr>
<td>5</td>
<td>The Beach Boys</td>
<td>I'm Gonna Love Her For Sure</td>
</tr>
<tr>
<td>6</td>
<td>The Byrds</td>
<td>Turn!</td>
</tr>
<tr>
<td>7</td>
<td>The Animals</td>
<td>The Animal</td>
</tr>
<tr>
<td>8</td>
<td>The Zombies</td>
<td>Ain't She Sweet</td>
</tr>
<tr>
<td>9</td>
<td>The Turtles</td>
<td>She's My Girl</td>
</tr>
<tr>
<td>10</td>
<td>The Ventures</td>
<td>Midnight Rambler</td>
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<tr>
<td>11</td>
<td>The Grass Roots</td>
<td>Higher And Higher</td>
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<tr>
<td>12</td>
<td>The Byrds</td>
<td>She'd Rather Be Freeing</td>
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<tr>
<td>13</td>
<td>The Beatles</td>
<td>Love Me Do</td>
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<td>14</td>
<td>The Monkees</td>
<td>Last Train To Clarksville</td>
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<td>15</td>
<td>The Beach Boys</td>
<td>It's Now Or Never</td>
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<td>16</td>
<td>The Animals</td>
<td>I'm In Love With You</td>
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<td>17</td>
<td>The Turtles</td>
<td>Lover Come Back</td>
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<td>18</td>
<td>The Ventures</td>
<td>Don't Let Me Be Lonely</td>
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<td>19</td>
<td>The Animals</td>
<td>Never Let Me Go</td>
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<td>20</td>
<td>The Byrds</td>
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<td>21</td>
<td>The Beach Boys</td>
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<td>22</td>
<td>The Ventures</td>
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<td>23</td>
<td>The Turtles</td>
<td>I'm Getting Sentimental</td>
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<td>24</td>
<td>The Animals</td>
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<td>25</td>
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<td>26</td>
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<td>29</td>
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<td>34</td>
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<td>The Byrds</td>
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<td>38</td>
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<td>39</td>
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<td>I'll Remember You</td>
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<td>40</td>
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<td>41</td>
<td>The Beach Boys</td>
<td>Any Place Is Paradise</td>
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<td>42</td>
<td>The Ventures</td>
<td>Somebody Likes Me</td>
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MOTOWN RECORD CORPORATION

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Summer...........

it's ......
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A Great Album
by A Great Group

The Five Americans

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SOUND OF LOVE

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FAN CLUB
c/o ABNAK MUSIC ENTERPRISES, INC.
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DALLAS, TEXAS 75201

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The Title Fits The Sound

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by The IN Crowd

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**SUPREME SING RODGERS & HART**

Melba Liston MLSP 659 (MI); SLP 659 (S) (670-0669-3; 670-0669-5)

**THREE RAGAS**

K sequel to the SPCP Raga and the Third Raga, both originally recorded on the show. This album features a new arrangement of the Third Raga, which explores the musical possibilities of the Raga in a more accessible manner. The album includes performances by some of the leading musicians of the time, including Henry Jones and Maurice Bailey. This album is a must-have for any music lover interested in the rich cultural heritage of India.

**THE HAPPENING**

Soundtrack, Columbia, CDOX 5006 (MI); CDSO 5006 (S) (630-0595-3; 630-0595-5)

**MY GIRL JOHNSON**

Jerry Lee Lewis, MIF 3205 (MI); MM 3205 (S) (550-1022-3; 550-1022-5)

**HERE COMES MY BABY**

Bertie Higgins, EP 3241 (MI); BH 3633 (S) (635-1059-3; 635-1059-5)

**LOVIN' SOUND**

Jan & Sylvia, MSF 4288 (MI); SE 4288 (S) (630-0595-3; 630-0595-5)

**SUN IS UP**

Gary Davis, MIF 3205 (MI); MM 3205 (S) (550-1022-3; 550-1022-5)

**CIRCUS SPECTACULAR**

Marie Evans, London, SP 4909 (MI); (480-1059-5)

**LOW PRICE CLASSICAL SPOTLIGHT**

**MOZART: THE MAGIC FLUTE**

Various Artists/RCA Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**GERSHWIN: FUGUE & BESS (Highlights)**

Winter/Various Artists (Both), Helicon, 102607-3 (MI); 102607-3 (S)

**INTERNATIONAL SPOTLIGHT**

**CLAUDE VILLA SINGS NON PRESEARE A ME**

4 Corners of the World, FCS 4241 (MI); FCS 4241 (S)

**LOW PRICE CLASSICAL SPOTLIGHT**

**THE ENGLISH Suite**

Various Artists/Decca, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**SHEER AUTOGRAPHIA**

Various Artists/Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**LOW PRICE CLASSICAL SPOTLIGHT**

**EUROPEAN SONGS**

Various Artists/RCA, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**SHEER AUTOGRAPHIA**

Various Artists/Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**LOW PRICE CLASSICAL SPOTLIGHT**

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Various Artists/Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**LOW PRICE CLASSICAL SPOTLIGHT**

**EUROPEAN SONGS**

Various Artists/RCA, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

**SHEER AUTOGRAPHIA**

Various Artists/Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)

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Various Artists/Choral, (Festival), Helicon, 102607-3 (MI); 102607-3 (S)
Yesteryear's Country Hits

COUNTRY SINGERS—
5 Years Ago
June 16, 1962

1. She's Gotta Be Merman—George Jones (United Artists)
2. A Clear Day—NItt Reeves (RCA)
3. Wolf Mountain—Crand King (Columbia)
4. Charlie's Stoys—Billy Walker (Columbia)
5. Old Ricas—Walter Brennan (Columbia)
6. P. T. 188—Jimmy Dean (Columbia)
7. Trouble's Back at Town—Waylon Jennings (Dennis)
8. I Can Mend Your Broken Heart—Don Gibson (Columbia)
9. Funny Way of Laughing—Bill Jones (Decca)
10. She's Got You—Patsy Cline (Decca)

Turlaphon's Modern Look Raises Output by Million

ZURICH — The installation of a new recording and pressing plant has enabled the firm to step up its annual production from three to four million records in the last year. Turlaphon's Elite Special album series now includes more than 1000 LPs of music from around the world. The company's latest success with the albums of Boris Rubashkin, a Russian singer living in America, who is exclusively contracted to Turlaphon.

His first two LPs have sold well in Europe, the USA and Canada, and a third LP "Russian Songstress" is shortly to be released.

In the classical field Turlaphon has had signal success with two LPs of Spanish organ music and the pinafored and piano album "Kammermusik Fuer Gitarre Und Klavier" by French virtuosi. The company is also planning to issue in the near future the world's first 12-inch LP over the last year is "Freundliche Weihnacht" by Fräulein von Wilmow, Wien, Wiener Sangkantinen, and other composers, which has sold more than 100,000 copies in Europe.

The company is associated with the publishers of Philip, Flora Musikverlag, and the associate publishers of the famous Austen, Berlin, and other publishers, which has been involved in the publishing of the American composer's works and the production of many albums. The company is also involved in the production of television and radio programs, which has been involved in the production of the series "Inteboyes" and "The World of Music."

Intl. Lineup for London of Canada's Centennial Parley

MONTREAL.—London Records of Canada's Centennial year concert on Thursday, the largest ever, with an impressive list of guests from its international affiliate, featured the Canadian Country and Western Federation. The event will be a full day at Expo 67 on Thursday, July 18.

International guests at the convention will include, from London Records, New York, president of the company, H. Toller-Brown, and Herb Goldfarb, Martin Terry McEwen; from Decca Records in London, Marcel Pechon, Heatric; Jacques Caillard; from Philips, England, Jack Rassau; from RCA Victor, Bob May; Van de Haar from New York; and Suit, from Chicago, and from Liberty, Lee Mondell. The above-named will be featured in the presentations of new product, as well as in the announcing of new product, as well as in the announcing of new product. The lineup will be announced by the Canadian composer's affiliation with London-Philips International and its affiliate labels.

Teldec Adds 2 to Cabaret LP Set

HAMBURG—Teldec has released a new LP record, which is a unique series of cabaret chanters, "Schall und Rauch." The new LP records in the series, "Pikanter in Paris" and "Die besten aller" cabaret chanters at the turn of the last century, and "Es lag in der Luft," the best chanters from the 1920s.
Col.’s Johnston Hitting With Hits

NASHVILLE — Columbia singer-director Bob Johnston, having firmly established himself in Nashville, has scored heavily with his first sessions.

Among those old artists who will continue to be recorded and have their records released by Columbia are Marry Robbins, Johnny Cash, Flatt & Scruggs, the Stasher Brothers, Roy Price, Stone Wall Jackson, the Harlin Trio, Carl and Pearl Butler, Carl Smith, Lefly Frazell, Tommy Collins, the Chuck Wagon Gang, the Carter Family, and the Jordanaires.

Johnston last Tuesday brought the Pozo-Seco singers back to Nashville for a session. He plans to record them country as well as pop.

“I have strong feelings about the country music traditions of Nashville,” Johnston said as he remained on the fact that he was born and reared with country music in Texas.

He said that Frank Jones, long-time producer with Columbia in Nashville, will continue to work with him, and the two of them will expand the vast Columbia country roster.

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TEXAS HONORS HAPPY SHAHAN

AUSTIN — The State of Texas, through a Senate resolution, has named London recording artist Happy Shahan as “Ambassador Extraordinary and Plenipotentiary of Texas.”

The resolution cites the mayor of Bracketville, Texas, as a “present-day, true-to-life, natural-born promoter, the like of Daniel Boone of Kentucky, Zebulon Pike of the Rockies, and Sam Houston of Texas.”

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Beam Unit Plays To 6,000 in Cincy

CINCINNATI—With tickets reasonably priced, a country music package sponsored by the Oasa Khan Grotto attracted more than 6,000 patrons to Music Hall here in three performances Sunday (4). Promoter on the date was B. Ward Bean, veteran outdoor showman.

In the line-up here were Bill Anderson and His Po Boys, Grandpa Jones, Sonny James, and His Southern Gentlemen, Connie Smith and the Sundowners, Ferlin Husky and His Hush Puppies and Hank Williams Jr.

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Hey! That country girl has a HIT!

WHAT CAN I TELL THE FOLKS BACK HOME

WRITTEN BY DALLAS FRAZIER

DISC JOCKEYS IF YOU NEED A COPY WRITE PAPPY DAILY 314 EAST 11th ST., HOUSTON, TEXAS or MUSICOR RECORDS 240 WEST 55th ST., NEW YORK, N.Y.

PRODUCED BY PAPPY DAILY

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Imperial has released four new albums in a special package for this month. The new product, produced by Scrapy Turner, features new LPs by Glen Harrison, Johnny Carver, Buddy Clegg and Norval and Ivy. Singer Sherri Davis twice in one week scored big successes in Nashville. She brought the house down at David Lipscomb College, and did likewise for 6,000 fans who attended the first Nashville Tennessee park concert of the season.

Another big hit on the bill was Roy Drusky. David Houston is booked for a series of service clubs in Germany in August. Connie Smith’s big hit, “Cincinnati, Ohio,” was another in the long list penned by Bill Anderson.

Ferlin Husky has moved into a new country music colony near Goodletsville, Tenn. His neighbors include Willie Nelson, Stringbean, and Grandpa Jones. Ferlin’s anticipated hit, ready for release, is “You’ve Pushed Me Too Far,” produced by Kelvin Herston at Capitol.

George Lindsey, the “Goober” of the Andy Griffith show, has cut a dash for Hubert Long, with a recording contract in mind. The Loretta Lynn rodeo continues to draw vast crowds. More than 36,000 attended the IBA championship affair in three days at Atlanta’s “A” Week later in Goodletsville, just outside Nashville.

The same rodeo producers have been in big houses despite adverse weather. At the Sunday show, when the sun finally broke through, it was standing room only. After playing Kentucky, Ga., the rodeo goes off the circuit for six weeks, and then moves into the fall schedule. It will play 20 major markets next year.

Hank Cochran and Jeanne Beery have completed a successful promotional tour in connection with Jeanne’s new Monument album titled “Thanks Hank.” Disaster continues to stalk singer Howard Vokes. His two young men were injured in an automobile accident, just weeks after Vokes lost his sister in another accident.

The favorite dog of the late Jim Reeves has died. (Continued on page 42)

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MELBA MONTGOMERY

WRITTEN BY DALLAS FRAZIER

MUSICOR 1241

JUNE 17, 1967, BILLBOARD

Copyrighted material
Jim Reeves sings "The Storm"
\textit{c/w} "Trying to Forget" #9238 RCA VICTOR
\textit{(\textcopyright\textregistered\texttrademark\textsuperscript{\textregistered}) The most trusted name in sound}
EPIC RECORDS' vice-president Leonard Levy, eight, presents country artist David Houston with plaques for his albums "Almost Persuaded" and "Lost in the Cathedral." The awards were given on "David Houston Day" in Shreveport, La.

