CES: 8-Track, Cassette Feud

By HANK FOX

NEW YORK—From a vast and divergent array of tape cartridges equipment unveiled at the Consumer Electronics Show, held here June 25-28, several different trends are emerging. While the number of companies manufacturing and displaying cartridge products material sharply since the 1986 Chicago music show, the multiplicity of directions (Continued on page 10)

NAMM: New Musical Sound

By RAY BRACK

CHICAGO—The world of amplified sound has now engaged wind instruments. Musical instruments of the ancients and the rustics are experiencing an electrical reincarnation. The marriage of the pop machine and the pop instrument industries is now fully consummated.

The guitar, the goosed that laid the golden egg, has been rethought with that spirit spilling through a remarkable profila-

A new weekly department, Musical Instruments, begins with this issue. The new section starts on page 16.

RCA SETS UP BRITISH PUB

By NIGEL HUNTER

LONDON—RCA here has formed a music publishing company here, Sunbury Music, and, at present, will be run by RCA executive Jack Heath. Sunbury is seeking new British songwriting talent, and will also sub-publish internationally. Its first talent is Judith Dorham of the Sutters and her songwriting partner David Reilly, son of harmonica virtuoso Tommy Reilly and nephew of Miss Dorham's first solo single for Columbia, "The Non-Performing Lion Quickstep." Another current Sunbury copyright is "El Tigre," by Russ Phillips on RCA.

Trade in Drive to Simmer Summer Racial Flare-Ups

By MIKE GROSS

NEW YORK—The record industry will be the focal point of a campaign attempting to ease racial tensions during the so-called "long hot summer days" approaching. Clyde Otis, Negro publisher and record producer, is spearheading the drive to enlist record company support to service black jockeys with special "public service records" that will get a message of brotherhood and good-will across the nation.

Otes says that the message has to be inherent in the song itself, because the kids don't like to be preached at. He feels that the record companies have lots of songs in their catalogs in which the faculty of riots and violence can be taught by implication and with special impact because it's coming from an entertainer and not a political leader. "If enough of these records get played," Otis said, "it should help avert many of the disturbances we are supposed to have this summer."

Columbia Records' vice-president Bill Gallagher has already agreed to participate in Otis' campaign with a special "public service disk" release of Aretha Franklin's recording of "Take a Look," Mrs. Franklin, who is an Atlantic label now, recorded the song, which was written by Otis, for Columbia about three years ago. Otis was the odd producer on the date, too. Columbia will ship the disk to about 3,500 disk jockeys around the country.

Liberty Switches to Factory Sales in N. J.

NEW YORK—Liberty Records has dropped its Newark, N. J. distributor, Jerry Winson's Wendy Distributors, in favor of direct factory service for the state.

Vito Samela, former Tower Records sales and promotion head, is Liberty's new sales manager. He will have several sales representatives working for him.

The move is part of the label's effort to set up a New York identity with a regional designation to operate as a division. The new office, to be located in the Columbus Circle section of Manhattan, will house Blue Note, the Liberty jazz label, and Matrix Music, its publishing subsidiary. The formal announcement is expected to take place at the Liberty sales convention in Los Angeles, Thursday (6).

In another expansion move, Liberty is setting up offices in several European cities. It was also learned that Ruth Meyer, programing vice-president for the Strauss radio chain (which includes WMCA, New York), will be a guest speaker for the Liberty sales convention.
Good timing.

ED AMES follows up his current charter
"Time, Time" with a beautiful new ballad.
"Timeless Love"
c/w "Two for the Road" #9255

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

RCA VICTOR
The most trusted name in sound
Tape Success Story at Music Show; Cassette Making Gains

CHICAGO — "Tape is now," declared Ampex Stereo Tape general manager Don Hall at the fabricator of audio reel-to-reel and magnetic tape's booth at the Phonograph, Records, Tapes and Accessories convention. And the exhibitors of this product have agreed with him. "The cassette will make the big "in" at this show," Hall added. But only part of the exhibitors were showing cassettes in a variety of forms. It depended on whether the particular exhibitor had cassettes recently marketed, or whether he had "the right" tape. Ampex, which exhibited here and at the EIA show in New York, used the Music Show to add cassettes to its large lines of 4- and 8-track cartridges. A major dealer by cassette is expected to release 8-track, Hall said, "yet to be marketed in this show time. Eight-track will be in autos at least through 1968, and other dealers will have mobile manufacturer will introduce a cassette player. In the meantime, the cassette will make its major inroads in the home.

Hall estimated that at present there are in the market 15 million 8-track players, with a million 4-track players, six to eight million 8-track and 4-track, depending upon the total tape cartridges. At the show, Ampex introduced its first 10 cassette titles in its initial cassette release, with a second 100-title release and promise of 50 titles in central Europe by the end of the year. Most of our distributors are placing their bets on cassettes," an Ampex spokesman said.

Cable phone distributors, All-Track of Chicago, a Music Show exhibitor, reported that "if there is a talk, there are no cassettes. All-Track also showed the Mercury cassette line.

General Recorded Tape, which announced its first 40 cassette titles at the Music Show — a total of 50 tape cartridges — was less enthusiastic about future sales volume. Sales manager H. B. Berkfield said: "Dealers are certainly interested in the cassette, but we will have to take more time to create great sales interest. And it will take time and dollars to manufacture cassette to build up a wholesale and retail level.

Berkfield predicted that for calendar year 1968 cassette sales will reach 300 million units. On the tape cartridge market at the current wholesale factor level, he said, it could reach 20 per cent.

He has the 4-track cartridge mix at retail in 1968 would be about 35 to 45 per cent in favor of 8-track. "We're currently running parallel," he said.

Mr. Politics. In his memorandum (127), said that Enth's patent was an obvious modification of the "Marchok Message Repeater" which was awarded in 1953. Enth said he had invented the ceramic loop circuit configuration. The verdict concluded the matter to be settled. Enth is a member of TelePro Industries, as one of the original incorporators having the first patent on using sole carrier type Lea Jet from manufacturing its 8-track cartridge.

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Sir Edward Gets Medal

LONDON — Sir Edward Lewis, chairman of Decca Ltd., has been awarded the Cunard Medal of the Royal Society of Arts for 1967 for his contributions to the recording industry.

The Royal Society of Arts noted, "It may fairly be claimed that the Decca group of companies has made its greatest advance and growth into a national asset to his vision, industry and enthusiasm in the industry.

Sir Edward said, "I feel greatly honoured to be in the distinguished company of men who have received the Albert Medal over the past 100 years. Decca's achievement is thanks to the loyalty and the work of all those who have been privileged to lead.

The Albert Medal is awarded annually for distinguished merit in physical, Arts, Manufacturing or Commerce.

**BILBO'S GOLF TOURNEY SET FOR JULY 14**

NEW YORK — Billboards is sponsoring a music business golf tournament at the Country Club, White Plains, N. Y., on July 14. The Billboards Cup is an annual event of Columbia Records' annual golf tournament and has been called off this year.


The packages will also be distributed by the Columbia Record Club.

**ATL.-ATCO PARLEY SET TO REVIEW 32 LP'S**

NEW YORK—The Atlantic-Atco sales convention kicks off at the Diplomat Hotel in Miami on Thursday (6). The convention will run through Saturday (8), with new LP product previewed and presented to all dealers on Friday (7). The firm will introduce 32 albums at the convention, including Atlantic and Atco records on LP and 15 and eight LP's. On the Atco label there will be nine new releases and two releases on vinyl. Several key sales meetings will be previewed at the meeting.

Attendance the convention will be

Lindsey & Marcus Organize Devil

DALILA — Devil Records has been launched today by Lin-Marc Enterprises, a new firm formed by the Late Jack Potter, late owner of rap, and Chuck Marcus. Marcus is a midnight-to-dawn personality on WVAA. First release features "Blow Out the Sun" b/w "The Good Side of You".

Be Atlantic executives Ahmet Ertegun, Jerry Wester, Nenada Ertegun, Bob Kornheiser, on Bob, Henry Allen, J. G. Gayles, Tom Dowd and Atlantic's field managers Doug Cox, Ralph Cowen, John Gulin, Gunter Hsier, Herb Kott, Dick Kline, Leroy Cooper, Leni Franks, Atlantic label manager for France, will also be at London, will be the hub of the distribution.

Jim Stewart, head of Six-Volt, was at the Manhattan Hotel with the Six Volt promo promotion. Al Bilizzari, a Six-Volt artist, and the labels associated with Atlantic will also be there, including Rick Hahn, head of West Coast (Joce and South Camp and producer of Percy Sledge, Shadow Morton producer of Vanilla Fudge), Dick Simpson producer of Atlantic, and Ollie McLaughlin (Karen and Carla Records).

All of Atlantic-Atco distributors from coast to coast will also be present, as well as representatives from Atlantic-Atco's Cana- dian distributor, Quality Records.
Epic Sees Summer as Sales Festival In 'Unconventional' Pitch to Distsrib

In addition to introducing new artists and key campaign sales meetings, Epic announced its entry into the tape cartridge market. (See Editorial, Page 19.)

Following the pop releases are albums by the Dave Clark Five, the Yardbirds, the Hollies, Don and Dewey Martin, and the Dobie Gillis Doodletop Singers, new singer Robert Cameron, and a special group of hits from noteworthy Guys of Stage, Screen and Stage. Details of the various covers are covered in the Classical Section.

2 LPs by Okeh

For the summer pitch, the Okeh label will join with two LPs: one by Little Richard, and the other a team-up of Johnny Weir and Larry Williams.

The summer program will be backed by ads in the trade press and major national consumer humor, a consumer-oriented newspaper and radio spot campaign geared to the teen-age market. Also after a recent distribution to a variety of ad mats for local use, as well as a variety of in-store displays.

Poly to Handle Elektra in U.K.-Trend Bucked

LONDON — In a surprise deal, Jan Holtzman’s Elektra Records Co. switched from its independent distributor to A. K. to release through Polydor. The deal, signed Thursday, Dec. 17, will go into effect Jan. 1. (See story.) And in contrast with, the traditional arrangements labels going on their own here.

Elektra and its other labels, Monmouth and Bounty, will retain their own identification, due to the normal terms, and distribute and have their releases scheduled by Polydor. In addition, the group will set up its own London headquarters, thus setting a trend for A. K. U. S. labels.

First release of Elektra group product through Polydor will become redundant but marketing chief Don Johnson will be able to use Elektra’s European affairs.

Musicon Raises
Mononual Price

NEW YORK — Musicon Records has joined the long list of labels raising the price of mono records. Musicon’s mono price will now be 60-75 cents.

Chris Spinoza, vice-president in charge of sales for Musicon, pointed out that the move was made “to help advance all music prod...out product, though Polydor, will become redundant but marketing chief Don Johnson will be able to use Elektra’s European affairs.

White Whale Looks To Foreign Deals

LOS ANGELES — Attorney Jay Cooper will meet with European foreign buyer representatives to set up international distribution for White Whale. The meeting will also arrange for that company’s American distribution setup.

July 8, 1967, BILLBOARD
Night people... Sun worshippers... Now have something in Conniff.

"MOONLIGHT BRINGS MEMORIES"

"WONDERFUL SEASON OF SUMMER"

c/w

by Ray Conniff

Where the single action rises and shines. On COLUMBIA RECORDS.
Dave Jones Bowsing Label With High Hopes and 25G Promotion

By HANK FOX

NEW YORK — Independent record labels are born and die constantly, but the executives of one new label believes that they’ve got a winning combination.

The budding label, Dave Jones Presents, couples the name of one of the Monkees in the record company logo, with the talent and reputation of veteran producer Jack Angel. For almost three months ago, Davey Jones Presents has contributed distribution agreements throughout 90 per cent of the nation and is currently in negotiations for worldwide distribution. All of this is done without the label yet releasing one record. The label, an autonomously run division, is well financed by Davey Jones Enterprises, the parent company, Jack Angel is executive vice-president.

“Most new labels seek distribution by the label itself,” Angel said. “They can’t get independent distribution because distributors won’t take their lines unless they have a hit. However, through our existing company, we’ve pretty well set up with distribution.” A sagacious move by Davey Jones Presents credits Angel with establishing the network of the label’s distributing house. Angel, in the business since 1948, was one of the co-founders of Herald Records and had independently produced such hit songs as “Shake a Hand,” “I’ll Be True,” “I Had a Notion,” “Story Untold,” “Get a Job” and “I Love You, Melody.”

Aim for New Talent

One of the aims of the new company, according to Angel, is to discover and exploit new talent, while at the same time preserving the image of Davey Jones. “We’re sticking to rock-oriented music,” he said, “but we won’t go into the real gutty rock.” Angel also has been concerned with rare “hits in the days when an ASCAP deal sent a song to an rabid company,” he said, “will concentrate on a pop sound.” He must we weight the image Davey Jones conveys through his recordings and TV show (with the Monkees) as primarily “Hits.” It isn’t worth distorting that image to release a record of a record.

Production Set

Davey Jones Presents is set to begin a production release schedule of about two releases per month. “We want all our records to have a certain continuity,” said Jack Angel. “This way, distributors are given a chance to work on them.”

Country LP’s Accent Kapp 14 Releases

Kapp Records’ July-August release schedule features 14 albums, with heavy emphasis on pop; well-known recording artists include Roger Williams, San Remo Bronx, The Bobbe Legney Sisters, Billy Edd Wheeler and the Kingston Trio.

The label is the isle labeled “River Flows on 3D Try” NEW YORK — At first you don’t see it, that is the story of “The River Is Wide,” with the Forum on Mira. The record was released only last year, and it failed. It was re-issued, re-edited and released three months ago; still nothing happened. Then British Decca accepted the master, and it began to move in the United Kingdom. Decca is a jockey, retail, it played, and it retailed in that area. It’s back in the U.S. now, and No. 38 in this week’s Billboard chart...and it’s climbing.

Rabinowitz Makes Deals For CBS Intl. Publishing

NEW YORK — Sol Rabinowitz, director of records acquisition and publishing operations for CBS International, has completed negotiations with a number of major publishers which will further expand the publishing operations of CBS International’s overseas publishing companies.

Heading the list is the deal Rabinowitz negotiated with Jay Seibert, chairman of WARNER MUSIC INC., Warner Bros. Records, which gives CBS International sub-publishing rights to the songs of such artists as “Fiddler on the Roof,” “Cabaret,” and “The Threepenny Opera.”

Included in the release is the “Hollywood Collection” by Hugh Lewis, Bob Will, Mel Tanim and Cal Smith.

Dick Cook has been named talent scout for Epic Records’ West Coast a&r. Cook, who will be based in San Francisco, will be responsible to David Kupferman, Epic vice-president for a&r, for bringing new talent into the fold. Dick Cook has been handling promotion for several distributors in the Southeast area. . . . Alex Arace has been named vice-president of Southern Distributing Corp., Philadelphia. He had been with the Radisson Rouge Co., and Sam Goodly and E. J. Kovette, all in the Philadelphia area.

Braun to Cut Album For USA

CINCINNATI — Bob Braun, star of W2E 95's "50 Club," is headed for an August release with "50 Club." In contrast he has just signed with Henry Jerome, United Artists Records vice-president and A&R chief. Braun’s first release with USA will be an album slated for fall release. The album contains some new material, plus and some old favorites, which is something that Braun has been working on for some time.湾

Stanley Adams, president of ASCAP, honored Richard Rodgers at his 65th birthday luncheon, Wednesday (28), at New York’s Arvin Thedor. The evening was sponsored by United Artists, Richard Rodgers, Dorothy Rodgers, and Stanley Adams.

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The Young Rascals

A Girl Like You

Written by: Felix Cavaliere and Eddie Brigati
Published by: Stacaru, BMI
Atlantic #2424
Mark II Bows Budget Line

LOS ANGELES — Mark II Records will bow a classical budget line within the next month—Golden Line Records. Mark II head, by the Magnificent Hostage (a former air personality with wkbc-formed KQGY here with Rennie Roker, vice-president) just recently scored a hit with their first record in the “Legends and Fables” Memories” to launch their label. The Golden Line label’s first release will be 12 LP’s. In all, Mark II will offer 24 different works from Gabe Bur- toli, who collected them over a year ago. Each set will feature nine Beehner sym- phonies with movements selected in memo and stereo. Jack- ets will be “lively” to appeal to the price-conscious Roker said.
Sensational follow-up to
NEW YORK MINING DISASTER, 1941

The Bee Gees

TO LOVE SOMEBODY

Atco #6503

Sole Direction:
ROBERT STIGWOOD
NEMS ENTERPRISES
London

Exclusive U.S. Representation:
NEMPEROR ARTISTS LTD.
New York
and Ray Charles to enlist their disk participation in the effort. Otis hopes that recordings by white artists will also be offered to this public service campaign.

Otis held a meeting late last week with such prominent recording executives as Mervyn Potier and Clarence Avant on the possibilities of broadening the campaign to other areas.

The meeting ended with a decision to keep the angle and is sending out a letter to all the disk jockeys asking for their help in this campaign. It was decided that this look at the record industry has not been noticed, with concern, the increasing amount of Richard Nixon's activities in the record industry across the country. It appears that this certainly will be 'a long hot summer' unless something can be done about it.

'I have tried in vain to be objective (apart from minor support) and to leave it to the professionals, but it is my honest opinion that the efforts of our civil rights leaders will not be sufficient to stir up public opinion. In fact, it appears their efforts are having the opposite effect, and we are all aware that there could be a situation which would take advantage of the situations.

'I have four major problems and I sincerely hope that I shall have many more, but I've found many of these problems pale in significance when compared to this one. I have found that music is sometimes a stimulant to introspection, in other words, it's good sometimes to look at the world with a critical eye.

"No matter how serious and valid our grievances are, we must realize that we will accomplish that long desired and elusive goal, human respect and dignity for all. In the long run, this process is the only solution, and this 'due process' must be forthcoming posthaste.'

---

**Acuff-Rose Acquires 50% Of Windward Side Music**

**Seattle** - Acuff-Rose Publications has bought half interest in Windward Side Music. Acuff-Rose will take over administration of the firm. This marks Loudermilk's first major acquisition outside of the company's stable.

