Dressed-Up Reissues Giving Record Firms Sales Bonanza

By MIKE GROSS

NEW YORK—Record companies are learning how to better market their sales by adding new packaging to their existing titles. Several companies have been responding to the growing demand for reissues of classic recordings by releasing new, limited-edition versions of their past successes. This strategy has proven to be successful, as evidenced by the recent sales boost experienced by various record companies.

The most popular among these reissues is the Eddy Arnold complete catalog, which was highlighted by an album titled "Best of Eddy Arnold." The album was released on the No. 1 spot on the "Best Selling Country Albums" chart and has sold well throughout the year. Another notable reissue is the "Best Selling Classic Albums" chart week, which features a selection of classic albums from various artists.

Movie soundtrack sets are another popular category, with titles such as "Gold Vault," "Best of a Generation," and "Best of the Week." These sets feature the hits that were originally recorded for movies, and they are being promoted as special editions for collectors.

Split-Level Lyrics Beat Censors

By HANK FOX

NEW YORK—Rock groups, ranging from the Beatles to the Jefferson Airplane and including the Doors, Love, Poco, and others of the San Francisco sound generation, are using their lyrics on a secondary level to avoid censorship.

"While many groups are recording songs which seem overtly to contain trite lyrics," said Paul Rothchild, A&R producer for the Doors on Elektra Records, "rarely do we think of them as trite as they were when Bob Dylan was at his peak. Writers are now utilizing the allegory as a cryptic plane, lest their songs be banned from radio.

The record industry has taken on a new and socially significant function, Rothchild believes.

Trousdale, Dunhill in School Tie Projects

By ERIOT TIEGEL

LOS ANGELES—Trousdale Music will tap local high schools to discover young writers, while parent Dunhill Records realizes a series of geared-to-market concerts sponsored by a cosmetic company.

Jay Lasker, Dunhill's executive vice-president, feels that teens first learn to play an instrument and then begin creating their own compositions.

"Years ago, kids used to be concerned with playing sports; today they're playing in bands. Out of 1,000 students there may only be five who sincerely want to get into the music business. We hope to find these talented youngsters through series of band contests at local high schools," Lasker explained. He and Norman Ratner, recently named professional manager of Trousdale Music, will work with Dunhill executives in the co-operation of the Los Angeles Board of Edu.

Record Industry Saying 'Shalom' With Dollars

By FRED KIRBY

NEW YORK—Members of the record industry are raising money to aid Israel. Sam Goody is donating its profits from the sale of Columbia Records' "Israel's Finest Hour" to the Israeli Emergency Fund of the United Jewish Appeal as is Meroz Distributors. Donations also are being made by Washington Distributors, D.C. company, Charles Basine and Eugene Finkoff of E.J. Korrve, and have donated $1 million to the fund.

In addition, Sam Goody intends to donate 10 per cent of its profits for one day in the next two weeks to the fund. Columbia is donating its profits from the sale of the album to the UJA. The album contains the speech of Abba Eban, Israel's foreign minister, before the United Nations Security Council on June 6.

The Music Industries Division of UJA, which is headed by Al Levine, vice-president of New Beat Record Service Corp., and Gene Weis of Columbia's A&R department, has begun collecting money for the emergency fund in advance of the division's second annual dinner, which is slated for the fall.

PlayTape Gets 'Go' Signal For Rights to Cap. Catalog

By CLAUDE HALL

NEW YORK—PlayTape, the 2-track cartridge system developed by Frank Stanton, last week acquired the catalog of Capitol Records, bringing the Beatles onto a roster that already includes such acts as the Mamas & Papas, the Shirelles, and Frank Sinatra, Herb Albert and the Supremes.

The addition of Capitol also brings onto the transmitter potential a system a good share of the country music output—such artists as Buck Owens, Sonny James, Tex Ritter, Wanda Jackson and Merle Haggard. The number of labels available on PlayTape to 24, said Stanton. He feels that the total number of selections now available on 2-track, well over 2,000, makes the system the largest producer of tape cartridge entertainment in the country.

Business Papers Seek Faster Mail Delivery

By MILDRED HALL

WASHINGTON—Subscribers to Billboard and other business papers who have frozen over delays in getting their copies over long distances through slow mails, may benefit from a proposed new postal air mail category for second class publications.

The case for faster mailings for business papers was presented here last week by Second Class Mail Publishers, Inc., to the House Post Office Sub-committee, Subcommittee chairmen are J. William Hoover (D., Montana) was strongly sympathetic to the idea, during hearings on the new Postal Revenue bill. The bill, H. R. 7977, would raise rates on all mail categories, including a slight raise in special fourth class, editorial materials, covering photographs, records, newspapers, New York, April 29, 1967).
Belafonte’s new album features the songs most requested on his college concert tours. Here, Belafonte does “Roll On, Buddy,” “Delia,” “Waly, Waly,” “The Dog Song” and “The Hands I Love” in an album made-to-order for Belafonte fans. LPM/LSP-3779
More Firms Join The Price Swing

NEW YORK — The record companies' campaign to hold the price of mono and stereo albums continued last week.

Effective Monday (19), Warner Bros., Reprise and Loma mono albums will be priced according to the list price, not the suggested list price. Single disc albums designated R, W, L, RS, WS and LS will carry a $1.79 suggested list. All LP's designated P, P1, P2 and P3 will carry a $1.57 suggested list.

Tower will equalize its mono and stereo prices and raise its price. The new Justin Wilson album, however, was initially priced at $1.42. It was issued in mono only.

Mainstream, too, has boosted its mono LP price by $1. Bob Dorough has asked that the Brent label also be included in the price increase. Dorough said the increased price will bring the price up to $4.98. Time Records, Mainstream's mono line sister, will remain at $1.89.

On the all-classical front, Deutsche Grammophon will be bringing out its initial album release in August. All future classical albums on the RCA, Columbia and the Archive labels will be issued in stereo only. The Archive label has had a $5.79 list in effect for both mono or stereo since 1956. In 1961, he became chief of MGM's classical division in September of 1965.

One Production Unit Set Up By Gentry, Cordell

NEW YORK — Bo Gentry and Mickey Cordell, who write and produce Tom Jones' records, will be operating a production unit by Gentry-Cordell Conceptions. The company will feature stars in addition to other artists. They just completed a record for singer Gene Pitney — "Getting Together" — and will do Anita Harris and the Escorts for Roulette.

Gentry and Cordell were formerly part of the Kama Sutra Production stable. Gentry was a co-founder with country music station WAXE at Verro Beach, Fla., two to three years ago. Gentry, Cordell, and Minnelli's "Groovin'" on Atlantic; Mr. Acker and C.J. Nelson's "I'll Give It All to You" on Atco, and Booker T. and the MG's "Green Onion" are among the projects in the new company.

High-Riding Fraternity on The Move: Into R&B, Albums

NEW YORK — Fraternity Records, one of the more profitable one-man record operations, has doubled the number of its albums. The business has doubled the number of the staff and is striking out into the r&b and album fields.

Joining Harry Carson, president, in the operation is Gene Hughes, who becomes executive vice-president. Hughes is a lead singer, arranger, producer and manager of the Wilson's, who will become a part of the Carson, sales and adr.

In addition, he will be a solo artist for the label, with "We Kapp Arranging July Meetings

NEW YORK — Kapp Records is setting up July meetings between distributors and sales representatives and their disk product, Sid Schaffer, sales vice-president, said. Kapp will cover the West and part of the Midwest. Joe Berger, national sales manager, and Gene Armond, national promotion manager, will cover the East and part of the Midwest.

Gordon Sales Bought By ABC; Execs Kept

NEW YORK — ABC records has bought Gordon Records here. The r&b operation will remain under the management of Lou Lovano, who will be president, and Stan Jaffe, who is also president of the National Association of Recording Merchandisers.

Gordon, one of the top half dozen r&b record companies in the nation, operates in Washington, Oreg., Mich., Ind., Wis., Pa., Ky., and parts of Montana and Idaho.

Laventhal and Jaffe also formed C&C Distributors in Seattle. The new company's national vice-president is president of the distribution operation, which handles Atlantic, Cadet, Checker, Chess, Liberty, MGM and Roulette.

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C&C established its rack operation in 1962, and the following year expanded by acquiring Golden Gate and America, another r&b operation. It was one of the first computerized rack operations in the industry. C&C was considering going public before its acquisition by ABC.

The acquisition by ABC is consistent with the label's advantages in sales and national promotion, a rack-jobbing and distribution network acquired from Al Levine and Lou Clayman.

Wide-Angle Stereo Aids

WASHINGTON — The Army's蓬勃发展 program is becoming an important part of the government's war effort.

The program is aimed at improving the efficiency of production and distribution of arms, ammunition, and other equipment.

The Army is working closely with industry to develop new technologies and techniques that can be applied to the production of military equipment.

In addition, the Army is sponsoring research and development projects that can help improve the performance of existing systems.

The program is being financed by a combination of direct government funding and private sector investment.

The goal of the program is to significantly reduce the time required to develop and field new technologies and techniques, thereby improving the effectiveness of the military force.

By focusing on innovative approaches to production and distribution, the program has the potential to transform the way the Army conducts its business.

Through the expansion of this program, the Army hopes to continue to lead the way in developing and delivering high-quality military equipment to its forces around the world.
HIGHLIGHTS OF THE WEEK IN

AUDIO RETAILING

A PREVIEW OF NEXT WEEK'S SPECIAL REPORT. What about
the current news? What's new in the musical instrument
world? How to promote instruments are a few of the
questions explored.

CLASSICAL

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SPOLETTO FESTIVAL. Thomas Schippers will conduct "Don
Giovanni" in opening program of the 10th anniversary
year of the performing arts world's.

COIN MACHINE

TAX TROUBLES IN FRANCE. New gross receipts tax
schedule could deal a death blow to many machines.

COUNTRY MUSIC

TOURS TO THE "Grand Ole Opry" are the way to go, and
here's a story about the way they went. Plush country music
fans open in New York.

INTERNATIONAL

52

CANADIAN DISK FIRMS feel that the recent increase in
monetary prices in line with stereo prices in the U. S.
could mean the demise of the mono record.

RADIO-TV PROGRAMMING

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THE BBC SWINGS into pop action and government seeks
to curb and pirates. WSM planners buying to buy more
stations.

TALENT

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MIKE BERNICKER, Columbia Records after producer, says
that the artist is more important than the song in the
making of a hit record.

TAPE CARTRIDGE

56

MERCURY IS EXPANDING its cassette equipment line
with the introduction of five new units.

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CHARTS

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B'Nai B'rith Chart 26

RECORD REVIEWS

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ACUFF-ROSE HQ DEDICAT'N SET

NASVILLE — Formal dedi-

cation and grand opening fea-
tivities for the new $500,000
Acuff-Rose headquarters com-
pletes will be held Monday, July 10.

The Acuff-Rose Operations were moved into two-storied
structure in mid-April. The building, with 24,000 square feet of
space houses Acuff-Rose management, Fred Rose Music, Mile
Music, Songs of America, Fred Rose Artists, and Hickory Records.
In addition to individual execu-
tive offices and two large con-
ference rooms, the building con-
tains recording studio, a dark-
room, and a complete printing
operation.

JUNE 24, 1967, BILLBOARD

UA's Jerome Opens Doors to All

NEW YORK — Henry Jer-
ome, director of artists and rep-
ertoire at United Artists Recor-
ds, is opening doors to both the neophyte and the
vet-

eran. With the newcomers, Jer-
ome hopes to set trends rather than follow fads, and for
the veterans, he's looking for new

directions.

Jerome believes that the only way for first new policy is to
"truly implement" an open-door policy for all and develop new
ideas. In this respect, he's looking for young artists as
well as seasoned pros. But he'll apply his talents in way that
work well for newcomers but he will interfere with the
work of others to make sure they have what they
deserve.

Jerome is now in the process of solidifying UA's activity on
the West Coast in order to maintain its share of the flock of new
groups cropping up in that area. He'll also be working on
securing some such independent producers as Bob Crowe,
Teddy Randazzo, Jerry
Ragovoy and Koppelman, and
Rabin.

And as far as "new

support of established artists is
concerned, Jerome has already
four established jocks, Lois Pri-
ma which will be showcased in
his first UA album titled "London Story." Jerome has also brought
vet-
eran Gene Krupa to the label
and is now working on a solo proj-
ite for Al Zeppi, Glen, Chocchi
Avellanet.

Other ad agencies working with UA are Robert Cooper, Buddy,
who is working in the rock area, primarily for the the Van label,
and Bob Montgomery, who is based in Nashville.

Ragovoy and Koppelman, and
Rabin.

Jerome says he's looking for new ideas. "There are plenty of
young artists looking for their chance," he insists. Jerome is
also looking for new directions. "I'm not afraid of new ideas,"
he says. "I'm ready to try anything."

Jerome is working on a new policy for UA. He believes that
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cluded in a new disk.
The Pozo-Seco Singers make it bittersweet and cool and very clear.

Making it strong: their best-selling album

From COLUMBIA RECORDS™
Where the Action is made.
Abe Kesh has been named San Francisco a&d director for Mercury Records, leaving the post of Merrec borough managing editor, that Mike Williams, a Merrec salesman, will move into the vacant post.... Claus Meyer has been appointed sales rep for Hauptman of Gems -Columbia - Pennsylvania Verve, and Edward the ness president Don London of music Columbia B. -president Stan Gabbe of Winnipeg on years.

The new board of governors of the New York NARAS chapter contains 11 new members and 16 hold-overs. Elected to serve for the first time are songwriter Bob Crewe, singer-composer producer Wally Gold, conductor Norman Luboff, annota-
tor Don Ellis, flutist Flory Jagoda, musician Joe Newman, conductor Nick Perko, engineer Phil Ramone, and a&d producers John Simon and Belt Thiele. Arranger Manny Albam, former NARAS governor, was restored to the board.

Newly re-elected to new two-year terms are producer Ernie Altschuler, conductor Ray Charles, producers Milt Gabber and John Hammond, composer-conductor arranger Joe Harnell, producer Rod McKuen, pianist Marian MacPhail, annotator Father Norman O'Connor, and pianist Billy Taylor. The new board will meet next Tuesday (27) to elect new officers.

General American to Open Chicago Office

Chicago—General American has opened new offices here June 8 at 2224 N. Orchard. The label had been located in Columbia, Mo., but will do for new house and new management, we have decided to move to Chicago," said president James F. Mills. The label will continue producing product in Memphis, although we will be scooping Chicago talent for fall release," Robert P. Dye, sales manager, has been named to head Smashtime Music, the label's publishing wing. Among the artists on the label are the Remingtons and the Clann.

Stordahl Grant Is Set Up by NARAS

LOS ANGELES—A scholar-
ship announced by NARAS, the label has been

Toronto, has been appointed sales promotion manager for Edward B. Marks Music. He's been with Marks for four years and in music publishing for 25 years. He had been with BMI for several years.

Don Colberg is the new promotion manager for Raymond Roach's Columbia Records division. He replaces M.G.M. Verve, Verve/Folkways and Kama Sutra. Colberg, in the business since 1951, has managed a retail store, had been Philadelphia promotion and sales manager for Decca, regional representative for Dot, and district sales manager for M.G.M and Verve.

Norm Ratner has been named professional manager of Trousdale Music. He was formerly an independent producer and worked with Pat Boone. He is under Andy Wickham, who held the post a year.... Robert J. Mullenbach has been appointed vice-president-general manager at the Standel Co., El Monte, Calif., electric guitar firm. He was formerly the vice-

(Continued on page 10)

Gabe, Personal Mgr., Dies

NEW YORK—Dick Gabe, veteran personal manager, died in his sleep on June 10. He was 55 years old.

Gabe was partner in the firm of Gabe & Heiler, an Robinson in U. K. For SG-Col.

NEW YORK—Irwin Robinson, director of the London office and general attorney for Screen Gems-Columbia Music, is in London overseeing the day-to-day operation of the firm's office there. In addition, Mr. Robinson has been asked to work on a number of new quarters to which the music division will be moved, Robertson, with Jack Magraw, the managing director of music for the London office, and with the board of directors of the firm, Gabe was president and one of the members of the Committee of Personal Managers East, and he was a member of the board of governors of the Friars. Kenny Grew reviews Gabe's personal manager, a member of the Personal Managers East.

Surviving Gabe are his widow, a daughter, a sister and a brother.

Kornfeld Production

NEW YORK—A story in last week's Billboard incorrectly stated that Kapp Records had brought in Huey Meaux to produce Billy Edd Wheeler. The sentence should have read that Barry Kornfeld was brought in to produce Wheeler.
SOUL HITS!

SOLOMON BURKE
TAKE ME (JUST AS I AM)
Produced by CHIPS MOMAN & DAN PENN

KING CURTIS
YOU DON'T MISS YOUR WATER

JIMMY HUGHES
DON'T LOSE YOUR GOOD THING
Produced by RICK HALL

FROM ATLANTIC-ATCO
TILLOTSON REVIEW
Tillotson Sings Anything—And All With Sock Appeal

NEW YORK — Johnny Tillotson successfully bridges the gap between pop and country music with his new release and its adult appeal. At the drop of a chord he can drift out of a “Poetry in Motion,” one of his early hits, into a “Heartbeats by the Number,” a country tune, that was also a hit in a pop version by Tillotson. The MGM Records artist really works at entertaining. He puts soul into it, like on an emotion-packed version of “Green Grass of Home,” or just makes it like his hit “Hi-Top,” his forte is pop — country.

Inarts Buy Name Of Singing Group
LOS ANGELES — Inarts, a new label, has purchased the name of another popular group, the Good Time Singers, and has formed a seven-member group for recordings and personal appearances.

Iriv Weinhaus, general manager of International Artists, announced that both the acts, with Fred Darian airing their sessions. Mauro Voss has been contracted to write special material for the vocalists who have a 30-day cross-country tour July 1.

Polydor to Debut SSS Intl. in U. K.

NEW YORK — Shelby Singleton’s Polydor has completed a deal with PolyGram’s Polydor to release the SSS International Records, where there will be the inspirations with “Touch Me, Hold Me, Kiss Me” (MARTAS). Their next single is expected to feature滚 Roland Rene, general manager of the new label, who will have a joint-venture with Klaus Peterman, U. S. representative for Polydor.

Polydor, in different contracts will handle SSS International presents exclusively to PolyGram’s Polydor. Deutsche Vogue will release the new label. The label will be handled by Barclay in France and Quality in Germany. Other foreign deals are pending.

500G Seen for Monterey Fund

MONTEREY, Calif. — The Monterey International Pop Festival will be boosted by some $500,000 this year. All tickets for the event, for which 16,182 were sold.

Having just produced an LP for the Festival’s “Hit-Or-Miss Sounds,” which blends electronic music with a study of astrology, the Festival is edging toward forming of an all-electronic all-covers.

“We feel the correct way to launch electronic music in the pop field is to try to develop the creative elements which will make the music artistically and commercially successful,” the label could be six months away. The Festival’s executive director who writes music for the project and Hassenfeld develop. Gartson

Musicmen, Electronic Style

LOS ANGELES—Electronic music interpreting popular music will be heard on the air in the near future in a network in favor of building Gartson-Hassenfeld Productions.

The concept has here-tofore been recorded by classical experimental composers. While Gartson-Hassenfeld uses instruments of sophisticated design like the Mellotron, the “clavinet” and “canary,” cannot be used on every form of pop station because of the high energy terms in which it may be applied.

Explains Hassenfeld: “We are experimenting with electronic music and electronics is changing the world. All art is a mirror of the time, it reflects the social developments of our times.”

Monkees Pack Coast Bowl

LOS ANGELES—More than 17,000 packed the Hollywood Bowl at the Monkees’ America tour, with the Monkees perform at their first Southern California concert scheduled for Saturday, April 17.

The quartet’s super-charged presentation was kicked off by a psychedelic light show reflected off a gigantic screen stretched across the roof of the ceiling of the stage. The show was designed to show cuts from the Monkees’ TV shows during several of their numbers. Davis sang his recent hit, “I Want to Be a Million,” to anti-war marches, anti-war demonstrations and Sunset Strip riots were shown going on in the city with still shots of Jones.

The group also included individual groupHolden Peter Tork soloed on harp, Mike Nesmith, on acoustic guitar and Davy Jones sang “Gonna Build a Mountain,” backed by the Sundowners. Drummer Mickey Dolenz sang a version of “I’ve Got a Woman” during which he stirred up some rebellious motion on the screen. Dolenz also saw it in a solo. Davey Jones did a splashing dive in the three-foot-deep pool bordering the stage.

The group’s presentation was somewhat breathtaking. As the group appeared on stage waving colored lights drifted across the screen giving the effect of the end of the number, fountain in the pool were turned on to protect the Monkees from female fans.

CHRIS LORREY
JUNE 24, 1967, BILLBOARD
MARVIN'S CIRCUS
IS COMING TO TOWN!
Four electric clowns with a
switched-on calliope and the
grooviest sound on earth!
COMING TO ME
b/w TWO LOSERS
K-13741

Their first single... already going to town on
MGM RECORDS
MGM Records is a division of
Metro-Goldwyn-Mayer Inc.
Pilgrim Management Productions, Inc.
300 West 57th Street
New York, N.Y.
Marvin Laginoff, President

Copyrighted material
Dressed-Up Reissues Giving Record Firms Sales Bonanza

***Continued from page 1***

Records picks up a strong sales spurt every spring when it rolls with its "Greatest Hits" drive. Another phenomenon that fits the pattern of reissue promotion is the takeoff of RCA Victor's five-LP package of Toscanini broadcasts. The package, "A Toscanini Treasury of Recordings," has been a bestseller on the "Billboard" Classical Albums" chart for the past 10 weeks and is currently advancing up the charts. Yet another instance of a successful disk package whose origin was other than a recording studio. The package was released from tapes of Tosca- 

nini's broadcasts with the NBC Symphony.