Bonnie Guitar Plays Dual Recording Life

NASVILLE—Bonnie Guitar, Dot recording star—like her hit record—almost literally lives in two worlds. In an odd role producer for Dot, she records mostly rock 'n roll groups. As an artist, she records almost strictly country. She gathers her material from both Nashville and the West Coast and although she lives in Los Angeles, she does her recording here. Virtually all of her Nashville sessions in the past have been at Columbia studios; this time she has just cut two at RCA Victor.

Her Dot recording of "I'm Living in Two Worlds," cut in Nashville, was her biggest hit since "Dark Moon." Now she plans to redo "Dark Moon" in the near-future, updating what has become a standard.

Miss Guitar did only one pop recording of her own, and it was an admitted "bomb." She firmly believes in country music, and feels that it has the greatest proportionate distribution at any type. She would like to see Dot develop a separate country music department.

Bonnie began her career with Dot in 1957 when Randy Wood purchased the master of "Dark Moon." She left in 1959 to Francis-, Marvin, Houston, Nashville, BMI)
YOU’VE SEEN THESE!

NOW,

HAVE YOU HEARD THESE?

"I'M THE MAIL SHE'S WAITING FOR"
by Chuck Wood

"KANGAROO OF LOVE"
by Margaret Lewis

SHELBY SINGLETON
817 16th Ave., So. Nashville, Tenn. 37203
(615) 254-8731

PRODUCTIONS, INC.
1650 Broadway, New York, N.Y. 10019
(212) 581-7270

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www.americanradiohistory.com
NASHVILLE — The double role of a country music disk jockey being a recording artist can present some serious problems. This is a composite opinion of several of the announcer-performers involved in the business.

Perhaps the most well known of these are Tex Ritter and Ralph Emery, who team together most nights on WSM, here co-hosting the "Opry Star Spotlight." Ritter is Capitol Records' oldest performer on terms of longevity with the label, while Emery is a well-established artist with ABC Records. Both take their recording serious.

"A disk jockey is naturally reluctant to toot his own horn," Emery said. A case in point is his current single release, "Late Night Morning Sidewalks." He said he gets a number of "sympathetic" requests from listeners to play his tunes, "but I don't use this as an accurate barometer."

Emery said that when Ritter is on the show with him, there is a large number of requests for Tex's songs. "A good many of them request the song because he's there," Emery was quick to point out that Ritter's songs are just as good, if not better, than his, and that he "really pushed one of my own records."

"I've never slighed my own records," he said, "although other artists claim I do. I've never pushed one of my own records either."

"Jennings said singing is not that important to him. You never solicited a recording contract, never sought a session Air work is my bread and butter. Anything else that comes my way isn't just a bonus.

George Richey of KGBS, Los Angeles, puts down himself as an artist, but admits he's like to have a smash. Richey, a Hickory artist who also is a producer for Dot Records, is a knowledgeable and concern for the label.

"I've never had anything really big enough to push," he pointed out. "He says that if he did come up with such a tune, he'd certainly enjoy pushing it, and wouldn't keep it off the air for reasons of modesty.

A completely freak individual, he said the problem the business has, yet, he wishes it would.

Jack Reno, who is music director at WSM, Radio, Prince, Ill., is a disk jockey-writer-performer. He has written a great many songs and has written for an 11-year-old girl singer, Reno, who has recorded on the Banner and Fontana labels, has just signed a new contract with Buddy Killen in Nashville. "I won't play my own records more than once a week, maybe once every two years," he said. "If the song merits it, the other disk jockeys on the station will play it and make up for my leaving it alone. If the song doesn't merit it, I wouldn't want them to play it anyway.

There are other DJs in the business who don't do artists. Chuck Phillips at KZP, Amarillo, TX, and Ted Kelson, also do artists, but most country music deejays who perform are not a rarity; at one time there were many country music radio stations in the nation the only one that had and who could pick up a guitar and step on stage at the drop of a Stetson Snake, with the advent of modern country music formats on radio, the percentage of perfect country tradition is rich. You've got Buck Owens, Jim Reeves, and a host of others who double as artists."

"That's why I never perform on my own TV shows."

"A disk jockey who plays his own songs is always fearful he might antagonize people," Emery said. "That's why I never play my own TV shows."

A TOWERING SUMMER SMASH

"STALLTOWERS"

By THE CLANN

GAR 109-6/b "Hey, Baby"—written by Glenn Leopold—Produced by Charles Chalmer/James Mel—General American Records—Chicago

Nashville Scene

Bob Productions Opens New Office

PHOENIX — Bobby Boyd Productions, which has produced singles offices at Sun 240, Guaranteed Bank Tower, 3350 N. Central Ave. has opened an office in Phoenix. The company has been appointed director of the office, who is active in producing both country music and rock 'n' roll shows through-out the state.

Bobby Boyd, who heads the firm and Bobby Records, has shifted his major base of operations back to Oklahoma City. Address: 2609 N. W. 36th St.

Country Music

DJ-Artists' Life Not All Gravy

ORD. So I stay in the background and let others perform," he said. "But anyone not over-endowed with ego would have to take this stand.

Bob Jenkins, long-time WLAC disk jockey and formerly of the MGM, Dot and Sims labels, has just signed a contract with the Chart label, and his first new release will be out June 15. He does not take his singing too seriously.

"I've never slighed my own records," he said. "I've never solicited a recording contract, never sought a session Air work is my bread and butter. Anything else that comes my way isn't just a bonus.

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A TOWERING SUMMER SMASH

"STALLTOWERS"

By THE CLANN

GAR 109-6/b "Hey, Baby"—written by Glenn Leopold—Produced by Charles Chalmer/James Mel—General American Records—Chicago
FOREVER IS A LONG TIME,
JEAN SHEPARD'S HITS ARE FOREVER!

'Your Forever'
(DON'T LAST VERY LONG)

Jean Shepard

CAPITOL 5899

COUNTRY SPOTLIGHT
HEART, WE DID ALL THAT WE COULD
Jean Shepard, Capitol T 2690

Take a down song of broken love, let it flow Shepard way. Her voice is soft, and she
has an album that's destined to be a pop
seller. She offers moving treatment of "A
Teen Dreamer," "Don't Take Advantage of
Me," and her current hit, the album's title
song.
**Philips to Manufacture, Press Liberty Product in U.K. Market**

LONDON—Philips will manufacture and press all Liberty product in the U.K. market under a deal signed last Friday (23) by managing director Leslie Gould and the head of the U.K. Liberty operation, Bob Reinders.

The deal becomes effective July 1 with the launching of the independent Liberty operation following the expiration of its existing EMI contract. EMI will have a set-off period running into July, for its existing Liberty catalogue. The Philips manufacturing deal is understood to run for a shorter period than the current industry norm of three years for Anglo-U.S. record company contracts.

Philips will not be under the Liberty logo from the Philips presses are expected early July to be followed by a major release of album product by the end of August.

Meanwhile, as a result of local promotion, EMI is scoring a late hit with Liberty's Vikki Carr on her single, "It Must Be Him." The total sales of EMI in Britain is being repeated by Liberty in the central territories, with the simultaneous expiration of its EMI contracts throughout the globe.

However, Liberty is re-signing with EMI in Scandinavia, Benelux, Lebanon, and will also now continue with EMI in Japan.

Regarding direct and subsidiary agreements, said, "We have planned our expansion on a territory-by-territory basis and intend to enter the export market in a major drive, particularly from companies in Germany and Britain. Our artists' contracts will stipulate that any product that enters Britain's Top 30, for example, must be re-leased in all of the territories. The company, in Italy, Liberty has been negotiating to buy an Italian independent for a base for its future operations in that market. The new German Liberty company, based in Munich, will be headed by Siegfried Loch, a former Philips sales director for Liberty in Germany is being set up with Arnold Hay." "France is the only principal market where a final decision has not been made," said Kas.

A new licensing agreement for South Africa has been negotiated, but a new pact has still to be set up for Israel, Liberty has established with Music Box in Greece and Melodi in Turkey. July Start.

**Dischi Ricordi Adds Buddah to Distrib Pact With Kama Sutra**

MILAN—Dischi Ricordi will distribute Buddah records in Italy via a label sub-agreement with Buddah Records, in response to a survey just completed by the Syndicato Italiano di Public Opinion.

The survey, conducted in 12 Italian cities in December, to May showed that 57 per cent of the Italian music market was controlled by the Philips/Liberty group, 13 per cent by EMI/His Masters Voice, 11 per cent by the Orfeo group, and 9 per cent by Polygram. The survey also reported on the size and structure of the Italian market, and its sales potential. Ricordi has long been looking for a way to expand the distribution of its catalogue, and Buddah in particular.

Dischi Ricordi, which is associated with MGM-Italia, has distributed the Buddah catalogue in Italy since March last year, and the distribution agreement will be signed later this month, if all goes well. The agreement is expected to be for a period of five years.

**Mathieu, Adamo Top French Singer Poll**

PARIS—Mireille Mathieu and Salvatore Adamo are, respectively, the top female and top male singer in France, according to a survey just completed by the Syndicato Italiano di Public Opinion.

In the survey, carried out throughout France between April 28 and May 7, 39 per cent voted for Mireille Mathieu as the top French female singer and 29 per cent for Adamo as the top male singer.

Close seconds to the winners were Sheila (32 per cent) and Tina Karol, who tied for third place with 18 per cent. The late Edith Piaf was voted sixth with 5 per cent of the votes.

**Poll Results**

Female Singers—exclusive for Pollstar.
1. Mireille Mathieu—39% (Barelly)
2. Sheila—32% (Philips)
3. Peta Clark—21% (Vogue)
4. Dalida—13% (Barelly)
5. Nana Mouskouri—6% (EMI)
6. Edith Piaf—5% (Barelly)
7. Georges Lemaître—4% (France-Gold)
8. Barbara—3% (Barelly)
9. Sylvie Vartan—3% (Philips)
10. Marie Laforet—3% (Festival)
11. Collette Deral—2% (Philips)
12. France Gall—2% (Philips)
13. Annie Cordy—2% (Columbia)
14. Isabelle Aubret—2% (Philips)
15. Rika Zanis—2% (Philips)

Male Singers—exclusive for Pollstar.
1. Salvatore Adamo—19% (Barclay)
2. Tina Karol—18% (Columbia)
3. Enzo Maccione—13% (Pathé-Marconi)
4. Charles Aznavour—13% (Moulin Rouge)
5. Jacques Brel—12% (Barclay)
6. Georges Brassens—11% (Pathé-Marconi)
7. Charles Franzoni—11% (Columbia)
8. Jean Ferrat—7% (Barelly)
9. Marcel Amont—7% (Pathé-Marconi)
10. Antoine—7% (Vogue)
11. Alain Barrière—5% (Barelly)
12. Louis Marais—5% (Voix de France)
13. Claudia Cardinale—5% (Pathé-Marconi)
14. Richard Anthony—3% (Pathé-Marconi)
15. Mireille Mathieu—3% (Pathé-Marconi)
16. Charles Trenet—3% (Pathé-Marconi)
17. Johnny Hallyday—3% (Pathé-Marconi)
18. George Garvash—3% (Pathé-Marconi)

**MONTREAL—Don't Laurent, one of France's leading pop singers, has been signed to a four-year recording contract with EMI Records in France, following his release from a contract with Philips in Europe. The Barclay contract does not include Canada, where Laurent records for Jupiter Records, and the moves here will mean that Laurent's Canadian career will be planned in co-ordination with EMI Records, here.

MONTREAL—Singer Laurent, 29, headed to the annual Gala des Artistes here. Record acts took top awards at the televised event, while a new transatlantic poll, "The Happiest Millionaire," will have its European premiere in London on June 29, in front of the world's media.

**Record Acts Take Top Awards in Tabloid Poll**

MONTREAL—Recording artists took the top awards at the annual Gala des Artistes here. Record acts took top awards at the televised event, while a new transatlantic poll, "The Happiest Millionaire," will have its European premiere in London on June 29, in front of the world's media.

The film's world premiere will be held in Hollywood June 23, at the 2,500-seat St. Denis Theatre, where it will be billed as "The Happiest Millionaire." The film has been set for a limited run in Canada, as part of the 1967-68 season, and will be released on a wide basis in the U.S.