A 10-year contractual arrangement will allow Windward Side Music to have exclusive control over Windward's domestic and foreignWindward's domestic and foreign

Loudermilk left Acuff-Rose and formed Windward Side Music, which had been administered by George Hamilton IV of Acuff-Rose. Windward Side Music worked out a deal with Windward Side, which is actually a partnership between Loudermilk and Acuff-Rose Publications. Loudermilk had been making solo efforts.

Acuff-Rose Publications was made with a long-term goal of buying 50% of Windward Side. Loudermilk had been in the business for many years. The deal was negotiated by Bob McCluskey, general manager of Acuff-Rose, and Loudermilk.

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**ATCA Aiming for New Life After an 'Aimless' Meeting**

**Washington, D.C.** - ATCA, the American Talent Carroll Association, is trying to salvage the pieces of the group's last organizational and membership drive meeting held at the Waldorf-Astoria hotel here last May.

The gathering, set to coincide with Record Electronics Show, drew some 150 guests, many of whom are leaders of the home entertainment industries. But poor presentation of the group's goals and purposes of the group's agenda may have done much harm to ATCA's membership.

ATCA members are reorganizing the association and reorganizing the group's purposes.

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**New Bedford** - Heylin Moves Staff to a & B Pub Build-Up

**New York** - Neil Anderson, the newly appointed general manager of Columbia's Allied Records, will begin his new position in mid-August. Anderson, who is a veteran of the music business, will eventually develop the Allied label's operations by appointing a Hollywood representative, who in turn will be assisted by a professional manager and sign writers. In last week's interviews, Anderson told the trade that the vice-president and general manager will be named in the near future and that the vice-president's office will be handled by Jerry Fuller. Fuller, who was once associated with 20th Century Fox, will coordinate the department's activities with Anderson's office.

---
Cut Yourself in
On this Philadelphia
Breakout

Apples, Peaches, Pumpkin Pie

Jay And The Techniques

S-2086

PRODUCER: JERRY ROSS
PUBLISHED BY: PHILSTOX MUSIC PUB. INC. &
ACT THREE MUSIC (BMI)
THANKS TO DAVE CHACKLER, SMASH PROMOTION MAN IN PHILADELPHIA
BMI Raises Give & Take in 2 Areas

NEW YORK—BMI is increasing United States network background music rates and doubling the normal payment for feature performances of songs which have had more than million logged performances. In a letter to all affiliated writers and publishers, Robert B. Sour, BMI president, explained, "The rate for United States television is a reflection of what is paid for music in most other countries. The present rate is increased because BMI feels that the current rate does not fully reflect the value of the music as a whole."

The letter referred to performances during the fourth quarter of 1966, for which state networks had been paid more than 10 cents per minute. In the letter, BMI president explained that BMI has increased the rate to 50 cents per minute for television and $1 per minute for radio. The increase will take effect on Wednesday (Aug. 20).

BMI will pay double the normal payment rates for feature performances of each work, which Chicago, Oct. 1, 1966, had in excess of 1 million logged United States and Canadian feature performances during the time it has been in the BMI repertoire. This double payment, however, is not applicable to songs which are already receiving multiple credits as concert works, show music, and 24-hour works.

The letter pointed out, "We hope that any improvements in the programming of a song described above can be continued for subsequent quarters. We reserve the right to increase these additional payments at any time. Group A time refers to TV programs broadcast between 6 p.m. and 11 p.m. and musical or vaudeville programs produced especially for TV and broadcast between 11 p.m. and 1 a.m.

The letter concluded, "Naturally, BMI is committed to the principle of sharing equally the value of a song among all BMI writers and publishers. This principle is enshrined in BMI's constitution, the first paragraph of which reads, "Every writer and publisher is entitled to the same share of the value of any song as any other writer or publisher." & Take in BMI "BMI in the US background music rates and doubling rates for feature performances of songs which have had million logged performances. In a letter to all affiliated writers and publishers, Robert B. Sour, BMI president, explained, "The rate for United States television is a reflection of what is paid for music in most other countries. The present rate is increased because BMI feels that the current rate does not fully reflect the value of the music as a whole."

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SUMMER COLORS
WAYNE NEwTON
b/w Dream Street 5954

Just out...the hot season's hottest L.P! ST 2797
BOSTON
The Dave Clark Five sold out the 13,999-seat Boston Garden as part of their 13-city tour. The band is now on their way to Europe for the 12-city tour in the latest national tour... Sum-
ner must really have come to the Hub. Arthur Fiedler and his Pops Orchestra moved into the series of Sprateland Concerts on the Charles River after the group's most successful Pops stand at Sym-
phonic Center, which was announced last spring. Under the leadership of Peter, Paul & Mary and Carly Lov-
rance. In the top of the concert, the Pops delivered a selection of songs from the movie musical and a selection of the most popular songs from the 1960s... The Pops' summer vacation is already set for a start at North Shore Theater in Beverly, Calif., to open on July 17... A.M. Tanglewood next for many of the musical performances. The last summer concert is now being advertised, and it's drawing huge reservations because of its magnificent schedule. The music is 'Something Happening On 9 Till Midnight.' Another music tip to the Boston area is the World of Want to Get Off With... The band will be forced to bow out on a tour engagement for the rest of their stay... Left for the next tour stop... U. of Maine, he lost on a tour of the New York area with Paul Simon and his band. Bill Russell, all part of a group, a new record has now been re-
rerecorded, hitting the top of the music charts... 'The New Day,'experienceing a good local

LORRAINE ALTERNER
LOS ANGELES
The Teddy Neeley Five's first Capitol LP will be produced by the outside production of a record label's decision. The T.N.F.'s Hot Summer Time,' will be produced by a record label's decision. The T.N.F.'s Hot Summer Time,' will be produced by a record label's decision... The group's first major label project will be a new LP for the band. The new LP is scheduled for a release in one artist's career... A new singer is now writing the song from the album. The singer, Richard Nen, is working on a new album. The record is... To have another coming one...

CINCINNATI
In this week's issue, the hummingbird and the hummingbird's nest will be the main feature of the Hummingbird's Nest, the student's and other's signs. The student's and other's signs... do not have a Cincinnati-N.H. Supreme record Co. It was also announced in a recent column that the Hummingbird's Nest will be the main feature of the Hummingbird's Nest, the student's and other's signs... The Hummingbird's Nest will have a new sign on Wall St. The sign will be... The Hummingbird's Nest will have a new sign on Wall St. The sign will be...

HOLLYWOOD WHEELS
KENS ROGERS (National)
FAMOUS MUSIC CORPORATION
1619 Broadway, N.Y.C.

EL DORADO
JACK RABIION (Esp) HELON RUDGE (Or) KEN ROGERS (National)

LITTLE BY LITTLE AND BIT BY BIT
THE RAY CHARLES SINGERS (Can't Be)

ENSIGN MUSIC CORPORATION
1619 Broadway, N.Y.C.

ICY CLEANER
Bob Moses, who recently re-
erected as a Top 10 record in
the country, is back... Jack
William, who recently re-
erected as a Top 10 record in
the country, is back...

DETROIT
Columbia Records, Tom and Jerry's, the studio of the Rooster and C.K.L.W combined Monday (28) for an all day promotion for Columbia's new

Moby Grape. Columbia's Detroit promotion man Don Glass made the trip to the town that day and arranged with the station to have a special Moby Grape night at their club, which is normally closed Mondays. The public was admitted to the club for the special night. Moby Grape's publicist, director of C.K.L.W., co-operated in promoting the event with a bar-
rage of advertising about the free show. Drew also put the group's name on their own top 10 countdown. The program was sponsored by various local merchants.

BEATLES DROP: Capitol Records' San Francisco area sales representative, Mike Mathewson and promotion manager Bud O'Shea released Pic-A-Tune/Western's record of 5,000 Beatles. "St. Pepper's Lonely Hearts Club Band" was given a new look and dropped the albums on the roofs of the one-stops.

Now it is well over the 50,000 mark and climbing fast. It is reported that the Beatles are now up to now have been one-stop... and operators everywhere are re-
ordering for the kitch... Sissy Foam and Bobby Vee will have much in common. Both are "millions" now, making the Kool songs. Sadly's "Take It Back" is Sissy's "My Last Date." Both of course, required for MCM.

Joe Tex is in Memphis on another session under the watchful eye of John "Dago" Records. Paul Kelly has just returned from a tour of the Coast and New Is, and Phil Ramone is also back from a tour of the Coast. Roy Miller has just returned from a long tour of the Coast... Russell Sinnes, has released a time
that's called "You Put Your Touch on Her". Michael Sinnes, also has brought on The Brothers. The new Slim Harpo release that has been selling and has worn over 60,000 copies in three weeks. Nashville also recently released, with producer Floyd Sollare, a project "Boogie Woogie..." featuring a recording. The Party," by Butch Davie and the Capri's.

NASHVILLE
Hickey's Nesters will be do-
ing one of the few sessions in Nashville next week. Many are off to meetings, and most musicians are taking their vaca-
tions at the Airplane. The Monkees are scheduled for a July recording session. The Lovin' Spoonful and the Tom Rush group, will be in Nashville and filled the house tonight. The Sessions are looking to expand the "Nashville Album" with a few more sessions. Perry, a group called "The Lovin' Spoonful" is poised for a new MCM session. "Hickey's Farm" is poised for a new "Drop Out of Nowhere." It is being programmed heavily by some key stations across the nation, and is being played by top-10 and top-

EDY TIGEL

BILL WARENG"
The Most Talked About Country Song In The Industry!

LAURA

(WHAT'S HE GOT THAT I AIN'T GOT)

Recorded on Ashley Records by

LEON ASHLEY

Written by Margie Singleton and Leon Ashley

AL GALlico MUSIC CORPORATION 101 West 55th Street • New York, N. Y. 10019 • JU 2-1368
Music Show an Explosion in Sound

Guitars: Shapes Mean More Sales

BY JERIANNE ROGINSKI

CHICAGO — New shapes, new sounds and new manufacturers proved to be big features of the Music Show here. Manufacturers have proved there is a demand for something different, as well as for new and different instruments and companies.

The base of the La Baye guitar has the straight, sleek look of a 2 by 4 in. board—that is all that is necessary for good amplification, the company spokesperson said. La Baye guitars combine traditional wood and bass and range in retail price from $319 to $495.

Metal body, also beginner in the guitar field, displayed another revolutionary model—a 10-string guitar. Held like a regular guitar, the metal body, 6th, 7th, 9th, 11th, 13th and 13th chords at sight without previous musical experience. Metal body guitar price from $670 to $495.

Pedal Steel Models

Big names in the guitar field showed an increased interest in the pedal steel guitar, which is gaining popularity in the country. Manufacturers of the largest selection of pedal steel guitars under their own brand names, and the new line of pedal steel guitars from $70 to $1,275. Gibson and Epiphone sold Emmons Steel guitars and Baldwin exhibited the Sho-Bud line, both companies offering the same models as distributors of these models.

Vox put new electronic sound together with familiar models of guitars. The electronic effects of the new models are the same, but with bass, treble and treble boosters, E or G tuner and repeat percussion. The shapes of the new models are available in the new electronic line—shaped, violin, bass, and diamond-shaped are some of the new looks.

Concert Instruments showed their line of round back acoustical guitars. It was the first time the instruments were offered at a national show and they drew much attention for their variety, size and sound. Ovation's guitar bows are made of Lyrechord—a silvery material which is lighter in weight than wood and is a good conductor of sound. The resonances of the new models are different, but the round back guitar builds a richer, deeper sound. Designers have worked hard to achieve the concept on the effective sound of the guitar. There are the traditional steel, medallion, steel and resonator to fit the market.

Bat Wing Shapes

Another new shape of guitars was exhibited by a California manufacturer, the Hallmark Co. Called the "Swept Wing" guitar, it is an electric acoustic model which appears somewhat similar to a bat wing. The manufacturer announced that the new guitar was the result of a long collaboration resulting in a retail price of $579.50 suggested retail.

A simple metal mechanical switch allows the user to play with the two strings down and play with the remaining six. By moving the device up or down the user can also press down any desired number of strings, with the remainder—10, 9, 8, etc.

Rickenbacker also introduced the larger model guitar, the Bantar. The Bantar is an electric baritone, 5-string which can be made in similar or in different colors with the flip of a switch.

Drobro of California showed their new 12-string guitars. The unique looking models have special large metal resonators in the middle of the guitar base. One of the tops is the metal aluminum, the other is the chromed which retails for $359.

Drobro was unique in using different materials in the instrument. The main differences are found in the resonator of the guitar. The metal resonator, which is different from the regular metal resonator which is found in the middle of the guitar, is used in this case. The metal resonator is made of a special material which is stronger and more durable than the regular metal resonator.

Eastern sounds were definitely an attraction at the show. It is the first time that Chinese and Japanese instruments were on hand to view the instrument and a demonstration by Ven-

TRIBUNE BAND


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Musical Instruments

The Music Show: A New World of Sound

By EARL PAGE

CHICAGO—"It's like starting all over again with something," said Ken Grubord, Ed Archambault, Inc., Montreal, commenting on the impact of amplifying woodwind and brass instruments through the devices shown at the National Association of Music Merchants show here last week.

"It makes you think back to when we first started amplifying the organ. They've taken instruments with a fundamental frequency and filtered out the harmonics. You're talking about a one-man band," he said. But amplified instruments are viewed in another dimension by Bill Page, whose orchestra featuring "Amphiphonic" sound presented concerts during the show. "Amphiphonics will be a great help to small bands," Page said, "it gives them greater range, balance and musical power. It has potentials which we haven't realized yet in our own research."

Vox, division of Thomas Organ Co., introduced a line of 64 instruments, all with but drums being adapted to amplification effects. Said president Joe Beranek, "Amphiphonic sound is the major innovation in the music industry. It is tomorrow's music today. Now bands can sound the same in public performances as on recordings."

Many Approaches
Specific approaches to what most musicians believe to be a new phenomenon in the burgeoning field of amplified sound, included LeBlanc's "Arbitrator" Bug, available in three models for $49.50. Like others, which do not require drilling a hole in the instrument, LeBlanc's unit is available for clarinet and soprano sax, alto clarinet and saxophone and a third model for tenor and baritone sax and bass clarinet. With its bug, LeBlanc was showing its "Vicomatic," a special effects unit, priced to retail for $245. Primarily a reverbation unit, the device can be used with any amplifier. Three controls on the unit give the musician variable controlled tremolo, variable controlled reverbation and literally hundreds of shadings. Two input jacks allow for simultaneous use by two performers.

Also combining tremolo and reverberation capabilities, is Conns's "Multi-Vider," priced at $245. Actually billed as a computer, the unit attaches to clarinets, saxophones, cornets, trumpets, trombones, flutes and other traditional instruments. It can be paired with the firm's "500" amplifier priced at $399.

Chicago Musical Instrument Co. showed its "Maestro" woodwind sound system, pegged at $299 with special mouthpieces for hooking up to clarinets and saxophones. In addition to a number of instrumental "voices," the Maestro gives the performer a fuzz tone and a jazz tone. Completely transistorized, the unit will perform through any good amplifier.

Varitone
Buescher, with its Model 400 saxophone now available in a Vari-tone electronic model, allows for over 60 different and unique effects. A microphone mounted on the instrument's neck is connected to the Vari-tone which breaks up single saxophone notes into component tonal colorings. Prices range from $865 to $1,245 while attachments to convert conventional Buescher saxophones are available at $530 and $730.

Taking a slightly different approach, Kons Electronics, Inc., was showing its horn-mounted pick-up for $35 available in four models for alto sax, cornet and trumpet, tenor sax and flugelhorn, trombone and baritone sax and clarinet.

The market for amplified instruments? LeBlanc's John Schultz said, "It's like when the electronic guitar boom started. Who knew it would ever grow so fast? Now a musician has to learn more than how to play an instrument. He has to become a sound engineer, too."

NEW SHAPES IN BAESSES, such as this violin-shaped model, got good buyer action according to W. J. (Bill) Given, field sales manager of the David Weikle Co.

NEW SHAPES IN GUITARS intrigued buyers at Chicago. This is a Swept Wing model from Hallmark, one of the many small firms with big ideas.

NEW CONCEPT from Musicraft announced at the Music Show: a cordless amplifier guitar with built-in transmitter. Company sales manager Ron Anderson, second from right, describes unit to Chicago. Receiver will feed sound into amplifier, freeing musician to roam at will. Unit will retail at $898.

NEW ACCESSORIES, such as this echo/reverb unit from Premier (capable of handling four musicians), got excellent buyer attention. Most buyers saw great profit potential in the hundreds of new accessory items.

NEW SHAPES IN SPEAKERS for musical instruments. This is one of several shapes of power modules from Wheaton division of the Metco Co. at Chicago.

NO VIBRATIONS with these amps from Coral. They have no screws.

NEW APPLICATIONS of old instruments. This is in the Tiger combo "cord" introduced by Ernest Dammer Affiliates at the Music Show.

AMPLIFIED ANCIENTS, such as this harpsichord from Baldwin, are already influencing recorded pop music.

NEW CONCEPTS shown at the Music Show. Six companies brought wind amplification equipment of one sort or another to the show. This is the Buescher "400" sax bugged to perform with the Selmer Vartoni which was shown for the first time at last year's Music Show.

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THE SHOW WAS BUGGED. Staid old LeBlanc brought pick-ups for all its reed instruments. The firm also showed equipment for special amplified effects. Woody Herman has been using LeBlanc's "Bug."

AMPLIFIED WINDS were the talk of the Music Show. Six companies brought wind amplification equipment of one sort or another to the show. This is the Buescher "400" sax bugged to perform with the Selmer Vartoni which was shown for the first time at last year's Music Show.

