NEW YORK — Record manufacturers are beginning to follow the pattern of the advertising medium by moving into the TV film field. They are making films especially designed as an exploitation tool to pitch their artists and disks on TV outlets around the country and overseas.

A&M Records and Atlantic Records have already sent the initial TV film entries into markets and have found results so rewarding that they both have plans to expand their activities in this area. It's understood that several other top companies are also investigating the possibility of valuing TV film but are moving more cautiously.

However, many record company executives admit

**Cameo on Block; 4 Bid for Label**

By AARON STERNFIELD

NEW YORK—The Texas interests who control a majority of the Cameo/Parkway common stock are quietly negotiating for the sale of their controlling interest. A reliable source reported that the principals have been bargaining for two months with four prospective buyers (none of whom is in the record business), for sale of their shares.

Indications are that the label will be sold before the month is out.

The situation is unusual. Cameo has been making money for the last year. A three-month, September statement will not be encouraging.

(Continued on page 10)

**$ Gap Boosts Budgets**

NEW YORK—The widened gap between regularly priced pop and classical lines and the low-priced labels marked by the recent mono price increase is paving the way for sharp sales rises for the lower-priced product. While most record manufacturers and several dealers say it is too early to chart any changes in consumer buying habits, other dealers across the nation are currently experiencing significant boosts in budget and economy disk sales. (Records listing for under $1 are considered budget, while the range for economy lines is $1.50-$2.50.)

Many of the dealers and manufacturers surveyed view the pop low-priced lines as those most likely to benefit from the price gap. Classical records, the leading sellers in the economy lines, have been selling briskly for some time. According to Billboard's Record Market Research division, some 9.7 percent of total album unit sales in rock-sold-outlet outlets were of product listing at $1.99 or less for the first quarter of 1967. Over the comparable period, nonrack, low price sales ($1.99 or less) accounted for 3.4 percent. No

(Continued on page 8)

**Record Merchandiser Sales Up 116% in 3 Years**

By HANK FOX

NEW YORK—The National Association of Record Merchandisers (NARM), whose record merchandiser members accounted for slightly under $115 million in record dollar volume in 1963, has imposed that to $248.2 million (116 per cent) through 1966 and now accounts for some 34 percent of the total U.S. record dollar volume (all wholesale members are not included).

The record merchandiser segment of the industry is the fastest growing wing of the record industry. NARM members represent 68 per cent of the dollar volume of that segment, about the sharpest giving in outlets served during 1966. They expanded their coverage from 22,706 outlets in 1963 to 33,444 the following year—an increase of 51.7 percent.

By the type of outlet served, the department store has attained the greatest percentage increase during the 1963-1966 period, in terms of dollar volume and number of outlets serviced. The discount department store, however, continues to represent the greatest dollar volume, by a substantial margin, over all other outlets. Variety stores take the number two spot.

Bell Rings Out Its Own Label

In U. K. Sept. 1

LONDON—Bell Records, headed by Larry Utall, will launch its own label here on Sept. 1. EMI Records, which had been releasing all Amy-Malita-Bell Records product, will press and distribute the label. Utall will be in England this week seeking a record industry veteran to head up and establish London office for Bell Records.

The new Bell office will act as liaison with EMI and will originate material for both the British market and Utall's U.S. operation. The office will also do promotion. The Bell office is the first step for the releasing of any Amy-Malita-Bell record that reaches the Top 100 Chart. In effect, Utall said, "I'll be able to release any record I have in England."

This represents the first step

(Continued on page 10)

**Rock Stations Giving Albums the Air Play**

By CLAUDE HALL

NEW YORK — Rock 'n' roll radio stations are programming more and more albums. Not just the Beatles, the Rolling Stones, and the Monkees, but groups including the Jefferson Airplane, the Great Dead, the Moby Grape, the Fifth Dimension, Country Joe and the Fish, the Grassroots, Bob Dylan, the Doors, the Who, the Cream, the Hearts and Flowers, Donovan.

In the case of the Jefferson Airplane, their "White Rabbit" hit on RCA Victor Records was forced out of an album and hurt the first hit single the group had come up with—"Somebody to Love."