Hatred in the industry is expected to be double that figure. It has also been released in France on a major release by EMI, and in England on Decca.
December de Villeroy will spend less than four weeks at the SEMIEXPO trade show. He will remain in the States until July 7, visiting New York, Nashville, Los Angeles and other important music centers, will visit Mexico from July 10 to July 16, Brazil from July 17 to July 30 and Argentina from July 31 to August 6.

Next Stop

Bernard de Villeroy will then fly to Canada, Australia, Japan, all western European countries and a number of other countries, including the Soviet Union.

Chevy, who has had to double his staff to cope with the intense international interest in the American R&B market, revealed that another innovation in 1968 would be a night show in a special auditorium in the Palace des Festivals, where record producers, impresarios and agents will be able to present their talent live to an audience of record men, agents, bookers from all over the world. 

"The shows will be 'plugged,'" Chevy explained, "to embrace not only record companies, independent producers but also songwriters, artists, concert promoters, music publishers, talent agencies, disk jockeys and so on. It is a talent market as well as a record and publishing market. A market for the whole world of music in all its forms."

The MIDEM will be open in the Palace des Festivals each day between 10 a.m. and 2 p.m. and 4 p.m. and 6 p.m. Each evening there will be two 75-minute galas, promoted by record companies and staged in the Grand Palais des Festivals and not in the Municipal Casino as last year. The first two galas will be staged on the evening of Saturday, Jan. 28 on the eve of the official opening of MIDEM.

MIDEM trophies will once again be awarded to the artists in each country who have sold the most disks, the operators period being from July 1, 1966, to June 30, 1967. It is probable, however, that international Trophies will not be awarded next year.

Chevy is negotiating to have the special gala, at which the MIDEM trophy will be presented, televised by Eurovision.

Barclay ‘Spurs’ R&B Import Sales

PARIS—Barclay is moving a regional agent for imported albums on Atlantic and affiliated companies. The American rhythm and blues industry is thoroughly familiar with the Barclay name. 

Barclay, an independent French company, has acquired a regional import library of more than 1,000 albums. It has been a leading dealer in the French market and throughout Europe.

Barclay now has a regional distribution agreement with Atlantic Records, which is exclusive in France, and has been active in the French market for several years.

Barclay is now acting as a regional agent for Atlantic, and is actively seeking new artists and new releases.

Can. Barclay Preps Distribut Nt

MONTREAL—Barclay Records Ltd., a Canadian company entirely owned by the British Barclay label, is now becoming active on the Canadian market. A Canadian record company is in the process of purchasing a Canadian record company. 

The Canadian company is a partnership between Eddie Barclay, president of the French company, and Frank Sonora, son of Frank Sonora, owner of the Canadian company. 

The two top executive positions will be filled by The Canadian and the Canadian company, which is owned by Frank Sonora.

Top French Artists Waxing Int’l Hits Acquired by Tutti

Tutti has acquired sub-publishing rights for a number of international songs. These songs will be covered by top French stars. 

The theme for "Michel Tango," currently being shown in Buenos Aires, and due for showing in France in September, has been written by Jacques Chau-

"Le Monde" Paroles' by Vicsi Cami has music by Jean Mar-

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"Le Monde" Paroles' by Vicsi Cami has music by Jean Mar-
EMI to Get MGM U.K. Job

LONDON—MGM president Mort Nastari is expected to an- nounce the appointment of a top-line EMI executive to head the long-troubled record company which becomes operating in Britain July 1. The signature is expected to be being taken here as a pointer to the future expansion activities in the British market.

The reported resignation of the top EMI executive to division man will at the same time require a major reorganiza- tion division man will at the same time require a major reorganiza- tion of the appointment of four marketing managers and parts men- ger under him.

EMI's popular repertoire divi- sion, at Chiswick, David Oldfield to head a new combined set-up for both domestic and international product, and the appointment of four marketing managers and parts men- ner under him.

From the Music Capitals of the World

Canada's division the tract In 48 issued Classels, previously company label Canada-MGM Rickner for by his own release to agree- While said. Quail

MONTREAL — Jean-Paul Rickner, president of Canada Record, returned the group's top management to a long trip to Europe where he visited France, Belgium, Holland, Switzerland, Germany, Denmark, Austria and Italy. While abroad, Rickner renewed Trans-Canada's contracts as Canadian distributors for the Deutsche VOG and the Philips division of Philips. The new deals were entered into negotiations to acquire new labels.

This year will lose the French VOG line when War-ner music will not be able to make an operation in October, but retains the German and Swiss VOG divisions. The distribution of the French language product of Petula Clark, under separate agreement.

In Italy, Rickner negotiated a deal with the La Classica, one of French. Canada's top rock groups. The group will receive their French-Chadian hits in Italian. G. GA previously released Italian version of a French-Chadian hit by Tony, Massarelli, another of Trans-Canada's artists.

London Gets British Outlet

LONDON — With a catalog of 1,500 songs, Mercury's new offshoot, Buddha, has secured sizable deal with the British market. The label will be launched by Polydor here shortly and will carry the title, "Yes We Have No Banan- us" by the Mulberry Fruit Band, will be cut out under the Polydor banner June 16, as finally the two-word format Buddha logo has still to be set.

The label will receive its own entirely separate identification as so the label's discussion is resolved, Polydor exec- uctive director Rodney Dade said.

The Buddha deal follows negoti- ations between Polydor man- aging director Roland Ronnie and Frank Mell. Kama Sutra is issued here by Polydor under its own label, but will join the new independent MGM and Virgin labels when its Poc con- tract expires.

Buddha will not release the second American single on the label, "Let's Live for To- day," by the Utopian Tugboat, produced by Dennis Berger and Tyrone Holmes. This Records company, whose product is released through Philips on the British market.

Trans-Canada Chief Ahead

MONTREAL — Jean-Paul Rickner, president of Canada Record Inc., returned the group's top management to a long trip to Europe where he visited France, Belgium, Holland, Switzerland, Germany, Denmark, Austria and Italy. While abroad, Rickner renewed Trans-Canada's contracts as Canadian distributors for the Deutsche VOG and the Philips division of Philips. The new deals were entered into negotiations to acquire new labels.

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EMI's new U.K. Job

LONDON—MGM president Mort Nastari is expected to an- nounce the appointment of a top-line EMI executive to head the long-troubled record company which becomes operating in Britain July 1. The signature is expected to be being taken here as a pointer to the future expansion activities in the British market.

The reported resignation of the top EMI executive to division man will at the same time require a major reorganiza- tion division man will at the same time require a major reorganiza- tion of the appointment of four marketing managers and parts men- ger under him.

EMI's popular repertoire divi- sion, at Chiswick, David Oldfield to head a new combined set-up for both domestic and international product, and the appointment of four marketing managers and parts men- ner under him.

From the Music Capitals of the World

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HITS OF THE WORLD

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Barclay Spurs

Continued from page 47

In Britain, Barclay has acquired French and Benelux distribution rights for Transatlantic's Big B catalog.

De Boson also reported increasing traffic in the opposite direction on the successful albums by the Raymond Lefevre Orchestra and the singer-songwriter Guy Barlow. The first album by the group was well received in the U.S. and the third is expected to be released in the U.S. as well.

Sparton Expansion

Continued from page 47

an increase of 87% per cent in the October figure. He attributes much of this success to the large and powerful release of the first year by ABC and its labels, and also 20 more men in the field.
TAPE CARTRIDGE TIPS

by Larry Finley

Many of the major oil companies are currently surveying the 8-track stereo tape cartridge industry. They are doing this with the plan of enabling dealers to select their own 8-track cartridges, should the consumer so desire. One of these major oil companies has been testing this, allowing the consumer to select stereo tape cartridges and changing them on the oil company's credit card.

It is our opinion that the gasoline service stations will start to become a dominant factor in the distribution of cartridges by the end of the year. They should be particularly interested in getting a tape cartridge, as many of these stations will add to the rapidly growing list of outlets which never before handled music. These outlets will bring the record companies, as well as the song publishers, many "new" dollars.

Another manner in which the stereo tape cartridge industry is expanding is in its entry into the field of mail order sales. A new monthly catalog with a large selection of forms of outlets, in addition to the already established ones—record store, tape cartridge, automobiles, and electronic stores, marines, private airports, drug stores, market, department and chain stores—will move forward in making stereo tape cartridges available to the public.

In the LOS ANGELES TIMES on Sunday, May 28th, there appeared a full page ad by the "Tape-906/33-Week Club" in Beverly Hills which offered cartridges from every music company. The product was on a factory direct-to-credit-card basis and was available in cartridge form. We were told that the response to this ad was overwhelmingly so that it dispatched the necessary proof that the public is buying stereo tape cartridges and that cartridges are not fast enough getting off of the dealers' shelves.

ITCC offers its distributors and dealers the world's largest catalog of both 8-track and 4-track stereo tape cartridges. Many of the ITCC releases are available on a day-end-date release schedule with the other leading companies.

If you have not yet received the world's largest catalog of 8-track and 4-track stereo tape cartridges, please write to us in your area. We will be happy to send you a catalog and the name of your nearest distributor.

Tape CARtridge

4-Track Spurt in France as Jaubert Posts Sales of 9-1

By MIKE HENNESSEY

PARIS—Further evidence that France is going 4-track came this week with the report from Import Manufacturers Jaubert that it is currently selling nine 4-track playback machines for every one 8-track.

This follows the decision of Medisilec, June 3, to enter the 4-track cartridge market. Michte Jaubert said General Motors (France) has adopted the 4-track system and ordered 600 players for distribution to its agents throughout France. Jaubert is marketing M.30 and M.12 players with the label "Stereo Jaubert" at $72 and $140 respectively and has already sold 2,000. The company expects to sell between 5,000 and 6,000 this year.

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Jaubert said that its biggest problem is to increase the repertoire available in cartridge form. So far only Barclay and Vogue of the French record companies have made their catalogs available for 4-track duplication. The cartridges are duplicated in Geneva by Atlantic, but the Mood Music company in France is working in conjunction with Jaubert and expects to establish its own duplicating plant in France. Soon Jaubert will begin marketing a French-made radio cartridge to fit both 4- and 8-track machines. The radio cartridge will be available in four models for the domestic market, medium wave and FM—and will sell for about $16.

Ecofina, Muntz in Accord on Muntz-Italiana

MILAN—Ecofina general manager Sabet Mourad, back from his trip to Los Angeles, said the new plant set up Muntz-Italiana was reached with Muntz Stereo-Pak Inc. Ernst Muntz and international division manager Ronald Gordon will be in Italy within the month.

Muntz-Italiana will be a partnership between Ecofina and Muntz Stereo-Pak. Purpose of the new company will be to duplicate 2, 4, and 8-track tape cartridges for customers in the countries served by Muntz. Ecofina will be in a position to duplicate a potential of 1,000 cartridges per an 8-hour day.

Ecofina will continue to import M-30, M-40 and M-12 tape players.

Girl for Ruscittos

MILAN—A daughter was born to Claudio and Germano Ruscitto in Milan on June 1. The child has been named Benedetta. The director of Italian operations.

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

Tell me about everything you have, including the free racks everything comes in.

Store

Address

City... State... Zip Code...

Buyer...

MAIL TO: Tape Distributors of America
1450 South Michigan Avenue
Chicago, Illinois 60605
Telephone 339-3675

JUNE 17, 1967, BILLBOARD
THE STEREO 8 REPORT

DOUBLE TARGET FOR DOUBLE IMPACT

Billboard’s world-wide audience of Music-Record Industry Retailers

Merchandising Week’s vast audience of Consumer Electronics Retailers

A SPECIAL PROGRESS REPORT ON THE 2-YEAR-OLD STEREO 8 INDUSTRY

... to appear in both Billboard Magazine and Merchandising Week ... with specialized editorial emphasis directed to the individual audience of each

A UNIQUE OPPORTUNITY FOR ADVERTISERS TO REACH VIRTUALLY THE ENTIRE RETAIL DEALER UNIVERSE AT ONE LOW ADVERTISING PACKAGE RATE!

Stereo 8 Report in July 1 Issue of Billboard

Stereo 8 Report in July 3 Issue of Merchandising Week

Bonus distribution at both the E.I.A. and NAMM conventions

CALL YOUR NEAREST BILLBOARD OFFICE FOR FULL DETAILS

www.americanradiohistory.com
We left these parts out of Audiopak. Oops?