So far, the following titles have been included in the pop field include "Paul Revere & The Raiders' Greatest Hits" (Columbia); "Bob Dylan's Greatest Hits" (Columbia); "The Best of Bruce Springsteen" (RCA Victor); "The Best of Don McLean" (London Records); "The Best of Frank Sinatra" (United Artists); "The Best of Liberace" (London Records); "The Best of the Rolling Stones" (London Records); and, "The Best of the Beach Boys, Vol. 1" (Capitol); "Mantovani's Golden Hits" (London). "Best of Herman's Hermits, Vol. 2" (MGM); "Johnny Mathis' Greatest Hits" (Columbia); "The Kinks' Greatest Hits" (Reprise); "Anita Franklin's Greatest Hits" (Columbia); "Best of Sam the Sham & the Pharaohs" (MGM), and "Collection of Sixties Specials" (United Artists).

Currently clicking in the soundtrack field are "Dr. Zhivago" (MGM); "A Man and a Woman" (United Artists); "The Sound of Music" (RCA Victor); "The Sound of Music" (Decca); "The Sound of Music" (Capitol);

"The Sound of Music" (London Records). "Grand Prix" (MGM), "The Wild Angel's Vol. 2" (Tower), and "Double Trouble" (RCA Victor).

Scoring in the country field in addition to RCA Victor's "Greatest Hits Country" are "Joe South's Greatest Hits" (MGM); "Patsy Cline's Greatest Hits" (Decca), and "The Best of Sonny James" (Columbia). The soundtrack field along with RCA Victor's Toscanini package includes "Ensemble of the Phil- adelphia Orchestra's Greatest Hits" and "Loced Bernstein & the New York Philharmonic's Great- est Hits." And now Atlantic Records is planning to crack open the singles-market for some of its vintage product in a new series of releases that bears the heading of "Classic Series." First out was Esther Phillips' early recording of 'Release Me.'

Business Papers Seek Faster Mail Delivery

***Continued from page 1***

SCMP spokesman Henry Zwirner, of Fairchild Publications, Inc., Chicago, proposed an Air Category for Second Class Mail, limited to distant mailings beyond the third postal zone, in his testimony. The service would involve a surcharge of 10c per pound, in basic postal rates. It would be op- tioned to publishers who feel their publications are timely and urgent, and need faster delivery times for newspapers in distant parts of the U. S.

Need Cited

The major shipping up of postal transport, especially on the West Coast, has led to the development of a service that has grown acutely with the shrinking of mail train service. Zwirner said that there has been a drop down to less than 900 mail-carrying trains today, as against 2,500 a decade ago.

Subcommittee chairman. Ol- son has experimented with a form of postal delay in getting home papers from his far-west state of Montana. He has asked Postmaster General the job of the new service, rather than canceling a formula into the bill, which would involve a long slow process of review.

Representative Olsen did have some observations on various proposed publications that would be on a safely restricted to "classified" mail. He is familiar with a "space available" basis, since priority mail must to first class mail on his behalf. He said an experiment has shown that pub- lication of 32 newspapers in blocks of space, and that so far the block-rate arrangements have resulted in a saving of the rate mail only 1 or 2 per cent of the actual cost. Other matters gone into be fore the subcommittee by wit- nessed, according to Olsen, include: United Press, Inc., SCMP, and National Council on Business Mail, included the steep increases in rates for 7th and 8th postal zones from point of delivery; and the penalty surcharge proposed for item like catalog, and odd-sized mailing pieces in both first and second class mail. This surcharge would not fall within the Post Of- fice's size ratio requirements.

Objects to Timing

Thomas Hope, representing the National Council on Busi- ness Mail, objected to the early submission of evidence and on special fourth class mail- ing rates (which includes sound- stage mailings) would be unduly burdened with taxes. He also mentioned that there would be no oppor- tunity to budget. The Coun- cil asked the effective July 1, 1967 date put over to at least Jan. 15, 1968.

For the third-class bulk rates, which will go up nearly 3 per- cent in July, and which include subscription and members- ship solicitations by pub- lication which are essential to hope suggests a phase-out over three years for the permit adjustment to new costs.

The bill may hit advertising inserts, and trade publications that are shipped that are ready.-Subcommittee chairman, Olsen, after the notice of getting these "last" all- leged to be done, and suggest a lower second class rates may be banned, unless printed in the proper format. If done by outside firms, they should be shunted out at the third rate.

A.P.M's, its general counsel, said that since the agreement from the submit- tee's state, that the steep rates for 7th and 8th zones in second class mail are probably "self destructed," and should be held down.

Executive Turntable

***Continued from page 6***

president with Electric Machinery Manufacturing Co. of Minne- sota.

Bruce Weber has joined Billboard's Los Angeles editorial staff to cover entertainment and marketing assignments. The 29-year-old writer was formerly associated with the Copley News Service for three years as a special correspondent, and was also active on the political arena. His professional experience also includes two years with the Copley newspaper chain and three years with the Washington bureau for United Press, Inc., SCMP, and National.
THE WHO
HAVE A SMASH FOLLOW-UP TO "HAPPY JACK"

"PICTURES OF LILY"

Produced by Kit Lambert · Executive Producer Chris Stamp
Taylor Deal Announces A&M Campaign in Jazz Market

LOS ANGELES — A&M's new affiliation with Creed Taylor is the special step toward placing the successful pop label in the jazz market. Taylor is maintaining an office in New York, where many of the key instruments are located. The label will be able to develop commercial jazz product from both coasts.

Taylor, who started Verve's successful jazz operation, had previously been head of jazz operations at ABC Paramount.

The new affiliation set to bow April 18, results a result of A&M’s belief that "jazz is a field which can really be expanded," according to Gil Friesen, the label's general manager.

A&M will approach the jazz market as it approaches the pop field. There are unlimited concepts which can be developed, Friesen said.

Jazz product will not be labeled A&M, but can be distributed and promoted by the same people who handle A&M's pop merchandise. "We haven't found it necessary to develop a separate label for jazz, special product," Friesen noted.

We are building the A&M name," Friesen said.

Friesen said the idea for creating jazz is the result of Herb Alpert's mind for some time. The closest jazz product on A&M's roster has been in the

BillsBoard SPECIAL ISSUE for Week Ending 6/24/67

BEST SELLING JAZZ LP'S

1. CALIFORNIA DREAMIN' - The Mamas & Papas - Verve - Y 2610, Y-12027 - $1.60
2. 1 TOO MUCH - Dickie McGee & The Ophelias - ABC - Y 2701 - $1.60
3. MOUTH & MOUTH - The Everly Brothers - Capitol - T 2301 - St 1824 - $1.60
4. LOU RAWLS LIVE - Lou Rawls - Mercury - Verve - V 9080 - $1.60
5. 12 BUCKS WITH STRINGS - The Buck Owens Country Band - Capitol - T 2556 - St 2166 - $1.60
6. SUGAR HONEY I.C.E. - The B. J. Thomas Singers - ABC - Y 2430 - $1.60
7. SWINGIN' NEW BIG BAND - Buders Rich, Pacific Jazz - PJ 0113 - St 2113 - $1.60
8. 10,000 MILES FROM HOME - The Platters - ABC - Y 2430 - $1.60
9. 100 MELODIES - The Ventures - ABC - Y 2430 - $1.60
10. 144 NIGHT'S - D'Angelo - Epic - EK 101 - $1.60
11. 144 SONGS - The Beatles - ABC - Y 2430 - $1.60
12. THE DEALER - Dick Mabon, Impala A 1920 - AS 1930 - $1.60
13. THE ALBERT SWINGIN' CARLUS JOBIN - ABC - Y 3031 - AS 1930 - $1.60
14. THE BLUE NOTES - Herb Alpert, Verve Y 8603 - V-1930 - $1.60


Pincus Sets Coast Talks

NEW YORK — Publisher George Pincus flew to the West Coast Sunday. On a five-week tour of the Far West, Pincus will be considered the most successful publisher of jazz records. His four-week tour of the West Coast will be considered the most successful tour of the West Coast. The first major artist signed by Pincus is the West Coast's most successful tour of the West Coast. The first major artist signed by Pincus is the West Coast's most successful tour of the West Coast.
Love of & Herb Growing.

"FOR YOUR LOVE," the third single by those Date Sweethearts, is taking off at a fever pitch that promises to make it the biggest smash of all. Peaches and Herb have hit it off with spectacular results from the start...reaching greater and greater sales heights with each record they cut. Right now, Peaches and Herb's sensational album continues to soar on the charts.
Detroit

The Who played two shows June 14 at an Ann Arbor teen-age club, The Fifth Dimension, before headlining for the Monterey Pop Festival. Capitol artists Stader and Young booked into the Roostertail for two weeks, beginning June 26, to be followed by another Capitol artist, Peggy Lee, the week of July 10. Cedar Point Amusement Park in Sandusky, Ohio, had a Martin and Howard Day June 11, in honor of the morning disk jockey team on WXYZ. Only the least expensive seats ($5.50, $4.50) are left for Frank Sinatra's July 9 Coho Hall Arena appearance.

Voll recording artists Orla Redding and the Bar-Kays to appear at Expo 67, July 1-4. . . . Dennis Jones begins a two-week tour of Army bases beginning June 30. . . . Martha and the Vandellas recorded live album at the 20 Grand Club June 6-8. English female vocalist Kelly Mccarthy has been signed by producer Ollie McLaughlin. A release on his Karen label is due shortly.

The Supremes made their debut at the Coconut Grove in Los Angeles June 13. The Herman's Hermits tour with the Who and Blues Magoos signed for the Astwood Stadium in Flint, Aug. 23.

Charles D. Feltz, vice-president and general manager of WXYZ Radio and president of the Michigan Association of Broadcasters, presided at the MBA-sponsored Fifth Annual Congressional Dinner in Washington. John E. Campbell, vice-president, and general manager of WXYZ-TV and WXYZ editorial director, Joe Vaughns, also attended the dinner for Michigan congressional representatives.

Baby Jane Holzer was in Detroit to promote her new Aloe single, "Rapunzel." She did the Robin Seymour CKLW-TV show. WKBD-TV, channel 56, Detroit, will carry "Uplift" from Cleveland Saturday mornings at 9:30 beginning July 1. . . . The Monkees head for the Olympia Stadium July 29. Capitol Records hosted a party for Lou Rawls after his sell-out concert at Metropolitan Auditorium in Detroit recently.

Los Angeles

Percy Faith has recorded his current album, "New Face in Hell," on a 63-piece orchestra. "... the Allis will guest on a fall stage show..." on ABC-TV. . . . Manager-owner Fred Weintraub has opened an office here at 9255 Sunset Boulevard. Henry Mancini will score Blake Edwards' "The Party." Jef Charron has been cast for a Dean Martin fall TV shot, her first on the popular weekly series.


Nashville

Fulton Jarvis, RCA Victor producer, has guided Floyd Cramer through a new pop album titled "The Class of '67" which features an unusual rendition of "Alphabet Rock. . . . all the Victor people are talking about. Jarvis also has sessions coming up with We the People, a Florida rock group, and Warner Peters and Warner, a top-40 trio from Atlanta. . . . Buddy Miller will produce a new Joe Tex single during the week of the 30th. Hal Harris is just out with his first release on the Hollywood label, and Earl Gaines, formerly with Hanna-Bohmer, has a tune on the same label. Strangely, both 16th tunes were penned by country writers Jerry Reed wrote Hank's "Love, Man" and Gaines' "My Woman" was written by Merle Kilgore. Bobby Goldsboro has an upcoming session slated with United Artists. . . . Hany Menux will do a Cajun session on Trice.

New York

Phil Walden of Reo!val Music Co. signed the following artists to management contracts: Clarence Carter of Fame Records, and James Carr of Goldsby Records. . . . Eddie Hazelton into the Embers, Indianapolis, on July 17 for three weeks. Billy Ver Plank and Carlo Meno composed the songs for the MGM album "Raven," and Kim Fowley set for radio and TV appearances in Detroit, Cleveland, Philadelphia, and Baltimore promoting his first Tower album. . . . Vincent Lopez will be presented with a gold membership card in the American Federation of Musicians at the organization's convention in Miami Beach which runs from June 26 to 29. Atlantic Records' Bobby Dukin will headline the annual Red Crayon Charity Ball for Princess Diana in Monaco on Aug. 25. The Black Magoos, Mercury group, will appear with Herman's Hermits on a 54-day cross-country tour starting in Portland, Ore., on July 14. . . . The Grolers have a one-week date at the Apollo Theater starting Friday (33). . . . The Mystic Tail, Solid Sound group, at the Stop Inn in Garden Park, L. I. . . . The Linda Hampton's orchestra begins a two-weeker at the Metropolitan starting Saturday. . . . "Los Demos," exclusive contract composer for RCA Victor, RCA Victor's publishing branch of RCA Victor's Mexican subsidiary RCA Victor Mexicana, has been named Manager-Mexico City for 1966" by the Festival de Mexico. . . . The A's, associates have signed a new group called the Kneip Brothers. . . . The Good Good People, Epic group, will do a series for CBS-TV this summer. . . . Josh White began a 10-day engagement at the Bitter End last Thursday (13). . . . Real Good Productions has signed Marty Leonard and Edmund King. . . . Bert de Coteaux wrote the arrangement for Brook Benton's upcoming RCA Victor release, "Bump With a Boom." . . . Wax Records, the Kingston set for a Maxwell Lake concert on June 23 in Nongia, Ill. Mike Grady.

(Continued on page 34)

June 24, 1967, Billboard
AS VITAL AS TODAY'S HEADLINES.

Israel's Finest Hour
Address before the Security Council of the United Nations, June 6, 1967
Abba Eban, Foreign Minister of Israel

PROFITS FROM THE SALE OF THESE RECORDS ARE DONATED TO THE UNITED JEWISH APPEAL.

Here is the actual address delivered by Abba Eban, Foreign Minister of Israel, before the Security Council of the United Nations on June 6, 1967. The complete text of the speech is printed on the album jacket. This recording is history.

Hear the inspiring marches of the Israeli Defense Forces as performed by the famed Israel Army Band. This instrumental LP will be as deeply cherished here as it has been in Israel.

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**POP SPOTLIGHTS**

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

1. **MITCH RYDER — JOY (Prod: Bob Crew) (Writer: Ryder-Browne-Bloodworth) (Saturday, BMI) — Marking his debut as a solo artist, Ryder offers a potpourri of rock & roll with a strong vocal. Flip: "I'd Rather Be Going To Jail" (Saturday, BMI).**

2. **LOU RAWLS — SHOW BUSINESS (Prod: David Axelrod) (Writer: Jackson) (Raw Lou, BMI) — This is another blockbuster hit with his powerful vocal treatment of a good new blues ballad, with traces of the "On Broadway" hit of the past. Flip: "When Love Goes Wrong" (Raw Lou, BMI).**

3. **THE WHO — PICTURES OF LILY (Prod: Lou Dorchert) (Writer: Townsend) (Essex, ASCAP) — The British group scored high on the Hot 100 with "Happy Jack" and this off-the-beat treadmill rock singer should keep them up there. Exceptional pro-duction.**

4. **THE CRITTERS — DON'T LET THE RAIN FALL DOWN ON ME (Prod: Anderson-Poncet) (Writer: Adams) (Asch, ASCAP) — Perfect waltz beat and four-bar chorus that caught the charts. Singer's vocal work should make this a country smash.**

5. **MARVIN GAYE — YOUR UNCHANGING LOVE (Prod: Holland and Dozier) (Hobbes, BMI) — Currently riding high on the charts, this love ballad should have a good run for some time to come.**

6. **KAPP — I Want To Be Free (Prod: Gentry) (BMI) — Summertime sing-a-long version of the much recorded tune is this smooth Williams vocal and Nick De Caro arrangement. Hot potential for this group.**

7. **THE SEEDS — A THOUSAND SHADOWS (Prod: Marcus Tybalt) (Writers: Saucier-Beard-Brigan) (Little) (BMI) — The seeds of success in their solo treatment of this smooth easy-beat ballad. Flip: "I'll Take Care of You" (Jebette, BMI).**

8. **LOS BRAVOS — I'M ALL EARS (Prod: Ivo Raymonde) (Writers: Singleton-Catanza) (Gaiaeco, BMI) — This is the "Black is Black" group should ride quickly back on to the charts with this driving rock ballad much in the groove of their original hit. Strong vocal workout.**

9. **THE CRYAN SHAMES — IT COULD BE ERE (Prod: Freeman) (Writers: Freeman) (BMI) — More salt on the Shames, with a solid vocal that should be heard on their entire catalog to catch the catchy content and wild, wild vocal.**

10. **THE SUNSHINE COMPANY — HAPPY (Prod: Saraceno) (Writers: Michaels-Gramm-Oliver) (Unart, BMI) — Exceptional group with a smooth vocal sound and a well-strung chart item. Has much of the feel and sales appeal of "Cherish." Watch this one go! Flip: "Blue May" (Metric, BMI).**

11. **THE YOUNG IDEA — WITH A LITTLE HELP FROM MY FRIEND (Prod: Tony Palmer) (Writers: Lennon-Nash-Cartwright) (BMI) — The Beatles tune serves as strong material for the Everly Brothers to make a mark on this chart item here. Good easy-vocal, rhythm and Palmer production.**

12. **TROMBONES UNLIMITED — A NIGHT IN APRIL (Prod: Om Lee) (Writer: Om Lee) (BMI) — Another good song and Bronson production.**

13. **THE FIREBALLS — BOTTLE OF WINE (Writer: Faxon) (Eek) (BMI) — With the feel of the new Chris Mintz's "Green, Green," this folk rock combo could easily match the success of that sales giant. Strong group sound and a well-strung chart item.**

14. **RICKY VALENTINE — IN THE CITY OF LOVE (Prod: Valentine) (Writer: Valentine) (BMI) — Love you, love me, love me not, love you again, love me again.**

15. **BOBBY DURAND — I'M A BASTERD (Prod: Durand) (BMI) — Marking his debut with a soulful classic.**

16. **LOUISE DEVEREUX — NOT MY BABY (Prod: Devereux) (BMI) — Popular and could be a strong one.**

17. **BILLY J. AUSTIN — THE FEEL OF THE CITY (Prod: Austin) (Writer: Austin) (BMI) — A change of pace for the Austin.**

18. **WEST SIDE STORY — COLD, COLD HEART (Prod: Sardi) (BMI) — It's a change of pace for this Broadway hit.**

19. **JIMMY CASTOR — LILAC-WHITE (Prod: Castor) (Writer: Castor) (BMI) — A new sound and a well-strung chart item.**

20. **JIMMY CASTOR — LILAC-WHITE (Prod: Castor) (Writer: Castor) (BMI) — A new sound and a well-strung chart item.**

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**COUNTRY SPOTLIGHTS**

**TOP 10** Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLE CHART

1. **DAVID HUSTON & TAMMY WYNETTE — MY EULOGISTIC DREAMS (Prod: Billy Sherrill) (Writers: Putnam-Sherrill) (BMI) — Currently making noise on the West Coast and should prove strong.**

2. **RUTBY WINTERS — BILLY THE BELL (Prod: Randy) (Writer: Randy) (BMI) — A strong new entry with a well-strung chart item.**

3. **LORRAINE ANDERSON — I'M LONESOME (Prod: Anderson) (Writer: Anderson) (BMI) — A change of pace for the Anderson.**

4. **LOU COURTNEY — I'M NOT READY (Prod: Steve) (Writer: Steve) (BMI) — Another good new entry.**

5. **CLAYTON DAVIS — I'M A BASTERD (Prod: Davis) (Writer: Davis) (BMI) — A change of pace for the Davis.**

6. **JOHNnie HERRMAN — JIMMY CASTOR BASTARD (Prod: Herman) (Writer: Herman) (BMI) — A strong new entry.**

7. **THE BROTHERS — I'M NOT YOUR BABY (Prod: Brothers) (Writer: Brothers) (BMI) — A change of pace for the Brothers.**

8. **LARRY DAVIS — I'M NOT YOUR BABY (Prod: Davis) (Writer: Davis) (BMI) — A strong new entry.**

9. **CLAYTON DAVIS — I'M A BASTERD (Prod: Davis) (Writer: Davis) (BMI) — A change of pace for the Davis.**

10. **JOHNnie HERRMAN — JIMMY CASTOR BASTARD (Prod: Herman) (Writer: Herman) (BMI) — A strong new entry.**

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**R&B SPOTLIGHTS**

**TOP 10** Spotlights—Predicted to reach the top 10 SELLING RHYTHM & BLUES SINGLE CHART

1. **ROGER COLLINS — SHE'S A GOOD WOMAN (Prod: Ray Shrinkin) (Writers: Collins-Shrinkin-Williams) (Vee Jay, BMI) — Hot on the heels of his smash "She's Looking Good," this raucous, wild, rhythm is headed right for the top of the charts with much pop potential as well.**

2. **DEE D. JONES — I'M NOT READY (Prod: Paul) (Writer: Paul) (BMI) — A change of pace for the Jones.**

3. **ROGER COLLINS — SHE'S A GOOD WOMAN (Prod: Ray Shrinkin) (Writers: Collins-Shrinkin-Williams) (Vee Jay, BMI) — Hot on the heels of his smash "She's Looking Good," this raucous, wild, rhythm is headed right for the top of the charts with much pop potential as well.**