The Association, recent visitors and residents to Billboard's No. 1. single spot with "White Rabbitt," are waiting to do the same with their first LP under their new Warner Bros. banner. The album, "Nights Out," contains "Riviera" as well as the Follow-up Association single. Looks like No. 1 for the LP charts as well.

(Continued on page 8)

**Disk Mfrs. Pan in on TV Films With Pitch as Plot**

By MIKE GROSS

NEW YORK — Record manufacturers are beginning to follow the pattern of the advertising medium by moving into the TV film field. They are making films especially designed as an exploitation tool to pitch their artists and disks on TV outlets around the country and overseas.

A&M Records and Atlantic Records have already sent the initial TV film entries into markets and have found results so rewarding that they both have plans to expand their activities in this area. It's understood that several other top companies are also investigating the possibility of valuing TV film but are moving more cautiously.

However, many record company executives admit to its potential and a TV film splurge is expected for the near future.

The high cost factor involved in the production of a TV film running about four months appears to be the main drawback. Both A&M and Atlantic have hired outside firms to make their films but it's understood that several companies are

(Continued on page 6)
You've heard his name...
now catch his first big single:

47-9230

RUFUS LUMLEY
JUST SAY GOODBYE
MICHELLE

SHIPPED IN A FOUR-COLOR SLEEVE

RCA VICTOR
The most trusted name in sound
CBS's Davis Pushes for Use of Stereo Disk on Mono Player

NEW YORK—Clive J. Davis, a vice-president and general manager of Columbia Records, has launched a campaign to clear up the confusion over the use of stereo disks on mono players. As part of the effort to educate the trade and the public, Davis will be reprinting a statement previously published in this trade, and in pamphlets which will be inserted in all of the label's albums. In addition, portions of the statement appear on the jackets of their future albums.

In preparing the statement, Davis said: "It has long been a concern of Columbia Records that those who are buying stereo equipment should be aware of the importance of obtaining music recorded in that form. It is, therefore, important for us to make it clear that the use of stereo disks on mono players does not mean that you are buying a product of lesser quality. It is, therefore, our hope that those who are interested in stereo sound will take advantage of the opportunity to buy albums recorded specifically for mono playback."

Davis' statement will be sent to retailers and be included in albums, follow-up materials, and other advertising materials. He points out that records can be played on today's mono players and in full stereo sound when played on stereo equipment. "Technical developments in recent years have allowed the quality of today's phono graph. When stereo records are played on mono players, the result could not be played on machines designed to play only mono records. Monophonic, two-channel and three-channel stereo records all have their advantages. It is, therefore, our hope that those who are interested in stereo sound will take advantage of the opportunity to buy albums recorded specifically for mono playback."

"Groove information of a horizontal, side-to-side nature is common on both monophonic and stereo records. In addition, stereo records are often recorded with excellent results on monophonic, and they, of course, will have the advantage of a large stereo format. It is, therefore, our hope that those who are interested in stereo sound will take advantage of the opportunity to buy albums recorded specifically for mono playback."

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ABC Bows 2 "Henry" Sides

NEW YORK — ABC Records has released two sides from the forthcoming Broadway musical, "Henry and June." The company is a major investor in the show.

The single, the first record from the show, is the title song, recorded by the Barry Sisters, who also record for the Happy Times Orchestra. The flip side is "My Kind of Person."

The show opens on Broadway Oct. 2. The original cast album will also be released by ABC.

Cap Club & Decca

In a Distract Deal

NEW YORK—Product from the Decca Records album line will now be distributed through the RCA Victor Club. In addition to the RCA Victor Club, Decca Records will offer exclusive basis available to its members, the new agreement with Cap Club calls for the use of exclusive logos on mono and stereo albums, also on a non-exclusive basis. Decca Instruments' exclusive deal entered into by the Capitol Record Club.

LATIN MFRS. TO HOLD N.Y. MEET

NEW YORK — The bimonthly Latin music record manufacturers' council will be held Sept. 25-28 at the Sheraton Hotel in New York, Venezuela, according to Enrique Lebendiger, who is in New York on business.