**RGT ERT CRT CRT CRT**

Offers over 40 labels

**4 and 8 STEREO CARTRIDGES**

ABC ABX AMY AMO ATCO ATLANTIC BANG BELL BOOM CADET CHECKER CHAMPION CHESGRESS CRESCENDO DOLLY DUNHILL DUNHILL

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**Tape CARTRIDGE**

**Simplicity of Equipment Key to Growth of CARTRIDGE: Auricord**

NEW YORK — Simplicity of equipment—both in design and operation—is the key to the future growth of the cartridge industry, according to Len Rosenblatt, president of Auricord Corp., an O. E. M. tape deck manufacturer. Strikingly contemporary manufactured hit-track cartridge player mechanisms for Bogen, Olympus, Roberts, Harben and Major. The primary factor which Rosenblatt views as affecting Stereo’s fate is reliability of equipment. “Quality, rather than price is utmost,” Rosenblatt states. “The cost of the equipment, and all other new major appliances and entertainment equipment, will shrink in time. But first, companies must hold up consumer faith in the system. Companies must market models which will not necessitate a shadow of concern in customers’ minds about large repair bills because of erratic operation.”

Auricord, which began its cartridge unit production about two years ago, has stepped up and expanded production of its home player and has set production on a auto unit and portable AC/DC units.

Commitment

“We won’t manufacture a compatible 8-track player,” Rosenblatt said. “because we have a commitment to manufacturers to supply units with a minimum of service problems. And a simple, trouble-free mechanism on a compatible unit can’t be achieved.”

Rosenblatt cites the versatility, compactness and simplicity of assembly of his company’s unit. The mechanism, which weighs 42 pounds, measures 7¾ inches high, is designed with the minimum number of parts (see illustration). The huge spring assembly, which powers the cartridge’s insertion has been simplified, without compromising the tape drive pressure. Several parts such as the belt drive is replaceable without disassembly of mechanism. And the design allows for a pre-amplifier to be attached without an increase in dimensions. All electrical parts are isolated, allowing the manufacturer a choice of positive or negative ground.

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**Mark Century Into Custom After Test Run Succeeds**

NEW YORK—A pilot test at making custom tape CARTRIDGES for both a drug firm and an insurance company has done so well that Mark Century Corp. is entering the business full scale. Mark Century president Milt Herson said last week that the project had been in the testing stage since December. Both firms supplied Mark Century with scripts. Mark Century, through its staff and music library, created a master tape using everything from comedy, background music, riddles. The drug firm duplicated the master tape each month for 220 4-track cartridges. Herson said.

---

**Cites Differences**

Mark Century cites the differences between home and automobile requirements and specification as the reason many companies are having difficulty in designing home units. The 8-track player is initially designed for the car. Therefore, the unit had to be especially rugged. Specifications for noise hum and insertion force, for example, are out of line with home units. A cartridge needs six pounds of pressure for insertion in a car unit. But with the same pressure exerted on a home player, the user must hold the unit from sliding on the table. In our home unit, we’ve eliminated much of the heavy hardware needed on the spring. We’ve also cut down on hum,” according to Rosenblatt, home player designer.

The insurance firm duplicated in 4-track for only 50 sets. “The drug firm had a great reaction from the cartridges. The big thing is that you’re using what would normally waste time to educate and bring salesmen onto your product. Through our programming methods, we were able to assure a complete attention span.”

He said Mark Century already has many customers for this type of customized educational cartridges. Dan Conner, a Mark Century representative, has been added to Mark Century to head the new division. The drug firm has signed a new year’s contract for Mark Century’s efforts.

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**When Answering Ads...**

Say You Saw It in Billboard

JUNE 17, 1967, BILLBOARD
MONTREAL

London Records is hot on its new jazz LP release, "On a Rainy Day" by the Randy Baynham Quartet from Vancouver. Old-time fiddle champion Graham Townsend, whose eight albums are among the best-sellers in Rodeo Records' vast catalogue, has a special centennial LP out. It salutes the 14 Prime Ministers in office since Confederation with his own compositions, ranging from the "Sir John A. Macdonald Waltz" to the "Lester Pearson Clap." Yet another version of the hit song of the year, "Canada," is off on Arc's Yorkville label by a new group, The Sugar Shoppe.

The RTH-K has a new release, "Jack Rabbit," backed with "Tell Me," on Yorkville .... London Records of Canada has signed a new Winnipeg group, the Elderly, their first release recorded in Toronto, is a blues number, "Something You've Got." Tracks written by the group's lead singer, Melvin Kalmus, and written by other Winnipeg group, the Elderly, has a new single quality "Come Go With Me." Quality Records is introducing a new international series. Initial release of six albums over the next month includes "Songs of Confederation," "Ragtime's Best Age" from Ember Records in the UK, and the "Rebel" albums from CNR in the Netherlands. A promotional special, "The Dixieland Rebels" by Tommy Dorsey and the Monarchs from the Irish album, is getting full promotional treatment.

In a drive to penetrate further the classical market, Leonard Records of Canada has reduced the price of its 14 and 12" LPs of Debussy, Claude Debussy, Symphonie fantastique, Les nénuphars d'Indie, Le paquebot, Préludes, Pelléas et Mélisande, etc., from $6.98 to $5.98, in a list of 53 offering dealers the possibility of profit increases. Sid Schaffer, president of the company, said: "We believe that 74% of our sales, with less than 10% going to exchanges and 17% to our dealers, will increase your sales."

MONTREAL

Jack Lloyd, special material writer of CBS TV's "Red Skelton Hour," arrived in Montreal to write a musical special for the Second German TV network, the 2,000,000-watt "Neue Netherland," and the Monarch from the Irish album, is getting full promotional treatment.

In a drive to penetrate further the classical market, Leonard Records of Canada has reduced the price of its 14 and 12" LPs of Debussy, Claude Debussy, Symphonie fantastique, Les nénuphars d'Indie, Le paquebot, Préludes, Pelléas et Mélisande, etc., from $6.98 to $5.98, in a list of 53 offering dealers the possibility of profit increases. Sid Schaffer, president of the company, said: "We believe that 74% of our sales, with less than 10% going to exchanges and 17% to our dealers, will increase your sales."
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**Audio Retailing**

**Music Show Exhibits Feature Instruments, Tape Cartridges**

CHICAGO—Many outstanding exhibits are expected to draw thousands of music-store dealers throughout the country at the 1967 Music Show, June 25-30. Musical instruments and prerecorded tape cartridge libraries are the two areas which will be covered by extensive exhibits.

The NAMM exhibitor's list includes some of the nation’s leading manufacturers of instruments, accessories and related equipment, which will be distributing at the show. Innovations in the world of instruments, especially amplified instruments, will be featured in each display.

Some of the hot items on the agenda are such things as Dan-eko’s first electronic sitar. Several major companies will be displaying electronic wind instruments, such as J. H. A. Selmer’s Variotone Sax. Chicago Musical Instruments has hinted that its display may contain some exciting new items in the world of amplified instruments. Music store dealers can look forward to finding a bevy of instrument resources at the show—an area where many dealers have complained that they would carry instruments if they knew who, when or how. Several well-known companies such as CBS Musical Instruments, Allen Organ, Harmony Co., Hammond Organs, Kay Musical Instruments Co., Lebeer Woodwind Co., Levin Co., Loeb Music Company, Drum Co., Doric Organ, Thom- as Organ and Vox Corporation, Velox Guitars, Vega Instruments Co., Wurlitzer Co., Yamaha International Corp., Ace Piano Co., LaBey Guitar Co., Grand Piano Co., are just a few of the many big names which will display lines at the show.

The instrument exhibits are expected to cover more area than any other type of product to be featured at the show. In Chicago’s Conrad Hilton, the Continental and International ballrooms and eighth, ninth floors of the North Hall will be used for the exhibition display.

Included in the seminar pro- grams will be dealer sessions on how to sell various types of in- struments. "The Guitar Today and Tomorrow" and the "Piano Foundation Clinic" will cover every area of sales in these instruments.

The plants in pre-recorded tape cartridge duplicating and marketing are—with several major distributors—returning to the Music Show this year with expanded libraries. Last year’s show served as the first large showcase for cartridges music. Sales of this year dealers will be at quite substantial 8-track, 4-track and for the first time—16-track ales.

All Tapes Distributing, Inc., of Chicago, has a number of tape cartridge lines—one of the most aggressive in the Midwest—will exhibit.

Amrep will show its full 8 and 4-track lines and will introduce some 100 titles in cassette con- paration—its first in the small double-hub cartridges. Amrep will also exhibit several new tape cartridge display fixtures.

General Recorded Tape, Inc., (GRT), which now carries the major tape cartridge distributor's/markets in the country, will show its 4 and 8-track libraries from some 40 record labels and will for the first time show a wide selection of cassette titles. GRT is mounting a massive car-
tidge marketing push, to be kicked off at the show.

National Tape Distributors, Inc., an exhibitor last year for the first time, returns with a complete library in every car-
tage form. The firm has branches in San Francisco, Mil-
waukee and New York.

RCA Victor, the 8-track pioneer and giant, will let dealers view its massive library numbering near-ly 700 titles. And Lee Howard’s Tape Dis-
tributors of America, Inc., another rapidly growing Chicago-locus, which has seen its business double every year over the past few years, exhibit- es a modest but extensive library of 4 and 8-track cartridges.

**Music Pioneer Dies**

MINNEAPOLIS — Peter A. Ramsussen, 77, founder of the Viking Tool & Die Co., died May 19 of a heart ailment. Ramsussen retired in 1966 with the sale of Viking to the Telex Corp.

Jim Brown, lead singer of the Vox Super Beatle Amplifiers used by him and his band, has recently announced that he will be using Vox guitars, amps, drums and other equipment exclusively in his new tour. The band includes T. P. W. H. Co. (Guy), J. H. A. S. (Mike), C. A. G. (Ed) and T. J. M. (Jim), and is known as the "Voxaters."

**RCA Introduces Line Of ’68 Phonos, Radios**

LAS VEGAS—RCA has in-
troduced its new lines of port-
ate phonographs, radios and trans-
ceivers at a dealer show here. Integrated circuits were the big feature in RCA’s line of 10 portable phonos. “Swingline” styling and 100 watts of peak power in portable stereo were some of other stressed assets.

Swingliners will include five different 1968 models and will range in price from $69.95 to $129.95. Price-low speaker is the Arabesque (VIP-33) which has two speakers framed in molded grill. Separate bass, tre-
ble, volume and balance controls are mounted in the top panel to the right, the Fleurish (VIP-35). This model has a suggested retail of $79.95.

RCA also exhibited a 1967 model which has a plastic cabinet and a 40-

watt, FM/AM tuner/amplifier. In radios, RCA brought out its biggest line ever for 1968, including 21 AM/FM table sets and 13 floor models. The Spinet-
bergen (RGC-30) is expected to be a popular item among AM/ FM/40 watt. RCA’s compact set has a 15 watt, FM/AM set.

Top item in the Swingline series is the Bachelor (VIP-55) which has a 20-watt output and six speakers. Headphone jack, and switch for included $129.95.

Higher priced portable has a compact plastic enclosure design. These include the Impre
tia, the Apartment, and the Berksire. The Impre
tia (VIP-75) has the integrated circuit in the tone

Oliver Offers Two New Amps

BROOKLYN, N. Y.—The Oliver Corp. and Co., has an- nounced the availability of two new phonographs for both gard and bass guitar.

The new units are the Oliver Porta-phon 500 and the Flex 502. The latter machine differs from the former by being equipped with reverb and tremolo. The 500 does not have reverb and echo.

(Continued on page 56)
Audio Retailing

Music Show Merchandise Preview

Oliver Amps
- Continued from page 55

Both units are two-channelled and feature a telescoping amplifier system from an enclosure mounting a 15-inch heavy-duty loudspeaker. Weight of the machines is about 84 pounds each. The amplifier in both machines is about 84 pounds reveals a lighted control panel, which produces a S5 watt (R.M.S.) output.

Both machines will be on display at the annual NAAM Musical Trade Show, June 25 through 29, at the Conrad Hilton Hotel, Chicago.

EIA Advance
- Continued from page 55

Sixth year, will be held in Chicago's Conrad Hilton Hotel. EIA vice president told Billboard that the EIA show, which is drawing away a good number of former Music Show exhibitors, was not scheduled at the traditional Music Show time for competitive reasons but rather to take advantage of favorable hotel rates. He said the association has contracted for the show in New York at the same time next year.

ACCESSORIES GALORE will be displayed on every floor of the massive Conrad Hilton Hotel during the Music Show opening June 25. These hi-fi stereo headphones are the first from Telex Acoustics and will be unveiled at the show. The Minneapolis firm will also show an amplified guitar headphone set available in mono or stereo.

THE MUSIC SHOW will mark the entry of the Combo Band Instrument Co. into the amplified equipment market. They'll show this "Multivibrator" which transforms a wind instrument musician into a quartet. And they'll show amps to go with it.