4. **DEE D. JONES — I'M NOT READY (Prod: Paul) (Writer: Paul) (BMI) — A change of pace for the Jones.**

5. **ROGER COLLINS — SHE'S A GOOD WOMAN (Prod: Ray Shrinkin) (Writers: Collins-Shrinkin-Williams) (Vee Jay, BMI) — Hot on the heels of his smash "She's Looking Good," this raucous, wild, rhythm is headed right for the top of the charts with much pop potential as well.**


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All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N.Y. 10036.
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EL 1008 MEET ME IN TAHITI
EL 1009 TAHITI A LA BELLE EPOQUE
EL 1010 HAKA MOKO (VS58)
EL 1111 SHARKSKIN CONCERTO (Mono)
EL 1111 ST SHARKSKIN CONCERTO (Stereo)
EL 1112 MAKE MINE TAHITIAN (Mono)
EL 1112 ST MAKE MINE TAHITIAN (Stereo)
EL 1113 SOUTH SEA ISLAND FESTIVAL
EL 1114 BAROTONGA
EL 1115 TAHITI MEETS MANIHIKI
EL 1115 ST TAHITI MON AMOUR (Mono)
EL 1116 ST TAHITI MON AMOUR (Stereo)
EL 1117 APARIMA (Mono)
EL 1117 ST APARIMA (Stereo)
EL 1118 UA REKA MARITERANGI (Mono)
EL 1118 ST UA REKA MARITERANGI (Stereo)
EL 1119 BORA BORA (Mono)
EL 1119 ST BORA BORA (Stereo)
EL 1120 AU TAHITI VILLAGE (Mono)
EL 1120 ST AU TAHITI VILLAGE (Stereo)
EL 1121 SALUT AAITUTAKI (Mono)
EL 1121 ST SALUT AAITUTAKI (Stereo)
EL 1122 TEMPO TUAMOTU (Mono)
EL 1122 ST TEMPO TUAMOTU (Stereo)
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JUNE 24, 1967, BILLBOARD
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<th>Hot 100 - A - Z (Publisher-Licensee)</th>
<th>HOT 100 - A TO Z (Publisher-Licensee)</th>
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**Hot 100 - A - Z (Publisher-Licensee)** |

1. **S** | **O** | GROOVIN' (R&B, Sony) | **G** | **O** | **O** |
2. **R** | **E** | RESPECT (R&B, Motown) |
3. **W** | **Y** | SHE'D RATHER BE WITH ME (Rock, Columbia) |
4. **L** | **B** | LITTLE BIT O' SOUL (Soul, Atlantic) |
5. **F** | **L** | SAN FRANCISCO "WEAR SOME FLOWERS IN YOUR HAIR" (Rock, Warner Bros.) |
6. **S** | **O** | SOMEBODY TO LOVE (R&B, Atlantic) |
7. **C** | **T** | CAN'T TAKE MY EYES OFF YOU (Pop, Columbia) |
8. **S** | **O** | SUNDAY WILL NEVER BE THE SAME (R&B, Motown) |
9. **C** | **O** | COME ON DOWN TO MY BOAT (Rock, Chess) |
10. **R** | **E** | RELEASE ME (And Let Me Love Again) (R&B, Motown) |
11. **T** | **R** | THE TRACKS OF MY TEARS (R&B, Motown) |
12. **B** | **L** | ROOMS OF CLOTHES (Rock, Atlantic) |
13. **D** | **I** | DING DONG THE WITCH IS DEAD (R&B, Columbia) |
14. **N** | **Y** | NEW YORK MINING DISASTER 1941 (Rock, Vanguard) |
15. **L** | **I** | LOVE ME (R&B, Motown) |
16. **A** | **L** | ALFIE (Folk, Columbia) |
17. **D** | **O** | DO IT AGAIN A LITTLE BIT SLO MO JOE (Soul, Atlantic) |
18. **N** | **O** | ALL I NEED IS YOU (Folk, Columbia) |
19. **S** | **D** | DON'T SLEEP IN THE SUBWAY (R&B, Motown) |
20. **S** | **U** | UP AND AWAY (Soul, Atlantic) |
21. **L** | **O** | Ain't No Mountain High Enough (Soul, Motown) |
22. **H** | **E** | HERE WE GO AGAIN (R&B, Motown) |
23. **L** | **I** | LIGHT MY FIRE (Rock, Motown) |
24. **S** | **O** | SOCIAL CHILD (Funk, Motown) |
25. **T** | **R** | TRAMP (Rock, Columbia) |
26. **M** | **I** | MIRACLE (Rock, Capitol) |
27. **C** | **M** | C'MON MARIANNE (Rock, Columbia) |
28. **L** | **I** | I GOT RHYTHM (Soul, Motown) |
29. **M** | **A** | MARRY IN THE MORNING (Pop, Columbia) |
30. **F** | **O** | FOR YOUR PRECIOUS LOVE (Pop, Columbia) |

**Hot 100 - B** |

1. **A** | **L** | STAY TOGETHER YOUNG LOVERS (Pop, Atlantic) |
2. **I** | **O** | I WAS MADE TO LOVE HER (Pop, Atlantic) |
3. **T** | **O** | THE OOGUM BOOGUM SONG (Pop, Atlantic) |
4. **P** | **Y** | PAY YOU BACK WITH INTEREST (Pop, Motown) |
5. **O** | **N** | SONG OF LOVE (Pop, Motown) |
6. **D** | **O** | DON'T BLAME THE CHILDREN (Pop, Motown) |
7. **H** | **E** | HERE COMES MY BABY (Pop, Columbia) |
8. **S** | **L** | CREESE ALLLEY (Pop, Motown) |
9. **M** | **Y** | SOUL FINGER (Pop, Motown) |
10. **C** | **O** | WHEN YOU'RE YOUNG AND IN LOVE (Pop, Columbia) |
11. **B** | **L** | BOWLING GREEN (Pop, Columbia) |
12. **S** | **A** | SHAKE, RATTLE AND ROLL (Rock, Chess) |
13. **M** | **E** | YOU MUST HAVE BEEN A BEAUTIFUL BABY (Pop, Motown) |
14. **M** | **T** | MAKE ME YOURS (Pop, Motown) |
15. **F** | **W** | SHAKE (Pop, Motown) |
16. **S** | **H** | TOGETHER (Pop, Motown) |
17. **T** | **B** | WHITE RABBIT (Rock, Columbia) |
18. **C** | **O** | MERCY, MERCY, MERCY (Pop, Motown) |
19. **T** | **O** | WALKIN' ALL OVER ME (Pop, Motown) |
20. **L** | **F** | STEP OUT OF YOUR MIND (Pop, Motown) |
21. **F** | **O** | FUNNY FAMILIAR FORGOTTEN FELLOWS (Pop, Columbia) |
22. **F** | **O** | FOR YOUR PRECIOUS LOVE (Pop, Columbia) |
23. **O** | **N** | WHY (I Am I Treated So Bad) (Pop, Motown) |
24. **O** | **N** | WHEN隱 I TREATED SO BAD) (Pop, Motown) |
25. **O** | **N** | YOU GAVE ME SOMETHING (Pop, Motown) |
26. **O** | **N** | MY FAVORITE THING (Pop, Motown) |
27. **P** | **R** | PEARL (Pop, Motown) |
28. **F** | **O** | ПЕКАРЕНИЕ (Pop, Motown) |
29. **O** | **N** | OOH BABY BABY (Pop, Motown) |
30. **O** | **N** | OH BABY, OH BABY (Pop, Motown) |

**Hot 100 - C** |

1. **G** | **O** | GROOVY SUMMERTIME (Pop, Columbia) |
2. **M** | **O** | MERCY, MERCY, MERCY (Pop, Motown) |
3. **L** | **E** | LEAVE MY HEART (Pop, Motown) |
4. **R** | **O** | ROXY (Pop, Motown) |
5. **R** | **O** | RHYTHM OF MY HEART (Pop, Motown) |
6. **O** | **N** | OH BABY, OH BABY (Pop, Motown) |
7. **M** | **E** | MAMBO VINILO (Pop, Motown) |
8. **M** | **E** | MAMBO VINILO (Pop, Motown) |
9. **M** | **E** | MAMBO VINILO (Pop, Motown) |
10. **M** | **E** | MAMBO VINILO (Pop, Motown)
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Talent

Berniker: Artist the Hitmaker

NEW YORK—The artist is more important than the song in the making of a hit record. That's the opinion of Mike Berniker, pop artists & repertoire producer at Columbia Records, who's now responsible for the discs made by Steve Lawrence and Eydie Gorme, Jerry Vale, Shahnann Carroll, Michel Lee, Joe Harrell and Gene McDaniels.

"Songs can be transformed by an artist's performance," said Berniker, "and in most cases it is the artist who makes the hit song rather than the hit song that makes the artist." Berniker said his four moon productions with this philosophy in mind. In the preparation of an LP, Berniker first figures out the distinct feature of the performer he's working with, the artist's potential and then works out an emotional peg or a matic with which the artist can identify lyrically and musically. "It's all a matter of focusing on each artist's unique qualities," he said.

After deciding on the emotional hook for the LP, Berniker then starts rounding up songs and arrangers that will fit the mood he's trying to create. Berniker works closely with his arrangers in the preparation of an album because he believes that an ad man should be guided as to the arranger as well as the artist.

"Everyone and everything has to be unified," he said, "because an album, in order to be successful, must be an entity within itself. A hedgehog of songs and styles is a sure way to failure."

Although Berniker's main efforts are in arranging for the LP, he feels that the producer realizes the value of a break-out single. "Any LP tries to make slide tracks for the album so that a single release potential can be found among them. 'A single can be a promotional tool for an album just like an album's single,' he said, "but if the single starts getting air time on the key good music stations around the country, it's influence on the sales of the album is immeasurable."

Here's What Dailies Said

NEW YORK — "South Pacific," revival of the Richard Rodgers-Oscar Hammerstein II musical, opens at the New York State Theatre on June 12.

Following are excerpts from the reviews in the daily newspapers:

TIMES: "The Music Theatre of Lincoln Center's production is lavishly mounted, appropriately staged and vigorously performed."

NEWS: "Time has scarcely dimmed the appeal of this romantic adventure."

POST: "There are many reasons for attending "South Pacific," one important one being the reassurance that it is the lowliest of all romantic American musicals."
COME ON OVER TO THE LIBERTY SIDE

A

WITHOUT CANNED HEAT IS JUST A
Supremes Shake Up D. C. & the Record

WASHINGTON — The Supremes did their customary skillful job of bridging the music gap between older and newer citizens here last week, at the Shoreham Hotel Terrace, favorite summer night spot of the city's middle-aged and over. The Supremes also made it into the Congressional Record, with a lyrical tribute from Rep. John Conyers (D. Mich.), who in turn quoted Republican Governor Romney that the Supremes were Michigan's most exportable product.

The younger fans at the unusually high-topped show (cover and minimum hit $8.50) may have felt there was too much fineness, too many standards, and not enough Motown-Detroit groove. But the high-style Supremes are notable for their cool accommodation to different audiences and circumstances in presenting their unique talents, from nightclub to television, New York to London.

At the opening of the sellout 10-day engagement, there was enough of the rock to shake the glassware on the tables when Diana, Mary and Florence let out the volume. But there was a typically tailored diversity that included "Morn," "Yesterday," and even that old perennial, "The Lady Is a Tramp." Foottappers (as distinct from rhythm-blues-rock generation's handclappers) were "Put on a Happy Face" and a version of "King of the Road."

Nothing could be more of a contrast than the earthy, non-glossy performance, a fortnight earlier, by Carla Thomas, at Washington's off-beat jazz emporium, the Bohemian Caverns. Miss Thomas, Sax of Memphis, Tenn., held a promotion party, heavily attended by all the local trade, distributors (Schwartz Bros., of Washington, and Atlantic), local radio station deejays, columnists from the dailies and trade press, retailers—including the indefatigable Wace Maxie of the historic jazz-based Quality Music store. Swelling the crowd were staffs of Sen. Howard Baker's (D., Tenn.) Memphis and Washington offices.

The atmosphere was warm, noisy and informal. Miss Thomas sang uninteruptedly for the trade party—although she had two Cavern shows ahead the same night. She ranged from "Zippy Do Do!" and "Baby" through a tongue-clicking samba and some highly charged, unabashed love lyrics.

The artist (and she demonstrated that she is a fine one) was not always at home with some of its introductory patter given to her for her songs. There is something robust and reminiscent of Pearl Bailey in the Thomas personality that needs some good lines and show-casing to match. And, for public performances, a good designer could provide some styles more carefully and imaginatively chosen.

What Matt Monro Needs: Just a Little Bit o' Luck

LOS ANGELES — Matt Monro has had strange luck with film songs. Three years ago, he was offered the exclusive first refusal on a movie tune. "It was awful. Monro recalled, "I turned it down. The demo was dreadful, miserable and dreary. It was 'The Shadow of Your Smile.'"

Ten months ago, Monro cut "Born Free," which became a strong entry on the Capitol label. The tune was written by Monro's manager, Don Black, who also composed another Monro hit, "Walk Away."

Monro and his Capital producer, Dave Cavallo, select the tunes for his albums. Since joining the American label, he has cut four LP's, with "Born Free" picking up sales speed after the tune won an Oscar. Despite his "Born Free" hit, Monro turned down several teen-age television shots. "I feel out of place on those shows. They're not for me."

He still travels 75,000 to 100,000 miles a year fulfilling to serve her personality and her kind of music. At the Shoreham Terrace, the Supremes, at home in any city and before any audience, were clearly right up to being looked down. At the Bohemian Caverns, Carla Thomas was a young woman determinedly on her way up, with queues of paying customers impatiently waiting to get into the Caverns to hear her.

Beware! Captain Beefheart and His MAGIC Band

Talent

JUNE 24, 1967, BILLBOARD
IT TAKES 3:03 FOR DUSTY’S NEW SINGLE TO BECOME AN INSTANT HIT!!!

DUSTY SPRINGFIELD
"GIVE ME TIME"
(L’AMORE SI NE VA)

B/W "THE LOOK OF LOVE"
(From the Columbia Motion Picture "Casino Royale")
40465

www.americanradiohistory.com
Classical Music

'Don Giovanni' to Open 10th Yr. of Festival of Two Worlds

SPOLETO, Italy — Mozart's "Don Giovanni" will open the 10th annual season of the Festival of Two Worlds here

RECORD REVIEW

Instrument Firm's Virtuoso Label Makes Auspicious Bow

NEW YORK — The new Virtuoso label is aptly named judging by the company's initial three-album release. Two of the disks feature Steve Staryk, conductor of the Chicago Symphony, while the other three feature Janos Starker, one of the foremost cellists active today. The bulk of the material is new to the catalog and should have special appeal to classical listeners interested in expert string playing. Solos are formed by Henry Teller & Son, Chicago; musical instruments: firm, Concertone; and recording facilities, with one of the disks produced by CMF, July 11, 1967.

One Starkey disk music by Henry Weinhard, including the "Etudes-Caprices," Op. 13, 1872. Starkey played the Solos with great artistry. On the flip side, Starkey plays the "Legende" and "Mazurka" with similar success as well as the "Polonaise in D" and the "Scherzo-Tarantelle." The performance is capable, but still lacks the finishing touches.

The other two disks include Scherzo's "Violeins' Guide," with selections from "Traditional Etudes and Studies." He is rated as highly among the world's cellists. The

Toronto Plans Jazz Fare

TORONTO — Two concert series featuring "Jazz and Phon-phony" are slated for the 40th season of the Toronto Sym-phony, which begins on Oct. 10 with Seiji Ozawa as music director and conductor. The series in Series A will include pianists Robert Moisie, Tanya Nicole, Yvonne Londe, Daniel Barben- boim, Claudio Arrau, and An- ton Kurrer; violinists Young Uk

Met to Play in

PHILADELPHIA — The Metropolitan Opera will return to play a week at Philadelphia's Civic Center in May. No specific date has been set yet, but the Opera Festival Association, which has a 20-year contract with the Met, has already underwritten the opera (Continued on page 29)

FRED KIRBY

MPU Local-Gives 5G to Calif. Fund

SACRAMENTO — Local 12 of the Musicians Protective Union has contributed $5,000 to the Superior (California) Cali- fornia Symphony Foundation to help match a $50,000 Fund Drive launched by Con- sertamento Symphony. The sym- phony plans more concerts within the county. A local art dealer has announced plans for a "Symphony in the School" program for five cultural arts, which will seat 800. It will be designed for music and dance with a projecting stage.

Four albums by WAGNER GROUP

HOLLYWOOD — Four al- bums by the late Max Win- ner Choral are being released by Angel Records next month. They are included in the Capitol catalog. Included is Walther's "October Classic," with baritone John Cameron and the Royal Philharmonic. Another release is a 19th- century music of Palestrina, Victoria, Swellendam, Josquin de Prez, North East, and Pergolesi. The final release is "Old World Classics," with fiddles and violins. The choruses Round out the release are "Magnificat of Vivaldi, Mo- rales and Monteverdi, and a couple of a Vaughan William Mass and a Bach cantata.

DGG Takes 4 of 8 in DISCOPHILES CONTEST

PARIS—Deutsche Grammophon collected four of the eight prizes in the Gramophone Dis- cophonies contest organized by Diapason magazine in conjunction with O.R.T.F., the French state radio corporation. The 1967 awards, which based on listeners' votes for 60 records in each category, were announced at a reception in the Ministry of Fine Arts. Winning recordings were:


SYMPHONIC CH silo: Beethoven's "32 Sonatas for Piano" by Wilhelm Kempff (DGG).


CHAMBER MUSIC: Beethoven's last six quartets by the Britten-Pears Quartet (DGG).

MELODIES: Schubert's "La Belle Ménagerie" by Fritz Wunderlich with Giesen, piano (Philip).

TEMPORARY MUSIC: Penderecki's "Ponies According to L'EC" with Czez and the Cowork Philharmonic (Philip).

French Writer Messiaen Gets Koussevitzky Prize

NEW YORK—French com- poser Olivier Messiaen will re- ceive the 1967 Koussevitzky International Music Award for his "Trois Petites Liturgies de la Presence Divine," which was recorded in France by Erato and released in the U.S. on Music Guild, a division of Westminster Records. The award will be presented by the American International Music Fund Inc.

The award consists of $1,000 in cash, and international distribution of the award-winning recordings including radio, stations, educational institutions and libraries. Marcel Couraud conducted the recording at the Maison de la Radio, the French Radio Chambre Chorale, and the National Fund Yvonne and Jeanine Lacombe on the pressing.

The selections will go to Tiberio Olah and Harvey Soller- berger, Olah's "Colonna Fara de Stradano won" was recorded by Electrode, the Russian national record company, in an album with the following artists:

Kia, Isaac Stern, and Henryk Szeryng, Erich Con- rad Rampal; cellists Janos Starker and Peter Schenkman, and viol- instan Solomon. Guest conduc- tors will be Walter Suskind, who also will play the piano, and Karl Ancer. Series B will have pianists Van Cliburn and John De- me, violinist Christian Ferras, Robert Schmid, and viola- naist Maurice Gaveau and tenor Richard Lewis. David Zin- gale will conduct the first concert. The series will have the guests in a concert with Ozawa and the symphony in the first half of the program and, in the second half, Hampson, Ninnom 'N Nine, Stan Getz, the Modern Jazz Quartet, and Nicola Paganini. The orchestra also will present four Saturday matinee children's concerts.

next Friday (30). The produc- tion, directed by Gian Carlo Menotti, founder and president of the festival, will be con- ducted by Thomas Schippers. Justino Diaz will play the title role and will be Motta Sigelto, Lou Ann Weyer, Florence Allen, and Albert Rinaldi, and Ubaldo Car- oni. "Il Pirata" will be conducted by Doronciott ("Il Pirato de San Giovanni"). (29) The world premiere next Saturday. (1) (Sopranos Lilipwtrer and tenor Victor Luch- chino. (28) With the Philadelphia Orchestra and concertmaster of the orchestra. Florida, will do a benefit recital next Saturday (27) at Carnegie Hall. (27) are scheduled by soprano Mabel G. and pianist Stavridas Richter. Wadsworth to Lead

Charles Wadsworth will di- rect the Chicago Philharmonic's music concerts. Participating artists will be violinist Pinchas Zuck- eck, soprano Yvonne Na- donn and Kent Nagano, the Parisian Brass Quintet, soprano Mary Beth Peabody, pianist John Brown- ing, organist Erich Streich and Takako Nishizaki, and Com- lese of the Chicago Symphony. The festival closes July 16 with an outdoor concert in Cabrini-Green.

The second disk will conduct Puccini's "Tea
cer
degr

Sotto voce will be soprano (Continued on page 29)

Berlin Philharmonic under the baton of Arturo Toscanini, who has recently appointed a conductor of the Berlin Philharmonic, and the שםיתה נLabourt Ballet. In Eng- land, last Monday.

Clay Meyer has been named sales representative for older institu- tional labels. Tenor Richard Turck received a stately of the Max 3 Specials as honorary Israel green beret by the Israeli army to the troops during the Mid-East Crisis. Sophie Marceau, re- signed in Israel to conclude a contract with decca records. Matilde Rostropovich will appear in the Capitol catalog. She will conduct the Chicago Symphony at the BBC, London, Monday and Tuesday (21) as part of the Lincoln Center Festival. Yehudi Menuhin played the violin solo for the Ballett Company. In Bath, Eng- land, last Monday.

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Maazel to Lead 12 Park Dates

NEW YORK—Lorin Maazel will conduct the first of 12 free concerts by the New York Philharmonic in New York City parks next week and August. In two previous seasons the Philharmonic's concerts have drawn more than 900,000 persons.