Lebendiger, who heads three record companies and a publishing group in Sao Paulo, Brazil, said that performance royalties are a major topic of discussion. Aside from Brazil, he said that the problems are too difficult to collect in South America.

Nonesuch in Stereo

—Exclusive Explorer

NEW YORK—All Nonesuch records, with the exception of those recorded by the late Charles Ives, president, said the policy will apply to new releases, to continue with monophonic pressings of material already in the catalog and to have non-monophonic pressings of material already in the catalog. He added that more than 80 percent of Nonesuch's (Elektra's budget classical line) sales are in stereo.

Sunset House To Go in CBS Fold

LOS ANGELES—CBS, Inc., plans to issue stock valued at approximately $15 million to acquire Sunset House Corp., a mail-order retailer. CBS, which markets small household goods, gifts and records, will use Sunset House as a unit of the CBS direct marketing services division.

L. C. Feldman, president of Sunset House, said operations of the mail-order retailer will be combined with CBS services division such as Columbia Records. NARM's Mid-Year Panel Is Set for Sept. 5-6 in Pa.

LANCASTER, Pa. — The 1967 mid-year meeting of the National Association of Record Merchandisers will be held Sept. 5-8 at the Hot Farm, a new resort complex here. The NARM mid-year meeting will include an opening presentation, panel discussions and social events. The annual meeting includes recreational activities at the resort, which is less than a year old. NARM will start its annual meeting with an official NARM Golf Tournament, and will hold one-to-one meetings between wholesalers and manufacturers.

The conference will be held on a single weekend instead of the usual two weekends, which must be made directly through the NARM office, will be closed on the weekend. The NARM officials who made the decision were in agreement that automatic meetings between wholesalers and manufacturers.

The conference will be preceded by a meeting of the Mid-Year Meeting Panel, which is set for Sept. 5. The Sept. 7 business meeting will feature a Tape cartridge forum, followed by Jack J. Leibovitz of L & F Records Service of Atlanta."
**Nasrat Cites Theme at MGM Convention in Las Vegas**

BY ELIOT TIGEY

LAS VEGAS — "We are a 'new' company," MGM Records president Nasrat Ghias told distributors Monday (10) at the summer convention here at the Flamingo Palace, before the lights went down and the first music started. Following a conference and light show, the firm's new fall albums were presented.

MGM's theme — the movement back to the future — is to create the boldest and most unusual forms of musical expression that are available on the market today. The firm has invested $12,000, 35-minute, slide-light show that was presented.

Using visual techniques which have made the company's light show famous, the firm's new LPs were presented to the audience with impressive visual effects. The firm is exploring new forms of musical expression that are available on the market today. The firm has invested $12,000, 35-minute, slide-light show that was presented.

MGM Records executives have been making a series of LPs which are the boldest and most unusual forms of musical expression that are available on the market today. The firm is exploring new forms of musical expression that are available on the market today. The firm has invested $12,000, 35-minute, slide-light show that was presented.

MGM's marketing director told the top distributors and their sales chiefs, "The Mill in Billings."

Nasrat reported the presentation of more than $3 million worth of orders taken, including more than 2 million LPs for the labels presented.

In explaining the recent change from Verre/Folkways to Verre/Employers, Nasrat explained that the firm is developing a completely new product line that will be available for the fall.

MGM emphasized the company's commitment to new and innovative promotions, rather than broad releases and lots of hoping. Concurrently, the company's advertising budget is up 300 percent, the executive said. The classical program from Deutsche Grammophon (DG) was unveiled following the popular offering, with Jerry Schinbaum, 2GCO manager, and Ted Love. Sixteen LPs will be released in August-September release, with special emphasis placed on Herbie Hancock's upcoming fall tour, which will include appearances at the New York City Opera and the London Palladium.

The September release will see three albums by the Ama-

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**Atlantic-Atco Meetings Rack Up A Peak $3 Million in Billings**

MIAMI BEACH — Atlantic-Atco Records was a most successful sales meeting in its history, with sales orders totaling $3 million. The meeting, which was combined for the first time between Atlantic's A and Atco distributors, was conducted by Atlantic executives Abner Esteven, Jerry Wexler, Nenah Estrun, Bob Kornfield and Len Hershman. In the Atco group, the Bee Gees, stopped off in Miami from their first U.S. promotional tour to meet the firm's distributors. Nenah Estrun introduced the company's new LP for the largest label, the Bee Gees, which has recently been released. Atco's LPs, and seven albums from Stax-Volt. New singles, newly released, were previewed by Jerry Wexler.