THE RECORD RETAILER AND THE AMPLIFIED INSTRUMENT BOOM

A specially written section for record dealers now selling musical instruments and accessories, and for dealers not currently stocking musical instruments and accessories.

Coming in the July 1 BILLBOARD

Distributed: Monday, June 26.

Special distribution from the BILLBOARD booth during the N.A.M. Convention.

A FEW OF THE HIGHLIGHTS
- Why the pop music paraphernalia market is a "natural" for the record dealers.
- How to get into the business—safely.
- What's selling in frets, amps, combo organs, allied instruments and accessories.
- Display, promotion and sales training tips.
- A key dealer case history.
- Music Show preview—what's new.
- Exclusive catalog of instrument and accessory sources.

AN ADVERTISING SHOWCASE FOR MUSICAL INSTRUMENT AND ACCESSORY MANUFACTURERS AND SUPPLIERS.

Advertising Deadline: June 20, 1967

Contact your nearest BILLBOARD office.

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HOLLYWOOD 100 W. Kedzie 726-5711
BETHPAGE 54-1620 722-2165
NEW YORK 9000 Eastern Blvd. 412/667-0000

EXPANDING MUSICAL MARKETS will be charted at the Music Show. Durco Organ Co., for example, is predicting that the combo organ market—in which they have been extensively involved—will set fire to the home spinet organ market. They'll show this de luxe compact to retail at around $700. (Full details in our Music Show Preview, July 1 issue.)

GUITARS GALORE will again flood the Music Show. This model, to be introduced by Rick-ard, a multi-string to a six-string in seconds. It'll be offered in three models.

JUNE 17, 1967, BILLBOARD

Scanning The News

H. A. Selner, Inc., has purchased real estate and the capital stock of Lester Woodwind Co., Inc., from Mrs. Everett Lester. No exchange of Selner stock was involved. Whitle Music Co., in Dallas, recently featured Mildred Alexander in a Hammond Organ concert which was made free to the public. Gateway Sport Center in Kansas City, Mo. displayed all types and brands of tape recorders at their Tape Recorder Show last month.

The New Breed, a rock group, made a personnel appearance at the Gramophone Shop in Dallas. University Sound's 33 dealer winners and their wives returned after a expensive-paid vacation in Lisbon, Portugal. The dealers broke sales records for the firm. Lafayette Radio Electronics of Cleveland is offering 66th anniversary specials. Charles Sonfield, retired board chairman of C. Brone & Son, instrument distributors, died last month at the age of 86.

PERSONAL MOVES: Donald J. Pankert has been appointed to the newly created post of vice-president of Ampex Corporation's professional audio and video division. Daniel J. Yomine, former audio department manager for Ampex Corporation's consumer and educational products division, has been named director of staff manufacturing operations for the company. Lewis T. Stein, manager of the dealer division of Allied Radio Corp., has been elected president of the Chicago Chapter of the National Electronic Distributors Association.

Both machines are a manufacturing concern, Racine, Wis., has appointed James F. Brown as district sales manager of Illinois, Indiana, Kansas, and Missouri. Sympatico Electronics Corp., announced realignment of its executive structure: Jack Kleinman, vice-president and controller; H.H.A. Jacobs, treasurer; Stanley Mazur, manager-engineering; Donald J. Cameron, vice-president-manufacturing; Joel Z. Zimmber, senior vice-president-marketing—all reporting to Max J. Zimmber, president. Other appointments are: S. R. Seltzer, sales manager; A. M. Wellington, national accounts manager; and Kenneth L. Freedland, national service manager.

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GUITARS GALORE will again flood the Music Show. This model, to be introduced by Rickard, a multi-string to a six-string in seconds. It'll be offered in three models.

JUNE 17, 1967, BILLBOARD
Norelco Shows Compactness In Portables

NEW YORK — Norelco's three new AM/FM radios are compact models designed to produce quality sound reproduction, according to William R. Keppin, manager of the firm's radio department. The models are being shown at the National Housewares Manufacturers Association show in Chicago and the Consumer Electronics show in New York.

"The new models, all of which have a push-pull output stage, are part of our continuing program to meet consumer desires for portables with bigger and better sound," Keppin added.

Weighing only three pounds, Model L278 is a de luxe AM/FM portable which operates on four "D" batteries and can supply a peak output power of 2000 MW. Seventeen transistors and circuitry, vernier slide rule dials, and telescopic antenna are among its features. The unit measures 5 1/2 by 5 1/2 by 10 1/2 inches and has a suggested retail price of $39.95.

A camera-size portable, Model L278 has a peak power output of 700 MW. Utilizing four 1/4 volt batteries, the 17-lead radio has a folding telescopic antenna and a brushed chrome grill. The AM/FM unit measures 4 1/2 by 9 1/2 by 1 1/2 inches. It has a tag of $44.95, complete with carrying case and shoulder strap. Only 4 by 6 1/2 by 1 1/2 inches in size, the pocket size model, Model L178, is the smallest of the new models with an audio output of 450 MW. It operates with four 9 volt batteries and weighs just one pound. A band selector switch, tuning and volume controls and a folding telescopic antenna are included. Complete with a carrying case, the model has a suggested retail price of $34.95.

Admiral Adds '68 Products

CHICAGO — Admiral has added two new solid-state FM/AM transistor portable radios and three phonographs to their 1967 line.

The Explorer (YK351) is a 13 transistor FM/AM radio providing wide coverage of shortwave broadcasts. It has automatic frequency control, slide-rule tuning, six-inch, ferrite rod antenna, eight IF transformers, automatic volume control.

Built-in earphone jack for private listening and a four-in. speaker. Retailing for $49.95, the Explorer also has a C/C charger converter which permits the radio to be played on household current and charges the batteries.

Carrying a retail list of $75, the Premier (YK367) is a FM/AM portable with 15 transistors and nine diodes. Power tuning for both AM and FM reception are featured—with the press of a button automatic tuning and selection is made.

The Premier also has 14 IF transformers, separate tone and volume controls, earphone jack, telescopic FM antenna, automatic volume control, AFC, built-in ferrite rod AM antenna, individual controls for off, AM, FM/AF, power tuning, dial light and local-distance switch.

Admiral's Collegian is a four-speed mono record player which retails for $29.95. Model (YM11317), the Collegian comes in tan or green with 45 rpm adapter, Alinco V speaker, and twin LP, 78 rpm stylus.

The Corsair (YS1511C) is a solid-state portable stereo phonograph in a pyroxyline wood cabinet with a walnut grained front. It has two 3 1/4-in. fidelity speakers and separate tone, balance and loudness controls. Suggested price is $368.95.

Retailing for $149.95, the Frolic (YS1711) is a stereo phone with a 20-watt solid-state chassis. Designed for a table or bookshelf, the model features FM/AM radio with FM stereo, slide-rule tuning, removable speakers, AFC and four sound controls.

An Open Letter to Record and Tape Dealers

I should like personally to extend to you my invitation to attend the 1967 Music Show in Chicago. Anyone who has attended this great show knows the tremendous impact of the event on business—not only as a vast display case for all of the lines of wonderful music products but also as a pacesetter in stimulation sales in the important months ahead.

I personally have been in this business for most of my life and have been going to Music Shows for years. I know first hand how vital the show is for my business. It's not just the music and home entertainment products I and my staff see or even the contacts with manufacturers and other dealers. It's not even the chance to size up the market, to learn new techniques, to find out what other fellows are doing—nor is it as important as all these are.

Instead, it is the greatest show on earth for me, the Music Show is the enthusiasm, the spark, the zest, the spirit to take back to Orlando, my home town, and really sell as never before.

I'm sure you know what I'm talking about, because I've found I'm not alone in getting that get-up-and-go transfusion at the Music Show. It happens to everyone— and believe me, I've been in the doldrums, if all the soft money talk has got to you, there's nothing like the Music Show for an antidote. There will be a special business clinic on records and tapes covering such subjects as How Charts Are Used As A Marketing Tool, Tape Is Now And Inventory Controls.

Nowhere else can you possibly match the action at the Music Show. It's the most exciting trade happening of the year—and I know you'll want to be at Chicago's Conrad Hilton Hotel starting Sunday, June 25th. As president of the National Association of Music Merchants, I personally wish you welcome and assure you that you'll find the Music Show much better this year than last. You'll find the hotel fine, the meetings and the show will be just the shot in the arm your business needs going into the summer months and the crucial pre-Christmas season.

Sincerely yours,

F. D. Steep
President
National Association of Music Merchants
Coin Machine News

Candy Business—How Sweet It Is!

By RAY BRACK

CHICAGO—A lot of interest to the coin machine operator was said and shown at the 84th annual convention of the National Coin Machine Operators Association in May. But in the light of these significant items, let’s list some facts and forecasts that will help put your operator concerns into perspective:

- The average American consumed 19 pounds of candy in 1966, compared to 18.2 pounds in 1965.
- Two pounds of this 19 pounds reached the consumer through vending machines in either bulk or packaged form.
- By 1972, according to NCA president Robert Richards, the average consumer will be consuming about 23 pounds of candy per year, about three pounds of which will be reached through candy vending machines.
- An estimated 5 percent of the typical coin machine operation’s income is derived from candy machines.

Alliance

Considering the above points, it becomes apparent that despite the typical operator’s modest involvement in candy vending—this does not refer, of course, to bulk operators, who derive a considerable amount of their income from confections—it behooves all operators to watch this segment of the business closely. For the allure of confections and vending is growing sweeter as the years go by.

The wisdom of increased investment in candy vending appears obvious when we consider that as of March 1966, the NCA surveyed 282,672, or 88.2 percent of all manufacturers expected sales to rise in 1967. Half of these expected profits to increase at the same time at ranges from 25 percent to 100 percent and another 34 percent of those polled expected to produce new candy products during the year, and the average firm planned to devote $100,000 to expansions during 1967.

One manufacturer was planning to add an additional candy output. Manufacturers’ sales hit an estimated $1.6 billion in 1966, an 8 percent increase over 1965. Package goods accounted for 13 percent of this. Candy bars ranked in second place with $471 million, a 10 percent increase. Bulk goods valued at $140 million were sold, down 6 percent from 1965. And penny good sales declined by 4.9 percent to about $56 million.

Penny

The latter figures are of great interest to bulk vendors—traditionally penny businessmen—many of whom are still using the nickel and dime machines as the expansion avenues in the business.

Per capita consumption of candy in the U.S. in 1927 was 14.7 pounds. The post-WWII figure (1949) was 14.5 pounds. By 1956 the average American was consuming only 15.7 pounds annually—as the dieting craze swept the nation—but by 1966—as low-calorie products became commonplace—the figure had risen higher than ever before to 19 pounds. The “weight” worry in candy vending is apparently no longer a factor.

For example: a sour ball out of a bulk vending machine contains only 14 calories; a piece of apple pie has 331 calories.

Candy Machines vs. Other Businesses

Competition to the vending machine in candy retailing is greatest from food stores, which account for a third of all retail sales. Twenty percent of all candy sales are from 10 cent through vending machines; 10 percent through theater counters; 10 percent through drugstores; 10 percent through various kinds of vending machines, such as tobacco stores and newsstands and 3 percent through department stores.

The best sales month at the manufacturer level is September, as noted in my previous article, but many operators have noted the beginning with Halloween, October and November follow in order as best-selling months at the manufacturer level.

A Billboard survey of candy packaging firms at the NCA exhibit, (Continued on page 63)

Masters Re-Elected Mo. President

COLUMBIA, Mo.—John Masters was re-elected president of the Missouri Coin Machine Council here June 6 and announced an all-out drive for more members.

The membership drive will build toward an August 1 meeting in Kansas City, marking the first anniversary of the newly organized state group of coin-operated equipment businesses has chosen.

“We should be able to pick up several new members around Kansas City,” said Masters, who operates out of suburb Brookfield, just outside St. Louis. “I hope to try to hold our fall meeting in St. Louis.”

MoA Leaders

Masters, a director of Music Operators of America, told MCMC members he would inform Fred Grainger, MoA executive vice-president, and would have to have MoA president James Yelivanas attend the Kansas City meeting.

MoA treasurer, Howard Ellis, Coin-a-Matic Music Co., Omaha, telephoned Masters at the Damascus hotel to present the meeting apologizing for a no-show at the appearance.