The concerts will again be sponsored by Joseph Schlitz Brewing Co., the Philharmonic, and John Maazel, Columbia Masterworks ad director. For his services GreatMahler medals for their service to the late composer's music. Bernstein is the only conductor who has performed Maazel's nine symphonies with the same orchestra. The (Philharmonic), has recorded "Symphonies Nos. 1, 3, 4, 5 & 7" as well as the "Kindertotenlieder" for Columbia under McClure's supervision.

Maazel was the first conductor to receive a Mahler award. He was given the gold medallion, and McClure, a silver medal. While in Vienna, Bernstein conducted the Mahler Philharmonic in "Symphonies Nights of Mystery." McClure, who was also in Vienna, conducted the Vienna State Opera Chorus.

Cite McClure & Bernstein

VIENNA—Leonard Bernstein, conductor, and music director of the New York Philharmonic, and John Maazel, Columbia Masterworks ad director, have again received GreatMahler medals for their services to the late composer's music. Bernstein is the only conductor who has performed Maazel's nine symphonies with the same orchestra. The (Philharmonic), has recorded "Symphonies Nos. 1, 3, 4, 5 & 7" as well as the "Kindertotenlieder" for Columbia under McClure's supervision.

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CBC Airing Expo Music

TORONTO—The Canadian Broadcasting Corporation radio network is presenting a series of 14 broadcasts of major musical events from the Expo World Festival calendar. The "Concertino" Concerts began May 25 with the Amsterdam Concertgebouw Orchestra conducted by Bernard Haitink featuring soloists Maureen Forrester and Ernst Haefliger. It continued through the summer with broadcasts of such fare as the "Viennese." An American series played with Yehudi and Itzhak Perlman, the Boston Symphony Orchestra conducted by Leonard Bernstein, the English Opera Group, the Orchestra of St. Luke's, the Radio Philharmonic Orchestra of Radio Telediffusion Television France, conducted by Charles Munch, the Brussels Philharmonic conducted by Karel Ansermet; the London Festival Orchestra, the Philadelphia Orchestra conducted by Eugene Ormandy; and the International Youth Orchestra conducted by Zubin Mehta.

Indianapolis Free Series

INDIANAPOLIS—The three-week series of free concerts by the Indianapolis Symphony Orchestra began last week (July 19). The "Twilight Concerts in the Parks" series, which is sponsored by the Metropolitan Arts Council of Indianapolis, call for 7:30 p.m. performances in four different city parks a week.

Each Tuesday's events is being taped in color by mobile units of WFMB-TV for showing later in the week on WRTV-2 as well as on Sunday afternoons. The free concerts are being underwritten by the Indianapolis Power & Light Co., Stokely-Van Camp, and Burger Chef Systems with the sponsorship of the Metropolitan Park Department. Leonard B. Smith, director of the Detroit Symphony, led last week's concerts.

The week's conductors will be Renato Parisi, associate conductor of the Indianapolis Symphony, and jazz artist David Baker. Pianist Victor Rosenbaum will be soloist next week, when Ider Solomon, Indianapolis Symphony, conductor, will conduct.

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Met to Play in Philly in May

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Radio-Television Programming

Broadcasting Industry in Britain Facing a Wide-Ranging Overhaul

By GRAEME ANDREWS

LONDON—Broadcasting in Britain is undergoing a radical overhaul with the setting of plans for the first BBC-run local radio stations, the pending implementation of the bill to outlaw the pirate radio stations and the realization of the full potential of July of many of Britain's commercial TV franchises. The marine broadcasting offense bill received its third treatment in parliament yesterday (13) and will receive the royal assent and become law by August.

The bill gives any British citizen working for or assisting the authorities in the pursuance of the pirates all claims that they have already taken steps that will enable them to survive outside the law. Radio Caroline, Radio 227 and Radio 355 have operated since August 1962 and are now seeking foreign advertising. Dutch ships are expected to continue to supply the ship-based stations. Meanwhile, the forlorn pirate Radio 390, has been granted until the end of the month to appeal against a high court ruling that the Thames estuary station must cease its broadcasting.

Radio London is also planning to sell Holland and restore its supply, but has not sought advertising there yet. Caroline and 390, Nostalgia's Van Renenburg to head its operations from Paris. Radio London is a Dutch licensee of British disk firms. Caroline will seek advertising in the United States, the U.S. from firms exporting to Britain. It is also appointing non-British disk dealers. Radio London, headed by Philip Bibby who began his broadcasting career in U.S. Radio London and Caroline. About supply sources are likely to be found in the U.S.

WRNW’s Plans Hot 4th With Rock Play in Stereo

MTS., KISCO, N. Y.—Following a growing pattern, when WRRW-FM, the oldies station in New York, again July 4, the format will be changed to a new, hot 4th with rock play in Stereo. WRRW-FM, the oldies station in New York, will be changed to a new, hot 4th with rock play in Stereo. WRRW-FM, the oldies station in New York, will be changed to a new, hot 4th with rock play in Stereo.

NARA Sets ‘Responsibility’ As Atlanta Meeting Theme

NEW YORK — "Responsibility Brings a New Profile" will be the theme of this year’s Annual Convention of the National Association of Radio Announcers (NARA). The executive committee of the national radio association, a special meeting, to be held in New York, will discuss some of their differences and the objections to the Atlanta site have been put aside.

Kent Knight of WRW in New York, chairman of the board of NARA, one of the objectors, now says, "This upcoming NARA confab in August in Atlanta will undoubtedly give the association a new profile."

KMPF, in New Daytimer...

DALLAS — Radio station KMPF-FM inaugurated "Showtime" on Monday (12). "Showtime" features original Hollywood and Broadway musicals every Monday and Wednesday through July 15, 1967, from 8 to 9 p.m.

KMPF-FM specializes in right-of-center music, and "Showtime" offers the Going Country and Pops Masters in a special hour at 8:30. "Showtime" will be hosted by Wheaton, an old radio Announcer from WBOB, a Dallas Top 40 station.

KFMB-FM BOws A TEEN CLUB

BAKERSFIELD, Calif.—KFMB-FM, stereo rock 'n roll station of the Bakersfield Broadcasting Co., has gone on the air with a teen-club called Club-17 to extend its popularity to the youth of Kern County nights through the summer. The club will feature both local and national teen idols, with KFMB-FM general manager Hal Ball operating on a soft-drink policy.

S. F. ‘Hippie Music Format of Future?'

SAN FRANCISCO — Two developments, both of which have occurred here which have been sought by the hippie community, have been reported. The first is the "Cast of Thousands" radio program, which has been broadcast over the FM band at 96.5 MHz.

It was Edward Craig, chief engineer of KPRM, who has been responsible for the development of the "Cast of Thousands" project. Craig has worked closely with the San Francisco State University radio station, which serves as a hub for the local radio scene.

In addition to expansion of the "Cast of Thousands" project, the station has also introduced a new format, "The Hippie Music Format of Future?" which has been well-received by the local community.

WRIZ President, Jack Roth, goes over musical score with Vic Top 40 station management at the program's launch. The station's new format will be dedicated to the musical tastes of the local hippie community.
HAPPINESS IS:
THE SUNSHINE COMPANY

"HAPPY"
b/w BLUE MAY #66247

HAPPENING ON:
WMCA—NEW YORK  KIMN—DENVER
WOWO—FT. WAYNE  WBZ—BOSTON
KYA—SAN FRANCISCO  WFUN—MIAMI
JUNE 5TH—BILL GAVIN—PICK HIT OF THE WEEK

(Produced by Liberty Records)
Radio-TV programming

Highlights of NAB Programming Clinic June 8 and 9

More than 100 broadcasters attended the final National Association of Broadcasters programming clinic in Philadelphia June 8 and 9, bringing total for the six clinics across the nation to more than 500. NAB radio vice-president Sherrill Taylor said all clinics met with great enthusiasm.

Harvey Glasscock, general manager of New York's WNEW, answers a question from the floor in Philadelphia during the 4th annual NAB programming clinics as . . .

Rick Sklar and Jeffrey Bernstein of WABC, New York, chat with Dick Carr of WIP and James Marks of WPEN, Philadelphia, left to right. More than 100 program directors, music directors, station managers and deejays attended the sessions.

Vox Jox
By CLAUDE HALL
Radio-TV Editor

Where have you heard the bywords "Good Morning, World!" William B. Williams of WNEW in New York, of course. But that's also the title of a CBS-TV situation comedy series slated for Tuesdays in the 1967-1968 season. Show revolves around the domestic life of a disk jockey, complete with station manager. Starts on Sept. 5, in case you're interested.

Bob Haydon, who holds down the midday slot on WLK in Akron is now also public affairs director of the station. . . . Here's a note from KJGAR music director A. J. HAND, phy of W.WAB, Fort Lauderdale, Fla. H. 19705: "I have been trying, pleading and bleating to get record directors from Seattle to co-operate with me. I have called them on the phone, written them letters, and sent them in person: still I get lousy service. From a few record companies, such as MGM Records, I have gotten on direct mailing lists, which has helped immensely, but a lot of the major labels I still have trouble getting, such as Atlantic, Laurie, etc. I still have problems getting records from the distributor in Seattle who handles approximately 75 percent of the labels'. . . . Another station that needs records is WBNH, 472 County St., New Bedford, Mass, 02749. Send Easy Listening music, such records, or in the case of Stan Hanka, two of each LP, one of each single.

WLON-FM, the Minneapolis stereo classical station, has just upped power to 66,000 watts and will be seen in 18 hours of its 18-hour day. New on the station are Arnold Rosander and Merrill Carlson, formerly of KFWM in the city. The station, as a tribute to Fred Antoine, bought an hour June 11, WPXM-FM. The show was "Sounds of the Past" hosted by Archie Rothman.

A "LOOK" at
GAYLEN ADAMS
is COMING SOON

World Wide 3024

500 at NAB Program Clinic

By CLAUDE HALL

Philadelphia - More than 100 broadcasters attended the sixth-and-final-programming clinic of the National Association of Broadcasters (NAB), bringing the total attendance to more than 500 in six different cities, according to NAB vice-president for radio Sherrill Taylor. A highlight of all six sessions was a panel discussion featuring examples of various formats. The different types of top 40 operations aired included WOR-FM in New York and KHJ in Los Angeles. A bit of a Klavan and Flinch show on New York's WNEW was used to demonstrate a middle-of-the-road station.

Taylor felt that military music is "more than a passing fad". He mentioned WCMS, Norfolk, Va.; KOIN, Billings, Mont, and KRAK, Sacramento, Calif.

Harry Thayer, president of WHGQ, Kingston, N. Y., spoke on operating a daytime successful in a small market. Michael O. Lanere of WOOD in Grand Rapids, Mich, spoke on FM. WOOD-FM had featured separate programming in stereo from the time it went on the air and had surveyed the market to determine its programming -good music. It was only after setting up a separate sales staff in 1964 that the station began to show results in income. Today the FM station is third according to Pulse in the market in audience.

On the use of humor on the air, Arnold Oscershausen of WMAI in Washington presented a program in which the team of Harden and Weaver, who claimed humor "just happened that way," and that they just tried to present two highly identifiable people on the air. In tee-a-tee, Ochershausen mentioned that individual was able to do with other things, such as people in the news.

With record players and tape cartridge players, radio is less and less exclusive for music, said Phil Nolan of Westinghouse Broadcasting in a later speech. Too, "it's impossible for me to say the Beatles sound... (Continued on page 34)

NAB's TAYLORDALLS C&W 'OUTSTANDING' IN RADIO

Nashville-A top official of the National Association of Broadcasters (NAB) described country music as "the outstanding innovation as work in radio today.

Sherrill Taylor, vice-president in charge of radio for NAB, said in Nashville that the adoption of "the combination of country-western, western, or—if you prefer—hillbilly music is the trend among radio stations searching for new music formats."

Taylor, in Nashville for a programming clinic, noted that the battle cry of many stations three years ago was the "talk" format. Many stations, he said, including some of the "talkies," have found new happiness with variations of the "top 40 country" format.

Some 100 broadcasters attended the clinic, which included reception given by the Country Music Association, a live broadcast of WSM's Waking Crew, and lectures and panel discussions.

Send order and payment to: RADIO-TV MART, Billboards 151 W. Randolph St., Chicago, Ill. 60601

Help wanted
Station KBF in San Francisco seeks experienced radio programmer, full-time, who can handle all aspects of programing. Contact: Mr. President, KBF, San Francisco

Situations wanted
Experienced public relations and publicity/promotion man would like to return to radio's "good old days." Have done every phase of promotion, sales, and studio work. Age 51. Can be available immediately. Contact: Mr. D., 123 Main, Miami, Fla.

Schools and supplies

(Continued on page 34)

JUNE 24, 1967, BILLBOARD
Available now!

ISRAEL NOW!

EXODUS
HATIKVAH
CAST A GIANT SHADOW
FIGHT FOR PEACE
FIGHT FOR SURVIVAL
WAR IN THE DESERT
LAND OF HOPE
GATHERING OF THE FORCES
ROAD TO JERUSALEM

FERRANTE & TEICHER
ELMER BERNSTEIN
THE ZEMEL CHOIR
HOLLYWOOD STUDIO ORCHESTRA

STereo UAs 6609  MOno UAl 3609
Vox Jox

With its own studio transmitter, radio cur's air time is cut to the bone, but local councils will have to provide the $150,000 a year needed to run the stations.

Edward, who has been a regular on the local scene, has decided to take some time off from broadcasting. He has decided to focus on his music career instead.

Hollywood Illustrated

The British Radio Faces Overhaul

Continued from page 30

Beginning a third week after a very successful start, "I'll Do It For You" has become a sensation in the United States. The song, written by Toussaint McCall, has topped the charts and has been the talk of the town.

British Radio Faces Overhaul

Continued from page 30

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Hollywood Illustrated

The British Radio Faces Overhaul

Continued from page 30

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British Radio Faces Overhaul

Continued from page 30

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Edward, who has been a regular on the local scene, has decided to take some time off from broadcasting. He has decided to focus on his music career instead.
THE ALBUM OF THE YEAR!!

ORIGINAL MOTION PICTURE SOUNDTRACK

"YOU ONLY LIVE TWICE TWICE"

MUSIC COMPOSED, ARRANGED AND CONDUCTED BY
JOHN BARRY

TITLE SONG SUNG BY
NANCY SINATRA

LYRICS BY
LESLIE BRICUSSE
<table>
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<td>2</td>
<td>Rascal</td>
<td>Gene Pitney</td>
<td>Pop</td>
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<td>3</td>
<td>Love's Gonna Get You</td>
<td>Ray Charles</td>
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<td>Midnight Special</td>
<td>The Seekers</td>
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<td>Spanish Eyes</td>
<td>The Ventures</td>
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<td>7</td>
<td>Back on the Beach</td>
<td>Bobby Vinton</td>
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<td>The Sound of Music</td>
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*Note: This list includes various genres and artists, reflecting the popular music of the time.*
MOTOWN 16 BIG HITS

SALES BONANZA

FEATURING A GOLD MINE OF HIT ALBUMS

A PACKAGE OF ORIGINAL BIG HITS

VOL A COLLECTION OF ORIGINAL BIG HITS

VOL A COLLECTION OF ORIGINAL BIG HITS

VOLUME 4 OF ORIGINAL BIG HITS

A COLLECTION OF ORIGINAL BIG HITS

A COLLECTION OF ORIGINAL BIG HITS

VOL 6 A COLLECTION OF ORIGINAL BIG HITS

Stake a Claim . . . TODAY! with Your Motown Distributor

The Sound of Young America

MOTOWN RECORD CORPORATION

MOTOWN GOLD CERTIFICATE
Cisco Sets Up La Salle Label

DETROIT — Independent Detroit record producer Carl Cisco has formed his own label, La Salle Records. It will be distributed nationally by Solid Hitbound Productions here.

The first record is "Go For Yourself" by the Antiques, who are under contract to La Salle. The company has also signed the Bisous Vistus, the La Salles, and Lynn Terry. "Till" by Lynn Terry will be the next release.

Two publishing companies, Juarez Music (BMI) and Timely Music (BMI), are affiliated with the firm.

The company plans to cut records in Detroit. According to Cisco, La Salle will maintain an open-door policy for new producers who have masters to offer.

Otis Consolidating BMI, ASCAP Cos.

NEW YORK — Clyde Otis is consolidating his BMI firms into Eden Music and has his ASCAP firms into Premiere Music. June 30 is the effective date of the consolidations. Affected BMI companies are Play Music, Music Products, Lilly Music, Keho Music, Edison Music, Brenda Music and Actual Music, while the ASCAP firms are Asset Music, Tulip Music and Vanessa Music.

BMI Grant to 20 Student Writers

NEW YORK — Twenty student composers ranging in age from 13 to 25 will be the recipients of the 15th annual Students Composers Awards sponsored by Broadcast Music, Inc.

The awards established in 1951, are made on the basis of creativity to students under 25 in a move to encourage the creation of concert music. Stipends range from $250 to $2,000 and are distributed at the discretion of the judges based on original manuscripts submitted by students under pseudonyms. Permanent chairman of the judging panel is William Schuman, president of the Lincoln Center for the Performing Arts.

The other five judges this year were Chou Wen-chung, Alvin Erler, Udo Katersen, Ernst Krenek, Otis Lynn and Frank Wigginsworth, Calvert Bean Jr., Theodore Presser Co.; Mario di Bonaventura, chairman of department of music, Dartmouth College, and Boyd Noel, dean, Royal Conservatory of Music, Toronto University.

WG Formed by Librarian Gonet

HOLYOKE, Mass. — Walter J. Gonet Jr. has formed WG Records here. Eugene Gnatzik, promotion director, will handle national promotion and be in charge of distributors. Gonet is ad director. He has been rock 'n' roll librarian for the "Man from REB Show" on Holyoke WREB. Gonet will continue as librarian part-time.

The new label will handle rock, folk, classical, R&B, country, and other types of music. The initial release is "Shes Will Be Happy to See You" by the Courrriders. Future releases will feature the Blue Denims and the Directions. Trinity Record Distributing Corp. of East Hartford has been named distributor for Western Massachusetts, Connecticut, Albany and Vermont.

Bob Neal Agcy., Connie Smith Tie

NASHVILLE — Connie Smith, RCA Victor country artist, will be booked for future dates by the Bob Neal Agency, according to Charlie Lamb, his new manager. Miss Smith's former manager and booking agent Jimmy Klein, recently signed Arlene Harden of the Hardin Trio to a booking contract.

Neal, who also will book Bonnie Guitar, Dot country artist, on an experimental basis, also books Sonny James, Lynn Anderson, and Stonewall Jackson.

Pincus Acquires 'Cricket' Score

NEW YORK — Publisher George Pincus has acquired the rights to the score of the NBC-TV Christmas spectacular "Cricket on the Hearth." Jules Bass is producer and lyricist, with Maxey Laws composer. RCA Victor will record the original cast album, featuring Ed Ames, Danny Thomas, Martin Thomas, Abbe Lane, the Nor- man Luboff Chorus and Laws' orchestra.

Album is scheduled for fall release. Songs from the score have already been cut. Ed Ames has recorded, "Don't Give Your Love Away" and Danny Thomas is scheduled to cut "Through My Eyes" and "The First Christmas."

'Drifter' to Merlin

NEW YORK—Merlin Music has acquired publishing rights to the film score of "The Drifter," written by Ken Lauber. The film has been released in the U.S. and Canada and will be released internationally.

---

The Amazing record eater

THE AMAZING record eater

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(II Mangiadischi)

The Automatic .45 Record Player
that PLAYS IN ANY POSITION!
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Walk with it, dance with it, take it anywhere — in your car, on your boat — to parties, picnics — at home, on vacation.

The Record Eater is safe and simple to use. Slide your favorite 45 record into the slot and the unit begins playing automatically. At the end of the play, the record is gently ejected and the unit turns itself off. During play, push the reject button to change records.

- Automatic needle brush cleans the needle before and after each record play.
- All weather ceramic cartridge assures trouble free performance in any climate.
- Weight: 1½ pounds, including batteries (not supplied).
- Standard 90 day warranty.
- Solid state all transistorized amplifier.
- Powered by 2 inexpensive D cell flashlight batteries.

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THE YOUNG AMERICANS
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Their Latest Album
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ABC 586

PROMOTION PLUS! THE YOUNG AMERICANS WILL BE PERFORMING IN YOUR AREA SOON DURING THEIR NATIONWIDE 70-DATE SUMMER TOUR.
ALBUM REVIEW POLICY

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

COUNTRY SPOTLIGHT

ORIGIINAL HIT PERFORMANCE ALBUM ALL-TIME COUNTRY AND WESTERN, VOL. VIII

1. Hank Locklin, RCA Camden ALB-1145 (M); CAS-1145 (S)

Hank Locklin has spread the Rodeo sound around the world with songs like "Rodeo Life," "Lonesome Tears," and "Wichita Slim," as well as others of equal high standing which makes the package a standout buy.

LOW PRICE COUNTRY SPOTLIGHT

BUMMIN' AROUND

The Country Fiddlers featuring Words Roy, RCA Camden CAL-1404 (M); CAL-1404 (S)

Intriguing record buyers will want this package for its striking variety and its choice in the traditional style. This is a new recording that is compactly recorded and exceptionally well done. Material includes titles like "Lyric Fiddler Waggoner," and "Misty Stream.'"

LOW PRICE COUNTRY SPOTLIGHT

DOWN YONDER

The Country Fiddlers featuring Words Roy, RCA Camden CAL-1404 (M); CAL-1404 (S)

Intriguing record buyers will want this package for its striking variety and its choice in the traditional style. This is a new recording that is compactly recorded and exceptionally well done. Material includes titles like "Lyric Fiddler Waggoner," and "Misty Stream.'"