It's Most Exciting Meetings Rack Up A Peak $3 Million in Billings. The co-op budget supplemented the company's own budget, and trade and program already in progress, was included.

Atlantic also displayed the firm's new point-of-sale advertising aids for LPs and singles, and various displays, buttons and other activities.

Special Discount

All-Atlantic-Atco product introduced at the sales meetings, as well as all catalog product, is being offered at a special 15 percent discount for the next 90 days.

90 day billing for qualified accounts will start on April 1. All accounts are covered by the Atlantic-Atco agreement on a change policy.

On Atlantic's staff members were Jerry Allen, Tom Dowd, Juggy Gayles, Gunther Haus, Joel Dorn, and Fielden Doug Cox, Ralph Cox, Joe Blaisdell, Bill Reck, and Arnold Theiss. Frank Frank, Enrico Fedeli, Jeff Klubing, Zeppy Mohammed, Andris Audoin, and Lothar Simpson. Distributors from the six major territories in Canada, Clyde McCreary, Harold Washington and Ed Lawson were also present.

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For real. Simon and Garfunkel have another hit. "Fakin' It"

Where the authentic single action is. On COLUMBIA RECORDS.
Jubilee Is Hit With 2 Suits On ‘Keep Faith’

NEW YORK — Two suits have been filed in the United States Supreme Court against Jubilee Enterprises, Inc. and its subsidiary, Jay-Geer Records Co., Inc., seeking additional royalty payments for the song “Keep Faith,” sung by Adam Clayton Powell, Jr. (Continued on page 10)

Executive Turntable

Elliott Blaine, secretary-treasurer of Jay-Geer Records, has been named as defendant in an antitrust action for the label. He will seek young album producers, particularly in the comedy field, and also promote pop product. . . . Gold Money, Mercury ad director, has resigned after 10 years with the company. He will move to the West Coast to work with television and films. . . . Eason Edwards has been named as head of Promotions at Verve, replacing Creed Taylor, who has joined R.M.’s New York operation. Edwards, who joins Verve in New York in several weeks, has been the top jazz producer for the Chess-Checker-Cadet operation in Chicago.

E. O. Welker has been promoted to manager of Recorded Tape Merchandising and David Savage to manager of Special Products Marketing, both new posts in the Marketing Department of the RCA Victor Record Division. Both men will report to Erwin Turn, division vice-president for marketing.

Welker joined the RCA Manufacturing Co. in 1939 as an economist. He later served in market research as a field sales representative, as manager of pop ad, as manager in product planning and marketing development, manager in Magnetic Tape Products, and manager of Recorded Tape Sales.

** **

Joseph F. Olda has been appointed sales co-ordinator of Capitol Records Distributing Corp., replacing Bob Setzer who becomes district sales manager in San Francisco, and Richard B. Green has been named sales service analyst, replacing Bob Neeb, who resigned.

Donald C. Fewel and Edward R. Frank have joined the Capitol Record Club, Fewel is national distribution manager. For the last 10 years, he had been distribution services manager of Stokely-Van Camp, Frank, who has been chief building engineer for the Capitol Tower since 1955, will become building manager for the Capitol Record Club building under construction in Thousand Oaks.

** **

The Phillips, Smash and Fontana lines of Mercury Record Corp. will be promoted by a new San Francisco manager, Fred R. Harrington. Harrington will operate out of the city’s Merchre branch.

** **

Marshall Robbins has been appointed general manager of Ensign Music, Neal Heft’s firm. Robbins will continue his long-time association with Johnny Mercer’s Command Publications. Robbins is based in Hollywood.

East Coast Dealers To Hold Disk Show

NEW YORK — The Association of Retail Record Dealers of New York and the Eastern Record Dealers are sponsoring a recording industry show, to be held March 24-25 at the Sheraton-Atlantic Hotel here.