Ellis said he would attend the Aug. 1 meeting and wanted to meet the Missouri group and form them of MoA’s current problems. (Continued on page 63)

Pin-Ban Attempt Soundly Defeated in Illinois House

SPRINGFIELD, Ill.—An attempt to amend an industry-backed bill allowing the operation of amusement pinball machines in Illinois was soundly defeated on the floor of the State House of Representatives here last week but the measure still faces amendment attempts to delay House action. Illinois Rep. George J. Fort, St. Louis, presented the pinball measure to ban all forms of pinball machines in Illinois this spring by an overwhelming vote. (Continued on page 63)

20 YEAR PLACARD for dedication and service to the Missouri Coin Machine Council is presented John Fling, Kansas City, who organized the association and led it until 1966. Presenting award (right) is John C. Lemon, St. Louis, Summed members. Others from left are Ira Botsa, Bowling Green, Ohio, and John H. Hoggles, Des Moines, Iowa. Also pictured: Art Humoldt, Trenton, re-elected MoMCA secretary; Ivan Nelson, Mexico, Mo., re-elected MoMCA treasurer; Otis R. Collins, Kansas City.

JUNE 17, 1967, BILLBOARD
ONLY WURLITZER OFFERS THE BEST
A National Dollar Bill Acceptor

When you go for a Dollar Bill Acceptor, you want a sure-fire, fool-proof mechanism. National makes it. You can have it as an optional extra — but only on the new WURLITZER AMERICANA Phonographs.

The Acceptor is positioned in the center of the dome display panel for eye-attracting play appeal. It accepts only U.S. Dollar Bills.

Take a new look at your locations that really move. Put a WURLITZER AMERICANA with a National Bill Acceptor in the swinging spots . . . you'll make money as you never have before!

Wurlitzer Americana
BIG in Sound...BIG in Beauty...
BIG in Money-Making Features

THE WURLITZER COMPANY • NORTH TONAWANDA, NEW YORK
New with chips

Tales of the Treasury

One Thirla

NORTHWESTERN

Stamp

V.

Jelly

Hershey’s Chocolate,

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Vending News

'Quippies' From Lawson Novelty

OCEANSIDE, N. Y.—Lawson Novelty Co., a subsidiary of Folt Vending Co. here, has produced what the firm calls 'Quippies.' "Quippies" are jokes mounted on stick-on labels and retail at eight different "Quippies" for 16 cents.

SCHOENBACH CO.
Manufacturers Representative
Acorn & Acorn Distributor

MACHINES

Great Money Maker
ACORN ELECTRIC MACHINE
Sample — $1.75
4 and up — $3.10
Batteries — 32 each per unit.

Rolled Money Maker
Sample — $1.75
4 and up — $3.10
Batteries — 32 each per unit.

1c VEND ITEMS
(All 330 per box)
Sample — $1.75
4 and up — $3.10
Batteries — 32 each per unit.

BULK BANTER

Vincent (Buddy) Schiro of Schiro Vending Supply had a $96 baby-sitting bill during the recent NVA convention in New Orleans. He and his wife have three boys, ages 3, 6, and 7, and convention activities kept the Schiros so busy that the baby sitter really skyrocketed.

Smith-Regal of the Carolinas has a big new neighbor. Westinghouse Electric Corp. will build a 583-million plant to produce nuclear turbines near the Smith Regal operation in southwest Mecklenburg County. The plant will employ about 1,000 persons and that is a lot of potential customers for Smith-Regal and its operators.

LAMAR GUNTER

NYBVA to Honor Mollengarden

ELMHURST, N. Y.—The New York Bulk Vendors Association will honor former vice president of the association, Sidney Mollengarden, at a testimonial dinner dance 6:30 p.m. at the Sheraton Tenney Inn here.

Mollengarden heads Star Vending, Elmton, N. Y. The affair will be held in the Diamond Jim Brady Room of the inn, which is located at 90-10 Grand Central Parkway.

KARL GUGGENHEIM, INC.
IS MOVING TO LARGER QUARTERS

New Address: 520 MAIN STREET
WESTBURY, NEW YORK 11590
TELEPHONE: (516) 333-6883

Please rush complete information and prices on Northern Super SIXTY Ball Gum Charms Vendor (as illustrated) as well as other Northern Western machines.

NAME
COMPANY
ADDRESS

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 3c Package Gum, Spanish Nut, 3c, 4c, 5c, 6c, Nut & Candy, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Packed Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaves, Coin Wrappers, Stamp folders, Sanitary Napkins, Stamps, Route Cards, Charms, Capsules, Coin Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Vendors.

Write: T. J. King & Co. for prices and our new 12-page catalog.

NCA REPORT

No Peanut Price Drop Seen; 'De-Fatted' Nut Developed

CHICAGO—Will this year's harvest of peanuts coupled with the improved method of handling nuts result in a one-cent ton in raw nut shipping mean lower prices for bulk, retail and toasting peanuts. President of the National Peanut Council doubts so.

"Even with increases in the efficiency of handling raw peanuts you still have continually rising labor costs and higher costs for equipment. It about evens out and I do not expect a drop in prices."

But Willard, here promoting the peanut industry at the National Confectioners Association annual meeting, said a steadily growing market for peanuts as a result of the technology breakthrough in "defatted" peanuts.

Oil Pressed Out

"We now are able to produce a peanut with 50 to 75 per cent of the oil removed," Willard said. "This is done through a process using hydraulic pressure. Pain, oil is pressed out and you can actually see the oil come out. Then they are put in hot water and expanded to their normal size and roasted.

"This yields a much lighter peanut but none of the flavor is lost," said Willard. "You have a peanut that's a lot lighter. At least two major processing companies are now using these 'defatted' peanuts and more processing companies are getting into the field.

Citing advantages in storage through use of the hydraulically pressed peanuts, Willard said that when the nut is expanded back to its original size a coating for the inside of the nut is forced on. Then when you begin to dry make the water inside is vigorously boiling out and oil cannot penetrate back into the nut.

Better Processing

"We have come a long way since the days when peanuts were dug and stored in large stacks to dry. The dried fruit would get into the stock and a lot of damage was done. Now we are using special equipment for digging and we are drying the nuts with forced air. The processors are getting a much better product to work with now."

Willard said that U. S. consumption of peanuts is now at 500 tons per year but that only about 10 per cent of the world crop is raised in this country. "We're the only nation who has learned how to effectively process peanuts and use them in so many products. In most of the world the peanut is still only used for oil."

"We're using about 50 per cent of our crop for peanut butter, about 20 per cent for the salted peanut market, 15 per cent in candy, 15 per cent for roasted in the shell and 8 per cent goes for other food uses," Willard said.

Willard suggests that bulk vendors could profitably tie in with the current emphasis on safe driving. "It has been proved that frequent snacks of peanuts and cashews are helpful to drivers. Vendors could take advantage of the safe driving campaign by using posters on their machines, bumper stickers and other promotion ideas."

HEADQUARTERS
FOR . . . HIGH QUALITY LOW PRICES

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

PENNY KING
2138 TOWNSHIP STREET • PITTSBURGH, PA. 15203
World's Largest Selection of Capsules and Charms From Factories in Hong Kong & U.S.A.

NEW ITEMS
FOR . . . HIGH QUALITY LOW PRICES

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

PENNY KING
2138 TOWNSHIP STREET • PITTSBURGH, PA. 15203
World's Largest Selection of Capsules and Charms From Factories in Hong Kong & U.S.A.

MAGIC COLORS BALL GUM

NEW BRILLIANT FLAVORS! COLORS! GLOSS!

BUY WITH CONFIDENCE . . . SELL WITH PROFIT
Your new opportunity to get more for your money. Start the new selling season right, can you sell Magic Colored Gumballs? CALL US COLLECT! Area Code 215-528-5900

BALL GUM
30 CT. SPRING TIME HEROES, ASSORTED COLORS 1900 CT. PER CASE
30 CT. BIG SIZE GRAPPE-PRUNE HEROES 1900 CT. PER CASE
30 CT. BIG SIZE GOLD FRUIT HEROES 1900 CT. PER CASE
30 CT. BIG SIZE CHERRY-SHAM-HEROES 1900 CT. PER CASE
310 CT. WINNERS 1900 CT. PER CASE
220 CT. CHAMPIONS 1900 CT. PER CASE
520 CT. BABY CHICKS, ASSORTED COLORS 1900 CT. PER CASE
520 CT. GRAPEFRUITS 1900 CT. PER CASE
520 CT. BANANAS, ASSORTED COLORS 1900 CT. PER CASE
520 CT. AMERICAN HEROES, ASSORTED COLORS 1900 CT. PER CASE
520 CT. CHOLLYFRUIT 1900 CT. PER CASE

ACTION VEND HOBBY CARDS (24/500 CT.)
MIGHTY TARZAN IN FULL COLOR • JAMES BOND 007 • GREEN BEETERS DAKTARI • WAR OF THE WORLDS • NATIONAL LEAGUE PRO FOOTBALL

"4 ACRES OF SUNSHINE"

NEW HOME OF AMERICAN GUM

CALL TODAY FOR SAMPLES OR A TRIAL ORDER

AMERICAN GUM is the new home of American Gum, a line of gum made from the finest ingredients available. American Gum is now available in a wide variety of flavors, including classic favorites like chewing gum, candy, and chocolate. With American Gum, you can enjoy the taste of quality and tradition in every taste experience. Contact us today to learn more about our products and how you can become a part of the American Gum family. Call 528-5900 or visit www.americanradiohistory.com
Meet 'Operator of the Year' Drew J. Canale

By JAMES KINGSLEY

MEMPHIS—Drew J. Canale, a senator in the Tennessee Legislature and spotlighted as "Operator of the Year" in Billboard's "1967 International Coin Machine Directory," started his career in the coin business with two jukeboxes as an emergency way to supplement his income while earning his degree at Southern Law University here.

After graduation from Memphis State he enrolled in night classes to get his law degree. "Money was tight at first I started to law school. I had been studying under the GI Bill of Rights, but they expired and I needed a job.

One-Man Route

"In 1949 I began a small, one-man, music vending machine operation to try and make ends meet. I started with a loan and two machines. Later I added another and then just kept adding. I guess I was lucky because I don't think I was a very good businessman. I was able to graduate.

Today, Canale is president of National Tobacco, Inc., at 1711 Union Avenue, Memphis, and has more than 500 jukeboxes and vending machines. He operates about 350 cigarette vending machines.

"I have no regrets about not entering the law profession. I enjoy business and civic activities much more. Anyway, I'm not sure I would have made a good attorney, but I've made a good Senator from District 33 said. "At least I have 10 years, and try to put machines in places that will be profitable. Most of our vending machines are in high rise apartments and industrial complexes.

"But because of the inactivity in voting a bill is 21, many of them lose the interest and therefore fail to realize their responsibilities to the community.

Canale's fight for the youth parallels that of his father, who won in the Tennessee House of Representatives and was the main floor whip to give the right to vote to the 1920's.

"It is a little ironic, I guess, but believed that a petitot 19 should have the right to select his political leaders if he is responsible to the country in the armed forces.

Civic Groups

Canale is a member of the board of directors of the Memphis Young Guidance Commission and a former member of Memphis Juvenile Court Judge Kenneth Tatlow's Task Team, a thriving youth center, is one of the main achievements that Canale himself considers as a member of the Commission. He is also a member of the Juvenile Board of the Mid-Town Civic Club and has assisted many charitable ventures including the St. Nora's Club, Boys Town, Little City of the Mid-South, St. Jude Hospital, St. Peter's Home for Children, Variety Club's Hospital and Immaculate Conception Catholic Church. He is a member of the University Club and Top of the 100 Club.

"I don't have any ambition to advance up the political ladder but to make a good Senator from my district." Canale said.

Canale said that his campaign manager for the senate George Sanders of Savannah-Pennington, the distributors of Seeburg back in Memphis and Nashville.

Unique Operation

Canale in his business operation has 11 route men who operate as independent businessmen. He feels that a man will work harder if he knows he is going to share in the profit. Thus, most of his vending machines are in high rise apartment buildings in the city.

Canale has many of his music vending machines in the top night spots in Memphis, including the El Capitan, the city's top go-go club.

Mrs. Canale, also a graduate of Memphis State University, works for Mr. Canale for six years. She is a housewife and mother of three sons, Drew J. Canale Jr. and Sharon Canale, 6, and Mrs. Drew is the former Helen McAdams of Houston, Miss.

Says 350,000 Wurlitzer Sold

CHICAGO—The 1967 annual report of the Wurlitzer Co. states that since 1933 "more than 570,000" of the company's coin-operated machines have been sold in practically every country in the world.

The report adds: "There are many hundreds of these fine instruments in small establishments here and overseas as the vanguard of our military personnel."

How Stereo Pulls Patrons

DENVER—Because of the extreme importance of fine stereo music in pulling cocktail lounge customers to a location somewhat, what might be called the 'asset track,' the Gaslite Lounge here has more than an eleven-speaker stereo installation which is one of the most complex in the Rocky Mountain States.