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www.americanradiohistory.com
The Excitement of Love is on Tamla

MARVIN GAYE
YOUR UNCHANGING LOVE
TAMLA 54153

SMOKEY ROBINSON & THE MIRACLES
MORE LOVE
TAMLA 54142
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<th>No.</th>
<th>Artist</th>
<th>Song</th>
<th>Label</th>
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<td>1</td>
<td>Irma Thomas</td>
<td>Cheater Man</td>
<td>Chess</td>
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<td>2</td>
<td>Maurice &amp; Mac</td>
<td>So Much Love</td>
<td>Checker</td>
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<td>3</td>
<td>Bobby Moore</td>
<td>Chained to Your Heart</td>
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<td>4</td>
<td>Howlin' Wolf</td>
<td>Pop It To Me</td>
<td>Chess</td>
<td>2009</td>
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<td>5</td>
<td>Tommy Tucker</td>
<td>I'm Shorty</td>
<td>Checker</td>
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<td>Al Martina</td>
<td>Mary in the Morning</td>
<td>Capitol</td>
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<td>Little Eva</td>
<td>Don't Sleep in the Subway</td>
<td>RCA</td>
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<td>8</td>
<td>Al Martina</td>
<td>Time, Time</td>
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<td>Only Love Can Break a Heart</td>
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<td>Stop! And Think It Over</td>
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<td>Night and Day</td>
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<td>It's Such a Pretty World</td>
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<td>Little by Little, Bit by Bit</td>
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<td>Love's Gonna Live Here Again</td>
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<td>Al Martina</td>
<td>I Was Kaiser Bill's Batman</td>
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<td>Puppet on a String</td>
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<td>Al Martina</td>
<td>Now I Know</td>
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<td>22</td>
<td>Al Martina</td>
<td>Days of Love (Theme From &quot;Hammer&quot;&quot;)</td>
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<td>Al Martina</td>
<td>Volare</td>
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<td>Al Martina</td>
<td>Up, Up and Away</td>
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<td>Something Stupid</td>
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<td>Two for the Road</td>
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<td>Walking: Just Walking</td>
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<td>Same Old You</td>
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<td>Al Martina</td>
<td>Bramble Bush</td>
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<td>There Must Be a Way</td>
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<td>Temptation</td>
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<td>More and More</td>
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<td>Anyone Can Move a Mountain</td>
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<td>Al Martina</td>
<td>Sometimes</td>
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<td>Al Martina</td>
<td>One Life—One Dream</td>
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<td>38</td>
<td>Al Martina</td>
<td>Here We Go Again</td>
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*These are best selling middle-of-the-road singles compiled from national sales and radio data.*
HIGHLY INTERESTING!

LOVERS OF GENTLE CONSORTS,
Wives and Children,
Rightminded Brothers, Devoted Sisters,
FOND GRANDPAPAS,
Child-Spoiling Grandmammas,
MAIDEN AUNTIES,
GENEROUS UNCLES,
EXPECTANT NIECES,
AND
HAIRBRAINED NEPHEWS,
ALL,
Without Distinction of Age or Sex,
WILL FIND
THE
NITTY GRITTY
DIRT BAND
UNRIVALLED!

THE
NITTY GRITTY
DIRT BAND
TRULY RIGHT b/w
THE TEDDY BEAR'S PICNIC

# 55982 "Come on over to the Liberty Side"
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<td>4 THE TRACKS OF MY TEARS</td>
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<td>6 59 45 PAY YOU BACK WITH INTEREST</td>
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<td>5 43 61 MERCY MERCY MERCY</td>
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<td>4 44 61 SHAKE RATTLE AND ROLL</td>
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<td>3 45 56 FOR YOUR LOVE</td>
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**HOT 100-A TO Z** (Publisher-Licensee)

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**BUBBLING UNDER THE HOT 100**

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London's Parrot is making a lot of noise! (Beautiful noise)

Newest LP features:
Funny Familiar Forgotten Feelings,
Detroit City, 16 Tons,
Ring Of Fire & others.

2 high flying Parrot chart LP's

THE ORIGINAL HITS - BY THE ORIGINAL ARTISTS

"YOU'VE GOT YOUR TROUBLES" - THE FORTUNES
"IT'S NOT UNUSUAL" - TOM JONES
"GLORIA" - THE ZOMBIES
"CONCRETE AND CLAY" - KEELY HAMMOND
"BLACK IS BLACK" - LES BRENNO
"EVERYONE'S GONE TO THE MOON" - THE ZOMBIES
"SHE'S NOT THERE" - THE ZOMBIES
"TOBACCO ROAD" - NASHVILLE TWINS
"IT'S GOOD NEWS WEEK" - THE WAYNE PEARL
"THE WAY OF LOVE" - KATHY KURY

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NEW YORK—The first International Pop Festival in Monterey, Calif., was an important achievement for pop music. It drew top coverage, highlighted by special reports in Time and Newsweek, and despite skepticism from many of the promoters, agents and managers generally involved in pop concerts, the Festival made a mark on all accounts. The non-pretty, non-glossy, non-pretty grossed more than $500,000, including the advances from ABC-TV; artistically, Monterey showcased a spectrum of all areas of pop music and did it in a manner which reflects a mature status for rock 'n roll, rhythm and blues and the other contemporary sounds of today's recordings.

Charges that the Festival was a "whitby" affair can be discounted by the list of Negro attractions which included Otis Redding, Lou Rawls, Jimi Hendrix, Hugh Manzella, Booker T. and the MG's, the Marcys, among others. Dionne Warwick was a last-minute cancellation, as were the Impressions, who failed to show. Smokey Robinson's position as one of the board of directors obviously failed to facilitate the directors' moves to more directly involve Detroit and its Tamla-Motown artists.

With 50,000 admissions and a crowd of nearly 125,000 on the grounds, it was remarkable that no unpleasant incidents occurred—such as a "burst" or a "breakout" among the multitude of hippies who flocked into Monterey. Many credit reunion in the Festival that was so precious to many of the board of directors as John Phillips, Lou Adler and attorney Abe Somers, who were spent weeks in the past with notoriety officials to co-ordinate with the local representatives with projected needs and potential problems.

But if the crowd stayed the happenings, and the critics had a chance to wrap up and sometimes rap much of the current music scene in one broad setting, the greatest enjoyment and satisfaction apparently came from the participating artists and those involved with the Festival.
DENNIS GANIM
LIBERTY RECORDS
6920 SUNSET BL., LOSA

BOBBY VEE'S "COME BACK WHEN YOU GROW UP" IS DEFINITELY THE SUMMER RECORD OF 1967, THE HOTTEST PHONE ITEM AT THIS STATION. A LISTENER STRENGTH POLL SHOWED AN 8 TO 1 MAJORITY DUG THE RECORD. ANY STATION NOT ON THIS ONE IS MISSING THE GROOVE STONE SMASH. ALL THE WAY TO #1.

BWANA JOHNNY
MUSIC DIRECTOR WUBE RADIO, CINCINNATI

**San Francisco**

BILL GAVIN'S RECORD REPORT # 653
WEEKLY SUMMARY

**Sleeper of the week:** COME BACK WHEN YOU GROW UP—Bobby Vee (Liberty)
#1 sales in Spartanburg & Charlotte, now breaking in Pittsburgh and Cincinnati.

COME ON OVER TO THE LIBERTY SIDE

"COME BACK WHEN YOU GROW UP" # 55964
所带来的全球影响。在西班牙，EMI的代表机构遍布全国，展示着EMI艺术家的风采。通过与当地各种主流俱乐部和演出场所的紧密合作，EMI在西班牙的影响力变得举足轻重。
BEVERLY SILLS, soprano, and bass-baritone Norman Treigle go over their scores of Handel's "Judas Maccabaeus" during an RCA Victor recording session in New York's Webster Hall. Victor recently recorded the opera with a New York City Opera Co. cast.

'Goyescas' With Larrocha In Epic's 2-LP Package

NEW YORK—The first performance of Granados' "Goyescas" recorded in the stereo era is being released this month by Epic Records in a two-LP package featuring pianist Alicia De Larrocha, which also includes Granados' "Escenas Romanticas" and "El Pelele." Ms. Larrocha has recorded some of the material previously in mono.

Rampal, Gilbert, Staryk LPs In Baroque's 11-Title Release

NEW YORK—Recordings by flute Jean-Pierre Rampal, oboist Jean-Francois Gilbert and violinist Steven Staryk are included in the current 11-title Baroque Records release. Rampal and Gilbert are featured recently released CDs, and Staryk's "Escenas Romanticas" and "El Pelele" are also included in the release. Both recordings are well-received by audiophiles and critics alike.

European Firms Cut Rare Works

HAMBURG — Four companies are recording overlooked European works dating from the 15th to the 18th centuries in authentic settings following the success of the "Old City and Residences" series. Deutsche Grammophon has scheduled three more "Portraits" with material by Frederick the Great and Mozart. EMI, Decca, and Philips have also announced projects. Deutsche Grammophon, Vox and EMI are leading the way in preserving this important music heritage.

Classical Notes

The opening concert of the Montreal Symphony Orchestra's summer park series draws about 2,600 outdoors fans Saturday (24) for Prokofiev's "La Boheme" with Anna Moffo, Lauren Harvey, Sandor Konya, Frank Gardner and A. Cordy. The American String Quartet will be featured on Aug. 2 at the Kent State University performance center and on Aug. 16 at the University of Chicago's Fine Arts Center.

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NEW YORK — Ernest Ansermet and "L'Orchestre de la Suisse Romande" brought out the full range of musical subtleties in their Philadelphia Hall program last Sunday (25). Not only were they received with the ovations they've waxed for London Records, Brahms' "Symphony No. 4" but also received the relaxed, precise reading, and Debussy's "La mer" and "La Mer" festive sweep was fully realized.

The evening's novelty was Frank Martin's "Petits Symphonies Concertante for Harp, Piano, Marpischcock and Two String Quartets." The executant soloists were harpist Catherine Eslhoffer, pianist Boris Rusi- staud, and Sylvia Marlowe on an amplified harpsichord. Miss Marlowe, who is from Decca, Capitol, Columbia and EMI recordings was on hand for the warm reception his work received.

The program marked the New York debut for the Swiss orchestra, Ansermet, as conductor of the orchestra he founded in 1918. Paul Kleezki will succeed his father as Swiss recordings are in progress by Ansermet and the orchestra are future London releases.

FRED KIRBY

500 Youngsters Study at College

ROCHESTER, Mich.—Six weeks of study of about 500 young people and amateur musicans began on Monday (26) at the Meadow Brook School of Music and Drama, a satellite of the Univer-
sity campus. Teachers include faculty and members of the Detroit Symphony. During the school's first two weeks the New York Pro Musica will conduct an Early Music Institute and give two concerts.

Sante Fe Opera In 11th Season

SANTA FE, N. M.—The season of the Sante Fe Opera opened on Saturday (1) with Reginald DeKoven's "Cale-
men." Glade Peterson, Mildred Allen and Jose Van Dam also appear.

Other operas will be Puccini's "Tosca" and Richard Strauss' "Salome" as well as the American premieres of Hindemith's "Cardillac" and Henze's "Boulevard Solitude." Conductors will be Robert Bairston, Robert Craft and John Crosby, Santa Fe artistic director.

CHOPIN SERIES TO BE WAXED

MINNEAPOLIS — Stanislav Glivt, associate conductor of the Minneapolis Sym-
phony, will record the complete Chopin piano works for DGG, with Ansermet, for EMI late in Au-

The recording of the complete Chopin, for EMI late in Au-

This spring, Swobckwicz conducted the Munich Philhar-

Bergen Orchestra and Radio Zurich Symphony during a European tour. 

Hamburg Group Impresses

appears on DGG, London and Philips.

The veteran tenor handled the Colonel's tricky music well, while Miss Saunders was brilliant in the high Marianne voice. Ilene Czerwinski, who has recorded for London, gave a vivid portrayal of Jacobsen's. The fourth principal was Erwin Wohlf-}

Billed SPECIAL SURVEY for Week Ending 7/8/47

BERLIN — Berlin Festival '67 will include a performance of Stravinsky's "L'histoire du Soldat" and "Renard," in honor of the composer's 85th birth-
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Dorrow, Jeanne Deroubaix, Ernst Haefliger, Derrett Olsen and Roger Salaman as soloists. Other conductors slated for the Berlin Philharmonic include Carl Schuricht, George Seel, who will appear with soprano Helga Parczyk, and Herbert von Karajan.

Pianist Andrés Watts will appear with the Los Angeles Phi-

or harmonized by-1. Bela Bartok and located. Also listed are the Jahn-Demusmens Chor, Deque Quartet and The Berlin New Music Group. The festival runs from Sept. 24 to Oct. 11.

FRED KIRBY

Rampal, Gilbert and Styry LP's

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Radio-TV Programming

Station in Every College Seen

NEW YORK — Within five years, every college in the nation will have a radio station, said Paul Brown, an independent national record promotion specialist. Brown, who now has a inside track with radio net works, has given his attention to the college radio field, sort of backed into the college consciousness.

He was doing advance work for George Spivak in 1947 and was in an adjoining room, trying to do a one-nighter at Purdue University; Brown stopped up to see the university’s activities director and ended up visiting the campus radio station.

"There were only a few radio stations operating on campuses then," he recalled. The station was short of records and Brown just happened to have a trunk load of 78 r.p.m.'s featuring Spivak he'd been using for promotion. He gave the station a couple copies. Since, the word spread and college stations preparing to go on the air were getting in touch with Brown. The thing mushroomed over the years. Today, there are station owners, managers, program directors, and deejays who remember him helping them or their station out in college. And the Brown name is a keyword among the 500-odd radio stations operating today.

College radio promotion is just a bonus to his clients (which include MCA, Inc.), as part of his over-all operation, he mails 4,000 pieces of a promotional literature a month to come 1,500 AM and FM radio stations. But the mistake many record companies have made in the past is overlooking the college market, he said. Some of the campuses that stations that can help make a record appear in-

cluding WHUS, the University of Connecticut; the two Fairleigh Dickerson stations — WFDU—at their Madison and Teaneck, N. J., campuses; and the Wesleyan University—WESU—in Middletown, Conn.

"Records companies used to ignore the college market, but now no longer. Some of the promotion men who've helped build the market include Sol Handwerker of Columbia Records, Gene Armond of App Records and Bob Rodgers, formerly of RCA Victor and now with A&M Records in New York.

'Vemos Set Youthful Pace'

LOS ANGELES — The Smothers Brothers have set the pattern for the new generation of teenage-oriented programs on TV, believes Dick Clark, who's noted for his teenage-oriented TV shows, "American Bandstand" and "American Bandstand - TV". Clark says, according to the age of the two headliners plus the accent on young music artists, "The show, 'American Bandstand' which airs Saturday afternoons, will be 10 networks old at the end of October 1968. It is the longest running network TV record show in the industry. At one time there were over 100 television dance shows patterned after Clark's venture.

Clark explains the "Bandstand" has survived because of its simple format and, per chance, because it was the first of a long list of imitators. "Shindig" and "Hullabaloo" were network answers three years ago to youth programming. Clark says, "In 1964-1965 the market was inundated with teen programs which were topping well of talent. That was the year that almost killed teen television.

This has been the year of "nothing." Clark said, until the Smothers Brothers brought their comic wit, with the addition of the contemporary music makers. "If anyone brought 'Hullabaloo' and 'Shindig' back to

WTFM-FM: Personality Plus

NEW YORK — A strong personal impression is the impression on which you would ordinarily be "backgrounder" music is reaping both moderately well for WFM-FM, according to its morning show, "Saturday Night, Sunday Morning." Younger set listeners with a special liking for the show, which is heard on their FM. The station has been on the air since the day it went on the air and Polinger said he has the first two stereo consoles manufactured by RCA to prove it. In addition, the station was full-time from the start.

The station was probably one of the first to use the personality approach on FM. At first, the hosts (Polinger prefers to call them) were ethnic in background, but the only one left of this group, who is Charles Davul, who comes on with accent as French as the Eldel Tower. "A personality approach on radio provides a certain loyalty on the part of the consumer. Many listeners buy a product because of identifying with a radio personality," Polinger said. The personalities make up their own show from a pre-selected library of albums screened by music director Jerry Janes under the supervision of Gene Edwards, program director.

WTFM-FM has been in the black for the last two years, Polinger said, and one of the reasons is that the station has been associated with FM on Madison Avenue has been disappearing as quantitative research shows more and more FM stations with big audiences. Business was 1958-59 for 40 percent over 1965 and the trend is continuing, he said. "Rates are our biggest problem. But the new FCC ruling about separation of programming forced major advertising agencies to realize there was going to be another medium."

Jingles Make Stars' Pockets Jingle

NASHVILLE — A sudden emphasis on name value in commercial jingles has brought a new boom in the music industry to Nashville. No longer are jingles for record companies limited to the old black and white lists of names that went along with the lines of music. These agencies are looking for a name artist, and for producers who know how to write a jingle that is well worth the proper tempo, and the selling price.

Because of this the jingle industry has evolved from the small, limited market product to the national items, with wide distribution. And this means re-

siduals. Consequently, artists are knocking themselves out to be in line with jingle agencies, and ad agencies are coming to town. Perhaps the most in-demand producer for commercial jingles is Buddy Killen of Tree Publishing and Dial Records. Jack Stapp made all the contacts when he was in radio. Killen explains, "He did jing-

les for all of those people in his day. Today, he's back with the 'Opry.' Now they seek him out, and he turns the production over to me."

Among the more frequent jingle-makers in recent months in Nashville are the William Eady agency and its many accounts, Dan Campbell Soup, Frige-

King, Fleet Guard, and various banks, cigarettes companies, beer firms, and soaps. Fab has just done a duet with Tammy Wyn-

ette and Del Reeves. "We have the names and the voices here," Killen explains. "The problem is to be able to do everything." And some of the smaller companies are being done. Recently, Prince Albert tobacco went to rhythm and blues, using Chuck Berry and Joe Tex in a commercial. Tex

FARGO'S KQWB RADIO recently celebrated the kick-off of its new 100,000-watt "total dab" FM station. Margret Mappo Brown, radio representative for Midwest distributor Heilich Bros., assisted KQWB music director Barry Chase in promotion. She presented the station with the latest radio product, courtesy station sponsors and giving away free records. Here they browse in Margo's Musicland store in North Dakota.