The show is intended to foster the disk and allied industries in a national effort of reaching the dealers and buying public by showcasing their product and talent. An exhibit schedule has been worked out providing for trade and public events.

Affirmative, said record manufacturers have held a conference in the show to determine their interest in the show. He added that a balcony will be available where artists perform and then return to their labels’ booths.

Gensler said the show could serve as a rallying point for the formation of a strong national dealer organization. Among the organizing groups are working out a promotional schedule and will include all dealers and buying public. The corporation formed to promote the show is the ERS Enterprises, Inc., at 454 and up and certain record dealers may be reached at 230 West 34th Street.

Kirshner in Show Business Again as Head of New Group

NEW YORK — Don Kirshner is returning to the music record business as head of a new show business group to be known as Universal Continental Corp. Kirshner, who was dismissed as president of Columbia Pictures—Screen Gems TV music and record divisions a few months ago by Thorn Broadcasting, which Kirshner also showed interest in a $35 million against Columbia Pictures—Screen Gems.

Kirshner's new firm is backed by a group of investors that includes Herbert J. Siegel, former head of General Artists Corp., Cy Feuer and Edward H. Martin, Broadway producers; Laurence E. Hellman, former president of Music of America and General Artists Corp.; James J. Rinchis, president of Baldwin–Montereau Chemical Co.; Leonard Goodman, partner in the law firm of Marshall, Blatt, Green, Allison and Tucker; and Irving Cowan, President of the Diplomat Hotel in Hollywood, Fla., David Linowes, a partner in the accounting firm of Laven- thorn, Roberts & Co., and Richard Ornstein, a registered representative of Toof- by & Co.

Kirshner’s operation will be in all phases of the entertainment field, including music publishing, records, TV and motion picture production, as well as to Broadway musicals. He expects to be working with new and established talent.

As soon as the New York offices are established, Kirshner plans to open branches on the West Coast and in Europe.

ITCC Opening New Attack

LOS ANGELES — International Tape Cartridge Corp. will move into taperecorder cartridges and Playtape configurations in the fall of 1967.

According to ITCC president, Larry Finley, shipments of 40 million cartridges and 30 million Playtape configurations will be delivered to ITCC’s 250 distributors on Sept. 1. “We feel the activity in tape products will continue to increase,” Finley said. “The fact that we have given impetus to the entire field of tape in all forms is a strong bid for the open reel-to-reel market.”

At suggested list prices of $5.98 and $6.98, ITCC will offer the recordings of Laurie, Project 3, Telco, Moset, Sony, Mainstream and Roulette.

Also beginning Sept. 1, the company will market blank cassette tapes. ITCC is also allocating research money to enter the portable electronics business. ITCC is also entering the Apple tape configuration, rebalancing tape with low-labeled. Among the labels to be issued in Apple configurations are the Atlantic-Atco group, 20th Century Fox, Jukebox International, Bell, Telco, and Laurie.

According to Finley, ITCC, already has the Apple distribution in all configurations within 48 hours.

Mizzy's 1st Disk Issued on Tower

LOS ANGELES — Composers and lyricists who scored the Emmy award winning sample, "Caper of the Golden Bulls," has his first single release on the film’s title song on Tower.

Tower also will issue the soundtrack album, conducted by Mizzy, to coincide with the film’s national release. MGM Records will release Mizzy’s new LP, "Mizzy’s Hits," on "Don’t Make Waves," the Tony Curtis starrer.

Doeck Gets Master

NEW YORK — Doeck Records has acquired the master, "Bach Day," the 12-inch Story of a Masterpiece LP already was first released by Peer-Southern Records, and was getting action in the retail market. Songwriter Vaughn Horton cut the disk.

JULY 22, 1967, BILLBOARD


### Market Quotations

**As of Noon Thursday, July 13, 1967**

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**New York** - Pickwick International, Inc. and Pickwick Productions have signed a long-term contract for the release of select television program material. The contract is for the use of Pickwick TV series on the low-price Pickwick/33 label and can be extended by new Pickwick-leased programs. The agreement was reached by Cy Leslie, Pickwick president, and Irisanne Steinberg, Mercury's executive vice-president.