The decision to install the elaborate stereo system, based on a single Wurlitzer phonograph installed near the bar, was made by owner Sam Sugarman. An operating survey showed that it was not the rcocco atmosphere of the Gaslite Lounge, its colorful crew of can-can waitresses, or even five entertainment which appealed most to patrons. Instead, it was simply good stereo music which was the main person cited as the number one attraction. Sugarman, who owns a nightclub in football fame for himself twenty years ago when playing for the University of Denver "took the hint" and went to Apollo-Stereo Music Co. of Denver, to produce "the best possible stereo results."

The project was turned over to Sam and Dan Keyes, brother who operates Apollo-Stereo, to expert service manager Jack Hackett. Hackett, after studying the problems involved, came up with the decision to install eleven speakers, five in the main bar area, four in the dining room section, and two more in an extra dining alcove, separated by an accordion curtain from the main area.

The sound level throughout was engineered carefully to provide an even decibel level at all points, pervasive enough to be heard at an equal pitch anywhere in the Gaslite Room, but not loud enough to permit easy conversation without raising the voice. It required a week of testing, and quiet balancing, to cut up with the appropriate level, which is now equally as pleasant at the bar, equal to the cocktail tables down the center, or in red-velvet upholstered banquette booths, or in any other side.

As a "selling point" all Gaslite Room waitresses now introduce themselves to each new customer coming in, and immediately call attention to the music, the eleven speakers, or that an unusual high per centage of classical and Broadway show music are programmed on the Wurlitzer, and encourage customers to state what music they would most like to hear. The first half dollar's worth is always "on the house," a policy which has developed into a saving deal with the Denver music operators, and which has consistently brought valuable repeat business.
Rock-Ola Names MDR in Cal.-Nev.

CHICAGO—Rock-Ola Mfg. Corp. has assumed MDR Distributors, Inc., as its distributor for Northern California and part of Northern Nevada.

The distributorship, headed by Carl Roval, president, and Engineer Roval, is located at 363 Clementina Street, San Francisco, Calif.

MDR’s market territory includes all of California, including Monterey, Kings, To- lare, Fresno and Mono counties. The Nevada counties of Wash- ington, Humboldt, Pershing Lan- ders, Churchill, Storey, Lyon, Ormsby, Douglas, Mineral, Nye and Humboldt also is in the firm’s trade region.

The announcement of the ap- pointment came from Rock-Ola executive vice-president, Ed Dermer.

Davis Holding Day Sessions

BUFFALO—Davis Distributing Corp. conducted a series of vending service school classes in various New York cities beginning here June 1. The sessions involved a new approach—day sessions. The day sessions have replaced the factory sessions formerly held at the Seeburg plant in Chicago.

Other training sessions were held in Rochester June 2, Syra- cuse June 3 and Albany June 6.

Instructor was Sam Garvin, Seeburg field engineer. Sessions began at 9 a.m. and ran all day. These sessions, combined with the training sessions on a regular basis will work together for Seeburg dis-

Masters Re-Elected Mo. President

"But you can be sure that any new location signs one that and any time you negotiate a loan a contract is secured.

"Loans Separate"

"The time is here when you invest in a location demands that you protect your interests regarding loans. If a location is involved the loan is a separate agreement, but you should at the same time the location owner sign your operating contract."

"I'm quite selfish in promoting contracts," Howe confessed. "The more contracts are used the easier it is for me to work with my locations on a contract basis."

"Hose who would consider appearing at other State association meetings because he considers the importance of good business methods costs of national proportions.

"Canteen Corp., Servonauts, and your vending machine corpora-
tions, would never consider a location unless a contract was in-
volved," he told the group.

Also addressing the group in-
formally was a Board repre-
sentative who explained the cur-
rent problems facing operators in Illinois, Florida and other States.

MCMC members were here from points as far away as 200 miles and there were offices the entire present slate of officers. These are president John Masters, Missouri Valley Amuse-
ment Co., Lee's Summit; vice-
general Gerald Vinson, Vinson Amusement and Vending Co., Chilliwack; secretary Art Har- olt, Automatic Music, Trenton, and treasurer Bill Welch, also of Automatic Music.

Candy Business—How Sweet It Is!

"Continued from page 58"

he said, "where taxes and liquor law regulations are concerned."

Liquor Laws

In referring to liquor law reg- ulations, Masters said a current problem in Kansas City and St. Louis may be solved if both houses of the Missouri Legisla-
ture agree on a bill to make li- cease suspension by the State and city run concurrently.

"We have cases in Kansas City where the local authorities wait until the State suspends a license then the location no sooner opens when the city closes it down again."

"This can mean that a tavern is closed for four or five weeks and with some locations is that pretty rough."

Location Contracts

MCMC, in attempting to pro-
vide better services for members, has begun to be engaged in a program devoted to location contracts.

Red Howe, Kansas City op-
er and former retailer, said as an expert on legal matters, ad-
dressed the group here and de-
tailed three types of contracts he distributed in bulk quantities.

"You can't suddenly cut down and your route your getting your present locations to sign a contract," he told the group.

"But you can be sure that any new location signs one that and any time you negotiate a loan a contract is secured.

"Loans Separate"

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ment Co., Lee's Summit; vice-
general Gerald Vinson, Vinson Amusement and Vending Co., Chilliwack; secretary Art Har- olt, Automatic Music, Trenton, and treasurer Bill Welch, also of Automatic Music.
Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

On the other side of the coin... the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!

Many exclusive features make service a breeze. When used encounter, the Wall-Ette can be serviced from back without disturbing customers.

Winking waitress calls-service light she can't ignore.

Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.

30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

Rowe

MANUFACTURING
Troy Hills Road, Whippany, New Jersey

*U.S. Patent No. 3,153,120

www.americanradiohistory.com
Coin Machine News

Soccer League Action May Boost Football Game Sales

LOS ANGELES — Professional soccer may be gaining a foothold here in coin machines, according to George Gott of Simon Distributing Co.

What is so revolutionary about soccer in Los Angeles?

It signals the beginning of a full-scale promotion by Simon Distributing to market "football" games. "Football" games are very popular fad in Europe but a flop on the West Coast.

Muraoka and the Los Angeles Wolves, the latter owned by sports entrepreneur Jack Cooke, are having their game, the demand for "football" equipment has been good, Simon explained. "Now, location owners can't get the game fast enough," he said.

Muraoka believes interest in "football" soccer will grow when American sports fans begin to understand soccer by watching the pros play either in person or on television. The television exposure and newspaper publicity of soccer has provided the impetus for the new "hot game," the owner said.

"Many locations are now looking for 'football' to supplement their pool table business," Muraoka declared, "and the soccer game is proving to be a business 'shot-in-the-arm.' Locations now offer pool and 'football' to stimulate trade."

The Toreo, trying to grab a portion of the athletic dollar in sports inundated Los Angeles, is thinking of going "football" via "football." By offering bars tickets to soccer matches to distribute to 'football' players, they feel an interest in the game can be generated.

Muraoka agrees with the Toreo. "The game needs promotion before it can become a solid piece of equipment in locations," he declared. "We've had excellent reports of 'football' successes all along the West Coast."

The popular "football" game, Muraoka feels, is definitely tied to professional soccer here. "Last year, the Los Angeles Dodgers one night in Los Angeles to a head-to-head confrontation. That night, soccer drew 20,380. While the Dodger fans were readers of major league baseball, appealed to 17,189."

Coin In The News

MILWAUKEE

Dan Karczewski, veteran service representative with Pioneer Sales & Service, Republic Machine, has taken some orders blanks and samples and gone out on his own as a salesman for the firm. He calls on the music, games and vending trade all over the State of Wisconsin and the Upper Peninsula.

Mr. Karczewski, 32, left Republic a few months ago to go out on his own. He said several service colleges are in the planning stages.

Lends a new sound means to our trade in the form of a new line of coin meters. These meters are designed so that operators can set them to accept only the coins which are in highest demand. These meters are designed for use in gaming machines, coffee and cold drink equipment sales are filling new needs, according to Carl Stabi, who adds that several service colleges are in the planning stages.

Lack of Jukebox Entertainers

The world of jukebox entertainers seems to have its share of unexpected problems. Harry Gromacki is spending the next few months up north operating his summer vacation resort near Lake Winnipesaukee. He is a big proponent of good jukebox entertainment, and this summer he is working on his airplane pilot's license. And

Dion has also taken on a line of glass bottom boats and outboard motorboats, called Glasskippers. He feels the demand for these boats is far ahead of the maintenance area for long, skinny inboards. Business is up over a year ago, reduced Aqua-Kickers, recent stop-ins at the Waterfowl shop, have included: "Buddleia," AAA. "You can't drink clean water here."

"It's an electric operator," Gott said, "and a good deal."

Dion has been busy with the new line of glass bottom boats and outboard motorboats, called Glasskippers. He feels the demand for these boats is far ahead of the maintenance area for long, skinny inboards. Business is up over a year ago, according to Dion.

The most popular item, according to Dion, is the new SU-1, which has been around for only a month. The SU-1 has a glass bottom and is available in both 12- and 16-foot models.

Coca Cola Weighted Coin Chutes

"The weights are a potential problem for operators," Dion said. "I'm just getting started on them but I'm sure they will be a problem."

Coca Cola Weighted Coin Chutes

"The weights are a potential problem for operators," Dion said. "I'm just getting started on them but I'm sure they will be a problem."

Jukebox Manic

"The weights are a potential problem for operators," Dion said. "I'm just getting started on them but I'm sure they will be a problem."

Weiner, a son of the National Vending Association's board of directors, feels a constant vigil on city governments is necessary because often it's the only way bulk vending operators can earn a respectable income.

He feels that many suburban cities in California improperly impose regulations and taxes that apply to the vending industry. "Lawmakers just don't realize the difference between the bulk vendor and the vending industry. They try to tie the two together," Weiner said.

Major cities, like Los Angeles, San Francisco and San Diego, have learned the difference between the two. Weiner said, "It's like passing a law to tax 1,000 people on all types of vending equipment."

"Our cities are larger charges a tax on revenue each machine produces," Weiner explained. "Smaller municipalities, however, levy a tax on each machine. It's a terrible coffee or vending machine or simply a gambling machine."

Redondo Beach

He cites Redondo Beach, a tourist-oriented beach community about 22 miles from Los Angeles, as an example of unfair tax and license regulations. "The city charges a $10 license fee per machine," Weiner said. "They don't consider the revenue produced from the machine..."

"The only way to fix this is to pass up the recent MOA board of directors meeting."
A compilation of all 7-inch stereo albums currently available for jukebox programming.

(continued from last week)
100mm Cigarettes & Price Hike

Red Rowe, another Kansas City operator, said, "I've gone to a straight 10 per cent commission on cigarettes. This way your locations don't put the bite on you each time cigarettes go up so much a pack as they did this week. They're getting 10 per cent so if we do raise to 40 cents it's just that much more commission for the location."

Raccagno said he priced cigarets.

Partnership End

MILWAUKEE — A 20-year partnership was dissolved here recently when Joe Pelligrini and Bob Puccio, of P & P Distributing Co., decided to go separate ways.

According to the ex-partners, the split was amicable and both men will continue to operate routes in the music and games field. To date, the P & P Distributing Co. name continues to be used by Puccio. He has been joined in the business by his son, Robert Puccio Jr., now handling the firm's route collections and disk-buying chores. Dick Weber, a long-time employee, left the firm, and has not yet made his plans known.

Joe Pelligrini continues active, operating a sizable string of music and games spots in the suburban West Allis area.

Say You Saw It in Billboard

JOHN TRUCANO, Music Operators of America sergeant at arms, left; MOA treasurer Howard Ellis and Irv Linderholm, Tri-State Vending, Fargo, N. D., are seen huddling at a recent meeting of the Music and Vending Association of South Dakota at Salem.

LEONARD PEPPER, FAMA legislative counsel, addresses meeting. FAMA board chairman Wesley Lawson (center) and Fred Granger, executive vice-president of Music Operators of America, listen.

DON TUCKER, member of the Florida Legislature, addresses FAMA group.

JAMES TOLISANO, MOA president and FAMA treasurer.