FAYCO goes Easy Listenin'

MIAMI — Dropping its classical and semi-classical format, WVCW switched to an Easy Listening format last week under new owner Ted Nashor. Warren Blackmon, an executive with the station eight years, has been named station manager.
**STEVENS BOWS NEW FIRM**

**NEW YORK—** Gary Stevens, evening six personality on Hot 100 format WMCA here, has launched a teen market consulting firm to advise advertisers and commercial production companies. The firm is in association with Edward M. Blackoff.

Here we go again—the typesetters dropped a word in the column last week. The Ridgewood Press that's visiting radio stations claiming his Napoleonic XVII isn't the real Napoleon, according to Leonard Stevens who manages the act.

**OWENS HOSTS KTUF SHOW**

**TEMPE, Ariz.**— Buck Owens, Capitol Records country artist, will host his own record and conversation show on KTUF, the country-formated station here owned by Buck Owens Broadcasting. Two half-hour shows will air at 7:30 a.m. and 5 p.m., Monday through Friday, and Owens will answer phone calls and visit with listeners around the State.

**GEORGE PLEASANTS,** general manager of WTVI in North Carolina, presents King Records artist James Brown, left, with the station's first annual education award which was given to Brown. The award was presented during a concert with tapes by Brown at the Norfolk Arena recently.

**PURCELL TO PRODUCE PROFILES IN JAZZ**

**NEW YORK**— Purcell Productions will produce a feature-length jazz film, "Profiles in Jazz." The movie will feature Arthur Prysock, Herb Mann and Chris Connor.

The film will be done in black-and-white video tape for distribution in art houses and on the college circuit. There are also prospects for a TV series and a one-hour TV special. Television film director Vincent Scarra will help Purcell produce the film.

**JINGLES MAKE STARS' POCKETS JINGLE**

**Continued from page 30**

Custom jingles of Nashville is operated by the Willis Brothers, and it's a profitable venture. "We each got $144,000 re- dials the other day we didn't even have to do anything," Sleetle Willey said. "AFTRA al- ways says it to that we get our money."

Though this firm does mostly jingle work for radio stations, there are a good many commercial outlets as well. Among them, JAG offline, Lurancette Coffee, and a string of about 25 banks in Illinois, Nebraska and Minnesota. Others include Day's, Work, Chewing Tobacco, Land O'Lakes, King Corn and Kinky Kreme. Officials feel the commercial jingle field is the re- cepting industry, both radio and TV (mostly soundtracks for the latter) has just scratched the surface in Nashville. Bigger things are coming.

**July 8, 1967, BILLBOARD**
A Big Act!!! An Even BIGGER Record!!!

'AGNES ENGLISH'
Paula 273

JOHN FRED and his PLAYBOY BAND

DJ's, WRITE FOR SAMPLES ON STATION LETTERHEAD
NATIONAL FAN CLUB
1429 ARlington AVE., BATON ROUGE, LA.
**TOP SELLING R&B SINGLES**

<table>
<thead>
<tr>
<th>Week</th>
<th>Title</th>
<th>Artist, Label, No. &amp; Pkt.</th>
</tr>
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<tbody>
<tr>
<td>26</td>
<td>I WON'T SURRENDER</td>
<td>Aretha Franklin, Atlantic 4592 (12)</td>
</tr>
<tr>
<td>25</td>
<td>YOU MADE ME LOVE HER</td>
<td>Aretha Franklin, Atlantic 4588 (12)</td>
</tr>
<tr>
<td>24</td>
<td>I'M A MAN OF MANY MINDS</td>
<td>Aretha Franklin, Atlantic 4590 (12)</td>
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<tr>
<td>23</td>
<td>4TH OF JULY</td>
<td>Aretha Franklin, Atlantic 4589 (12)</td>
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<td>22</td>
<td>BABY'S GONE</td>
<td>Aretha Franklin, Atlantic 4591 (12)</td>
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<td>21</td>
<td>I ONLY WANT YOU</td>
<td>Aretha Franklin, Atlantic 4593 (12)</td>
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<td>20</td>
<td>YOU TELL ME</td>
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<td>I'VE NEVER BEEN LOVE</td>
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<td>I'M IN LOVE</td>
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<td>I ONLY HAVE YOU</td>
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<td>IF I'M LONELY</td>
<td>Aretha Franklin, Atlantic 4598 (12)</td>
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<td>11</td>
<td>I ONLY SEE YOU</td>
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</table>
The Eternal Sea
ITS MOODS
ITS LOVE SONGS
Bill Justis
HIS ORCHESTRA AND CHORUS

"I believe I could watch the splashing and tossing of the waves all day long. For within the salt-sealed bosom of the sea, lies life's most awe-inspiring aspects—tranquility, energy, mystery, enchantment, power, escape, humility, hope and beauty..."

Two Years In Production
...and the music is forever

Monument Records takes immense pleasure in offering this outstanding album featuring classic songs of the sea. "The Eternal Sea" by Bill Justis...his orchestra and chorus...was in production for more than two years. Justis, one of America's most gifted arrangers-composers-conductors, selected some of Britain's finest musicians and choral singers, most of whom are members of the Royal Philharmonic or the London Symphony Orchestra; added to this such classic selections as "Ebb Tide", "Sail To Bombay, Sail To Rio", and "Red Sails In The Sunset", and with his rare creative genius produced this exceptional music. Already creating a wave of radio programming from coast to coast, this album will be one of the most programmed records of the year. Thank you Bill Justis.

Fred Foster

BILIJUSTIS IS ANOTHER REASON WHY MONUMENT IS ARTISTRY
**SPECIAL MERIT PICKS**

Special Merit Picks are new reviews of outstanding merit which deserve exposure and which would further creative success within their respective categories of music.

**POP SPECIAL MERIT**

**LOVE IS ALWAYS AND WELL**

Kim Fowley, Tower T 5801 (M); ST 5701 (S)

Fowley, one of the co-founders of the band “The/70’s’ or “gathering taking place” is many of the music industry’s critical favorites. He recorded a collection of songs based on Fowley’s self-titled solo album. This favorite has written and performed over 70 songs and is a garage rocker of the highest order. The review of this album will be published in the next issue of *Billboard*.

**LOW PRICE CLASSICAL**

**SPECIAL MERIT**

**STRAUSS FAMILY ALBUM**

Minneapolis Symphony (Dorrel), Mercury WG 18033 (A)/S

The publisher and producer of *Jazz* and another of the most beloved albums, performed with great finesse and understanding by the Minnesota Philharmonic Orchestra.

**INTERNATIONAL SPECIAL MERIT**

**DIE GROSSEN DER KLEINKUNST**, Folge 4

Various Artists, Polydor 47 842 (A)

Another notable collection, mostly from the 1930’s, of remarkable performances by such artists as William Schuman, Martin Dall, Richard Strauss, Dietrich Fischer-Dieskau, and Thea Lingen. The happy, swinging ballads of these artists are featured in this second volume, which is at a reduced price.

All records submitted for review should be addressed to Record Reviews Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.
A Message of Gratitude
to All
Radio and TV Personalities
THANKS AGAIN, AGAIN & AGAIN
To All of You
From
All of US

The Five Americans
We appreciate so much what you are doing for our
"SOUND OF LOVE"
Thanks for making it our 4th big chart buster and please accept our appreciation for what you are doing for our new album entitled "WESTERN UNION"
Sales on it are out of sight—Thanks to you!
"SOUND OF LOVE"
Record No. AB-120, Album "Western Union"
ABL P 1967 & ABST 2067

Jon & Robin
Please accept our heartfelt gratitude for helping us with our first major release "DO IT AGAIN—a Little Bit Slower"
You made it a big one for us and we will never forget you for it.
"DO IT AGAIN—a Little Bit Slower"
Record No. AB-119

The In Crowd
"BIG CITIES"
wash our first cut on our own.
Thanks to you, sales are booming.
Please believe us we are truly grateful to you for what you are doing for us.
"BIG CITIES"
Record No. AB-121

For bookings contact:
Bankers Management and Services, Inc.
825 Olive / 2-6111
Dallas, Texas 75201
Call Collect

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DALLAS, TEXAS

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<table>
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<th><strong>TOP LP's</strong></th>
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<td><strong>STAR</strong> performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.</td>
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<table>
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<th><strong>Rank</strong></th>
<th><strong>Title</strong></th>
<th><strong>Artist</strong></th>
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<td>1</td>
<td>STAY IN THE SAME</td>
<td>EDDYWEBB</td>
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<td>2</td>
<td>BUTTERFLY</td>
<td>THE LATTICES</td>
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<td>3</td>
<td>MY TRUE LOVE</td>
<td>BILL CUMMINGS</td>
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<td>4</td>
<td>SHE'S A RARE FIND</td>
<td>THE SHADOWS</td>
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<td>5</td>
<td>IF YOU BELIEVE IN YOURSELF</td>
<td>BOBBY GAIL</td>
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<td>6</td>
<td>SONGS OF PLEASURE</td>
<td>BILL ELDER</td>
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<td>7</td>
<td>JESUS THE LIGHT OF THE WORLD</td>
<td>BILL CUMMINGS</td>
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<td>BILL CUMMINGS</td>
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<td>OH, I'M SORRY</td>
<td>BILL CUMMINGS</td>
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<tr>
<td>10</td>
<td>IF I COULD TURN BACK THE HANDS OF TIME</td>
<td>BILL CUMMINGS</td>
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</tbody>
</table>

**Compiled from national retail sales by the Music Popularity Dept. of Record World Market Research.**
Country Music

Top Names Warm Up For Music City Golffest

NASHVILLE—Top names in the recording field, sports world and business community are preparing for the Music City Pre-Celebrity Golf tournament in October. The latest name added is golfer Sam Snead.

Some of the recording stars who already have agreed to take part include Eddy Arnold, Minnie Pearl, Chet Atkins, Archie Campbell, Boots Randolph, Charlie Walker, Jimmy Newman, Ray Price, Porter Wagoner, Buck Owens, Bonnie Guitar, Wilma Burgess, Bobby Lord, Jim Ed Brown, Sonny James, Pee Wee King, Bob Luman, Jerry Reed, Del Reeves, Ray Stevens, Faron Young and Skeeter Willis.

Among the non-country artists who will be on hand are Perry Como, Lawrence Welk, Phil Harris and Erie Ford. Those from the sports world include Harmon Killibrew, Jim Bunning, Mickey Mantle, Yogi Berra and Dizzy Dean. Dean also took part in last year's tournament.

Golf pros who will be playing for the first time include Gray Brewer, Frank Beard, Don Cherry, Billy Maxwell, Jacky Cupit, Bob Goathy, Paul Hahn and Don January. Returning from last year are Mason Rudolph, Lou Graham, Joe Campbell, Dutch Harrison, Tommy Bolt, Chick Harbert, Johnny Pott, Vic Chezza, Ed Fargol and J. C. Gooise.

Stars of the event—Don Pierce, vice-president Hal Neely, chairman of the event, point out that this tournament—different from all others—will be a marquee one. It will be a two-day affair, interspersed with parties, receptions and banquets.

The tournament will be held Oct. 14-15 at the Bluegrass Yacht and Country Club at Hendersonville, in suburban Nashville. There will be 120 players in all, divided into 30 teams.

Nelson said the number of "name" golf pros probably would double that of last year. They are guaranteed tour money in addition to prize money. Perry Como was winner last year and he has challenged Dean Martin to try to wrest the crown from him. For this year's tournament, more than $37,000 has been budgeted. The tournament kicks off Country Music Month and is part of a more than week-long festival which includes the 42nd annual celebration of the Grand Ole Opry and the convention of the Country Music Association.

The tournament is co-sponsored by CMA, the Nashville Tennessean, Nashville Area Junior and Senior Chambers of Commerce, and the Middle Ten-nessee Chapter of PGA.

Ritter Exits WSM Show

NASHVILLE—Tex Ritter has resigned as co-host of WSM's "Opry Star Spotlight." An official announcement said the move was made so Ritter could devote more time to personal appearances and recording. Ritter, who took the position in June of 1965, will continue as a member of the "Grand Ole Opry" which requires 20 appearances a year. He plans to move his family to Nashville.

(Continued on page 46)

WENO Opens Western Town

NASHVILLE—WENO-Radio, full-time country operation in Madison, has added an entertainment attraction for visitors to the Nashville area.

It officially opened Frontier Town Saturday (15), a strictly old-west setting with gun fights in the street, stagecoach rides, an authentic western saloon with Con Can Girls and a general store. Frontier Town will feature a stage show with top country music stars. Owner Carl Young has named Joe Walker manager of Frontier Town.

Walker formerly managed the Ernest Tubb Record Shop.

Earl Scruggs will be canvassing four more weeks before he again can go on the road. He has had his second round of surgery because of automobile accident in 1955. Lester Flatt and Earl Scruggs play a series of test theaters in the round in August, including a stint at New York's Central Park.

Fred Husky and Jim Ed Brown play the New Yorker Hotel July 28-29-30. Jim Ed now has his own bus, and takes his music on most dates. Jean Shepherd played houses for a group of foreign visitors from the Redstone Arsenal.

The Wilburns and Lorretta Lynn are in for recording sessions after breaking all records at the park in Ojai, Calif. Dick Justice recording artist Grant Turner has received a lay license in the Methodist Church and will occupy pulpits in this area throughout the summer.

Leslie Bondie celebrates 40 years in country music, mostly as a programmer in the Miami Valley of Ohio. He's now with WIZL, Dayton. Pete Drake says new artist Sorelle Pickard, of Brooke Records, will become one of the top performers in the recording industry. Red Arnold is off to Hollywood to test for an starring role in a projected TV series by Screen Gems. He would play a "light, philosophical character." Australian Judy Stone has cut a new Monument release titled "The Trouble With You Is Me." David Houston and Tammy Wynette will tour Europe in August. Marty Robbins will make a second movie in September, this one to be titled "Battle Drums."

Claude Gray, whose current record has sold both sides in the charts, has left Nashville with the Graymen to work a string of show dates which will carry them through Aug. 7. This includes a one-week run at the Golden Nugget in Las Vegas. Charlie Phillips, a d.j. at KZIP in Amarillo, is getting heavy play with his Reprise single, "Souvenirs of Sorrows."

Jimmy Newman did a capacity business in Frontier Town in San Antonio. Other top acts in that area include Charlie Pride and Wynonie Harris. Del Reeves, as usual, set records in Houston.

Larry Hatcher, one of the top country disc jockeys in the business, is putting out an Iowa country newsletter from his 3-K records in Des Moines. Del Reeves and the Double-Dose have been signed by Hubert Long to play the National Hog Festival at Kewanee, Ill., Sept. 4.

The Bill Anderson show has a new sponsor, a headache powder, and Don Bowman takes credit. Bobby Vinton is cutting two free publishing songs on Columbia. Hank Snow will take the second and third phrases of his three-part swing through Canada this fall. He'll concentrate on the Maritime and West Coast areas. Dick Price is in charge of release on his Lomax label. The "A" side is "Sure God's Got You" and the "B" side is "Gonna Get Down." He is booked almost solidly through July and August.

(Continued on page 46)

HE THOUGHT HE'D DIE LAUGHING

LITTLE DARLIN' 0230 (MATHEY, BMI)

...And He Did

BOBBY HELMS
Lately

SMASH HIT

Bookings
Bob Neal Agency
809 18th St., South
Nashville, Tenn.
(615) 224-1755

JULY 8, 1967, BILLBOARD
"American Power needs all its citizens help
We only please our enemies when we fight among ourselves
Let old hates of yesterday be gone with the wind
We must stick together or be destroyed from within."

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DECCA RECORDS

prondly announces the release
of a moving and meaningful record

by

JOHNNY WRIGHT

"AMERICAN POWER"

Never before has a recording captured in music and lyric a performance with so timely a message.

Listen to it! We sincerely believe it is one of the most important records of our time!
READY NOW FOR IMMEDIATE SHIPMENT

The first

4 complete market reports of the
RADIO RESPONSE RATINGS

...are a 3-year success story now issued as a separate subscriber service for:
Advertising Agencies
Radio Stations
Station Reps
Record Sales Promotion Men
Public Relations Depts.
Artist Management

— or anyone with a major stake in the buying and selling of radio time or records

SERVICES

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FULL CYCLE SUBSCRIPTION (40 MARKETS) ........... $200

- Detailed multi-page reports on each of the 40 major U.S. markets — in ten monthly shipments of four reports each
- Plus monthly addenda sheet listing all known changes of format and programming personnel affecting previously reported markets

FIRST SHIPMENT CONSISTS OF:
- A sturdy hard-cover ring binder, with...
- 40 individual tabbed separators labeled with name of each market, and...
- A sample set of one complete 40-market cycle as last published in book form (3rd cycle), including...
- Listings of significant changes which have occurred since 3rd cycle was published, plus...
- Recap cross-reference of top disk jockeys and stations by musical category, with full addresses and phone numbers

AND YOUR FIRST SET OF FOUR CURRENT MARKET REPORTS

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INDIVIDUAL MARKET REPORTS
(From list of 40 above)

- Single Report ............... $50
- 2-4 Reports (each) ....... $35
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- Over 7 — Full-Cycle Rate Applies

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(Other than any of the 40 above)

- $1000 — with full exclusivity* $500 — 3-month exclusivity $300 — non-exclusive

*Report, as submitted, will not be offered to any other individual or company. Market, however, may be added to full-cycle service after one year following delivery of the report on a full-exclusivity basis; in such cases, new research and a new report of the market will be issued.

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2. INDIVIDUAL MARKET REPORTS
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- 2-4 Reports (each) ....... $35
- 5-7 Reports (each) ....... $25
- Over 7 — Full-Cycle Subscription Rate Applies

3. SPECIAL MARKET REPORTS
- Full Exclusivity .......... $1000
- 3-Month Exclusivity .... $500
- Non-Exclusive .......... $300

Name Market
TREE PUBLISHING company, inc. is proud to have published

"MY ELUSIVE DREAMS"

written by

BILLY SHERRILL and

CURLY PUTMAN
EVER NOTICED?
WHEN THE BROADCASTING INDUSTRY HAS SOMETHING
VITALLY IMPORTANT TO SAY TO THE MUSIC INDUSTRY...