Mercury material slated for an upcoming February reissue release includes performances by the London Symphony and the Montreal Symphony, both conducted by Antal Dorati; Xavere Cugat, Cugat Associates; and country performers Johnny Horton, Pete Drake, and Claude Gray. Mercury will continue its low-price Wing Line. Pickwick recently announced an agreement to release material from the Dot Records catalog.

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PICKWICK INT., MERC. PACT

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### Editorial

**French Phils Sales Soared 216% in Year**

NEW YORK: Sales of mono albums by Philippe Hallyday in France have gone up 216 per cent in the past year, according to reports from Paris. Caillart, head of sales for the label in France. Caillart was in New York last week to discuss Mercury-Pickwick executive.

The siphon in sales of mono albums when the record company dropped the price from 29.90 francs to 19.95 francs. This was done to break open the market for the album; previously album sales had never been what the company wanted. Now a major artist can reach 100,000 sales as compared with 45,000 before. The Georges Brassens album "Supplire" is up to 200,000 sales, Caillart said, "quite fantastic for the market." Stereo never flourished in France, he said, but he felt that all records by all companies should be in the compatible system within the next two years. Today, around 80 per cent of the market is in monophonic.

Stereo's popularity is at a high, long evident in the U, S. and England, is now booming in France, Caillart said. The most popular artists still were Johnny Halliday, Shells, Claude Francois and Nana Mouskouri. Caillart said he hoped to line up some U. S. artists to tour in France while he was here. He was most enthusiastic about MIDEM, saying that it is normally difficult to obtain exposure on TV for a record act because there are only two channels available. Yet, at MIDEM Caillart was able to line up a lot of exposure for one of his artists who had just made a deal for a release in the Troggs in France, "January is not a good month for record sales in France and MIDEM can help."

Promoting an artist in France becomes difficult in the summer. Normally, three radio stations can really help a record -Europe No. 1, Radio Paris and Radio Luxembourg. But in the summer, because so many vacationers head for the sea, Radio Monte Carlo also has influence.

**Handelman Hits 23% Sales Hike**

DETROIT - Handelman Co., independent record merchant, raised its 1966 sales figures and forecast was sales for the year ended April 30, 1967. This figure represented an increase of 23 per cent over the $45,634,486 figure of a year ago.

The firm's net income rose to $3,043,374 or $1.59 per share. Last year's income was $2,215,633 or $1.45 per share. That was an increase of 37 per cent.

**JULY 22, 1967, BILLBOARD**

**IRWIN B. STEINBERG** signs a contract giving Mercury rights to the master of "Walking Proud" by the Pete Klein Quintet. Alan Mint, left, Mercury national product manager and the group's personnel manager, Tom Jones, attests.

**Rifkind Forms a Production Firm and a Pub Subsidiary**

NEW YORK - Jules Rifkind has formed a production firm to be known as Guardian Productions, and a music publishing subsidiary, Gauche Music (BMI). Rifkind was president of Boom Records and general manager of Bang Records.

Rifkind has worked out deals with writers and producers to join the Guardian fold. Among the writers and producers signed by Guardian are Harold Thomas, Larry Mason and Ray Crossen. Sc for production through the 360 Music Publishing Corp., which continues to exist. Laurie Records and the Jules on Tower Records. The Gauche Music catalog of cutting-edge music will be released songs included: "Ain't That Terrible" by Roy Redman (Lonnie); "Almost" by Jimmy Delphs (Clarita); "Take a Step in My Boy" by "Everything Is Beautiful About Your Boy" by Little Eva (Verve); "Try Some Soul" and "You Still Say I'm One You Love" by Ray Crossen (Musicor); "Why You Go Away" and "Born to Please" by Prince Harold (Verve); "Let It Go" by the Captials (Clara); "I've Got to know" b/w "When the Heartache Ends, Love Begins" by Rose Valentine (RCIA Victor); "You're Not There" and "Last Chance" by Sporty Bishops (Tower), and "Life Saver" by Garnet Mann (United Artists). Rifkind is accounting for all writers and producers.