Happy Distributor Contingent join MOA president Tolisano outside Hawaiian Village.
New Equipment

Bally—Single Player

Bally Manufacturing Co., Chicago, has introduced this single-player flipper game called Rocket III. "Action," said Bally president Bill O'Donnell, "begins at the top of the panel and continues to the bottom inch." As in Bally's recent entry, "Loop-the-Loop," the ball is channeled into action by a "rotary flipper." The unit also has an exclusive Bally flipper zipper, which closes the flipper gap when either one of two bumpers is struck, permitting the player to flip the ball back up the field repeatedly. "Come back play is assured by the clever Space Travel Bonus with carry-over from game to game," O'Donnell said. "The player who rockets all the way to Planet 5 scores one, two or three replays or added balls, depending on model and adjustment." Replays and add-a-ball models are available. Earlier "Rocket" games were produced by Bally in the Thirties.

Coinmen In The News

Continued from page 56

in Washington, D. C. He and Mrs. Pierce were in Japan as part of a "People to People" mission representing the state of Wisconsin. This was the first MOA board session he has ever missed since joining that important body. . . . Bob Harding, Wurlitzer field service representative, is back on the job full time following a lengthy convalescence from surgery . . . Russ Townsend, United, Inc., is in charge while the boss, Harry Jacobs, enjoys a brief southern vacation. Townsend reports mounting interest in the Wurlitzer dollar bill acceptor, adding that the item is catching on equally well in all areas of the state. . . . Optimistic reports also stem from Milwaukee Amusement Co., where Clarence Smith recently added two more routees to help keep up with the climbing volume of work. They are, Ken Moor and Robert DeLonge. . . . The new dollar bill acceptors have been bringing good results on the half dozen of his key locations now using them, according to Clarence Smith. The discs most asked for by the operator trade this week at the Record City one-stop, according to Gordy Petex, were the new Meadless single, "A Little Bit of Me, A Little Bit of You," and the Frank and Nancy Sinatra smash, "Something." Stuff-in at Record City included, Ben Van Ee, Acme Vending, Green Bay, Wally Cotton, Cigarette Service, Appleton, and Fred Brown, Suburban Music, Menomonee Falls. . . . The dates haven't been set yet, but Joel Kliman, Pioneer Sales & Service, says plans are being made for several Rowe-AM machines to be installed for several clubs of equipment.

PHILADELPHIA

Richard Lewis, manager of the Blue Ribbon Vending Co., reports that the firm is now servicing its locations around the clock on a 24-hour daily basis, seven days a week. Blue Ribbon, originally est.

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Pin-Ban Attempt Soundly Defeated in Illinois House

Continued from page 58

we know there will be attempts to amend it. If these attempts are defeated, then the House and Senate conferences will have to iron out any differences.

"Poor Amendment"

The House amendment was very poorly drawn up. Only 30 votes were recorded for the amendment and 75 voted against it, but another 75 representatives didn't even bother to vote on it," Giorgi said.

Rep. George Burkitt (R., LaGrange), chief sponsor of the industry-backed measure, spoke in favor of it during the skirmish in which Rep. Lawrence X. Panaitel (R., Melrose Park), a member of the Illinois Crime Investigating Commission, and Rep. Anthony Scarlano (D., Park Forest) led the opposition. "The amendment is not understandable," Burkitt told the House members, as he attacked what was a slightly altered opposition maneuver designed to ban the "free play" feature on amusement pin games.

A number of representatives, in voicing their opposition, cited the advantages of the devices, as well as the benefits to the operators of pinball games in their own districts. Some cited individuals knew and said they were "good, upstanding citizens."

Last week's action followed a long period of House Judiciary Committee consideration of one bill to ban outright any form of pinball game, another identical bill that had passed in the Senate and still a third bill that would have banned the manufacture of pinball-type equipment in Illinois.

All three house bills were killed in House Judiciary Committee as the industry-drawn bill to outlaw gambling games allowing the operation of amusement pinball games cleared into the full House.

Giorgi said the combined efforts of the Illinois Coin Machine Operators Association members and the widespread support from industry representatives had clearly penetrated to the point where most lawmakers were thoroughly familiar with the industry position on the controversial issue.

Tireless leader in the fight has been ICMAI president, Lou Casola, of Rockford.

John Tuska Dies

MILWAUKEE — A veteran coin machine operator, John Tuska, 51, novelty co., died here May 21 of a heart attack suffered while attending a Wisconsin Tavern Keepers Association meeting. He was 51.

Tuska had been in the business in the days when slot machines were legal equipment. He continued to operate his amusement and game field and moved into vending about 15 years ago.

Survived by his widow, Evelyn, and a married sister.

United Coin

6 PLAYER SHUFFLE ALLEY

featuring MATCH BONUS a bright new way to play...

MATCH BONUS FEATURE

Match One, Two or Three Strikes Each Frame (As Indicated On the Back Glass) To Score Bonus Points Of 100, 200 or 500 Perfect Game. 21 Strikes For A Score Of 2720.

5 WAYS TO PLAY

dual flash
flash regulation match bonus bonus lane

BANQUET gathering is partly pictured here as wives join in activities.

ED CLAFFEY, new Seeburg distributor in Miami, introduces himself.

JUNE 17, 1967, BILLBOARD
Coinmen In The News

Gambourg, meat-purchasing director, are among local leaders spearheading the 1967 Membership Enrollment of the Fellowship Commission, human relations agency here. Formerly associated with the Permanent Division of Johnson & Johnson, Vincent F. Blazier has joined the staff of ARA here as institutional market research manager. Mrs. Clara Fishman, wife of William S. Fishman, competed with her husband for seven Israeli Retirees at dinner time—a kasher food. Dr. Gabriell Ullmann, a Harlem surgeon, who is president of the Rotary Kiyat Foundation, was head of the Jewish State delegation visiting the Rotary clubs in this area. When they were impressed with the way food is dispensed at ARA, when it comes to eating they preferred the kosher food served by Mrs. Fishman at their center-city home.

DEADWOOD, S. D.
John Trucano, Leonard Peyton, Jvin Reel, Bob Dickson and George Ivankich were present at a service school sponsored by Sandler Vending Co. at Black Hills Notch recently. Bob Hardling handled teaching chores on the Wittert phonograph.

PHILADELPHIA
The local industry was grieving last week over the untimely death of Harry H. Wessel, attorney for operators and distributors who had been identified with the coin machine industry since its earliest days. A prominent member of the Philadelphia Bar, and American Bar Associations, he died May 23 at his home here at the age of 49. His widow, a daughter, a son and one grandchild survive. In memoriam services were held Wednesday morning, conducted by Rabbi W. Fries, executive vice-president of Berlin Vending Co., and a vice-president of its parent ABC Consolidated Co., back from Mexico City, Mexico, where he was unanimously elected president of Variety Clubs International. . . . Lee F. Driscoll Jr., secretary and general counsel for Automatic Retailers of America, has been elected a director of the Financial Executives Institute.

Henry Karkoff, president of Select Restaurant and Canteen Service Inc., catering to the industrial trade with a full line of vending and manual food service, announced the Philadelphia Inquirer, Philadelphia Daily News and the American Baptist Convention among its newest client acquisitions. MAURIE H. ORODENKER

MISSISSIPPI
And in West Luther lineups held in Greenville and Greenwood, the following operating companies personnel were present: Mayor Slusser, Henry Smith, Paul Maselli, Pete Manos, Tom Lester, Bill Lester, Robert Spencer, Bill Stiles, John Dumas, Gene Everett, Bill Carroll and Grover McDonald. Presiding over the sessions was field service representative Karl Johnson. Goodwin Distributing Co. personnel were also present. Instruction covered the electronics / electrical / mechanical components of the phonograph.

RAPID CITY, S. D.
Sandler Vending of Minneapolis recently sponsored a service school, and a Tivon Amusement Co. here, Wurtsch's Bob Harding handled instruction. Present were representatives for French-Morgan, Bob Gans, Delcor and M. A. Grace. S. D. 

Tex. Taverns Try New Items

By BARRY CANDY
SAN ANTONIO, Tex.—De- mands are growing that only two out of 10 taverns checked here do not have television, according to a recent survey. These taverns are still being watched as much as ever, especially when the many bars are experimenting with new amusement items.

The typical programs being watched here include a variety of sports programs, baseball, football, and news programs of all types. Several of the local spots claim to show programs on Saturdays for local games while one bar features the World Series every fall.

In all but two of the spots, discotheque has been tried and in some cases has been continued.

For the benefit of patrons, several bars and taverns are trying a new system and bar owners have tried to attract new customers with活泼 table, places for dancing, bowling machines and by keeping their spots up-to-date.

On weekends some of the bars and taverns cater to the Spanish language trade bringing in their own to entertain. There are also spots that have tried movies, community sing-along, go-go girls.

Seeburg Corp.

Earnings Down

CHICAGO—For the quarter and six-month periods ended April 30, the Seeburg Corp. reported a decline in earnings while sales for the first half of the fiscal year rose slightly.

For the three-month period, earnings were $614,975 (25 cents a share) compared with $1,051,255 (41 cents a share) a year ago. Sales for the three months were $22,185,487 from $22,763,922.

First half earnings were $2,118,250 (29 cents a share) compared with $2,039,543 last year.

First half sales rose from $48,788,899 last year to $48,615,120.

Coming Events

June 16-19—Minnesota Automatic Merchandising Council meeting, Trampas Lodge, Mills Lake, Wis.
June 27-28—Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.
July 2-8—Montana Music Operators Association, West Yellowstone, Mont., site to be announced.
July 22-23—S o u t h Carolina Coin Operators Association, Ocean Forest Hotel, Myrtle Beach, S.C.
Sept. 19-21—West Virginia Music & Vending Association, annual convention, O'Connor Motor Inn, Charleston.
Sept. 22-23—National Automatic Merchandising Council, western management meeting, site to be announced.
Sept. 29-Oct. 1—South Dakota Music & Vending Association, annual convention, hotel to be announced.
Oct. 8-12—Ohio Association of Tobacco Distributors, annual convention, hotel to be announced, Neil House, Columbus, Ohio.

JUNE 17, 1967, BILLBOARD
FLIP REVOLUTION! (Continued)

WEST CLUB
A NEW FLIP-TRONIC FROM rally
2 PLAYERS

"FLIP-TRONICS"
OUTDATE ALL OTHER PIN GAMES

What is “Flip-tronic”? Compare a Flip-tronic game with an ordinary pin game. It’s like comparing an automobile with a bicycle. Flip-tronic is a new creation. It’s electronic. It’s lively and sensitive with lightning responses. It’s brilliantly designed. It’s easy to maintain and so attractive. Look at these outstanding features:

Sensitive with immediate punch response: redesigned Jet Bumpers and flippers attractively lit with lively action (photo above). Compact “mono-bloc” assembly with high-speed contacts (1-2). Backflash brightly lit by four 25-watt lamps (3). No more ball-lift delays. Ball is always on playfield and fed immediately to ball plunger (4).

Easy maintenance, coin slot and cashbox in separate locked compartment. Backflash opens front and rear. Playfield and playfield glass lift up separately on props, enabling instant access to underside of playfield (5-7). New high-speed contacts make fast and exciting play with ultra-rapid scoring.
**Album Reviews**

**POP SPOTLIGHT**

**THE MOVIE ALBUM**

Romey Lewis. Cadet LP-782 (M). LPS-782 (S).

Even with a big band backing, Romey Lewis Trio has an intimate sound. Select cuts one mostly Glen Miller, although Moore's version of "Bebop" is unique in the genre. The Trio's sound is that of the way it is an imaginative album which should satisfy both jazz buffs and the easy listening set.

**POP SPOTLIGHT**

**THE BEST OF JOHN GARY**

RCA Victor LPM-3730 (M). LP-3730 (S).

John Gary has been interpreting top material in top fashion on "Shall We Dance?" and this album offers some of the best numbers. While Gary is at his best in the by with such cuts as "Barney" "I'll Remember April," "Georgia On My Mind," and more. A winner.

**POP SPOTLIGHT**

**THE QUEEN ALONE**

Carla Thomas. Stax 718 (M). LP-718 (S).

Including single "Something Good (Is Coming To Happen To Me)" and "Where Tomorrow Comes." This splendid album by Carla Thomas should win over the consumer market. Carla Thomas, through her swinging vocals and smooth readings, will still be present as a star with her performance "unshackled love" is a top soul number.

**FOLK SPOTLIGHT**

**BILLY JOEL'S STYLE**

Decca DL 4977 (M). DL 74977 (S).


**CLASSICAL SPOTLIGHT**

**MELDRELQUIST-SCOTTI SYMPHONY/HERTRIS OVERTURE**

New York Philharmonic (Bernstein). Columbia ML-6570 (M). MS-6570 (S).

Bernstein's reading of the Scotti Symphony and the Hellies Overture is highly impressive. It is printed with mood and color, and the musically is of the highest level. Excellent with long list of competing artists. No music fan could miss.