ALBUM REVIEWS

Continued From Back Cover

Give...so more will live

HEART FUND

JUNE 24, 1967, BILLBOARD

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

SGT. PEPPER'S LONELY HEARTS CLUB BAND

"Boo-hoo, Cupid"; "A Day in the Life"

DRY YOUR EYES

Brenda & the Tabulations, Dial DPM 5000 (M); LSP 2006 (S) (417-2000-0; 417-2000-0)

THE QUEEN ALONE

Carla Thomas, Stax 718 (M); 718 (S) (633-0017-0; 633-0017-0)

THE COLD HARD FACTS OF LIFE

Forbes Wagner, RCA Victor LPM 3797 (M); LSP 3797 (S) (775-03377-0; 775-03377-0)

PEOPLE LIKE YOU

Eddy Adams, RCA Victor LPM 3269 (M); LSP 3269 (S) (775-03379-0; 775-03379-0)

MOBY GRAPE

Columbia CL 3699 (M); CS 490 (S) (550-02290-0; 156-07493-0)

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GARY LEWIS
headed in the right direction with
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KOPPELMAN • RUBIN • KLEIN
3 GREAT ARRANGERS
DE CARO • LEVINE • NITZCHE
& 12 smash performances!

GARY LEWIS
& THE PLAYBOYS
NEW DIRECTIONS

COME ON OVER TO THE LIBERTY SIDE
**REPUTATION**

*NEW MUSIC FRIDAY*

SATURDAY NIGHT AFTER THE MOVIES

**CADET 5565**

**The Bystanders**

**ROYAL BLUE SUMMER SUNSHINE DAY**

**CHESS 2007**

**The Baroques**

**Mary Jane**

**CHESS 2001**

**Amanda Love**

**YOU KEEP CALLING ME BY HER NAME**

**CHESS 2003**

**Denise La Salle**

**A LOVE REPUTATION**

**CHESS RECORDS 2005**

**Album Reviews**

*Continued from page 40*

**COUNTRY SPECIAL MERIT**

**BIG AND COUNTRY INSTRUMENTALS**

Jimmy Martin and the Sunny Mt. Boys. Decoy DL 4917 (AI); DL 74987 (5)

Jimmy Martin is now considered as a folk legend that enjoys, but there are many current country acts that are gaining popularity. This record is well known and fast moving. It's a hit that's sure to be successful. From the other hits are also great to listen to.

**COUNTRY SPECIAL MERIT**

**COUNTRY SOUNDS**

Roy Mefford, Accent AC 0029 (M); ACS 0029 (5)

Roy Mefford does a good job with the harmonies he writes. They sound great and are sure to be popular. They have a lot of potential and are sure to be a success.

**CLASSICAL SPECIAL MERIT**

**VERDI & PUCINNIARIAS**

Felildo Wrayser, London OM 26014 (A); OS 36014 (5)

Felildo Wrayser's music is very engaging and is one of the leading soprano's in top opera houses. His music is very popular and is sure to be a hit. He has a lot of potential and is sure to be a success.

**LOW PRICE CLASSICAL**

**ROUSSEAU: SYMPHONIES NOS. 3 & 4**

L'Orchestre de la Suisse Romande (Ansermet). London Stereo Treble STS 16207 (5)

Two of the major works of this 20th century French composer are given great readings by Ansermet and L'Orchestre de la Suisse Romande. The performances range in the U. S., but it is still a fine job. The orchestra is well represented and the music is well recorded.

**LOW PRICE CLASSICAL**

**RACHMANNINOFF: SYMPHONIC DANCES/VOCALES**

Dallas Symphony Orchestra. Turnabout FY 4145 (M); FY 341425 (5)

This first recording by the Dallas Symphony Orchestra is not only a good pressing, but gives glimpses of numerous new and old compositions. The orchestra is well represented. The results are a well-proportioned performance of 'The Symphonic Dances'. Conductor Leonard Reeder competently handles the second movement only under.

**LOW PRICE CLASSICAL**

**OVERTURE ENCORES**

Paris Conservatoire Orch. (Welsh). London Stereo Treble STS 15071 (5)

Here's a highly collection of popular overtures, thoughtfully performed by the Paris Conservatoire Orchestra. While the material is on the right side, the Poco is about right and turns in a fine balance.

**NATIONAL BREAKOUTS**

**WHITE RABBIT**

Jefferson Airplane. RCA Victor 9248 (Captive Penny, B&M)

FOR YOUR LOVE

Ozarka & Herb. Date 1563 (Beachwood, B&M)

**REGIONAL BREAKOUTS**

**CAN'T STOP NOW**

Mondalor, Juke 1018 (Regent, B&M)

**A WOMAN WILL DO WRONG**

Harold Smith, Phil-La of Soul 310 (Cordell, B&M)

**TONIGHT CARMEN**

Hurry Baldwin, Columbia 44128 (Major/Hana, B&M)

**FOUR-STAR ALBUMS**

The following series is selected new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, pricings and ads juits handling these categories.

**SOUNDTRACK**

**THE WILD WEST**

Soundtrack. United Artists 4149 (M); LSP 4149 (5)

**THE BRIDGE ON THE RIVER KWAI**

Soundtrack. Columbia CL 1198 (M); CS 9425 (5)

**POPULAR**

**WARM AND SENSUOUS**

Lee & Larry Egles. Columbia CL 2591 (M); CS 8931 (5)

**THE BEST OF PERCY PHARAO**

RCA Victor LPM 3713 (M); LSP 3713 (5)

**ANOTHER ONE Bites THE DUST**

Bruce Springsteen. Columbia CL 1148 (M); CS 9420 (5)

(Continued on page 55)

**HITS**

**R&B**

**HITS**

**SOUND NASHBORO RECORDS**

**ACTION**

**"YOU PUT YOUR TOUCH ON ME"**

B/W EXCELLO 2286

**"HANGING IN HERE"**

B/W KELLY BROS.

**"THE PARTY"**

B/W A-BET 9422

**"TURN ON YOUR LOVE LIGHT"**

B/W BUTCH DAVIS & THE CAPRIS

**"THAT'S WHAT LOVE WILL DO"**

B/W LITTLE JOHNNY TRUITT

**"BRING MY BABY BACK"**

B/W A-BET 9423

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JOE TEX

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Billboard

**TOP LP’s**

Continued from page 36

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<th>No.</th>
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<td>JOHNNY'S GREATEST HITS</td>
<td>Johnny Mathis</td>
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<td>152</td>
<td>KEEP ON THE RUN</td>
<td>Sam Cooke</td>
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<td>153</td>
<td>THAT'S LIFE</td>
<td>Frank Sinatra</td>
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<td>DADDY'S LITTLE GIRL</td>
<td>Aretha Franklin</td>
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<td>FRANKIE AVALON</td>
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**NEW ALBUM RELEASES**

**ARGO**

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<tr>
<td>VARIOUS ARTISTS</td>
<td>Festival of Legends: The Music of America's Negro Heritage Journey on the Mississippi, Album 1, College, Cambridge, MA 2052</td>
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**BRUNO**

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<tr>
<td>KINKY-KAT</td>
<td>Love and the Wino in the Wilderness, Various Artists, RS 2021/2, 2021/3, 2021/4</td>
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**COLUMBIA**

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<tr>
<td>E. POWELL BROS</td>
<td>The Merry Minstrels on the Pike, HC 2001-2004/5, 2009</td>
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<td>JOHNNY CAINE</td>
<td>The World of Johnny Cade, Wrs 2001-2004/5, 2009</td>
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<tr>
<td>TEDDY WILSON</td>
<td>The Essential Teddy Wilson, Vols. 1 &amp; 2, CL 1520</td>
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**COLUMBIA (Ex Series)**

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<td>Vicky Lee Garey</td>
<td>E.S.C. 1399</td>
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<td>TED LEE PARIS</td>
<td>Country Delight, E.S.C. 1399-1398</td>
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<tr>
<td>JOHNNY VALDEZ</td>
<td>The Magnificent New Voices of Mexico, E.S.C. 1399-1398</td>
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**COMMAND**

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**CROWN V**

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<td>DONNA THE BEALEM</td>
<td>The Big Camp Out, BB 2001-2004/5, 2009</td>
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<td>SUSAN JOHNSON</td>
<td>More Love and, BB 2001-2004/5, 2009</td>
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<td>STEVE MUSICH</td>
<td>Songs We Love, CV 2001-2004/5, 2009</td>
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<td>ARTHUR JONES</td>
<td>Thousand Times, CV 2001-2004/5, 2009</td>
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<tr>
<td>STEVE HARRIS</td>
<td>Wiegenlied von der Vater in Frieden, CV 2001-2004/5, 2009</td>
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**TOP QUALITY**

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<td>VARIOUS ARTISTS</td>
<td>Festival of Legends: The Music of America's Negro Heritage Journey on the Mississippi, Album 1, College, Cambridge, MA 2052</td>
</tr>
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</table>

**SPECIALS**

<table>
<thead>
<tr>
<th>Artist</th>
<th>Title</th>
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BY POPULAR DEMAND!

NEW DEAN MARTIN SMASH "CHAPEL IN THE MOONLIGHT"

Thanks to Bob Van Camp, WSB, Atlanta, Ga. for "discovering" the track!
And thanks too to Don Carroll & Marvin Deane (Warner/Reprise) for getting it launched!

#0601
Cavalcade to South: 'Grand Ole Opry' Enjoys Tourist De Force

By BILL WILLIAMS

NASHVILLE—Not since the days when Connie B. Gay promoted tours to Nashville has there been such a boom in organized "Grand Ole Opry" tours. Some tourists paid $10 to $15 per night for a week of sight-seeing and entertainment, others for prestige. And they come from everywhere.

Disk jockeys, travel agencies, bus companies and private promoters now operate the tours, virtually all of them by bus, bringing anywhere from 40 to 100 people at a time for a week in Nashville. This includes the Friday Night Opry, the Music City Tour, and the Saturday Night Opry.

At a profit of $10 a head, it's good business for almost anyone. The primary problem is getting available seats. Charged with the responsibility of coming up with the answer is Wilma Briggs, for years the head of the "Opry" ticket department. Tickets must be written in for well in advance (weeks, or even months), and a section roped off to keep the group together.

Many Problems

"A tour presents many problems," according to Karen Dayley of station WTOS, Milwaukee. Miss Dayley brings about four such tours to Nashville each year. She sells the tour in a package, which includes everything except meals.

By BILL WILLIAMS

An extra she sets up a special breakfast attended by some members of the "Opry" cast. This year she has organized the Country Music Hall of Fame to the tour.

The cost of Miss Dayley's tour is a flat $35, round-trip. She can pack everything (two to a room in a Nashville hotel) and still come out ahead. Usually, to aid in promoting her next tour, she brings members of the press along gratis.

Canadians seem to make more such tours than anyone. Ron Caltrey, who operates a travel agency outside Toronto, Ont., brings an average of four tours a year to Nashville. He has competition in that area from Rea Martin, of the Horseshoe Tavern, which has added tours to the regular booking of country acts. Jim Wilson of London, Ont., is another frequent tour leader.

Norman Hughes, of Cape Girardeau, Mo., runs "school tours," bringing school groups to the "Opry" through the September-to-January period. Jimmy Montgomery, a disk jockey at Fort Wayne, Ind., is a regular with his tours. Hubert Gerhardt, operator of the Central Bus Lines at Cleveland, Ky., promotes and operates tours on a steady basis and finds it profitable. The latest to join the cavalcade is Mike Hoye, popular country disc jockey at WBO, Des Moines. He finds the tours a prestige item rather than a profit-making undertaking.

Through Stations

Nashville virtually all of the tours are promoted through country music stations. Two disk jockeys, one from Rhode Island, the other from Ohio, have brought in organized tours by aircraft, one commercial, one private.

In the early days of tourism, the Country Music Hall of Fame has been a popular destination for tourists. However, the Hall of Fame has seen a decrease in visitors in recent years. This is likely due to various factors, including a decrease in the popularity of country music and changes in travel habits.

The Hall of Fame was established in 1961 to honor the musicians and industry professionals who have contributed to the growth and development of country music. It is located in Nashville, Tennessee, and is operated by the Country Music Association (CMA).

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"I'll never find another you"

James' GREATEST!
Country Music

HOT COUNTRY SINGLES
Billboard SPECIAL SURVEY for Week Ending 6/24/67

<table>
<thead>
<tr>
<th>Weekly Chart</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
</table>

1. All the Time - Ray Price - RCA Victor 48012 (Cedarwood, BMI)
2. I'm on the Outside - Hank Snow - Capitol 50031 (Epic, BMI)
3. It's Such a Pretty World Today - Ray Price - RCA Victor 48012 (Cedarwood, BMI)
4. You Good Girl's Gonna Go Bad - Sonny & Chere - Columbia 32150 (Cedarwood, BMI)
5. I Tired Away the Rose - Johnny Horton - Capitol 44105 (Blue Bird, BMI)
6. If I Kiss You - Marty Robbins - Columbia 32364 (Greenback, BMI)
7. Mama Spank - Little Tony - RCA Victor 48121 (Blue Rock, BMI)
8. Misty Blue - Bob Arnold - RCA Victor 48012 (Trenton, BMI)
9. Walkin' in the Sunshine - Roger Miller - United Artists 46071 (BMG, BMI)
10. Danny Boy - Ray Price - Columbia 44042 (Boxway & Hunt, BMI)
11. Ruthless - Boxway & Hunt - RCA Victor 48121 (Blue Rock, BMI)
12. I Know One - Country Pride - RCA Victor 48012 (Trenton, BMI)
13. Baby, Don't Take Your Love to Town - Johnny Cash - United Artists 46071 (BMG, BMI)
14. Rollin' Again - Johnnie Wright - Capitol 4404 (BMG, BMI)
15. Jukebox Charlie - Johnny Paycheck - Little Darlin' 9920 (BMG, BMI)
16. Sneaking Across the Border - Marty Robbins - Columbia 32364 (Greenback, BMI)
17. If You're Not Gonna Go Too Long - Johnny Cash - United Artists 46071 (BMG, BMI)
18. Diesel on My Tail - Jim & Jesse - Epic 51038 (Silver Star, BMI)
19. Sam's Place - Buck Owens - Capitol 5062 (Blue Book, BMI)
20. Little Old Wine Drinker Me - Bobby Driscoll - Monument 1006 (BMG, BMI)
22. Mental Revenge - Fragile Jennings - RCA Victor 48012 (Cedarwood, BMI)
23. Pop a Top - Jim Ed Brown - RCA Victor 48012 (Cedarwood, BMI)
24. Tonight's the Night - Larry Washburn - Columbia 4401 (BMG, BMI)
25. I Can't Get There from Here - Glen Campbell - Capitol 5062 (Blue Book, BMI)
27. All My Tomorrows - Pat Boone - Capitol 4401 (BMG, BMI)
28. Need You - Sonny James - Capitol 5053 (BMW, BMI)
29. Down at the Pawn Shop - Hank Snow - RCA Victor 48012 (Cedarwood, BMI)
30. Pretty Girl, Pretty Clothes, Pretty Sad - Pee Wee King - Brunswick 1556 (Wildrose, BMI)
31. Paper Mornings - Hank West - RCA Victor 48012 (Cedarwood, BMI)
32. Fifteen Days - Hag & June Carter - Capitol 44011 (BMG, BMI)
33. I'll Never Find Another You - Sonny James - Capitol 48194 (BMG, BMI)
34. You Can Steal Me - Ronnie Milsap - Capitol 48012 (BMG, BMI)
35. Come Kiss Me Love - Bobby Bare - RCA Victor 48012 (Cedarwood, BMI)
36. Just Beyond the Moon - Del Reeves - Capitol 4401 (BMG, BMI)
37. Ramblin' Man - Bill Monroe - RCA Victor 48012 (Cedarwood, BMI)
38. Louisiana Saturday Night - Jimmy Nolen - Decca 32150 (Cedarwood, BMI)
39. Your Forever (Don't Last Very Long) - June Steel - Capitol (Central Songs, BMI)
40. Promises and Hearts - Shrew David - Columbia 44012 (BMG, BMI)
41. Shine, Shine - Carl Perkins - Capitol 48121 (Blue Rock, BMI)
42. Goodbye City, Goodbye Girl - Webb Pierce - Decca 32105 (BMG, BMI)
43. Don't Squeeze My Bombay - Charlie Walker - Epic 51038 (Silver Star, BMG, BMI)
44. On the Other Hand - George Morgan - RCA Victor 48012 (Trenton, BMI)
45. Lay Some Happiness on Me - Bobby Wright - Decca 32105 (BMG, BMI)
46. If I Turned Her That Way - Minnifields - Kapp 404 (Wisconsin, BMI)
47. I Couldn't See - George Morgan - RCA Victor 48012 (Trenton, BMI)
48. Watchman - Claude King - Columbia 44012 (BMG, BMI)
49. Happiness Means You - Kitty Wells - Decca 32105 (BMG, BMI)
50. Because of Him - Claude Gray - Decca 32105 (BMG, BMI)
51. Lost Highway - Jack Jones - RCA Victor 48012 (Trenton, BMI)
52. Down, Down, CAME My World - Bobby Bare - Mercury 741 (Jewel, BMI)
53. Black Jack County Chuck - Willie Nelson - RCA Victor 48012 (Trenton, BMI)
54. Something Fishy - Guy Perkins - Monument 1006 (BMG, BMI)
55. Love Me and Make It Better - Bobby Lewis - United Artists 50161 (BMG, BMI)
56. Vinrose - Shy Phillips - RCA Victor 48012 (BMG, BMI)
57. It's My Time - John D. Loudermilk - RCA Victor 48012 (Trenton, BMI)
58. Black Jack County - Tom Williams - Decca 32105 (BMG, BMI)
59. Gunfighter Man - Wesley Wilson - United Artists 50161 (BMG, BMI)
60. The Private - Del Reeves - United Artists 50161 (BMG, BMI)
61. Take a City Ride - Charlie Rich - RCA Victor 48012 (Trenton, BMI)
62. I Should Get Away a While - Carl Smith - Columbia 44012 (BMG, BMI)
63. Hello Number One - Kitty Wells - Decca 32105 (BMG, BMI)
64. Have You Ever Wanted To - Loretta Lynn - RCA Victor 48012 (BMG, BMI)
65. I'm in No Condition - John D. Loudermilk - RCA Victor 48012 (Trenton, BMI)
66. Cincinnati, Ohio - Connie Smith - RCA Victor 48012 (Trenton, BMI)
67. How Long Will I Take - Warner Mark - Columbia 32150 (BMG, BMI)
68. Chef's Tune - Some of Cherry Friends - RCA Victor 48012 (Trenton, BMI)
69. Long Legged Guitar Pickin' Man - Johnny Cash & June Carter - Columbia 44011 (BMG, BMI)
70. Gentle on My Mind - John Hartford - RCA Victor 48012 (Trenton, BMI)
71. Better Deal Than That - Marty Robbins - Decca 32105 (BMG, BMI)
72. He's Not for Real - Patricia Phillips - Mercury 741 (Jewel, BMI)
73. New Lips - Roy Drusky - Mercury 741 (Jewel, BMI)
74. I If I Ever Need a Lady - Claude Gray - Decca 32105 (BMG, BMI)
75. He Thought He'd Die Laughing - Bobby Bare - Little Darlin' 8003 (BMG, BMI)

CASH & CARTER:
COUNTRY ACTION ON COLUMBIA RECORDS

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BILL ANDERSON

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“PAPA”

C/W

“NO ONE’S GONNA HURT YOU ANYMORE”

32146

DECCA RECORDS

A Division of MCA INC.
CMA HALL HAS RECORD WEEK

NASHVILLE — A record 2,189, most of them adults, visited the Country Music Hall of Fame and Museum during June 4-10. Among those who visited was musician and singer Charlie Daniels, who was at the museum with his band. Daniels is known for his country music career and for his involvement with the Grand Ole Opry, where he has performed numerous times. His visit to the museum was part of his regular visits to the Opry as a performer.

Nashville Scene

- Continued from page 46

Shelia Johnson has three brood mares, all bred to a world champion walking horse, and she plans to show horses in the future. She has several mares, including a horse named Jewel, who was shown at the Tennessee Walking Horse World Championship in 2016. Johnson plans to train and show her mares in the future.

On June 11, the Nashville skyline was illuminated by a spectacular display of fireworks, a tradition that has become an annual event. The fireworks attract thousands of spectators and are a popular attraction for tourists visiting Nashville.

The Grand Ole Opry

- Continued from page 46

Connie B. Gay, now a successful radio-station owner and a board member of the Country Music Association, has launched a new record label, which will focus on independent artists. Gay has a history with the Opry, where she's been a regular performer and has lent her support to various events and initiatives.

D. O'Brien Agency Boosting Ailing Clubs Via Country

NASHVILLE—Country music has been the salvation of many nightclubs in America, which have made the transition from pop entertainment, says Dottie O'Brien, owner of the Dottie O'Brien Enterprises, an organization which establishes exclusive relationships with nightclubs throughout the nation. Miss O'Brien, who moved to Nashville about six weeks ago from Los Angeles, said she came to the city to help produce the majors more vigorously on the country music aspect of her bookings. A native Nashville, she herself was a pop singer in the nightclub circuit many years before becoming involved in booking. She worked for some time in association with the late Moe Borenstein, and then took over the agency herself.