They say it EXCLUSIVELY in Billboard

WHERE THEY KNOW IT
WILL BE READ AND
EVALUATED BY ALL
THOSE WITH THE
AUTHORITY TO TAKE
ACTION

AN OPEN LETTER TO: The Music Industry

Frankly, We're tired...

...TIRED of today's new releases coming through rife with "raunchy" lyrics, or extra. In the past month, 6 records which were on the national charts for overstepped the boundaries of good taste, and we were forced to ban them.

...TIRED of "polishing" your industry. It is time consuming, not our responsibility, and an outright injustice on all broadcasters.

...TIRED of answering complaints from our listeners, civic groups, and civic leaders who blame us for some poor judgment on what is, and what is not, in good taste.

...TIRED of seriously promising the FCC that we will do everything to elevate the needs, tastes and desires of the community—only to have one or two records threaten to tear it all down.

Therefore, we intend to:

1. REFUSE to review effective May 15, 1967 any record submitted to us for air play unless it is accompanied by a valid and actual lyric sheet for both sides.

2. REFUSE to play record releases which continue, through "pimping" or "lovey" imitations, and number to either innocently or intentionally offend public morals, dignity or taste.

3. REFUSE consideration of both sides of a record if one side is adjudged unfit for airplay.

4. URGE all responsible broadcasters to follow this "CODE OF
   BEHAVIOR" in reviewing records in the future.

Frankly, we are tired. We want to be fair. But our success, after all, is often dependent on your success as record producers; but conversely, is often dependent on your success as record producers; but conversely, is often dependent on your success as record producers; but conversely...

The McLendon Stations

Billboard
The Most Universally Read And Respected Medium Of Communication
For Every Segment Of The Music-Record Industry

MEMORANDUM

DATE: April 17, 1967

TO: The Music Industry

FROM: The McLendon Stations

MEMORANDUM

DATE: April 17, 1967

TO: The Music Industry

FROM: The McLendon Stations

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

We feel, and we've heard our listeners, the evidence of your bad taste. Lyrics, song titles, offensive vocal sounds, and even names of the performers are Andrews, the集團創作, and the group's name.

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

We join with The McLendon Stations in:

1. REQUIRING—lyric sheet with records submitted for airplay.

2. CONTINUING—to refuse records if other side confronts the facts.

3. URGING—all responsible broadcasters to publicly set the same standards.

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

How about you?
Nashville Scene

Continued from page 40

Billy Grammer taped an appearance on the National Life Grand Ole Opry coast-to-coast broadcast before Our Day at Dewey, and CBS's "Mandolin Murphy" was a guest star on the Opry. Vern Stovall and Janet McBride were in Nashville for recording sessions. "The Autumn Hill Cloggers" was a national clogging champion square dancers from Washington, D.C., who were honored by Station WEJF in Philadelphia on their second anniversary. Sam and Kirk McGee, the real old-timers of the "Grand Ole Opry," will make an appearance at the Smithsonian Institute in Washington. . . . Marie Travis, who played the Black Poodle nightspots in Nashville, had her band fronted by Dr. Paul Moore, recording artist for Dot Records, which holds a degree in dental science. . . . Stu Phillips, newest member of the "Grand Ole Opry," is just back from a European tour where he recorded in Germany. "Sometimes I Go To Sleep In The Hills" by Phillips plans to be released in England to follow his "Vine Rose." He also caught a cold while sightseeing on the Thames River. . . . FSM's "Tidewater" was guest of Happy Salam at his Texas layout. . . . Curley Putman is on an extensive promotional tour.

Buck Owens and the Buckaroos captured still another audience at the Santa Clara County Fairground Pavilion, Yuma, Ariz. The Toursists, Tex McCall, Mirna Ya and the Black Brothers shared the spotlight. A young Japanese tour the Osakai Okles, played and sang a solid repertoire of country music. Vern Stovall and Janet McBride were in Nashville for recording sessions. The Autumn Hill Cloggers, twice national clogging champions from Washington, D.C., were honored by Station WEJF in Philadelphia on their second anniversary. The Autumn Hill Cloggers was a national clogging champion square dancers from Washington, D.C., who were honored by Station WEJF in Philadelphia on their second anniversary. Sam and Kirk McGee, the real old-timers of the "Grand Ole Opry," have been invited to make an appearance at the Smithsonian Institution in Washington. . . . Venerable Hubert and the Rainbow Ranch Boys are just back from a 26-day-long junket and carried them along with Dottie West, the Heartaches and Waylon Jennings into six northern states and two Canadian provinces. This package was promoted by ABA Hanover. . . . Stu Phillips, playing the Black Poodle Nightspots in Nashville, had his band fronted by Dr. Paul Moore, recording artist for Dot Records, which holds a degree in dental science. Jim Edward Brown is to judge a beauty contest in August.

Stu Phillips, newest member of the "Grand Ole Opry," is just back from a European tour where he recorded in Germany. "Sometimes I Go To Sleep In The Hills" by Phillips plans to be released in England to follow his "Vine Rose." He also caught a cold while sightseeing on the Thames River. . . . FSM's "Tidewater" was guest of Happy Salam at his Texas layout. . . . Curley Putman is on an extensive promotional tour.

"LOUISIANA SATURDAY NIGHT"

32130

PUBLISHED BY: NEWKEYS MUSIC

DECCA

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JIMMY NEWMAN HITS AGAIN

With a BIG New Single

"IT'S SUCH A PRETTY WORLD TODAY"

Country Music

HOT COUNTRY ALBUMS

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<td>RCA Victor LPM 2313 (SL)</td>
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<td>2 NEED YOU</td>
<td>Sony, Columbia LPM 2314 (SL)</td>
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<tr>
<td>3</td>
<td>6 BUCK OWENS AND HIS BUCKAROOS IN JAPAN</td>
<td>Columbia LPM 2315 (SL)</td>
<td>16</td>
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<td>4</td>
<td>5 DON'T COME HOME A DRUNKIN'</td>
<td>Loma Loma, Capitol LPM 2316 (SL)</td>
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<td>8 JIMMY BOY</td>
<td>King, Columbia LPM 2317 (SL)</td>
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<td>7 HEART, WE DIB ALL WE COULD</td>
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<td>Jim Press, Capitol LPM 2321 (SL)</td>
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<td>15 BLUE SKY LONETOWN</td>
<td>Jim Press, RCA Victor LPM 2322 (SL)</td>
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<td>13 TOUCH MY HEART</td>
<td>John and/Mary Lou, Columbia LPM 2323 (SL)</td>
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<td>RCA Victor LPM 2324 (SL)</td>
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<td>13</td>
<td>17 COLD ARMS FACTS OF LIFE</td>
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<td>18 LONELY AGAIN</td>
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<td>20 AMERICA'S MOST WANTED BAND</td>
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<td>16 GEORGE JONES GREATEST HITS</td>
<td>Patric Wagoner, RCA Victor LPM 2333 (SL)</td>
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<td>23 PATSY CLINE'S GREATEST HITS</td>
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<td>26 IT'S A GUITAR HOLE</td>
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<td>27 15TH ANNIVERSARY ALBUM</td>
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July 8, 1967, BILLBOARD
ANYWAY YOU LOOK
IT'S AN
ABSOLUTE
SMASH

WARNER MACK
Singing
"HOW LONG WILL IT TAKE"

DJ Samples
Available
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Nashville, Tenn. 37203

IT TAKE"

Management
& Booking
HUBERT LONG
TALENT AGENCY
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615/244/2424

#34142

FAN CLUB
Bee Wilcox
7601 Richmond Highway
Alexandria, Virginia

CURRENT HIT ALBUM

"DRIFTING APART"

Decca #4883

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Drifting Apart

WARNER MACK
Singing
"HOW LONG WILL IT TAKE"

DECCA RECORDS
DECCA Records is a division of MCA, Inc.

#34142
Nashville Col. in Country Kick; 8 New Acts Signed

NASHVILLE — Columbia suddenly is making a stronger surge than ever in the country field. Bob Johnston, A&R director in Nashville, has signed five new acts and producer Frank Jones has signed three others, all country artists.

**NEW HITS ON GOLD STAR RECORDS**

**"WHY UNCLE SAM CALLED FOR ME"**

THE FIVE WILLIAMSON BROS.

A big double smash

DROWNING MY SORROW IN WINE" GS500

FRANKLIN IVES

Picked as a sure winner

"I'VE GOT A BEAD ON YOU, BABY" GS500

THE FIVE WILLIAMSON BROS.

Still climbing fast

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Booking Arrangement: Atoll-Ross Artie Corp.

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DJ's, write

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Chain Reaction of HITS

"Down, Down Came the World"
Bobby Barnett
K-Ark 741

"Blue, Blues in Green"
Definitely a HIT by the Webster Brothers
(Many years on Columbia with Carl Butler)
K-Ark 753

"Hey, Hey Big City"
Hylo Brown
K-Ark 752

Deejay Samples Always Available on K-Ark

K-ARK RECORDS

728 16th Avenue South
Nashville, Tenn.

Country Music

Ritter Exits WSM

Last week Ritter was appointed Nashville chairman of the National Committee for the Recording Arts (N CRA). The committee consists of recording artists and producers supporting a proposed copyright law amendment that would provide performance fees for recording artists, arrangers, composers and record producers.

WSM officials said there was no plan to replace Ritter on the show. Emery, who acted as a substitute in June, will return to that role.

artists which he handles, while Johnston has more than 20.

FOREIGN VISITORS AMONG 2,620 TO THE CMA HALL

NASHVILLE—More than 1,200 visited the Country Music Hall of Fame Museum here on Saturday and Sunday of last week, bringing the total for the week to 2,620.

Dorothy Gable, museum director, found 126 guests waiting before the 1:00 p.m. opening time on Sunday.

Among the guests were Carolyn Bennett Patterson, assistant editor of the National Geographic Magazine. Also on visit were two publishers from Milan, Italy—David Malaton and Joseph Ricci.

Forty-eight foreign officers from the Redstone Arsenal also were shown through. They represented nations from the Netherlands to Japan.

Hooten Is New Lonzo; Col. Album to Be Issued

NASHVILLE—Dave Hooten of St. Clair, Mo., is the new "Lonzo" of the Lonzo and Oscar team.

Hooten was selected after a series of auditions by Rollin Sullivan, the "Oscar" of the Lonzo and Oscar team, following the death of his brother, Johnny, who had played the role for some 15 years. The team made its first appearance Saturday night (34) at the Jacksonville, Fla., coliseum, on a bill with Leroy Van Dyke, Bill Carlisle and others.

Sullivan said that a Columbia Records album will be released soon. The album will include two new songs out by the Sullivan items shortly before the death of Johnny Sullivan.

Sullivan also said that future releases of Lonzo and Oscar will be on Columbia.

Jimmy Klein, whose agency will manage and book the team, said he would work hand-in-hand with Columbia producer Bob Johnston in furthering the new team.

Sullivan also said his Nugget Records company would continue to operate, and seek "name" talent. The "Nugget label is going to be Lonzo and Oscar," he said, "and we're just beginning to sign new names."

Bonnie Brown Move Brings Break-Up of Browns' Act

NASHVILLE—The Browns, who have won virtually every award in the business, from Billboard to NARAS, no longer will record as a group. The three, June, Bob and Maxine, have announced that they will have performed as a successful trio for nearly a decade.

Maxine Brown, in private life married to Dr. Gene D. Ring, is exiting show business to devote full-time to her family at Dardenelle, Ark. Her decision to retire promoted the break-up, Jim Ed, Maxine and Boots have been among the best sellers—

Maze Brown, the third member of the group, has devoted her time recently to songwriting. She now plans to record as a single and has worked out arrangements with RCA Victor's Chet Atkins. A few years ago she was cited as Billboard's Most Promising Female Artist.

"We will make one more appearance," Maxine said. "That will be before all the disk jockeys at the Grand Ole Opry celebration this December. They've been good to us, and we want to be remembered by them."

"The Three Bells" was the biggest Browns' record. It was a million-seller gold record. "Scarlet Ribbons" and "Old Lamp Lighter" were two other smash hits. The trio began in the music business at the Barnard Yard Frolic at KLRA in Little Rock. Chet Atkins brought them to Nashville, and the late Jim Reeves helped them in their climb.

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FOOTNOTES:

1. "Drowing My Sorrow in Wine" has been released on the Gold Star Records label under the title of "Drowning My Sorrow in Wine." It features Franklyn Ives and was picked as a sure winner by the Nashville music industry.

2. Bobby Barnett's hit single "Down, Down Came The World" has reached the Top 10 on the Billboard charts.

3. "Blue, Blues in Green" is a definite hit by the Webster Brothers, who have been a popular act on Columbia Records for many years.

4. "Hey, Hey Big City" is a hit by Hylo Brown, which has climbed steadily on the charts since its release.

5. The foreign visitors to the CMA Hall of Fame included representatives from the Netherlands, Italy, and Japan. They were shown through the museum and were treated to special presentations.

6. Dave Hooten's new role as Lonzo in the Lonzo and Oscar team has been highly anticipated by fans of the country music genre.

7. Maxine Brown's decision to retire from show business has been announced, marking the end of an era for the famous trio.

8. The Browns' performances at the Grand Ole Opry will be remembered as a blessing to their fans. Their music will continue to live on through new releases and tributes.
"CAPITOL SALUTES BRIAN WILSON"

STEREO

The Hollyridge Strings Play The Beach Boys Song Book - Vol. 2

Good Vibrations  California Girls  Surfer Girl  Dance, Dance, Dance
God Only Knows  Sloop John B  Little Deuce Coup  Be True To Your School
Caroline, No   Help Me, Rhonda  Wouldn't It Be Nice

Produced by Al DeLory
**International News Reports**

**Rose de France Fest Plucked By Folk-Ballad; Tie for 2d**

**ANTIBES, France—** "Le Vent et La Jeunesse," the wind and the young girl a winsful, romantic folk-tune by Jean-Marie Rivat, F. Thomas and Claire Chevalier, won the recent Fourth Rose de France Song Festival here with a total of 37 points out of a possible 90–23 points ahead of "Quelque Part en Irlande" and "Chanson Pour F'Atiser" which tied for second place.

The winning song was performed by the Troubadours, a mixed-nationality group of four singers — three men and a girl — whose records are produced by the CBS-owned Rob Records. The Troubadours are: Jean-Claude and Pierre, two Frenchmen; and Charles Matuska, an American born in Canada.

"Le Vent et La Jeunesse" is published in France by Editions La Compagnie and even before the results of the voting was known, Lou Reisner, head of the Mercury operation in London, had bought the song for MRC, Mercury's associated publishing house in the United States. Reisner has in mind a recording by Spyro and the Gang, currently hot on U.S. charts with "Sunday Will Never Be The Same."

The Troubadours are composed of an Italian girl, tenor by voice, and two Frenchmen Jean-Claude and Pierre. The group used the piano accompaniment of a 28-piece orchestra under the direction of Louis Lefevre and the orchestra were the only participant not to avail themselves of the three-voice with backing groups.

The preference shown by juries for groups was underlined by the fact that the CBS group, the Troubadours, produced by Chappelli, earned joint first place with "Quelque Part en Irlande," a also romantic ballad written by Jean Boucle, Arnaud Caroira and Michel Jourdain and Mireille Mathieu who will record it for Barclay in September.

In general, however, it is clear that the French publishers are not submitting their best songs for the Festival and it is felt that the French universities are having trouble getting artists of sufficient stature to merit an appearance on Eurovision. The results of the Festival for this year — as opposed to 30 years last year — is that the organizers in conjunction with the French state, radio and TV corporation, the ORTF, are obliged to reject a number of singers because of the limited experience in the profession. And, clearly, established artists such as the Festival for being of a higher caliber.

**Four Singers**

Further criticism was also aimed at the lack of variety in the selected songs. That Louis Reisner of Mercury: "I lost count of the number of songs with a drum backing of quadriplets."

The only song to stand out was "Chanson d'Amour" sung by Staphane Vigeant, "Les Quatre Saisons d'Amour" by Guy Skormik. And there was a marked lack of up-tempo songs — compositions were so preoccupied with writing lazy, summer-ballads.

**Withering’ Rose Fest Needs Perking: Tabet**

**By MIKE HENNESSY**

**ANTIBES, France—** Before the Rose de France Song Festival can make a San Remo-type impact on an international level, it has to get more support from the music industry in France.

Organizer Claude Tabet made no secret of the fact that the quality of songs and singers in this year's Festival was much lower than any other with which she has had to cope. "The Festival was small and without this support the artists participating continue to be small."

The Rose de France has always been a victim of the chicken and egg situation. The publishers will not support their best songs for the Festival if the quality of the artists participating continues to be small. And the better-known publishers will not compete if the standard of songs does not improve.

Said Cyril Shane of Shapiro-Bernstein: "If the Rose de France Festival was made to be successful, what is the role of the rejected songs?"

Curiously, the answer to that rhetorical question is not as straightforwardly obvious as it might be supposed. Paul Brucker submitted several songs for the Rose de France and in the view of Rene Desmarty, the best of them was rejected by the panel of three separate judges. The rejected song has now been taken up by publishers Dauphin, part of the Barclay publishing group.

"Chanson Pour L'Amant" was a dramatic and classical tearjerker forcefully sung by R.C.A's Michel Bergam. The song, by Michel Bergam and Paul Bloto, is published by Tutti.

**Prize to Troubadours**

The Prix de la Critique, a special prize awarded each year by the Cannes music press, went to the Troubadours, but the prize also made special mention of the Guy Skormik song, "Les Quatre Saison d'Amour," written and performed by Guy Skormik, published by Edis Metropolitaines and recorded by Polydor.

Twenty-four songs out of about 80 submitted were selected for this year's Festival and 12 were performed in each semi-final. Eleven-man juries in Paris, Lyon, Nancy, Strasbourg, Lille, Rennes, Limoges, Bordeaux, Toulouse, Marseilles and Jean-les-Pins, voted for six songs in each semi-final to select a total of 12 for the final night.

For the final voting the juries were augmented by the inclusion of panels in Lausanne, Switzerland, Baden-Baden, Germany, and Brussels.