"I have just become acquainted with country music in the past year and a half," she said. Miss O'Brien described her position as "like that of a doctor," meaning that she works with each club, determines how it's going to be possible to get the audience in and make it work. She travels a lot, and right now is doing a lot of work actively on country clubs and nightclubs, which she feels are the most important. The clubs are the most important, she feels, because they are the springboard for the majors. She has been involved in developing new and struggling clubs, and sees the future as bright for the country music scene.

PRESENTING SMOKEY SMARREN and His Mountain Dew Boys a plaque for being the best country music show and dance band of the year is Union County freethinker Joseph P. Kani. The award is from the New Providence Country Club Association and was presented during a show at the Skyline Lounge in Elizabeth, N. J. Warren, also a performer, is heard live on a Pepsi-Cola show from Palletes Amusement Park broadcast on WJZ at 8 p.m. Thursdays.

Music Industry

Grady Martin brings "A Touch of Country" to the top of the charts. Martin has won several awards and has been inducted into the Country Music Hall of Fame. His treatment of a tune called "Nothing From Nothing" could be called the highlight of this true blue country collection. The Grady Martin country sound is one of the best. To attain it, he depends on the best in professional guitar players—a Gibson Guitar. (Advertisement)
LINDA JONES HAS HAPPENED!

"HYPNOTIZED"

#2070
International News Reports

Canada in Talking Stage on Increase

By KIT MORGAN

TORONTO — News of the move to equalizing monaural and stereo record prices in the U.S. has prompted board room conferences in most of the record companies in Canada, but none have decided on their course of action. Disk prices were increased slightly here for the first of the year, to compensate for an increase in federal sales tax at the manufacturing level, with the suggested list prices now $4.29 for mono LPs and $5.29 for stereo albums in the popular lines.

In reporting news of the price increases in the U.S., The Toronto Telegram quoted George Harrison, vice-president and general manager of RCA Victor's record division and president of the Canadian Record Manufacturers Association, as saying "it's quite certain that this trend to the demise of the monaural lines will be followed in Canada."

"We are making quite a comprehensive study as to what effect a price change would have on the market here," says Jack Robertson, general manager sales and marketing, of Columbia Records of Canada Ltd. "The trend to stereo buying isn't as accelerating in Canada as in the States. If we do what the U.S. has done, we might be offending a lot of mono buyers because, except for classical product, our mono sales are still in excess of our stereo sales. There are a lot of ramifications we have to be looking into—the movement of product, the relationship of monos to stereo, what we anticipate the competition will do.

Other majors are equally non-committal. At Capitol, the U.S. move is 'being considered'; at London "no decision has been taken yet"; and at Quality "the whole subject is under review," and so on. One company commented: "We don't want to say we're even considering it, or dealers will freeze on us."

BRITISH DECCA artist Engelbert Humperdinck was presented with a gold plated record mark more than 100,000 copies of "Resemble Me" sold in the Benelux countries. The award was made by Fulson Belgium and Phonogram, Holland. The song was No. 1 for 14 weeks in the Belgian charts. With Engelbert Humperdinck are M. Holmgren, Phonogram promotion manager and Jacques Verdonck, promotion manager of Decca, Belgium.

Ariola Keys Formula to Youth

By OMER ANDERSON

GUETERSLOH, W. Germany — Ariola has introduced six new young singers who exemplify the accent now being placed by the record companies on youthful talent. Two of these artists—a brother and sister duo—will soon embark on a tour of the United States. Renate and Werner Leihmann, from the Sauerland, will appear in Chicago, Milwaukee, Cincinnati and California. Their new Ariola singles release is "Woman You Love Me.

Another Ariola artist, Peter Hinnen, is building a reputation, not only for the type talent he caters to but also as a pop music diplomat for the Bonn government. At a time when the new government in Bonn is trying to improve its image throughout the Western world, Hinnen has been permitted to travel through this area, notably to Rome. He is currently making recordings in these two countries, coincidentally or otherwise, are the focus of a growing interest in their unique and charming brand of music. He also recently returned from a successful tour in Spain and Japan. Hinnen spent five months in Japan with a Swiss folklore ensemble. The group played to audiences in Hong Kong and was featured on the television shows.
List of Artists, Tunes for Rose of France Songfest

PARIS: The full list of artists participating in the Rose de France Songfest at Antibes-Juine-le-Pins June 22-24 was announced this week by organizer Claude Tabet.

The original selection of 30 songs has now been reduced to 24 because of difficulties in setting artists for some of the songs.

Most of the major French record companies will be represented at the festival but a notable absentee this year is Vogue.

Judging of the songs will be carried out by juries in the major cities of France and in Belgium, Switzerland, Germany, Luxembourg and Canada. The Paris jury will assemble in the Lido Music record shop on the Champs-Élysees.

SONG ENTRIES

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<tr>
<td>Un Adieu</td>
<td>Jean-Paul Cara</td>
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<td>L'an 2000</td>
<td>Jean-Pierre Leleuet</td>
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<td>La Belle de Hollande</td>
<td>Carl et Mazin</td>
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<td>C'est Elle</td>
<td>Philippe Olivier</td>
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<td>C'est Tant Qu'Vous Verrez</td>
<td>Chantal Kelly</td>
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<td>Chanson Pour l'A bout</td>
<td>Michel Berger</td>
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<td>Le Chanteur Affaire</td>
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<td>Daniel Tu Cris</td>
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<td>En Noir et En Couleur</td>
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<td>L'Ilotboute</td>
<td>Joacquiline Pern</td>
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<td>L'Il Nous Vent Veron un Grand Amour</td>
<td>Guy Bonnet</td>
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<td>Mai je Vous ai Connue</td>
<td>Ricordo</td>
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<td>Ne Me Brac Pas</td>
<td>Jean-Claude Decamps</td>
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<td>Pas De Nouvelles</td>
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<td>Les Quatre Solos de l'Ameur</td>
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<td>Teas Rose</td>
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<td>Toutes Les Filles De Mon Coeur</td>
<td>Noel Deschamps</td>
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<td>Le Vent et le Jeuneuse</td>
<td>Les Troubadours</td>
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<tr>
<td>We're in</td>
<td>Everette</td>
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For 1968, save running around the world do all your business in one week in sunny Cannes

World Music's Faecq in Copyright Deals in Japan

BRUSSELS—Back in Brussels after a business trip to Tokyo with World Music chief Felix Faecq, Roland Kluger reported successful meetings with leading Japanese publishers and the heads of the performing right society (JASRAC) and the mechanical rights society (SOGED). Kluger said the visit to Tokyo had been important because of the increasing amount of business World Music and its affiliate companies throughout the world, especially Zodiac Music in the U.S., has been doing with Japan. Two important World Music successes have been "La Playa," which sold 1,200,000 records and "Hawaiian Tattoo," which has had more than 15 local recordings.

Faecq made a number of deals with several publishing houses in Japan covering more than 50 different copyrights, and Kluger had meetings with representatives of Nichion Music, Shizite Music, Victor Publishing, Toshiba, Tone Music and Suishi-Sha and acquired many Japanese copyrights for exploitation in Europe.

Meets Kaneko

Faecq also met Kaneko of Nippon Columbia to discuss exploitation of the Palette repertoire in Japan. Nippon Columbia has represented Palette for many years but this was the first meeting between the two presidents.

Following the visit of Digne Garcia to Japan arrangements are being made for more Palette artists to make promotional appearances there, including Lou Mayas, the Man and Andre Brassier. It was decided that Palette will make special promotional for the Japanese market. Faeq and Kluger also made a close study of the cartridge market in Japan.

FEBRUARY 29 1968
PALAIS DES FESTIVALS CANNES FRANCE

'ABC's' Waxed In Scandinavia

O.S.I.O — American-born singer and record producer Jack Dailey's song, "My ABC's," has now been recorded in Norway, Sweden and Denmark. The Norwegian version is by Johnny Bravdik and his daughter on the Jay-Dee label; the Swedish version is by Carli Tornhavs and his daughter, also on Jay-Dee, and the Danish recording is by Buster Larsen and his daughter on the Polydor label. Dailey, currently on a Scandinavian tour with the British pop group the Limeys, has also recorded an English version of the song on his Jay-Dee label.

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ARTIST J. DIEFENBAKER CUTS RCA CANADA ALBUM

OTTAWA—John Diefenbaker, ex-Prime Minister of Canada and now leader of the opposition, has just recorded an album for RCA Victor’s Canada International label. Diefenbaker was interested when sold of U.S. Senator Dirksen’s great success on disk. The album will be titled “I Am a Canadian,” with bits and pieces of Diefenbakerianisms on one side. The other side is devoted to Canadian tunes. Mr. Diefenbaker will be Canada’s Prime Minister of Canada. Background music for the side will be provided by some of Mr. Diefenbaker’s songs from Sir John A’s re-election campaign of the 1970’s.

The LP was recorded in Diefenbaker’s office in Ottawa, unscripted and unannounced. The arrangements were handled by Greer Advertising, Montreal. It is scheduled for release in August or September.

TOP NORWEGIAN singer Kjirst Sparboye (Tripa) visits Stockholm to record her first album, and it is expected that Sparboye will be one of the leading Norwegian artists in the next few months. Sparboye’s debut single, "Here Comes My Heart," was released last month and has been very popular. She is one of the few Norwegian artists who have achieved international success, and her record company, Continental, has high hopes for her career.

Dundee was released on Friday, July 26, and has been very successful so far. It is a cover version of the song "Dundee," which was originally recorded by the Scottish band The Turtles. The new version has been well received by both fans and critics alike, and it is expected to chart high on the music charts in the coming weeks.

Ariola Formula

104 concerts which drew average audiences of 1,000.

17-Year-Old Singer

One of the highlights of Ariola’s artists is 17-year-old Teesy Weber, a band singer and guitarist from Bremerhaven, Germany. Producer Wolfgang Roloff says, "I am really delighted with Teesy’s work. She is a very talented performer. When she sings, you feel like you are hearing something special." Ariola is looking young artists from various sources, and it is expected that Teesy will have a successful career in the future.

Sales Dip

Can. Sales Dip

per cent and stereo album sales up 12.1 per cent.

In March alone, however, dollar sales to dealers dropped 6.4 per cent. The biggest slump was in British Columbia, where sales were down 19.4 per cent. In Quebec, sales were down 15.2 per cent, and in Ontario, the drop was 13.8 per cent. Dollar sales in the biggest regions have shown an increase in recent months, indicating a possible upturn in the market.

Ariola Formula

Continued from page 52

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In March alone, however, dollar sales to dealers dropped 6.4 per cent. The biggest slump was in British Columbia, where sales were down 19.4 per cent. In Quebec, sales were down 15.2 per cent, and in Ontario, the drop was 13.8 per cent. Dollar sales in the biggest regions have shown an increase in recent months, indicating a possible upturn in the market.

Ariola Formula

Continued from page 52

104 concerts which drew average audiences of 1,000.

17-Year-Old Singer

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Continued from page 52

104 concerts which drew average audiences of 1,000.
**Tape CARtridge**

**Mercury Is Expanding Cassette Equipment Line With 5 Units**

CHICAGO — Mercury Rec- ord Corp, Home Entertainment Products Division, is currently expanding its cassette equipment line with the introduction of five new models for the 1979 season.

Mercury has added a complete line of 52-3486 cartridges to its product line. The new line includes a tape cassette, auto, reel-to-reel, and cassette recorder/playlist models.

Mercury has also added a line of 52-3486 labelers, available in various colors and styles, to complement the cassette equipment line.

Mercury's new line of cassette equipment is designed to meet the needs of home entertainment enthusiasts. The company's commitment to quality and reliability is evident in the new line of cassette equipment.

*Continued from page 52*

**Orfeon Opens 600G Factory in Mexico**

The company will soon produce its own model. A development of Orfeon's new, 800-unit a day, 4 and 8 track on five Ampex slates. Plans call for a total of 30 slates and separate studios for cartridge operations.

Orfeon is also manufacturing its own cassette player with a history of the Mexican Ford Motor Co. for use in Orfeon players requested in all new cars assembled in Mexico.

**AM 40% Sales Hike**

LOS ANGELES — Audio Magazine reported a 40% per cent sales increase for Jan. 1 to May 31 over a comparable period in 1978. The magazine's average circulation has been maintained at a level of 75,000 copies per issue.

The company's second quarter earnings report is due at the end of the month. The report will include a detailed analysis of the company's financial performance.

*Continued on page 53*

**GW to Sell Car Radios**

LOS ANGELES—GW Electronics, a new firm, will market three car radio models which play AM or FM or 8-track CARtridge systems. The firm announced its debut several weeks ago. At a press showing here, Jack Whalen, the firm's president, said the new models are an AM-FM tuner, $39.95, and a police-citizens band unit, $49.95, and a new 8-track model, $59.95 model. GM's name for its tiny radio is the Auto Tuner, which is manufactured by Standard Radio of Tokyo. The AM-FM unit will be available for delivery in August, the VMF model in November and the FM stereo tuner in January.

GW is presently establishing a network of factory representatives who will sell to distributors. The Auto Tuners carry a 90-day guarantee and return service.

There's a lot of money to be made in cartridge tapes. We can help you make it. We have every cartridge tape in the books. And we have it in stock. Which means we can ship everything to you the same day we get your order. Just call us collect. Or mail in the coupon. We'll tell you about everything and the free rack everything comes in.

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

Store: __________________________
Address: __________________________
City __________________ State _______ Zip Code ______
Buyer __________________ Telephone ______

MAIL TO: Tape Distributors of America 1450 South Michigan Avenue Chicago, Illinois 60605 Telephone (312) 936-5675

Come to Booth 237 at the NAMM Show And See Everything We Have to Offer. (And Everything We Have to Offer It In.)

JUNE 24, 1967, BILLBOARD
ITCC Hosting Show Visitors

NEW YORK—Larry Finley, president of International Tape Cartridge Corp. (ITCC), and Jim Gall, executive vice-president, are hosting a four-day open house for dealers and distributors attending the first Consumer Electronics Show, Sunday (25) through Wednesday (28). The open house will be at the ITCC executive offices, which are two blocks east of the Hilton Hotel, where the show is being held.

Gall explained that ITCC's hospitality will include the use of long-distance phones free and a special representative selling theater tickets at regular broker's prices. ITCC has arranged for blocks of tickets for the top Broadway shows to be available at regular broker's prices. Dealers and distributors will be introduced to ITCC's extensive 4 and 8-track tape CARtridges during their visits to the firm's offices.

GW Car Radios

*Continued from page 56*

will be handled on an over-the-counter exchange basis.

The radio uses the car's existing antenna system, with an extension wire furnished and plugged into a hole in the front of the radio. The unit uses the amplifier circuits of the car's player.

NEW!!

4 OR 8 TRACK
HEAD CLEANING CARTRIDGE

Clean and restore them like factory new for best sound reproduction.

COST IN VARIOUS COINS:

1-99 $1.00 each
100-499 .50 each
500 or more .25 each

A 4 and 8 TRACK MAY BE MIXED FOR 1/2 BEST PRICE

TAPE LOADED CARTRIDGES: BULK TAPES AND MEASURING AVAILABLE AT THE INDUSTRIES' LOWEST PRICE

AUDIO ELECTRONICS

A Division of Lloyd Industries, Inc.
3765 Van Noy Boulevard
Van Nuys, Calif.
A. C. 213 725-8981

Distributor Inquiries Invited

Recorded Tape, Inc.
1262 Lawrence Street, New York, N. Y.
(212) 733-3660

CARTRIDGES? CARTRIDGES?

For All Your Tape Cartridge Needs/You're on the Right Track With Channel!

EMPTY—TAPE LOADED
4 Track Fidelipac—8 Track
150°—300°—325°—350°—600°—1200°
Best Prices — No Min. Order
Finest Quality Audio Devices Tape
Guaranteed Immediate Delivery.

CHANNEL MARKETING

342 MADISON AVENUE
NEW YORK, N. Y. 10017

Tape CARtridge

You Help RED CROSS the UNITED WAY. THANKS!

JUNE 24, 1967, BILLBOARD
PlayTape Gets ‘Go’ Signal
For Rights to Cap. Catalog
Continued from page 1

world. Since the firm first launched two cartridge player models last summer at an MGM Records distributor meeting, it claims to have sold more than a million cartridges. There are now five different player models available and more on the way. All of the units are capable of playing stereo and Stanton plans to bow a stereo cartridge on the market in January.

In September, Stanton will open a domestic factory to produce cartridges and "a new manufacturing technique will enable us to conquer a problem that exists with records—obscure and venereal. Part will be able to re-record a new tune on a cartridge that doesn’t sell, the only cost being the price of a new label and a blister wrap.”

Stanton now offers the product of MGM/Verve, ABC, United Artists, Warner Bros., Reprise, Motown, A&M, Chess, and Cameo-Parkway, and all their subsidiaries as well as Capitol.

The future of the tape cartridge industry is not a question of how many "tracks," he felt, as it is “function and price.” He felt the factors of performance, utility, quality and dollar value would prevail. The PlayTape system comes as close to setting a standard in the tape cartridge field as is possible, he said.

K C Auto Sound’s 3d Outlet

WICHITA, Kan.—K. C. Auto Sound opened its third tape CARtridge center last week. Founder Carl Galler opened his first operation in the fall of 1966 in Kansas City, Mo., and within six months expanded to Independence. The outlets feature identical interior and exterior motifs and carry libraries of 7,000-plus 4 and 8-track car-

trides. The bulk of sales, Galler said, "are in the 4-track field; however, there is an over-increasing interest in 8-track product.”

The opening of K. C. Auto Sound No. 3 was heralded by promotion on KLEO radio station. Galler said he intends to open similar outlets in several Midwest markets soon.

Everything sounds better on...

AMERICAN
CRYSTAlined
RECORDING TAPE

manufacturer of

GREEN TREE
ELECTRONICS

supplier of the world’s finest
recording tapes to the record,
music and tape cartridge industry

NEW RELEASES FROM MUNTZ STEREO PAK!

NEW RELEASE 219—BILLBOARD, JUNE 24, 1967
FOUR-TRACK CARTRIDGES

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<td>CARROLL—motion picture Soundtrack</td>
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<td>THE KING AND I—motion picture Soundtrack</td>
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<td>Stereo</td>
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<td>WHO GOES FREE?—Earl Bartle</td>
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<td>Stereo</td>
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<td>WHAT’S NEW—Hank Snow,</td>
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<td>ANYWAY, ANYWAY—Earl Bartle</td>
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FROM THE
WORLD LEADER!

MUNTZ! First & Foremost
Name in Car Stereo!

A huge variety of models and prices for car drivers and buyers. Priced for mass market sales including a selection of nearly 100,000 titles of stereo cartridges from the world’s largest library. Hot selling Mini-Pak singles from 99 cents.

MUNTZ STEREO PAK

MUNTZ STEREO PAK

MUNTZ STEREO PAK

MUNTZ STEREO PAK
INSTRUMENT TEACHING
Lessons Bring in Big Sales

The swing to better quality instruments and a greater sophistication among players has convinced many dealers that teaching means selling.

Most dealers now handling instruments realize they are no longer selling to an uninformed teenager who just wants to make a loud twang on his guitar or a dull round of trumpet on a set of drums. The evolution of quality instruments has occurred at the same rapid pace as the evolution of better rock 'n roll and other pop.

Through a flood of pop music over recent years, the young people have learned to distinguish good sound and instrumentation from plain noise. A teenager who wants to learn how to play and he knows his instrument sound much better on good equipment than "cheap junk." His ear is not only tuned to all of the top brand names, he also is better able to judge the quality of a less known brand.

Many dealers have found that by renting a beginner a quality instrument and giving him lessons, they not only make a bigger sale, they gain a permanent customer who buys accessories and music at one store and spreads the good word and reputation of that dealer.

Norris Bechof of Belsoff Music Co., Milwaukee, comments: "The people who rent our instruments realize that the better the instrument, the better the sound. We have always prided ourselves on the fact that our instructors are carefully screened. Each instructor has been hired on the strong personal recommendation of another teacher or our staff."

"Musical instrument sales are made largely on the confidence that students gain from the first few lessons. The bulk of our students start out with a rental. The parents are convinced that they are in the hands of a capable teacher the sale of the instrument is simplified.

"As a rule, the good, the average dealer may say, but how can an operation like mine afford a staff of teachers? Some dealers are also finding an out to this problem. Maurice Lishon,

(Continued on page 60)

GENE KRUPA draws a big crowd of youngsters to Frank's Drum Shop in Chicago. Owner Maurice Lishon regularly holds music lessons with such greats as Krupa, Louis Bellson, Roy Knapp, Bobby Rosengarden and others.

Tidal Wave of Sound

For the dealer who wants to stay on top of what's happening in the contemporary musical instrument field today, some good advice is this: Be like an electrician, part carpenter and take out a subscription to your city's favorite underground newspaper.

An electrician? How else would you be able to outfit a customer who happens to want an electric violin guitar such as the one Eric Clapton of Britain's '60s hot act, the Cream, plays.

A carpenter? It might be a bit difficult to create that custom dulcimer, such as the one the Rolling Stones' Brian Jones uses, without a little basic knowledge of the trade.

And why the subscription to the East Village Other, Berkeley Bay, Los Angeles Free Press or whatever else they're reading in your town? Because without it you might be at a loss for words when someone asks you where he might find an electric banjo of the type Ozzy and Our Gang plays.

(Continued on page 60)

Music Show Plans Promise Big Event

CHICAGO — Some 15,000 dealers will be here next Sunday (25) for the National Association of Music Merchants (NAMM) annual show. In addition to the display of the diehard instrument hobbyists, they will be able to take advantage of several educational clinics.

The seminars will kick off Sunday, June 25, at 10:30 a.m. in the Conrad Hilton's Grand Ballroom. The session on using NAMM's "Total Selling Service" manual to make up effective sales presentations.

Two sessions will take place Monday, June 26, at 8 a.m. in the Waldorf-Astoria. The top industry figures, including Billboard's publisher Hali Cook, will discuss the graph and tape cartridge field. The seminar's main instrument will be the subject matter of the session held in the Grand Ballroom, featuring a promotional movie, "Move to Music.

Retailers will be able to learn all the laws and regulations behind government wage and hour laws at the Tuesday seminar to be held in the Grand Ballroom at 10:30 a.m.

On Wednesday at 8 a.m., three different seminars will take place. A session on pianos is scheduled for the Grand Ballroom, "The Guitar Today and Tomorrow," will be discussed in the Beverly Room, and a sheet music seminar will be held in the Waldorf Room.

An "idea center" featuring the latest looks and best in the factories and display equipment for dealers will be set up at the main entrance of the show at the Music Show.

One of the ideas will be a 30-foot wall section providing display space for six, full-size guitars. Each dealer will be able to display the latest looks and best in the factories and display equipment for dealers will be set up at the main entrance of the show at the Music Show.

Firms Preview New Products

NEW YORK — Two instrument manufacturers here will be introducing new musical instruments and amplification innovations at the Music Show in Chicago.

Merson Musical products will exhibit their Hagstrom 9-string bass and four of the largest amplifiers ever made for electric instruments — the Lindor Monitor 1, 2, 3 and 4. Merson will call these displays "The Trip Room" and will show 29 new Hagstrom, Unicord and Invox products.

Merson is also inviting all attending to a special show party at the Cheatham in Chicago where the exhibit will be displayed in a fare of contemporary rock background of the teenage nightclub.

M. Hohner, Inc., will display seven new items in addition to their harmonica and melodica

(Continued on page 60)

DULCIMER ANYONE? Oldtown Folksongs Center (Chicago) part owner John Bence has been using the unusual instrument which is hand-made and sells for $300. No manufacturer makes them.

JUNE 24, 1967, BILLBOARD

P КаWUKEGAN, CHICAGO, M. R.

SAME DAY SHIPMENT

OUR GUARANTEE — orders for instruments and accessories for $25.00 and over go out the same day. We offer direct factory and store orders at direct-to-you low prices.

Save delay—write for sample of our self-mailer. (Continued on page 60)

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(Continued on page 60)

LIVE THE EXCITATION AND SUFFERING OF BOWED STRINGS! CHANGING MODES, INTERVENE BETTER WITHIN...

"Exclusive process of American Recording Tape" a division of Orientite Electronics 2155 Cypress Dr., Costa Mesa, Calif. 92626
Music House Leaves No Promo Stone Unturned

DESMOINES—Seek out a supplier in your area for a record dealer and you’ll find a good promoter. We found one in Des Moines.

Des Moines’ largest and most successful music store is Des Moines Music House, a full-line music store, handling records and a complete line of instruments, from the most popular guitars and drums to the most exotic instruments and hard-to-access accessories. The firm also stocks a large supply of amplifying equipment, music and instruction materials. It is definitely a one-stop shop for the musician.

George Wilkinson, store owner, has some unique ideas in promotion and sales. At the front of the Des Moines floor is an oversized bulletin board that incorporates what’s called a “Customer Service Board.” Wilkinson explained its function as “a place for our customers and groups to put up their cards or pictures and get a little publicity. We also publish section of bulletin board gives customers a chance to list their names on who has gone out of their way to make customers feel at home and to trip to Des Moines Music House on a Saturday afternoon proves his theory works. Des Moines’ young sets seems very much at home here. They see much interest in the complete wall of guitars on display or the center aisle of drums sets and amplifiers. As a matter of fact, we found Saturday afternoon was a great time for business, but a very bad time to squeeze in an interview with the store manager.

Wilkinson wages a constant campaign of direct mail pieces offering a free introductory lesson on either drums or guitar. Newspaper plays an important part in the advertising budget at the Des Moines Music House, with a steady schedule of ads on amplifiers and heavy use of classified ads in local papers.

In addition to this advertising, Des Moines Music House sponsors the Junior Achievement Show on WHO-TV, a Saturday afternoon program interest of interest to ages. Radio spots are aired on the two top rock stations in the Des Moines area.

New equipment is loaned to local groups for use at teen dances throughout the State and when the equipment goes to the dance, to do at least two of the sales staff from Des Moines Music House. The sales people don’t have to know the bug or Frug but they do have to know their business and be equipped with sales material and information on the instruments. These dances offer a great opportunity to visit with prospective customers in their own territory.

Once a week, George Wilkinson makes the rounds of Des Moines night clubs featuring road musician's lessons and acquaints them with his store and equipment.

Sales at Des Moines Music House are 75 percent per contract, and a teen-age plus age is worked through a local bank at 6 percent interest. Parents are required to co-sign for the contract.

A rental-return plan is also available on instruments or amplifiers, with the rental payments fulfilled in full to the customer. Since he was a musician himself, Des Moines has an easy time finding teachers. A dealer not so acquainted with the music world would indeed well to appeal to members of the local orchestras, and in many cases the surrounding schools and universities.

Another evidence of the growing interest of many that can be found in a guitar specialty store located in Chicago’s Old Town Folklore. This instrument record store began as a non profit organization ten years ago and grew into a thriving retail operation.

John Carbo, part owner and manager of the store, said the school he went to has grown from nine to ten students a week to 400. “We began with one student who played guitar,” Carbo commented, and now our teaching staff is primarily made up of former students. All that goes to prove that classical music and rock music are not mutually exclusive

The record retailer and the amplified instrument boom

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

Coming in the July 1 BILLBOARD

Distributed: Monday, June 26

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

FEW OF THE HIGHLIGHTS

- Why the pop music performance market is a “natural” for the record dealers.

- How to get into the business—safely.

- How to sell the new lines of toy, combo organs, alloy instruments and accessories.

- Successful and sales training tips.

- Key dealer case histories.

- Music Show preview—what’s new.

- How to handle the press and accessory sources.

An Advertising Showcase for Musical Instrument and Accessory Manufacturers and Suppliers.

Advertising Deadline: June 20, 1967

Contact your nearest BILLBOARD office.

THE RECORD RETAILER AND THE AMPLIFIED INSTRUMENT BOOM

New Products

- Continued from page 59

lines. They will show their Resonator, a piano accordion which incorporates a new concept of tone chamber construction.

In the electronic organ department, the new “sound portable.” The Clarinetist, a battery-operated, first-of-its-kind is best described as a cross between a clarinet and an electric guitar. The Symphonic 35 is a lightweight organ giving sustained sound on treble or bass or both.

The big news in 1967 is the “LOST” line of instruments.

The Rock Groups Begin Search

- Continued from page 59

Looking for the model. Any of the British groups, the Animals or the Yardbirds, would give anything for that.

They’re amplifying anything and everything,” says Beatle John. Mercury Record Corp’s ad is everything.

Continued from page 59

the Yardbirds’ favor to the electric guitar. Spanky and Our Gang are back on the electric banana (in case you’ve been wondering, it’s a kazoo in baseball)...the Blues Project and their unusual instrumentals...the unique singing Archie balls...the...
CHICAGO—Explosion, 1967! Coin machine industry in Canada is setting a spectacular pace: 29 per cent annually. This week, Dominion operators will assemble at Toronto to pool their thoughts on the possibility that the machines might run away from the industry.

Management—the multiplication of machines to realize their full merchandising potential—has for some years been a concern of the National Automatic Merchandising Association. This year the Canadian Automatic Merchandising Assn., in its 14th annual meeting June 21-23, will concern itself with "Men Managing Machines."

In total industry context, the growth story is disappointing. For it is yielding in that a-building. Music and games are just holding their own, perhaps even gaining. These are generalizations based wholly on what equipment import statistics say. Most Canadian jockeyboxes, games and vending machines are shipped up from the U.S. And here is the shipment pattern over the past few years:

<table>
<thead>
<tr>
<th>Year</th>
<th>Machine</th>
<th>Coins</th>
<th>Firms</th>
</tr>
</thead>
<tbody>
<tr>
<td>1963</td>
<td>$842,267,760</td>
<td>877,273,760</td>
<td>661,747,760</td>
</tr>
<tr>
<td>1986</td>
<td>$830,300,300</td>
<td>892,700,300</td>
<td>658,310,300</td>
</tr>
</tbody>
</table>

Vending: $1,476,604,604 worth of vending machines were imported in 1963; $1,520,000,000 worth in 1964; $1,374,374,374 worth in 1965, and $1,722,988,988 worth in 1966.

Two conclusions might be drawn: (1) music and game operators are diversifying into vending and (2) full-line vendors are expanding rapidly.

Such growth is frequently accompanied by acute management problems, but the Canadian industry is unique. Biggest problem on conversion eve is certainly not of its own doing. Coinage is going non-nuclear, and the switch goes are costly enough for the industry to greatly inhibit 1968 growth.

Coinage

Because silver is becoming too scarce to use in coins (Canadian coins are 80 per cent silver), the Canadian government announced in December of last year the intention to change the alloy composition to pure nickel. The changeover was to begin in 1968. The Canadian industry was abruptly faced with wholesale coin mechanism changeover. The Canadian Automatic Merchandising Association appealed to the government for some form of compensation or financial assistance for conversion. And the U.S. coin mechanism firms began developing a means of accepting both silver and nickel coins, for both types will be in circulation for a long time after conversion.

It is not known at this time whether or not National Rejectors and Coin Acceptors have solved the problem of dual acceptance, but CAMA executive secretary Lomandt optimism that sufficiently sophisticated systems will come on the market and will solve this problem. Should the technical problem not be solved, coin machine chaos would result from a flood of spurious coins into the cashboxes.

Stockpiling

And, suddenly, the problem became immediate. In May the U.S. government announced it was going to put on nickel and circulated dimes into circulation beginning late this year.

At the same time the government announced: "... our plans concerning the target date for the issue of nickel coins will take into account the special requirements of the automatic vending machine industry. Since the new nickel content for some years, it is desirable that..."

(Continued on page 64)

III. Flipper Threat Removed for 2 Years

SPRINGFIELD, Ill.—Although an industry-backed bill permitting the operation of pinball machines in Illinois without prohibition gambling devices was defeated, the Illinois House of Representatives last week, the industry still won a victory through state legislation affecting amusement pinball games until 1999 session.

All the operators apparently did not do their homework," said Lou Casola, president of the Illinois Coin Machine Operators Association. "With just a little more foresight, we might have had the seven votes needed to win. Now we need to get busy and convince our legislators how the opposition will be back in two years."

"Our bill was actually a defensive measure. If we hadn't had it the Legislature would have passed H.B. 699 or S.B. 376 (identical measures to outlaw all forms of pinball games, amusement types, as well as in-line bingo machines). It's shame we couldn't get our bill passed, but at least we're back where we started this spring.

Long Struggle

The ICMAO and industry lobbyists put their hands up in 1968, King, Washington, attorney for D. Gottlieb and Williams Manufacturing Co., were embattled for months against opposition led largely by Charles Siragusa, chairman of the Illinois Crime Investigations Commission.

ICIC forces had engineered a whole package of bills, including S.B. 376 and H.B. 688 and another measure (Bill 697) that would outlaw the manufacturing of pinball-type machines. All three were defeated as the industry bill, H.B. 2410, went to the House.

The earliest action centered upon S.B. 376, which was passed overwhelmingly in the Senate. Up until this point King, and most of the manufacturers concerned, were hopeful that an amendment could be added that would have spiked out the language of the Eastland amendment to the Johnson Act (the distinction between amusement flipper pinball games and in-line bingo machines).

No Compromise

"I had talked with Siragusa on a number of occasions," King said recently, "and told him he needed a winner and this issue has been a thorn in the back of Illinois for 15 years. I said he could take the ball and run the wildcat of the field with the band playing.

(Continued on page 62)

To Honor Lou Casola

LOU CASOLA, president of the Illinois Coin Machine Operators Association, will be given a testimonial dinner here July 15 at 7:30 p.m. at the Holiday Inn East on the eve of the association's two-day meeting.

Heading the honorary dinner committee is Francis Roper, Midwest Distributing Co., 212 N. Main Street, Rockford, Ill. 61010. Tickets at $5 each. Checks should be made out in favor of the Midwest Distributing and mailed to the firm no later than July 10.

Mr. Casola is vice-president of the Music Operators of America, will be the master of ceremonies. A reception hour will open the two-day affair at 6:30 p.m.

New Rejection for Canada

ST. LOUIS—U. S. coin machine technology has come to the rescue of the Canadian coin machine industry. Coin Acceptors disclosed to Billboard last week that it has perfected a slug rejection mechanism capable of handling both the new Canadian all-nickel amusement and slot machines and the all-nickel silver coinage. The Coinco unit will also handle the new U.S. cent coin.

This week, National Rejectors is expected to announce perfection of its own unit for solving the Canadian coin problem. The Canadian government announced last year that due to an acute silver shortage it would convert to all-nickel 5, 10 and 25-cent pieces. Introduction date is 1968. The Canadian industry was forced to face the reality of converting 450,000 machines to accept the new coinage. However, there was some question as to whether or not the slug rejection makers could produce a mechanism sophisticated enough—in compact size—to accept the old and new machines. It would have been a cash box to a lot of spurious coins.

The problem was made more acute when the Canadian government, in the wane of a tightening of U.S. silver sales, was shooting up coin machines because of the recent announcement that its firm's new electro-mechanical mechanism would meet the requirements, would be ready for delivery by October. He did not think the new rejects would be a real market, a three-cent unit, would be manufactured at Coin Acceptors or in Canada as the new Canadian models will be made available.

"This will be a completely new concept and design," Lottle said.

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When King realized that S.B. 376 could not be amended, as it passed with Senate approval over the House, the ICMOA was invited to participate and immediately the association hired James Wisting, a well-known local attorney here, and began an extensive grass-roots campaign aimed at contacting legislators.

H.B. 2410 was drafted by King and Rep. George Burditt (R., LaGrange), and became the opposition bill to S.B. 376 and its House companion measure, H.B. 688. Burditt added a crucial amendment to H.B. 2410 that preserved the "home rule" and spelled out that the bill did not circumvent any existing local law.

A series of House Judiciary Committee hearings ensued and on four separate occasions the industry brought into the hearing rooms an in-line bingo game and an amusement flipper-type pinball machine which King used to demonstrate the not too subtle differences.

Additionally, King obtained a statement from U. S. Assistant Attorney General Fred M. Vin-son, Jr., which spelled out how the federal government readily distinguishes between in-line bingo and amusement pinball machines. King told the legislators that so long as they now distinguish between gambling and non-gambling types of pinball machines.

Large groups of Illinois coin machine businessmen together they'd broaden the location where amusement pinball machines were installed begun contacting representatives and appearing at the hearings.

A highlight of the long battle occurred May 17 during a non-all-night session which saw H.B. 691, the ICIC measure to outlaw the manufacturing of pinball-type machines, unanimously defeated by a sub-committee. Suggested that from the hearing, declaring, "I'll be back next time to fight you again. I may even come out in favor of the bingo and go after you amusement pinball people."

The same session sent the industry-backed measure and the companion opposition bills (S.B. 376/H.B. 688) out for full Judiciary Committee action, where only H.B. 2410 survived.

Industry opponents then subsequently attempted to amend H.B. 2410 on the House floor only to be soundly defeated (Billboard, June 17). A number of representatives described coin machine businessmen in their districts as "good, upstanding citizens," during the debate. Rep. Zeke Giorgi, one of several sponsors of the industry bill, as action finally unfolded in the House, that the efforts of the ICMOA and industry segments had apparently been successful in educating lawmakers on the controversy issue.

Ironic Note

An ironic aspect of this education came to light this week when H.B. 103 was reported to be near passage, according to Winning and Casola. This ICIC-backed measure has been quietly going through the Legislature machine without opposition from ICMOA.

"We weren't concerned with this bill (H.B. 103) because it is only directed against gambling machines," said Casola. "It provides that the tavern's license will be taken away if a machine requiring the $250 federal gambling stamp is operated on the premises."

Several operators remarked, that the same Legislature at first considered the Harness- ban bills because lawmakers complained of not being able to distinguish between gambling and amusement machines was now passing a law that relies on the federal government's identification of gambling games.

Another measure opposed by ICMOA appeared to be trouble. This is H.B. 1321, which would broaden the tax base and make operators of coin-operated equipment subject to a gross receipts tax at the rate of 6 per cent.

This tax bill is in severe trouble," said Winning. "It looks like they'll broaden the present sales tax rather than go with (H.B. 1321)."
WANTED

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

DESCRIPTION:
ALIAS: "The Music Merchant"
REAL NAME: Rowe AMI Phonograph Model MM-1
HEIGHT: 49\(\frac{1}{2}\) inches
WIDTH: 37 inches
DEPTH: 26\(\frac{3}{4}\) inches
WEIGHT: 335 pounds
FEATURES: Presents elegant, handsome appearance

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

CAUTION:
Also wanted for embellishment: changes appearance rapidly, utilizing "Change-A-Scene" Panels to blend in with any location.

www.americanradiohistory.com
Raleigh, N. C. — Nearly every member of the 1967 State General Assembly has been caught "red-handed" and the Carolina Bulk Vendors Association is responsible. The vendors aren't responsible for catching them, but for causing them to be "red-handed." It was all a part of President Lee Smith's play to win friends for a sales tax exemption on 1-cent machines. And the plan worked, for the law was passed.

The vendors passed out little bags of red pistachio nuts to senators, representatives, secretaries, bill clerks, wives, and practically everyone else around the legislative building.

And practically everyone had red-stained fingers from the nuts.

In a page one article one newspaperman referred to the pistachio play as "the most successful, most loved lobby around." '

The bill exempts 1-cent vending machines from the sales tax (3 per cent at retail). It is a small bill that means a lot to the machine operators, but has virtually no effect on the State's revenues.

But, because of the pistachio, it is probably better known than all except the most controversial measures around.

"Now that he's got the bill passed, the nuts might dry up," said Rep. George Clark of New Hanover, as he expressed the fear common around the Legislature.

Mecklenburg Rep. Arthur Jones and some others had warned darkly that the bill might be in danger on the floor in an effort to keep the supply of nuts flowing.

Others talked of postponing action on the bill until the last minute to insure that Smith and partner Jack Thompson wouldn't depart unnoticed into little goodbyes until the end of the session.

The highly effective lobbying by Smith, Thompson and the other vendors also drew humorist comment from at least two broadcasters. Highly more important to the vendors, it got favorable action. The bill passed the bill, not because of the pistachio, but because it pleased the case made by the vendors who say it is unfair to impose a tax they have no way of collecting in the form of cash.

The House followed suit. Actually, the "Pistachio Bill" has nothing to do with pistachio nuts. It is an amendment to the State sales tax law exempting 1-cent vending machines from the 3 per cent sales tax.

Before the law was passed, operators of 1-cent vending machines had to pay the State's 4-cent sales tax. Though they had no way of collecting the tax from the consumers who purchased gum from the machines.

Smith, Thompson, and about a dozen vendors staged a smooth, highly effective campaign to convince the legislators of the unfairness of the situation.

"We never asked anyone for his vote," said Smith. "We'd just give him a sack of pistachio nuts or gum, a brief on why we felt the law was unfair and leave it at that."

From March until passage last Friday Smith was in Raleigh almost as much as the legislators were. At various times he was joined by about a dozen other operators representing vending machines sponsored by Vendors Clubs, Civitans, the Exchange Club, the Retarded Children's Association and the American Legion.

"We found out more than 50 per cent of the legislators being too eager or too smart for these organizations," said Smith.

The amount of money involved was only a drop in the bucket of total State revenues, but the $13,000 plus was of much importance to the operators.

The bill was introduced first in the Senate by Senators Ed Keno of High Point, L. P. Mcleod of Forsyth, Albert J. Ellis of Onslow and Frank Fenn of Rockingham County. It got the number Senate Bill 170 and that was to set up a coin- sidebar.

In the House, the bill was co-authored by Rep. James Vogler of Smith's old corner, and by Rep. Harry Burbage of Bertie County. It was floor managed by Rep. Sneed High, a former Pendant of the House, whose voice was effective in the bill's behalf.

The vending machine operators had built up a lot of good will with their pistachio nuts and personal contact.

Their lobbying was so effective the bill passed without a dissenting vote in either house and so was recorded as having received 170 votes, the total number of members of both houses and the number of the bill introduced first to get the law changed.

Smith isn't going to cut off the supply of pistachio nuts just because the bill passed.

"I plan to go up there the last week of the session and pass out some more pistachio nuts just because the law says we can," Smith said.

San Antonio Center Vending

MESQUITE, Tex. — C. Bert Davis of Mesquite will provide vending machines in the city's new Hilkrec and Florence community centers under a new concession lease agreement. Davis will install three machines at each center.

Travel

Dave Helps out in His Home Town

HOT THE NEW ONES COME FROM K.G.

Karl Guggenheim, Inc.

520 Main Street
Westbury, New York 11590
(516) 333-6883

JUNE 24, 1967, BILLBOARD
Vending News Digest

NCA to Produce Three Films

CHICAGO—Following the success achieved with a film that has been viewed by eight million people, the National Confectioners Association's public relations committee has approved a plan to produce another public service film. The short film will be titled "How to Relieve Tension With a Candy Break." "How to Drive Safety With Snack Shelf Appeal" and "How to Lose Weight by Eating Candy" will be completed. The films will provide members with material to use in their own sales programs.