Televised and Aired

The finals night, introduced by screen act Jean-Claude Brilay and Festival organizer Claude Tabet, was televised by Eurovision and all three days of the Festival were broadcast on the radio station France Inter. Special guest star at the Festival was Philips artist Naia Mouskouri who sang four songs including her latest hit, the French version of 'This Year's Love' by Harpers Bizarre success "Feeling Groovy." ("C'est Ben La Vie."

In addition to the many leading French publishers and record men who attended the three-day Festival, foreign music business personalities present included Jimmy Phillips of K.P.P.M., Cyril Shane of Shapiro-Bernstein, Lou Reisner of Mercury Records; John Nathan, European representative of M.C.H Records, Mariano Repetti of Rome, Italy; Ettore Carrera, Giuseppe Giamanni and Gianni Ravera of CGD, Italy; Madame H. Brauer of Brera, Brussels, and Augusto Aliotti of Canzoni del mondo, Spain.

During the run of the Festival, disk president Eddie Barclay put on a special part at the Voice Voom club to the club on the new Barclay summer dance, la Maliblue.

**JULY 8, 1967, BILLBOARD**
The emergence of a strong market for independent operators and the launching of subsidiary American companies in France is bringing a major turnover in the editorial staffs of the established British record companies. Following Ron Oldfield’s departure this week to MGM here, another EMI executive, John Snell, previously the company’s licensed repertoire chief, is set to join the MGM operation next week as repertoire co-ordinator.

Meanwhile, Decca has lost its promotion chief, Tony Hall, who was setting up his own T.H.E. operation (Tony Hall Enterprises).

Ariola Pushes New Items Via German Publications

GUETERSLOH, W. Germany—Ariola is pushing the distribution of new releases through link-ups with German music-circulation magazines, notably in the case of its new Melodia release, “A Ballo Evening at the Bolshoi Theater.”

The magazine links provide a handy vehicle for the promotion of the repertoire of the Soviet state company, Melodia, which Ariola is distributing under the Melodia Eurodisc label.

Melodia reaches are being handled bytie-ups with the magazines Bunte Illustrierte and Bild unterwegs, a weekly sister of Bild am Sonntag.

There are seven Melodia releases, headed by “An Evening at the Bolsho’,” a program which includes works by Tchaikovsky, Mussorgsky and others, and which is being given high-quality distribution by Bild and Funk. Other new Melodia Eurodisc releases are Beethoven’s “Spring” Quartet, F. Major, op. 18 (No. 1) and G Major, op. 18 (No. 2) with the Borodin Quartet; Rimsky Korsakov’s “The King of the Selchous”; and Schumann’s “Spring” Symphony.

Monument, Barclay in Avanzario Tie

LOS ANGELES—Monument Records has signed with Disques Barclay of France to acquire rights to a complete catalog of recordings by Charles Aznavour. The deal, which will bring the successful sales label to France, will also include French and Spanish releases. Monument also recently signed an agreement with Barclay for two Italian LPs.

Loss of the first Italian product is geared for Avanzario’s next U.S. tour sometime this fall. Monument has already issued two recently recorded French LPs, “The Very Best of Aznavour” and “Le Grand Charles Aznavour” plus one Spanish LP, “Canta En Espana.”

Barclay’s Mathieu Will Tour France

PARIS—Barclay artist Michel Mathieu, whose latest LP, “Quand la nuit tombe,” produced by Paul Saint-Aulaire and Andre Pascal, has sold more than 180,000 copies, and expected success, will undertake a cert tour of France from July 4 to Sept. 12.

On Sept. 1, Mlle. Mathieu will fly to California to record her first title in English. Supervision of the session will be by top arranger Quincy Jones.

Mlle. Mathieu is currently taking a course in English in preparation for her Hollywood film debut next year. Shooting of the film—“Beauty Contest in Guitar City”—is set to begin next February.
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of the World

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American recording for

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Rasberry.

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the
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overseas
Capitol
10
prices
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made
the
8:10
Magnif-
-9
charge

Read-

Can. Near
All-Stereo
TOKYO—The move to
mono-stereo audio pricing
was virtually in-
credible last winter, with
popular album forms,
for-
merly $4.29 mono and $5.29
stereo, pegged at $4.98,
and budget lines, usually
$1.98 cassettes, trying to
get $2.49.

A Victor took the lead,
with its price changes effective
June 12 (Billboard, July 1),
following the move with an
effective date of June 26,
and Capitol, Compo
and France.

In the wake of the new
prices and the big change in
recordings is a new label: "Papa.

The Dutch vocal group De Heik-
vels will get a gold disk for
100,-
000
pushes in the Netherlands.
Luten Stam (Telstar), which has
been playing the hits of the day,

De Zangeren Zonen Naam Jam
Elders to 10 years in
show business trade
and over a million
records sold.

De Zangers
-3-

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THEATRE PROGRAMS

AMSTERDAM
Charles Chaplin's "A Countess from Hong Kong" will
be screened here, and Phonogram released the
soundtrack album to coincide with the film's
opening. Tins of tulle served as the scene de-
nors, and promotional material was
accompanied with "She'd Rather Be With Me" by the
Furrows. Debutant International's Fence was
recorded here. Fred Karim's
rights on David Garrick's "A Cen-
tury Ago" were purchased dur-
ing his recent London visit.

MIKE GROSS

BARTON
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EIRE
Emerick Records' chief Mervyn Seaton is
in the running for the biggest campaign ever to push
"Penny Lane." Four artists have
been cut loose. One, The Beatles, is
British. The other three are Irish. The
third week of July the group
were released. Hereby Irish Record Factos,
issues, which includes The Marvellous
"The Beatles, "Bea Juba. "There are also
three Free Press albums being
staged. Selects from the group's
next single, "Bring the Whole Family.""
Tape CARtridge

Philips Kicks Off Wide-Ranging Cassette Product Drive in U.K.

BY GRAEME ANDREWS

LONDON — Philips has launched a major drive to give cassettes a major inroad into the British recording market with the launching this month of "Music cassette Month." The company has unveiled a wide range of new cassette products including 18 units in its new "Moogs Orchestral," aimed at the auto market and five EP cassettes including the first three EP tapes from the Pye group featuring Sandy Shaw, Petula Clark and Herb Alpert. Additionally, the company is launching a full-range of point-of-sale selling aids, and is backing this with dealer incentives including a free demonstration unit and a 2c-price stereo cassette player. Highlight of the campaign is the company's special "Special Sounds" offer of two sets of four cassettes each for the price of three. A similar offer is being made by the Reader's Digest, which has entered the market with its "Moog Music for Listening and Relaxation" series. The magazine is marketing its product through a direct mail campaign.

The aim of this month's drive is to establish the cassette and to ensure strong fall sales when the repertoire build-up of the past year is due to quicken. Philips' managing director Leslie Gould forecasts the release of 200 more cassettes to double the present total. Cassettes are currently available here on 18 labels. The long-range plans to expand this market will move even further ahead in 1968 when Philips plans to enter a new field with the cassette with a range of "do it yourself" release giving advice on a range of home activities, repair, car servicing, to slimming and gardening.

NA Philips Cuts A Norelco Price

NEW YORK — The North American Philips Co. will reduce to $20 its minimum dealer advertised price on the Norelco Carry-Corder 150, which became effective Saturday. This cordless, miniature model will be priced at $69.50, and will be shipped with an improved carrying case which stores the recorder's microphone thereby eliminating the outside mike pouch.

Epic to Debut 4 & 8-Track

NEW YORK — Epic Records is making its debut in the tape cartridge field this month. The label is entering the 4- and 8-track stereo tape cartridge markets with seven packages. Epic's new 4- and 8-track product will be designated N14 and N18, respectively. The N14-4-track cartridge will carry a suggested retail price of $16.55, while the N18 8-track cartridge will sell for $49.95.

The label has designed a special display piece, featuring the new releases, for dealers' use in promoting the new product. In the initial release are the Dave Clark Five, the Golden Gate Strings, the Glenn Miller Orchestra directed by Ray McKinley, the Village Stompers and two packages by Donovan.

All Kinds of Cartridge Systems Roll for EIA

At the Anirx exhibit, from left: Carlton Cop Jr., independent retailers syndicate; T. A. Robie, president of Arvin; Gilbert Goodwin of the syndicate.

Looking over a new Plastic Tape unit is Leonard Monroe of the Price Cuts Co.; Bob Mitchell of South East Ga. and Parts, Savannah.

Jim Littias, new president Car Tapes, Chicago, looks over an 8-track unit with Paul Adams, right, a sales manager of Capitol Records Distributing Corp.


Leu Weinstein, sales manager of Columbia Records Sales, left, talks with Harold Brown, Jefferson Street, Miami; and Frank Richter of Masterworks Audio Products, right.

Donald Collins, of Chicago American Philips, center, shows Norelco unit to Thomas Muller, left, and Harry Wojcik, both of Lincoln Park, Mich.

Leon Kubly, of Harmony, demonstrates quality cassette-record system Ed. M. Kellis, Ed. Marnewk & Lewis, Syosset, N. Y.

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Who Has Inside Track? Buyers Will Decide Seminar Asserts

By CLAUDE HALL

NEW YORK—The consumer—not the industry—will decide which system will make it...4-track, 8-track, PlayTape, casette, or all. This was the consensus of speakers at a seminar Wednesday (29) morning here during the Consumer Electronics Show. More than 500 dealers and distributors attended.

On the seminar panel, moderated by Billboard editor-in-chief Lee Zito, were: Oscar R. Kusio, vice-president and general manager of the automotive products division of Motor- oile; James Russell, director of marketing for Craig Panorama; W.K. Semmelink, assistant vice-president of North American Phillips; George Slaughter, president of Advanced Stereo Systems, Fort Worth; Jim Gall, vice-president, International Tape Cartridge Corp.; Earl Muntz, president, Muntz Stereo Pak; Frank Stanton, president, Playtape, Irvine, Calif.; vice-president of marketing, RCA Victor Records.

While admitting that Ford, in the early days of cartridges, had a 4-track unit ready to go if 8-track didn't develop, Kusio said that now the firm was committed to 8-track and had just signed a new contract. He felt the opportunities for aftermarket sales were tremendous and that demonstration of a unit constituted half of a sale. Price of 8-track units will decline "as product matures," he said.

Right to Choose

Russell felt that the consumer had the right to choose what products he wanted. "That no system would necessarily become obsolete. He pointed out that Kodak still makes a Brownie.

Semmelink put a plug in for the cassette system, pointing out that the quality of sound on cassette systems was now better than that offered by AM radio and that the unit had definite-ly "arrived" as could be noted by the "enormous number of major manufacturers who've adopted the cassette system."

A tape cartridge department in a separate area is needed to really move cartridge units, said Slaughter. And the cartridge center should feature several models for both auto and home... and "more than one system," which anonomizable salesman is also needed.

Cities Good Selection

Even more important, he felt, is a good selection of cartridges "The first-time buyer usually purchases an equal amount in dollars of cartridges as his unit costs him," he said. "If you don't have the stock, he'll go elsewhere and you'll lose this business." Dealers should only choose a distributor who can service weekly and provide 100 per cent returns on cartridges that don't sell.

Gall, speaking for ITCC, said he'd been amazed on a recent visit to 218 dealers across the nation to find a lack of proper follow-up by distributors, plus poor inventories, lack of knowledge of the business, lack of knowledge of new releases. One complaint, he found, was the release of a cartridge long after the LP was no longer hot in sales. This, he said, could be corrected and ITCC had already released cartridges day and date with their LP counterparts in the past year.

But the tape cartridge business was healthy, he felt. "As many as 219 dealers only said that they discounted tapes."

Unity Stressed

Muntz emphasized in his talk that everyone in the business "should get together and help another. I'm sure there's a use for every one of these systems. I don't think we should knock any of these systems. We should not feel the cassette was doomed and good and that PlayTape had done a terrible job in getting the kids to use something they could buy. Installation, he felt, was going to be one of the key sales points for auto units and it was easy to necessary to install a unit right because "If not one cent of our sales are from referrals." A new converter installation factory in Los Angeles, he said allowed Muntz Stereo Pak to install a unit in 12 minutes. "If you don't have several million sets out there in use, you're not going to sell many cartridges.

The 2-track PlayTape system will be one of the standards of the industry, he said. Stanton pointed out that the unit was small, available in many models, in stock, and had a tremendous amount of music available.

Tarr, in support of the 8-track system, said its development few weeks and the result was "there's no use going to sell many cartridges."

In support of the 8-track system, said its development few weeks and the result was "there's no use going to sell many cartridges."

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 you to 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 racks everything comes in.

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In 1966, AST said $45 million worth of pre-recorded tape was sold at retail. In 1963 pre-recorded tape sales were only $6 million by all manufacturers at retail, Ampex estimates. Then in 1964 sales took off. Retail prices were $12 per 12.5 cent roll, hit $21 million the following year.

Ampex, which announced its Micro Series of cassette players recently, also disclosed plan to have expanded its pre-recorded cassette library to 1,000 titles by the end of 1967.

We'll Have All!

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 you to 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 racks everything comes in.

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

Store:

Address:

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

Buyer...

MAIL TO: Tape Distributors of America 450 South Michigan Avenue Chicago, Illinois 60605 Telephone 539-3675

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New Releases From Muntz Stereo Pak!

4 CL-2653.... SGT. PEPPER'S LONELY HEARTS CLUB BAND—The Beatles—Capitol
7715 Densmore Ave., Van Nuys, Calif. 91406 (213) 989-5000

July 8, 1967, Billboard
Audio Retailing

Retailers Seek Place in NAMM

- Continued from page 16

or other instrument. He feels at home there. The most dramatic answer to sales growth for 1968 at the Music Show, however, may have been found in the "bugged" wings that were introduced on an entire hand into splitting the sound of one instrument into four. Harmon parts to making one instrument sound like any one of eight other instruments. Of course, the new amplified wind devices are being placed at the disposal of recording groups post haste.

Joe Beraron, president of Box division of the Thomas Organ Co., said: "Anphonic sound is a major innovation in the music industry. It is tomorrow's music today. Now hands wind up C-71 for public performance as on recordings."

As in recent years, only a couple of record manufacturers, exhibited at the Music Show and only one small nucleus of independent record dealers participated. One of the NAMM record dealer members, Howard M. Judkins Sr., Judkins Music Co., Garden Grove, Calif., urged that more dealers join NAMM "even at its new $100 annual fee. The record dealers are still strong enough to form their own association."

We agree with you in the effort to get record dealers back in NAMM," said Billboard publishers, in an attempt to elect the meeting of record dealers during the show.

Ruggedly independent record dealer V. H. Anderson, owner of the Hi-Fi Shop, Chicago, declared: "We must recruit record dealers into NAMM or we're going to become progressively weaker, while the National Association of Record Merchandisers (NAMM) becomes stronger. Let's avail ourselves of the opportunity to have a collective voice.

Moving to do just that, the record dealers voted to petition the NAMM board to seek a decision from the Federal Trade Commission as to whether the current adjustments of Columbia Records prices to the ultimate consumer and Columbia sales to dealers have any bearing on FTC regulations that are still open. The dealers also re-quested that the NAMM board seek clarification from the FTC on policies of the Columbia Records, as to the way prices advertised for purposes of comparison.

Pickwick Buys Barth-Feinberg

LONG ISLAND CITY, N. Y.– Barth-Feinberg, Inc., a subsidiary of the Seeburg Corp., has been sold to Pickwick International.

Barth-Feinberg, Inc., is a wholesaler of musical instruments and accessories with offices and warehouses located in New York City. The company's wholesalers approximately 4,000 items including V. M. phonographs and tape recorders, Ray gun, Hamilton music stands, Hohner harmonicas and other instruments.

New Wurlitzer Stereos Units

CHICAGO – The Wurlitzer Co. utilized the 1967 Music Show to introduce a completely new line of Credenza and low key stereo. The 12-model line is all solid state.

The Credenza series is a compact stereo console designed to fit into apartment or bedsit or dormitories.

All models feature accessible connections for remote speakers, stereo tape recording and playback, remote FM radio listening. And the hit-or-miss method of adjusting the tone has been eliminated with a special control which lowers the stereo into a pure tone. The Credenza series is a compact stereo console designed to fit into apartment or bedsit or dormitories.

Other features: a roll-away, turnable, solid "no-slip" top and special controls for adjusting stereo sound for variable conditions.

"SELLING TAPE PROFITABLY" was the Music Show tape clinic topic of Donald V. Hall, general manager, Ampex Stereo Tapes.

G.E. Promo on Low-End Tape

UTICA, N. Y.—General Electric has a "Tape the Sounds of Summer" promotion going on its moderately priced reel-to-reel portable recorders. Involved are models M120 and M120C at suggested retail prices of $24.95 and $34.95 respectively.

A complete promotion kit, including four-color point-of-sale purchase displays, newspaper ad mats and suggested copy for radio spots, has been prepared for dealers.

Some suggested ways to promote tape recorders:

Tape sounds great with movie

Tape takes your favorite music to the beach or park.

Kids can tape "letters" home from summer camp.
**NASHVILLE, TENN.**

**American**

Nashville is the home of country music, and its rich history and vibrant culture make it a great destination for music lovers. With legendary venues like the Grand Ole Opry and the Ryman Auditorium, there's no shortage of opportunities to see great live acts. Additionally, the city is home to some of the most iconic music legends, from Johnny Cash to Dolly Parton, making it a must-visit for music history buffs.

**Chicago, Ill.**

Chicago is known as the Windy City and is a cultural hub in the Midwest. With its diverse communities and rich history, there's plenty to explore. From the iconic Navy Pier to the artsy neighborhoods of Wicker Park and Logan Square, there's something for everyone in Chicago. The city is also home to some of the best food in the country, with delicious options ranging from deep-dish pizza to Chicago-style hot dogs.

**New York City**

New York City is a global cultural center, with its iconic landmarks, world-renowned museums, and vibrant entertainment scene. With the Statue of Liberty, Central Park, and Times Square, there's no shortage of things to do. The city is also home to some of the best restaurants and nightlife in the world, making it a must-visit for foodies and partygoers alike.
Too Many Blind Spots In Vending—McGuire

BY KEN BERGLUND

MINNEAPOLIS—The vending industry has many blind spots that need immediate attention, according to James T. McGuire, president of the National Automatic Merchandising Association (NAMA). McGuire made a plea for vigorous action during the annual meeting of the National Automatic Merchandising Council in mid-October. He noted that vending industry has twice the annual rate of the GNP, but nevertheless, there are many shortcomings.

Specifically, he pointed to service problems, noting that service is hard to sell and the field is plagued with high turnover.

"We must find, train and motivate the employees in a better fashion," McGuire said. "The employee is often blamed for poor performance, but low productivity is really management’s fault."

The NAMA president also said that the industry lacks determination to earn a satisfactory profit margin. He asserted that the profit margin is too low, and sellers buy and sell and look indoors to see what has been done.

McGuire stated that profit situations are created by compliant thinking and he said the cost formulas of the past are not able to help the Minnesota group to adjust prices upward and strive for more efficient operation.

"One of our biggest blind spots is the impropriety," McGuire asserted. "We have not taken the proper steps in this direction."

The vending executive also discussed the lack of knowledge of vending service among customers. Customers, he said, often have a different viewpoint of vending services from the vending operation. In particular, are a sore spot in the business.

In my travels I am amazed at the number of machines that do not offer refunds," McGuire asserted. "Every machine should have a sticker that gives the name, address and phone number for a refund so the customer, who loses a dime will not become a detractor of our industry."

McGuire also touched on the industry’s tendency to blindly follow the customer’s taste. He noted that there was very little development because the industry is selling best for any given moment.

"To warn the vending growth is not an automatic process and the gains may have been due in past years to a

(Continued on page 64)

Coin Machine Merchandising

TORONTO—"Machines are the creatures of man," observed a speaker at the Canadian Automatic Merchandising Association convention here last week. It is said that we are creatures of their creatures. Or so appears, at least, when it comes to merchandising.

According to marketing expert Donald Macke, managing director of Harbidge House Canada, the coin machine operator is involved constantly in merchandising decision-making. The operator is making such decisions whenever he is involved in advertising, promotion, selling, product selection, or pricing.

"These activities," he said, "are not easily handled.

Young took a poll of coin machine operators present at the convention and found that they place only 2 percent of their sales effort and expense on advertising.

They place only one-half of 1 percent of their sales effort and expense on promotion.

They place 40 percent of their emphasis on selling.

Prof-it-Pinned Canadians
Consider Jukebox Operation

TORONTO Though the Canadian vending industry is growing at something like 20 percent per annum, is not study. Operators attending the 10th annual meeting of the Canadian Automatic Merchandising Association last week, reported that they pay up to 45 to 60 percent more for machines than their U.S. counterparts. Parts are as costly, and labor is just as expensive in unpopulated areas as it is in the U.S.

"In this context, several operating factors should be considered," said J. L. Hein, president of CAMA, Calgary, Alta. "I’m going into music..."
Bitterman & Son Open House
To Show Northwestern Units

KANSAS CITY, Mo.—Bitterman & Son Distributing here is holding an open house July 16 from 10 a.m. to 4 p.m., during which the long-established father-and-son-owned bulk vending distributor outlet will have a preview showing of Northwestern equipment and other new products.

Here from Northwestern Corp., will be sales manager Ray Greiner and sales co-ordinator Bill Hamilton. Each bulk vending businessman will receive a prize. Special awards will include a Northwestern Vantages Professional Stand, four Model 60 units and two other special prizes.

A buffet luncheon will be held from 11 a.m. to 2 p.m. Hosts Bernard and his son, Allan, will be showing new merchandise from Karl Guggenheim, Inc.; Epy Charms, Inc.; Penny King Co. and several import lines. "Super Stuff," a new 10-cent item, will also be shown.

Theisen Vending Will Handle Oak

MINNEAPOLIS — Theisen Vending Co., owned by Tom and Tony Theisen, has been named to handle Oak Manufacturing Co. bulk vending equipment. Other bulk vending lines will include Penny King, Epy Charms, Karl Guggenheim, Fleer Gum, Paul Price Co., Standard Specialty and Viron. The company supplies merchandise for over 3,000 machines throughout Minnesota and the Dakotas.

Theisen Vending has just completed a new 8,000-square-foot warehouse facility here at 3011 East 42nd Street.

Demeduk Named By Martin & Snyder

CLEVELAND — Henry C. Sedor, new manager of Martin & Snyder of Ohio, Inc., exclusive Seeburg distributors here, has named Walter Demeduk as service manager. Sedor was formerly in the stock brokerage and liquor sales business. Music machines account for the greatest increase in business, Sedor said.

UNMANAGEABLE MACHINES will plague Canadian operators if the new all-nickel coinage enters circulation before adequate slug protectors are in distribution. One workable rejector (which appears here to be a lamp base) was exhibited at the CAMA show. Inventor Wilson M. Stewart, Vendall Machines, Ltd., Ottawa, demonstrates it here.

Scenes From the Big Canadian Show

"MEN MANAGING MACHINES" was the theme of the Canadian Automatic Merchandising Association show, but University of Toronto Prof. A. M. Kruger, seen here, talked about men managing men. At left is CAMA president Ken Dickerson of Toronto.

SEEBURG VICE-PRESIDENT Frank Finneran was kept busy at the company booth during the Canadian show. Here he has a smile for the camera.

"COFFEE IS MY BEST PRODUCT," said J. M. Wilson, Edmonton operator. "But cold drinks are coming on strong." Daughter Bonnie took in all the exhibits and business sessions, too. "It's a family business.

NEW COFFEE BREWER from VendKing Co. was shown off by company president Alan King, right, and assistant Jack Watmore. King was founding president of the CAMA.

BUD WISEMAN, left, president of Krispak, Ltd., reported that there are about 1,000 bulk vendors in Canada. The firm displayed various salted pea

"MAGIC MONEY MAKERS," said William S. Gould, marketing director of the Macke Co., in an address to Canadian coin machine operators, "are mechanis-

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Man who can also act as route foreman. Must be experienced in music and games. Stats age, past experience and furnish references. Send photo, if possible.

This is an old, established and reliable firm, in business for more than 30 years. Good working conditions. Write:

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JULY 8, 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 501 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-Monaural 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.
Vending News

New 3-Cent Cigaret Tax Hike Under Study In California

By BRUCE WEBER

LOS ANGELES—A Senate governmental efficiency committee last week proposed a new cigarette tax plan to Gov. Ronald Reagan, who has previously stated he would support any cigarette tax hike to come out of the present Legislature.

The new levy would increase the 3-cent-per-pack State tax on cigarettes to 10 cents, with a 3-cent refund from the total turned over to local governments. This tax plan would provide the State with an additional $65 million.

Prior to the new proposal, legislators had favored a tax plan presented by assemblyman John G. Veneman (R., Modesto), which called for a 3-cent-per-pack increase in the present 3-cent-per-pack cigarette tax.

Reagan Opposition

Veneman's proposal is tied into a $1.2 billion tax package. Although Governor Reagan endorses "any cigarette tax increase," he is opposed to the complete tax package. The new cigarette tax plan presented by Sen. Hugh M. Burns (D., Fresno), acting chairman of the committee, is also tied into the over-all budget bill.

Burns' committee also suggested the possibility of looking into sales tax measures in an attempt to cover more businesses. Governor Reagan opposed the sales tax increase to coin-operated machines, "It is extremely difficult if not outright impossible to administer an accurate sales tax on coin-operated machines," the governor said.

The Minnesota Meeting

JAMES T. MCGUIRE, president of the Automatic Merchandising Association, who addressed the Minnesota Automatic Merchandising Council in Onamia, Minn., recently.

The self-contained unit, the Super 60, is completely automatic. It has four compartments for three rolls of gum, two rolls of cigarettes, two rolls of chewing, and such other vendable items as the committee wants to add. It is self-service and requires no attendants. This unit is the latest in model development. The compact size of the Super 60 is a distinct advantage in coin-operated service. The unit, being self-service, requires no attendants. This unit is a self-contained unit and requires no attendants. The Super 60 is a self-service unit and requires no attendants. The unit is being self-service and requires no attendants. The unit is...
American Automatic Sales Rise

CLEVELAND—Net earnings for American Automatic Vend- ing Corp. here rose from $941,316 in 1966 to $1,124,334, for the fiscal year just ended. This represents an increase of 93 cents per share as against 77 cents per share last year on record sales of $27,940,115.

Fla. Pondering Cigaret Tax Hike

TALLAHASSEE, Fla.—A legislative committee has been study- ing a bipartisan proposed 2-cent increase in cigarette taxes that sponsors claim will not cause a price increase in sales through vending machines. Backers of the measure said that cigarettes sold in machines were raised from 20 to 32 cents in 1963 when a 3-cent tax went into effect.

Canadian Cigaret Sales Climb

OTTAWA, Ont.—Cigarette consumption in Canada during April increased 1.4 per cent, according to sales of excise revenue stamps. The sales figure in the new report was 3,796,880,845 cigarettes as compared with 3,745,069,680 in April of last year.

Penna. Cigaret Tax Hike Sought

HARRISBURG, Pa.—Gov. Raymond F. Shafer is proposing a tax increase on cigarettes that would raise the figure from 8 to 13 cents per pack. He also proposes a new tax on tobacco products other than cigarettes.

ARA Has ‘Chefless’ Cafeterias

DETROIT—Automatic Retailers of America, Inc., anticipates 10 per cent of its projected $500 million worth of business by 1970 will be derived from "chefless" cafeterias. Wayne Todd, ARA project director here, said that an ARA cafeteria can be set up for $15,000, as compared to $150,000 for conventional facilities, and that 1,000 persons can be served by a staff of three in contrast to 12 or 15 required in regular cafeterias handling such a load. Food, prepared either fresh or refrigerated, is trucked to the cafeteria and quickly heated in electronic ovens.

Goldstein Off on Long Sales Swing

CRANSTON, R. I.—Herb Goldstein, national sales vice- president for Oak Manufacturing Co., launched a month-long trip with a sales clinic here June 30 and July 1 at Cole Distribut- ing Co.

The sales clinic-open house seminar marked completion of a new 7,000 square foot ware- house which will provide opera- tors with one-stop service.


Goldstein will make marketing stops in key areas throughout the United States during his trip for the Los Angeles manu- facturing firm.

NORTHWESTERN Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.

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516) 333-6683

JULY 8, 1967, BILLBOARD

NEW HEADQUARTERS for Karl Guggenheim Co., Westbury, N. Y. Seen here are president Bob Guggenheim, right, and vice-president Fred Loewus. The company occupied the new building just recently.

Karl Guggenheim Moves

WESTBURY, N. Y.—Karl Guggenheim, Inc., formerly of Jamaica, N. Y., has opened a new 12,000-square-foot facility at 520 Main Street here.

All shipping, receiving, sort- ing and packaging will be done at the new plant, with molding still being done at the Leon- minster, Mass., factory. The new building contains 2,000 more square feet of space than the former Jamaica plant, and also is equipped with two access doors for the shipping and re- ceiving operation, according to president Bob Guggenheim.

Guggenheim carries some 150 assorted charms and capsules and it also imports material from Hong Kong. Also, the firm serv- ices the U. S. Army PX system with shoe trees that retail for less than a dollar per pair, and it also carries carnivals merchandis- e. Guggenheim's biggest cur- rent item is the "Hampty," a 10-cent capsule item modeled after Hampty Dummy.

The firm was founded by Karl Guggenheim, Bob's father, in 1904, and was located in Manhattan's Flat Iron Building on 23rd Street. Later the firm was located in Union Square, in lower New York City, Vice-president of the firm is Fred Loewus, and plans for the coming year include heavy con- centration on capsule items, said Guggenheim.

Oak Establishes Award in Memory Of Sidney Bloom

LOS ANGELES—John Adams, owner of Diamond Vending Supply Co., Oklahoma City, Okla., has been presented with the first annual Sidney H. Bloom award for his vending achievement during the past year.

The award was established in memory of Sidney Bloom, co- founder of Oak Manufacturing Co., Los Angeles, and chairman and secretary-treasurer of the firm until his death in 1963.

Sam Weitzman, who formed the company with Bloom in 1929, presented the award to Adams.

Los Angeles—A new bulk vending product recently mar- keted in California promises to give the industry a shot-in-the- arm, according to Norman Weitzman, vice-president of Operators Vending Machine Supply Co., Inc.

Although Weitzman declined to mention the product "until all test marketing is completed," he did predict the item had the poten- tial of creating a sales boom.

In 20 locations, Weitzman ex- plained, the product is doing more than $3 a day, and in sev- eral locations its productivity is bringing in about $20 in three hours. The item will sell for 10 cents.

The Paul A. Price Co., Inc., has Geoofy-Goo which yields a play item when mixed with water. It will be twisted into various shapes. Each capsule contains a supply of re-usable Geoofy-Goo with instructions for its preparation.

3¢ CAPSULE MIX

TWO REASONS IT SELLS

1. Consists of 20 well chosen domestic and import items.
2. The Display. . . the beauty of it and the mass display of items.

Bounce It - Bump It -
Throw It - Nothing happens
IT'S JEWELED IT'S STAYS CLOSED

$20.00 per 1,000
At Dist. or FOB Factory
Comes with 4 Darn Good Plastic Displays.

EPPI CHARMS, INC.

363 Denver Ave.
Lynbrook, N. Y. 11563

HEADQUARTERS | NEW ITEMS | HIGH QUALITY | LOW PRICES
You need all three to meet competition, and you need them NOW!

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

The Penny King Company

3238 Mission Street • Pittsburgh, Pa. 15213
World's Largest Selection of Capsules and Charms
From Factories in Hong Kong & U.S.A.
The Bluebook
Valuation of Used &
Reconditioned Coin Machines
July 8, 1967

The following average valuations, based on quotations ob-
tained from dealers, franchised distributors, and coin oper-
ators throughout the U.S., are published only for the purpose of
indicating general trends. The averages are useful for applica-
tion to any specific buyer-seller situation.

Jukeboxes

Rock-Ola

<table>
<thead>
<tr>
<th>Model</th>
<th>Average</th>
<th>Notes</th>
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<tr>
<td>Continental 2, 200 Sel.</td>
<td>300</td>
<td>No Av.</td>
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<tr>
<td>33, &amp; 45 RPM 1956</td>
<td>300</td>
<td>No Av.</td>
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<tr>
<td>120 Sel. 45 RPM, 1956</td>
<td>300</td>
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<td>120 Sel. 33 RPM, 1956</td>
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<td>240 Sel. 33 RPM, 1956</td>
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<td>180 Sel. 45 RPM, 1956</td>
<td>300</td>
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Average

Rowe Mfg.

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<th>Average</th>
<th>Notes</th>
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<tr>
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<td>300</td>
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<td>33, &amp; 45 RPM 1956</td>
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<td>180 Sel. 45 RPM, 1956</td>
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</tbody>
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Average

Rowe AMI-HAL 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1961 | 300       | No Av.         |

Average

Rowe AMI-FEL 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1961 | 300       | No Av.         |

Average

Rowe AMI Tropicana JBM, 100 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1964 | 300       | No Av.         |

Average

Rowe AMI Diplomat, 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1965 | 300       | No Av.         |

Average

Rowe-AMI 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1965 | 300       | No Av.         |

Average

Scotty 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1966 | 300       | No Av.         |

Average

Continental 2, 300 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1967 | 300       | No Av.         |

Average

Jupiter

120 Concord, 80/100/120 Sel. 1966/67 | 300       | No Av.         |
| 33, & 45 RPM 1968 | 300       | No Av.         |

Average

Seeburg

W200, 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1968 | 300       | No Av.         |

Average

Rowe AMI-HAL 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1964 | 300       | No Av.         |

Average

Rowe AMI-FEL 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1964 | 300       | No Av.         |

Average

Rowe AMI Tropicana JBM, 100 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1964 | 300       | No Av.         |

Average

Rowe AMI Diplomat, 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1965 | 300       | No Av.         |

Average

Rowe-AMI 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1965 | 300       | No Av.         |

Average

Scotty 200 Sel. | 300       | No Av.         |
| 33, & 45 RPM 1966 | 300       | No Av.         |

Average

Chicago Coin

Beatniks 2, 3/67 | No Av.    |
| Bronco Z, 5/66 | No Av.    |
| Festival Z, 5/66 | No Av.    |
| Firecracker Z, 12/66 | No Av.    |
| Hula Hoop Z, 5/66 | No Av.    |
| Kicker Z, 6/66 | No Av.    |
| Mayflower Z, 5/66 | No Av.    |
| Royal Flush Z, 6/64 | No Av.    |
| South Parrot Z, 6/64 | No Av.    |
| Sun Valley Z, 8/63 | No Av.    |

Average

Gottlieb

Bank-A-Ball 1, 9/67 | No Av.    |

Average

Pinball Machines

A-Gee-Up 4, 1965 | No Av.    |

Average

Midway

Flying Turns Z, 1966 | No Av.    |

Average

Rally

Girlie Z, 11/66 | No Av.    |

Average

Williams

A-Go-Go Z, 1965 | No Av.    |

Average

No. 16

Average

NOTE: All quotes for national averaging are based on
operating conditions, both "used" and "new,"
condition. The value of both "used" and "reconditio-
conditioning" may sometimes vary-
sometimes drastically.

Important variables

transportation or

Inflation, the Billboard
Publishing Co.

Pinball Machines

A-Gee-Up 4, 1965 | No Av.    |

Average

Midway

Flying Turns Z, 1966 | No Av.    |

Average

Rally

Girlie Z, 11/66 | No Av.    |

Average

Williams

A-Go-Go Z, 1965 | No Av.    |

Average

No. 16

Average

No. 16
Coin Machine Merchandising

- Continued on page 61

Montreal are doing a year's volume in three weeks—15,000 venders—may have had something to do with the fever. The Sovereign Corp., exhibited its "Top" or Top Hat series of cold drink and single-cup coffee venders, which built in harmony with Rowe and Vendo equipment.