Marlboro's 100's in Big Push

NEW YORK—Philip Morris, whose Benson & Hedges 100 brand is now being featured with having created the longer length cigarette "boon," introduced Marlboro 100's during the latest price hike on cigarettes and at the same time offered a $1.75 per case trade allowance to push the new jumbo size. Heavy advertising beginning in late June is also planned.

Five Vice-Presidents for NCA

CHICAGO—Five vice-presidents were elected during the recent annual convention of the National Confectioners Association. They are Theodore R. Spangler, president, Spangler Candy Co., Bryan, Ohio; Russell D. Albers, president, MacFarlane's Candies of Southern California, Inc., Los Angeles; Charles V. Lippes, president, Curtiss Candy Co., Div. of Standard Brands, Inc., Chicago; Fred Sealy, president, Johnson-Flucker Co., Atlanta; Richard H. Hardesty Jr., president, Hardesty Candy Co., Richmond, Va.

April Cigarette Taxes Were Up

RICHMOND, Va.—A 4.8 per cent increase in cigarette taxes was recorded during April when 1,894,425,000 were taken to the state's tax coffers, compared with 1,807,957,000 during April last year. The 10-month cumulative figure for 49 States and the District of Columbia also shows a gain of about 2.5 per cent.

Ebbets to New Canteen Post

CHICAGO—Todd A. Rhett, a veteran of over 27 years with Canteen Corp. and formerly president of Nationwide Food Services, which merged with Canteen Corp. in 1960, has been elected to the new post of senior vice-president, Canteen Corp.

NCA Increases Service Projects

CHICAGO—An educational and scientific foundation will be formed by the National Confectioners Association. NCA is already conducting a marketing seminar; a yearly three-week candy making course at the University of Wisconsin; co-sponsoring a research program at UCLA. A major three-year research study covering all bacteriological aspects of candy and chocolate production and a new public relations program is also planned.

Tenn. Cigarette Tax Is Hailed

MEMPHIS—W. L. Slayton, secretary of Southern Amusement Co., said the recently voted tax increase on cigarettes in Tennessee was a "godsend." Most operators raised immediately to 40 cents per pack after the law took effect, making vending machine business men subject to a 2¼-cent-a-pack gross receipts tax instead of the 3 per cent State sales tax. Drow Canal, a State Senator and prominent vending machine owner, was one of the tax bill's sponsors.

NAMA Publications to Libraries


Hutchinson Is Expanding

ATLANTA—H. B. Hutchinson Co. will invest about $225,000 in a new building and the land on which it sits and in converting the present facilities to serve bulk vending by 3½ times.

H. B. Hutchinson signed a contract with Rogers Construction Co. this week to build the new building.

"I hope to have it ready to open in time for my birthday, Dec. 7," Hutchinson said.

The 31,000-square-foot facility will be located at 144 Zonoli Road NE, on the edge of an attractive residential area and only 1.2 miles from Hutchinson's home.

The new building will contain about 2,700 square feet of office space, about 2,800 square feet of sales area designed for self-service supermarket style, and the remainder will be warehouse space. The warehouse area will have 16 feet clearance under the ceilings.

The building will be of masonry construction and will be air conditioned throughout.

"We will have a larger trailer load of bulk gum in the sales room here," he said. In addition, the sales area will provide display for a complete line of machines, charms and other products.

"We'll have clerks to help customers, but sales area will be arranged for self-service," he said.

The facility will have a loading dock to accommodate four trucks at a time and there is a rail siding available for use if needed.

Hutchinson has been in the vending business for about 20 years and is now president of the National Vendors Association. His company carries a full line of equipment and products for bulk vending and operates primarily in Georgia and surrounding States.
Rally in Full Production  
Film Machines Star at Paris Show

NICE—Since the launching of the Rally Girl “Fliptronic” game on Oct. 20, Rally factories in France have been working at full capacity. Rally reports that the impact of the new machine has been so great that orders are coming in at the rate of hundreds a month instead of tens.

For policy reasons Rally will not disclose sales figures, but the company has recently switched their new factory at Embrun in the Hautes-Alpes over to production of nothing but Fliptronic machines.

**Five Plants**

The Rally Girl Flipper game is of uncluttered design and it incorporates several innovations, including a lift-up playfield for easy maintenance.

The company claims that machines already in use are yielding up to 2½ times as much as the ordinary flipper game.

Glover Joins Monroe Staff

DAYTON—John Glover has joined the sales force of Monroe Coin Machine Exchange, Inc., headquartered in Cleveland, Ohio, with over 28 years experience in the industry, will work out of the branch office here.

PARIS—The Paris Coin Machine Fair, held as part of the Foire de Paris in the Exhibition Park, Porte de Versailles, attracted a mixed-time line of nine exhibitors during its run from May 13 to 28.

The Coin Fair, however, was not the only being grouped in the Salon des Loisirs (the Leisure Activities Section) where it was exposed to a bigger public than was the case last year when it had a section to itself.

Star of this year’s show was the new Cinecolor film projection machine which has been developed by the Cinematic section of the Societe Francaise de Radio et Television, which is affiliated to the Thomson-Houston-Hotchiss-Brandt group.

The most important feature of Cinecolor is that it uses Kodak Super 8 film, which reduces the cost of supplying film by 60 per cent compared with machines using 16mm films.

Color

The Cinecolor, which sells for $2,000, has a two-tone laminated cabinet with stainless steel trim and projects color films onto a 25½-inch screen. It is 6 feet 10 inches high by 2½ inches wide and 30 inches deep. The picture is said to show up well, even in bright light. The projection bulb has a life of 1,500 hours, equivalent to 30,000 selections.

The two-track magnetic pick-up head has a life of 1,000,000,000 selections, and the high definition amplifier has an output of 25 watts (French).

Pre-selection of 30 color films is by an electronic coil memory system and the National Rejec- tor coin mechanism can be adapted to handle coins for all world markets.

The Cinecolor provides an additional source of revenue for operators through filmed commercials which automatically follow each selection.

**20 Titles**

Cinematic director Roger Daughtby told Billboard that a library of 200 titles is currently available on Super 8 film and this will be increased to 250 at 16mm films in stock are converted to Super 8. Films set for release from July include such artists as Adamo, Michèle Mathiau, Gilbert N’Gual, Sonny and Cher, Johnny Holiday, Sylvie Vartan and Sandie Shaw.

The Cinecolor will be launched on the French market next month and the company is set to produce five new films every month. It is on an initial production of 1,000 machines, Cinematic expects to be producing 300 a month by September.

More companies are reportedly becoming interested in Cinecolor as an advertising medium. There is no commercial television in France, and companies like Societe Francaise de Radiodiffusion, Renault, Air France, the French State tobacco corporation and La Vache blanche have films available for showing on Cinecolor.

The new Super 8 films will

**Unique Console Unit Launched by Seeburg**

“Reversed” sounds are produced by a “one-shot” mechanism. In this unique system, sounds are produced at the proper pitch for each note or phrase, and when the microphone is switched to another note, the “ear” sounds are produced at the proper pitch for the new note. The system is designed to be used in a small console, and can be operated from any point on the console.

Seeburg have a number of products in their new line, including the “Reversed” sound system, which is designed to be used in conjunction with any other equipment, and which can be operated from any point on the console.

**NEW SUBSCRIBERS**

The 1967 Intl Coin Directory will be included at no extra cost; providing subscription is received by June 30, 1967.

![WIRING LINE at the new Rally plant at Embrun, Hautes-Alpes, France.](image1)

![FINAL PLAYFIELD ADJUSTMENTS are made on the Rally Girl flipper game at Rally’s plant at Nice.](image2)
THE BUSSOZ EXHIBIT featured this automatic distributor game, the Tierce.

YOUTHS GRANTED ENTRY to the Paris Coin Machine Exposition gave all games the acid test. This is at the Bussoz booth.

ANDRE DADOUN, commercial director of D.E.M., was particularly proud of his new line of cold merchandise vendors.

D.E.M.'s VENDING DISPLAY shouted "self service" in several languages.

TEST-YOUR-GRIP machine is put to the test by Raymond Leger.

THIS MISS is demonstrating a new, coin-operated, battery-driven game called BabyKart at the Bussoz exhibit.

FILM MACHINES appeared at the Paris exposition again. This is the Cinecolor machine by Cinematic, and company director Roger Dauchy is standing by.

FOOTBALL DERBY games manufactured by Rene Pierre. And that's Rene in the picture.

THE DIVERSIFIED LINE of Comptoir Europeen Automatique.

HARTING JUKEBOXES were shown at Paris Exposition by the firm's exclusive distributors, Ets. V. Salmon, S.A.

THE NEW BROADWAY JUKEBOX and the new flipper games from Rally—Rally Girl and West Club—featured at Emaphone booth.

SCOPITONE machines were brought to the Paris show by Comptoir Europeen Automatique.
automatic vending machines should be able to accept both silver and nickel coins of the same face value. It is our hope, therefore, that we will be able to relate the introduction of nickel coins to the installation of new coin selector devices.

**Interim**

The CAMA says 450,000 machines must be converted. To cushion the change, the association is suggesting to the government that some kind of interim coinage involving less than the present 80 per cent coinage content be introduced and that the nickel coins, when they come, be introduced in one region at a time to stretch out the conversion period.

The coinage topic will be much discussed at Toronto this week. A special report will be presented Friday morning.

Other highlights of the convention program include:

- "Consumer Workshop" by Prof. A. M. Kruger, University of Chicago, 10 a.m., Thursday, June 22: Address by William S. Groden, advertising director for the Mack Co., "Magic Money Makers," 12:45 p.m., Thursday, June 22;
- "Merchandising Decision-Making Seminar," conducted by Donald A. Young, managing director, Harbridge House Canada, 2:30 p.m., Thursday, June 22;
- "Money Management Workshop" conducted by Gordon Biel, 9:30 a.m., Friday, June 23;
- "Machine Workshop," moderated by Jay Moyer, 10:30 a.m. Friday, June 23.

**Southern Music**

Of course, "machine management" is nothing new in Canada. One of the finer exponents of modern coin machine management is J. R. Johnson, owner of Southern Music, Ltd., Calgary. He is a master in merchandising music.

Johnson made trade headlines internationally four years ago when he introduced picture title strips. That's right, pictures of artists on title strips. And the strips are in two colors.

Johnson wasn't content to just put on special title strips and hope they helped. Because he keeps elaborate records on plays of every box, Johnson was able to determine how fast the penny was rated. He didn't think the penny was rated 25 per cent as the trade puts it.

Johnson has also had excellent results with other types of title strip merchandising. The institution of "all-time-favorite" title strips increased play in that category 50 per cent.

**Waiting**

"With the kind of photographs they are giving us now," Johnson said, "People take a look and are frightened away by that vast array of title strips. We want to be sure that they don't have to wade through all that music they're not interested in to find what they want."

Group headings such as "Polka Hit Parade" or "Teen Hits" are printed right on the title strips. And he has "Flash-Back" and special seasonal strips.

Johnson cleverly puts an unprinted title strip on a jokebox.

And the music merchandising goes beyond the box. Johnson makes available to locations his "Musical Menu." This printed card highlights new releases and tells something about the tune and the artist. Quantities of request cards are made available to all locations without fail as well.

**Test**

Johnson runs records on the basis of test locations. He services these locations weekly with six to eight new releases selected from the Billboard Hot 100 and radio station charts. Popularity meter readings are judiciously watched and the leading records go on the complete 30-machine route.

Southern operates over a 1,000 square mile area, and station play lists are gathered from the entire region. An average of two records per box are changed weekly.

The commission tap is 40 per cent," Johnson said. "Once, when in danger of losing a location, we took our revenue record to the manager and showed him that our special programming can boost traffic 30 to 40 per cent in a transient location. We did not lose that stop."

"We added," he said, "After all, the businessman does not bank percentages, he banks dollars."

There are some fine music-management lessons to be learned from managers north of the border. Watch for our special Canadian industry report in Billboard July 8.

**Shafter Names Marvin Jacobs**

DETROIT — The appointment of Marvin Jacobs as assistant to branch manager Robert Martin of Shafter Distributing Co. has been announced. Jacobs is well known in the industry. During World War II he regularly conducted a column in Billboard on machine repair problems encountered during that period of critical material and labor shortages.

He has been in Detroit for the past 16 years, first as service manager for Miller-Neuman Distributing Co., and later as service technician for Union Coin Machine Service Co.

In his post, Jacobs will handle sales and service for Shafter, which is the distributor for Rowe-AMI phonograph and full line vending equipment in this area.

Shafter Distributing also announced two steps to provide additional service to operators: 1. Concentration on acquainting operators with the benefits of the five-day expanded service schools available to them at the Rowe-AMI factories for service personnel operations.

The music school is located at Grand Rapids, Mich., while the vending school is at Whippny, N. J.

Beginning this week, the Detroit offices and salesroom will remain open until 9:30 on Wednesday evenings, during the summer months, to make these facilities more conveniently available to operators.
New Tax Troubles France

Continued from page 61

those operators who have been paying the 8.5 per cent tax on a much lower figure than they actually collected will find themselves in trouble. There are many who simply won’t be able to afford to pay $360 on each machine.

Meanwhile, operators in France are pressing the government to allow payment of the new tax in installments.

Operating costs have always been high in France where the SACEM (Société des Auteurs, Compositeurs et Éditeurs de Musique) collects 2% million a year from jukeboxes. It is estimated that SACEM collects about 20% more from every jukebox in France and there are between 25,000 to 30,000 machines.

Commission

"In addition," said Lievoux, "some operators are paying exaggerated commissions to ease Ohio Bill to Curb Thefts

COLUMBUS, Ohio — Possible tightening of the State’s laws, prohibiting forced entry into the coin receptacle boxes of coin machines, telephones and parking meters if a bill introduced in the House here becomes law. The measure is H.B. 656 introduced by a delegate from Franklin County

owners. We only pay 10 per cent after deducting SACEM and tax payments."

Lievoux has between 50 to 60 per cent of the import market in jukeboxes for France. Imported jukeboxes account for about 25 per cent of the total number operating here and of these about 4,000 are Seeburg machines.lieux said that the Consoléine had been a natural for the jukebox business and without this development the business outlook would have been very gloomy indeed. He estimated that the running cost of a jukebox in terms of providing records, servicing, depreciation, taxes and SACEM royalties amounted to between $700 to $800 a month.

"But we can survive," he said, "because we have good machines, good locations and we offer one selection for 50 cent.

Ohio Bill to Curb Thefts

This makes for an average of $150 a month.

One factor which has kept the company buoyant at a time when the coin machine outlook has never been glimmer is the excellent programming of jukeboxes based on 20 key machines throughout Paris which are metered to record the records played. From these records Lievoux compiles his own hit parade which conditions future programming. In addition Seeburg benefits from a daily one-hour program "Jukebox" in which requests from the public are played over Europe No. 1 on a Seeburg jukebox located in a mobile radio studio.

GIVE...so more will live

NEW 4-PLAYER

new illuminated score card holder. Hi-score spinner scores up to 2000 points with suspenseful action.

Delivered with triple-chute combinations, New electric auto-ball lift speeds play, Location-tested and proven for long-time earning power.

That Extra Touch of Quality and ORIGINALITY

1927-1967

our motto for 40 years — there's no substitute for QUALITY

Gottlieb's New 4-Player

4 ree! scoring vastly expands player appeal.

2 holes and 4 bottom rollers light to activate spinner.

4 bulls-eye targets and 2 side rollers build up values of spinner holes.

Star hole in spinner scores shooz rollagain feature.

Hi-Score spinner scores up to 2000 points with suspenseful action.

DELIVERED WITH TRIPLE-CHUTE COMBINATIONS.

NORTH AMERICAN PAPER COMPANY

1140 N. Kostner Ave., Chicago, Ill. 60651
**Film Machines Star at Paris Show**

*Continued from page 6* at $5.60, compared with the average $16 for a 16mm film and Dauchy expects to be able to get the price down to $5 as demand increases.

Cinematic plans to put the new machine on show at the Music Operators of America convention in the U.S.A. this fall.

Also on show at the stand of the Comptoir European Automaïque was the "Colortronique" combined film projector and jukebox which has a selection of 24 color films and 130 records. This machine is made by the German firm Lorenz Automaten and sells at $2,000.

The C.E.A. stand also featured the Festival 130 Stereo magic jukebox, the Consul model in wood with a ceramic-lined lid and the Big Strike wall bowling game.

Emaphone exhibited its Broadway jukebox with 112 selections and the new Rally Girl "Elotronique" games.

Bussez, agent in France for Bally and Williams and exclusive agents for Wurlitzer, showed the Wurlitzer Americano and the Williams bowling machine.

New in this exhibit was the Tierce automatic distributor which combines a game enabling the customer to get a free quantity of peanuts if he wins. The game consists of premier machines. If those numbers come up after the coin is inserted they are given in addition.

New, too, was the Baby Kari, a coin-operated, battery-driven mini-car made by Elettrogiochi of Casellina, Italy, which travels at four miles an hour.

Ets V. Salmon S.A., distributor of Harting and Gottlieb, showed the Harting M.100K jukebox and the M.100W wall box.

Stella, one of the leading French manufacturers of 500,000 machines, had a stand in France — showed its range of football machines and a new strength-testing machine. Also exhibiting football games was Rene Pierre of Ranchot in the Jura.

Exhibiting outside the Salon des Loisirs, in the Food Section of the Foire de Paris, was D.E.M., the biggest manufacturer of automatic distributors in France.

D.E.M., which sells to Spain, the Benelux countries, Austria and Germany and has now broken into the Italian market where it is selling 100 machines a week, showed its one-column, two-column and three-column refrigerated food distributors and its range of six cigarette dispensers.

**Coinmen In The News**

**NEW HAMPSHIRE**

Daniel E. Ford, president of C. C. Industrial Vending Co. and Coca-Cola Bottling Co., both of Laconia, N. H., was recently elected to the board of directors of the Lakesport National Bank.

The Savin Machine Co. donated a portable television set as a prize for the New Hampshire Spelling Bee recently. New machines, including vending machines, have been installed at a Bishop Bridgeley High School in Manchester.

The House of Representatives approved a tax bill that will place a 3 per cent tax on rooms and meals at hotels and restaurants....

A tax ranging on cigarettes from 4½ cents to 6½ cents was signed into law by Gov. John W. King recently. A bill that would have imposed a $10-per-machine franchise tax on vending machines and a $1 operating fee was defeated in the House of Representatives.

The Senate has given final approval to an amended version of the Sunday liquor sales bill that would allow beverage sales up until 1 a.m.

Guy Langley

**Draco Sales in Salt Lake City**

SALT LAKE CITY—Draco Sales Co. has established a branch office here at 2638 South State Street under the management of Morris (Morgan) Allison and his brother, Richard (Dick). Dick was with Freeco Vending Service in the San Francisco Bay area and Morris was with DU Music and Vending, also in the Bay region.

The branch here will handle Wurlitzer jukeboxes, All-Tech pool tables, Chicago Coin and Midway amusement games. Re-modeled showrooms, offices and a service area have been completed.

June 24, 1967, Billboard
Unusual elegance for unusual locations!

Rock-Ola's new compact sensation puts 160 selections into a dream-styled cabinet of unusual beauty. Unmatched full dimension stereo-monaural high fidelity sound with reliable Rock-Ola 33⅓ and 45 RPM record intermix.


**MODEL 500 PHONETTE WALLBOX**
Individual listening pleasure. 160 selections. Personal volume controls. Programs of 33⅓ and/or 45 RPM records. Stereo or monaural. 50¢ coin chute optional. Model 601 with 100 selections.

**EXCLUSIVE MECH-O-MATIC INTERMIX.** Completely automatic mechanical changer intermixes 33⅓ and 45 RPM records. Stereo or monaural. Any sequence. No wires or electronic aids for motor or spindle speed changes.

**GP/160 Model 432**

ROCK-OLA

... the dependable line of money-makin' music makers

**TUBE-TYPE STEREO-MONURAL AMPLIFIER.** Tubeless AVC controls record volume variations automatically. Use of silicon rectifiers in the amplifier and "Thermisters" in the AVC circuit reduces tube replacement problems.
010960-010961

SOUNDTRACK SPOTLIGHT

THE FAMILY WAY

Soundtrack. London M 76007 (M); MS 82007 (S)

Paul McCartney aggressively throws open the doors to a new field, as a composer with this soundtrack of his first theatrical musical. The original dramatic score is rock. The many singles being released in connection with the album's issue are virtually assured because of McCartney's popularity.

POD SPOTLIGHT

OLD, OLD, WE'RE COMING!

Chuck Jackson-Marline Brown, Wind Work 478 (M); WOS 679 (S)

This disc is for pop. Chuck Jackson and Marline Brown show up both the pop and the rhythm of today in this album. The title song, "Everything You Give," and "Doctor's Orders" are all good. But they can still do "Tennessesse Waltz" with conviction.

COUNTRY SPOTLIGHT

COUNTRY ... THE WEIGHT WAY

Johnny Wright, Decca DL 4846 (M); DL 74846 (S)

Should help the short term play. Roy Orbison's "Mama's Little Jew," single, is a good for sale. But big, there's a double value here as Kathy Wall can be heard in the background on some cuts. Like "I'm Doing This For Daddy."

CLASSICAL SPOTLIGHT

SCHUMANN: SONATA D. 587; SCHUMANN: WALDSCHNITT

Peter Serkin, RCA Victor LM-2935 (M); LSC-2935 (S)

Peter Serkin comes through with a mature and imaginative performance of Schumann's Sonata at E-flat. All the reproduction of the composer is captured. Serkin's virtuosity is particularly well brought out, further deepening Schumann's Waldeisen.