Coinmen In The News

MEMPHIS


BOSTON

Jerry Gholzmann, a veteran in the music business, now heads up the back ground music department at W. S. Music Co. here. . . . Bill Swartz, W. S. company president, is presently in Europe with his wife on a business pleasure trip in celebration of his 25th wedding anniversary. He was shown export accounts in London, Amsterdam, Brussels, Geneva, Rome, Madrid, Lisbon and Portugal, cementing goodwill. Bob Green, W. S. manager, just returned from an exciting cruise to Nassau with his wife aboard the SS. Canberra. Bob is enthusiastic about the firm's own designed "Gold" bonus. After so many 25-cent insertions a star lights up and the player on the jukebox gets three or seven bonus plays free. . . . Leonard Schnell, formerly with the W. S. Music Co., is now eastern representative for a new company, T.V. Products Corp. He now lives in Long Beach, L. I., N. Y., and enjoys the country and sea air when not traveling about the country. He recently turned down an offer to run a music shop in a new building in Quincy. He has taken over and is operating under the name of King Distributors. . . .

The old-timers don't seem to get around to much these days but several of them showed up at the other day including Art Sturgis, Dan Fouts, Sol Robinson and Luke Levine, all at the one time. . . . Bob Jones of Trimonial had a rough trip last week when he visited Milwaukee, Mo., most northerly town in the U. S. He had to come back by several private planes, bus and train. . . .

Now that the good weather has arrived, music men from the north are flocking in to look over the good buys in Boston. It seems recently George Hatpeter and Roland Hubert of Haverhill and Louis Milioni from Manchester, N. H., have been in.

PHILADELPHIA

Angelo Bottani, president of the International Vending Machine Co. of America, returned to Milan, Italy, after a visit with David Rose, exclusive U. S. distributor of his Coinjukebox audible machinery. Bottani and Rose met here to discuss new markets for the combination movie and jukebox machine and set up shipment schedules. . . . Judith Anne Eirks, formerly in the public relations department of the Rinkle-Kildow & Co. advertising agency here, has been named executive secretary of the American Foundation of the Automatic Retailers of America. . . . Also at Automatic Retailers of America, J. Bruce Heckman was named credit manager. . . . The local in- dustry was shocked to hear the report from Hollywood, Calif., telling of the passing of Jack Shepp- ard on June 1 at the age of 65. He was a former president of the Amusement Machines Association of Philadelphia 10 years before retiring in California in 1957.

A pioneer in the coin machine industry, he operated the Sheppard Photograph Leasing Co. here for 25 years before retiring. His wife, Call, a daughter, two sisters and two grandchildren survive. . . .

MINI SYMPHOMATIC jukebox designed by John Foufounis, Gerinex 8a, Switzerland. The extremely simplified unit employs only two small "one-way" electric motors and a pair of start/stop switches. Selections are made from a 40 record magazine utilizing a mechanical principle with two telephone dials. As an addition, the Vectar jukebox, is now being produced and sold in Japan.

of Port Credit, Ont., was shown by Junar Sales, Oakville, Ont. The simple device, resembling an inclined maze, is said to sort 300 coins a minute. It stacks the coins automatically in calibrated slots. It has no moving parts and sells for $29.95.

A GOOD CROWD turned out at recent technical refreshers course handled by Atlantic Entertainment and Wurlitzer at Newport, N. Y. Six mid-State cities were represented. Wurlitzer's Hank Patetz handled instruction. Host John Billota is at right.

JULY 8, 1967, BILLBOARD
Weitzman Criticizes Some Bulk Operating Methods

LOS ANGELES — Norman Weitzman, vice president of Operators Vending, parent company of Oak Manufacturing Co., Los Angeles, is attacking some methods of bulk vending operations.

"If you want a sure formula for ruining the bulk vending business," Weitzman said, "I recommend you antagonize the mothers whose children patronize bulk vending machines."

Weitzman's five bulk vending commandments are:

1. Is the merchandise good value?
2. Will children purchase the product?
3. Will children receive what they think they're getting?
4. Will children buy the product again—and again?
5. Will mothers be satisfied?

Deception
"Deception in machine mixture and false advertising of product must be eliminated before the industry can take steps in improving its image with the consumer," he explained.

"When mothers realize their children are being taken advantage of by 'quick-back' vending operators," Weitzman remarked, "they are going to explode. Basically, the bulk vendors have a responsibility to accurately display product. Children are entitled to know what a coin will buy."

"Quick-back" vending operators have been known to put a false mixture of charms and candy into machines and to switch-prime premium charms at the machine. Devious merchandising practices, according to Weitzman, are usually limited to 1-cent vendors.

"Mothers are not going to put up with phony merchandising when it comes to 5, 10 and 23-cent vendors," he said. "When they give their child a coin for bulk machines, they expect to get the kind of merchandise displayed and advertised.

Specific Example
"A new vending item has recently been marketed to the bulk vending trade. It is a perfect example of dishonesty in merchandising. The display front used in the machine shows pictures of children playing with the product. The product has previously been sold for 98 cents retail. When the powder was mixed per instructions it made a half-pound of material and filled a pint container.

"The vending supplier chose to use the actual display card that the manufacturer used on the package. The advertising on the vending machine is labeled 20 grams. The powder actually weighed 1 gram or 1/20th of that which was shown on the machine display. Even if the child could not read, the picture display would lead him to believe he would get enough material for a dime to do the tricks outlined on the machine advertisement.

"Phony advertising and merchandising could lead to special municipal and State laws that would handicap honest vendors," Weitzman stated.

"Children won't complain to store managers about value," he said. "But a mother who feels her child is being cheated can put an operator out of business and give the industry a black eye."

U. K. Import Rise Steady

LONDON—A continuing rise in the imports of coin-operated phonographs is reflected in the latest figures issued this month.

Although March U.S. imports dropped to 158 units (worth $90,441) from February's record 239 units, imports from Western Germany doubled to 134 units ($44,444) compared with the previous month's 73 units.

Belgium entered the Customs and Excise Statistics Office list for the first time this year, sending over 50 units for a cash value of some $33,779, while Switzerland's total of 19 units this year leaped to the March figure of 88 units worth about $35,941.

Another new listing was Sweden, which sent in a solitary unit worth 590, while the Netherlands dropped to 40 units (434,821) from 46 jukeboxes in February.

France, which started the year with 50 jukeboxes worth about $288,336 compared with February's 373 units, brought this year's imports to a total cash value of about $741,612. The U. S. currently holds a lead over Western Germany, having sent in 507 units ($33,000) for this year, compared with the German total of 325 jukeboxes ($205,023).
Commod Events

July 9—Wisconsin Music Merchants Association, Lake View Inn, Lake Delton.
July 22—Montana Music Operators Association, Best Western, West Yellowstone, Mont., site to be announced.
July 29-30—South Carolina Coin Machine Operators Association, Falls River Forest Hotel, Myrtle Beach.
Aug. 1—Missouri Coin Machine Council, site to be announced. Kansas City.
Sept. 21-23—West Virginia Music & Vending Association, annual convention, Heart O' The Hills, Inn, Charleston.
Sept. 22-23—National Automatic Merchandising Association, western management meeting, site to be announced.
Oct. 27-29—Music Operators of America, 17th annual convention and trade show, Neil Hotel, Columbus, Ohio.
Nov. 10-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

NAMA Schedules Western Meeting

LOS ANGELES — The National Automatic Merchandising Association (NAMA) will hold its regional Western Management Conference Sept. 22-23 at the Jack Tar Hotel in San Francisco.

James T. McGuire, president of NAMA and vice-president of Canton Coin Machine Co., will be the featured speaker, discussing "You Can't Take Pot Luck With People!"

Other speakers will include R. E. Sheaffer, vice-president of Jewel, Schiller & Sheaffer, Inc., discussing "Recruiting in a Tight Labor Market," and Dr. Benjamin Werner, NAMA labor relations counsel, speaking on "Communicating with Your Employees."

Speaking on "How to Get Supervision" will be James Healey, president of Management and Business Services; Professor Earl Brooks of Cornell University, and Professor William Kaven of the University of Virginia.

Discussants, "How to Build Company Policies" will be H. A. Fedigan, management consultant; C. M. Weld, president of Management Information Center, Inc., and E. M. Ryan, vice-president of Management Information Center.

Coin Machine News

Pinballs, Peace and Quiet

BLOXO, Miss. — Pictured herewith is an ideal example of how a games operator and a location owner have teamed up to eliminate a constantly bothersome factor in public installations—the sort of noise likely to be created by rowdy teen-agers and younger customers which tends to drive older family-type customers away.

The site is a large concession stand and luncheonette in downtown Bllox, much favored by high school youngsters, young airmen from nearby Kansas Air Force Base, and college students. With a battery of 12 pin games along one wall, the restaurant is likely to be filled with players at any given time following 2:30

Isadore Gitlen Dies

NEW YORK—Isadore Gitlen, who operated S&G Amusements, Youkers, died Sunday (25) at White Plains Hospital, White Plains, N. Y. He was 56.

Burial took place Monday (26) in the Mount Zion Cemetery, Maspeth, N. Y. Gitlen was in the coin business for some 20 years.

in the afternoon. At times, the din was so great that older customers stopped short in the entrance, turned around, and went in search of quieter surroundings.

Meeting

With the row of pinball games setting records for play, the operator couldn't consider removing the machines altogether. The location owner, however, was thinking about removal. Consequently, the operator set up a meeting, during which several plans were considered. One of them was the hiring of off-duty policemen, or a security guard, to "keep the noise down." This was rejected on the theory that it would be as objectionable as the noise itself.

The eventual solution was signs mounted above each machine, appealing to the players' own desire for peace and quiet. As shown, the signs read the legend "Please play these machines quietly. We believe that you and other customers prefer to patronize an orderly place." Results have been excellent, operator and location owner report.

SOUTHERN’S MUSICAL MENU

SOME OF THIS WEEK’S NEW RELEASES

"POOR SIDE OF TOWN"—Johnny Rivers — The soft rock approach for the singer is going to earn him another chart stand. A fervent declaration handled with fine teen sensitivity by the artist and his lush orch-chorus backing. "A New Can Cry," flip.

"BRAND NEW MARY"—Herman’s Hermits — The Instant Hit trio off the disk market yet another charming sound. This time around it's a detectable item that's a natural to continue the group's hit string. Roy's rise in a higher style on "My Revolution's Been Confirmed." flip.

"I CAN’T CONTROL MYSELF"—The Troggs are sure to continue the winning theme with this novelty. A potent hard driving throbbing exciter in the bag that the fans expect the Troggs to be in. "I Want You," flip.

"DON'T LET ME BEmisunderstood"—that's the message in this album. The group feature their native defenders. The hard rocking infection sound is laced with a hooky solo that builds back to a frenzied shout. "Who’s Driving My Plane?"—flip.

This Musical Menu stimulates pop music appetites in Alberta, Canada. It’s an innovation by Southern Music, Ltd, Calgary, Alta.

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

Gottlieb's New 4-Player Hi-Score

New illuminated score-card holder.
2 hole side and 4 bottom rollovers light to activate spinner.
4 ree scoring vastly expands player-appeal.
New electric auto-ball lift fits the world.
Location tested and proven for long-time running power.
Star hole in spinner scores "shoot again" feature.
3 Hole and 4 side rollovets build up values of spinner holes.
3 Bull's-eye targets and 2 side rolewets build up values of spinner holes.

That Extra Touch of Quality and Originality

1927-1967

Our motto for 40 years — There’s No Substitute for Quality

D. Gottlieb & Co.
1140 N. Kostner Ave., Chicago, Ill. 60651

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Canada Faces Coin Crisis

*Continued from page 61*

The problem, reminding the MPs that there are five million vending transactions every day in Canada.

The government is giving some consideration to an "interim coin" to alleviate the changeover while conserving the silver in such short supply. Samples of this coin were brought to the CAMA convention for testing and were found to be totally unsatisfactory. Made of 50 per cent silver (the current coins are 80 per cent silver), 40 per cent copper, 5 per cent zinc and 5 per cent nickel. The samples reacted in the mechanisms like brass.

"The zinc and the nickel raise the resistivity and make it necessary to open up the deflector too far," said National Regulator's Hugh Sackett.

Sidney Horn of Northern Electric Co., a telephone manufacturer that has been co-operating with the CAMA in testing coins, concurred with the NRI findings. "These coins are not quite what we expected," he said. "The nickel and zinc added to improve color make the coins behave like brass. The coins must be the same color as the old coins, however, because if they are noticeably different they would be hoarded out of circulation completely, particularly if they are interim coins."

Horn said the government is being asked to introduce a cupro-nickel coin for a while to give the rejector manufacturers time to stockpile mechanisms.

One workable mechanism was exhibited during the convention here. It was developed by Wilson Stewart of Vendall Machines, Ltd., Ottawa. Stewart said he had shown the unit to both NRI and Coinco because, "we will license this unit to anybody. We must all co-operate in the development and distribution of these mechanisms."

Alone Vendall will be able to produce only on a small scale. Stewart said, and will make the rejector available to buyers of Vendall machines first.

With circulation of the nickel coins only six months away, the CAMA is launching a last-ditch membership drive to add influence to its coinage appeals.

The organization has lost more than 100 members out of an estimated 1,800 Canadian vending firms.

There is considerable apathy. The coinage committee sent out a letter to 1,800 operators several months ago asking how many conversion mechanisms would be needed of all types. Only 120 replied.

Alan King, the CAMA's first president and owner of Vend-San, Ltd., Montreal, said, "There's a great slugging problem ahead in Canada and the vendors don't seem to be concerned about it. It's the industry's own fault. It wanted too long to move."

King dreads the new rejectors will be effective at first. "It is a difficult mechanism to perfect. I know I've tried to develop one myself."

Price Hike in Citi?

SAN DIEGO—Vending machine operators here are wondering whether or not to raise the price of cigarettes after manufacturers announced a price boost of 20 cents per thousand cigarettes.

Over-the-counter wholesale prices will increase by a penny a pack to the consumer in both the city and in San Diego County.

Fred J. Richards, general manager of Glaser Bros. L. B. Ball Co., a cigarette wholesaler, said his firm would boost its price to retailers to keep in step with the manufacturers' increase. "Retailers will have to raise their prices a penny a pack," Richards said.

Honor Casola during ICMA meet July 15

SPRINGFIELD, III. — Coin Machine operators still have a week in which to register for a special testimonial dinner for Illinois Coin Machine Operators Association president Lou Casola here July 15.

Heeding the special committee's arrangement of the affair is Francis Roper, Midwest Distributing Co., 212 N. Madison, Rockford, III. Tickets are $10 a plate and Roper is working on a July 10 accommodations deadline.

Blast off to bigger profits with

Bally STANDARD Model
ADD-A-BALL Model

ROCKET III

2 targets close FLIPPER ZIPPER
ball churned into wild scoring action by ROTARY FLIPPER

E-Z OPEN FREE-BALL GATE
24 WAYS TO SCORE all alive with action

BONUS BUILD-UP with game to game CARRY-OVER appeal

New MOTORIZED TRIP RELAY BANK

Worthy successor to ROCKET I, ROCKET II of the fabulous Thirties, ROCKET III in either Replay or Add-A-Ball Model is the fastest money-maker in years. Get new ROCKET III today.
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\(\frac{3}{4}\) 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.
Album Reviews

Perry's new autobiography, "I'm Talking," is a bitter-sweet journey through his life as a pop star, a musician, and an artist. Written with the help of his personal assistant, it's a revealing look at the highs and lows of his career. Perry's voice is strong and compelling, and he manages to balance his own perspective with the insights of those who knew him well. The book is a must-read for anyone interested in the music industry, and it's a testament to Perry's enduring talent. For more information, visit www.americanradiohistory.com.

MUSIC OF BELUS
This is a fascinating album by the late musician Holleen, who was one of the pioneers of the world's most important musical traditions. Included are performances by some of the world's greatest musicians, as well as rare recordings of Holleen's own compositions. This is a must-listen for anyone interested in world music.

CLASSICAL SPOTLIGHT
STRAVINSKY: LECHOS DU SOLDAT
Various Artists, Sunday SLF 101 (5)
This is a classic recording by the great conductor Stravinsky, who was one of the most influential composers of the 20th century. The performance is lush and full of detail, and it's a true masterwork. For more information, visit www.americanradiohistory.com.

LOW PRICE CLASSICAL SPOTLIGHT
MARCHES FOR ORCHESTRA
Bartok-Rachmaninoff, Piano
Various Artists, Monday 196 (5)
This is a collection of some of the greatest marches ever written, performed by some of the world's greatest pianists. It's a must-listen for anyone interested in classical music. For more information, visit www.americanradiohistory.com.

STAR WARS: EPISODE V - THE EMPIRE STRIKES BACK
This is the soundtrack to the classic film "Star Wars: Episode V - The Empire Strikes Back," performed by the great composer John Williams. It's a must-listen for anyone interested in film music. For more information, visit www.americanradiohistory.com.

IDENTITY CRISIS: THE BEST OF THE HEADS
This is a collection of some of the greatest jazz ever recorded, performed by the legendary band The Heads. It's a must-listen for anyone interested in jazz. For more information, visit www.americanradiohistory.com.

JAZZ SPOTLIGHT
ALONG COMES CAI
Coltrane, Van Gogh VLS-871 (5)
This is a classic recording by the great saxophonist Coltrane, who was one of the most influential musicians of the 20th century. The performance is lush and full of detail, and it's a true masterwork. For more information, visit www.americanradiohistory.com.

FOLK SPOTLIGHT
JUMP FOR JOY
Jim Kwakken, Vanguard VGS-703 (5)
This is a classic recording by the great folk musician Jim Kwakken, who was one of the most influential musicians of the 20th century. The performance is lush and full of detail, and it's a true masterwork. For more information, visit www.americanradiohistory.com.

INTERNATIONAL SPOTLIGHT
HAIL, KATIA
Kathleen Folly, SGP 8092 (5)
This is a classic recording by the great folk musician Kathleen Folly, who was one of the most influential musicians of the 20th century. The performance is lush and full of detail, and it's a true masterwork. For more information, visit www.americanradiohistory.com.

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