**Ownership Fog Is Lifted, MGM to Bow 'Wind' Track**

LAS VEGAS - The original soundtrack score from one of the most talked-about motion picture histories, is finally being released in album form after years of confusion over rights and control. The film is MGM's "Go West, Wind," first released in 1939, re-released in 1956 on a limited basis but never available for national American viewing in October.

Confusion over who actually owned the music, producer David Selznick or MGM Pictures, resulted in the soundtrack never being released, although a number of singles and albums exposed the music to world-wide audiences. With the death several years ago of Selznick, MGM purchased all rights to the film, and Jesse Kaye, the record king's vice-president and West Coast side director, was able to finally produce a soundtrack of Max Steiner's memorial score, capped by the world-renewed "Paris Thorne."

Kaye, who viewed the picture twice and spent hours listening to all the music, worked on the project three months. The LP is part of MGM's fall program and will be released prior to the film's "Go West, Wind" and "It's All Over," which was produced by Ed Conway and Lou Jeter. Rifkind will give his royalties from the disk to the National Foundation for the Mentally Retarded.
thinking of setting up their own TV film units as a means of cutting down costs.

A&M, for example, shifted some million dollars to Los Angeles last year for Tommy Boyce and Bobby Hart. The film was made by Ury Associates, a company considered an especially expensive job, though, since other companies have figured their cost for a TV film running be something like $1 million. For making prints of the film, they say, is nominally

Gill Fries, general manager of A&M, is one of the champions of TV films. Fries worked with Ury Associates on the film Bobbie Bear for Tommy Boyce and Bobby Hart and their album "Test Patterns." The four-minute film was pegged on NBC's "Today" show and "V" out of cuts from the album and which A&M also released. It showed a strip of black and white, with Booyce and Hart hefting a down Los Angeles' Sunset Strip and then going on to relate pictorially what happens lyrically.

Don Graham, national promotion manager for A&M, reports that the response to the film from local TV stations around the country have been encouraging. A&M has already sent out 24 prints of the Boyce and Hart film.

**Dollar Gap Boosts Budgets**

(Continued from page 1)

figures are currently available covering the first four week period following the mono price rise.

Of the major outlets for low-price product in New York, the E. J. Koreychee and Liberty Music Shops have increased their emphasis to their low-priced record sales. David Rothfield, division manager of Liberty, said that the company's record, audio and musical instruments departments, said that the chain has moved its pop-low price stock much stronger than treble.

On the other hand, George Rose, chief of classical, said today that his classical economy sales are up so that the low-price pop, up about 25 percent. Not all dealers, however, believe there will be any change in low price product sales because of the mono price adjustment. Sam Good, the president of the Sam Good chain, said that the situation has not changed, nor does he think it will. "The average discount on the dollar rise is 25 cents," he said.

"The difference between the price change and the regulations.

On the manufacturer side, J. T. Moss, Pickwick Records executive vice-president, said, "The gap will have to be accepted for the economy.

Philips, however, Harry Elsner, said, "Far greater clearance is contingent upon the price change, but it will be realized. It's true that the fact of not meaning has to sell." Harmony is currently planning "new developments of development" to its dealers. According to Advertisers Records, Harmony's parent company, to concentrate on this development.

**Chicago Too Early**

CHICAGO—Record manufacturers in this market agree that the price increase will probably demonstrate some degree to some degree, but they report that it is too early for this to have begun.

A speaker for New Deal, a large rock jobber, said he believed that low-price merchandise movement in Chicago was not as strong as the others. "Classical buyers are buying in quantity because of the economy," he said, "but the price boost isn't reflected in this.

"It will be another 30 days before we will know the extent of the increased in the sales," said Al Krutinger at CBS, Valdeno Deal.

**Shondell 1st Act To Wax on TRX**

NASHVILLE, Tenn. — Troy Shondell, singer-composer, is the first artist to record on the new TRX label. Shondell, from Fort Wayne, Ind., has his own band and has booked himself for a number of years following his hit, "This Time." His first release on the new label is "A Rose and a Baby and the Ruth," a standard written by John D. Loudermilk.

**Acuff-Rose Eyes Film Making As New Building Is Dedicated**

**MUSIC NOTABLES and city leaders gather in front of the new Acuff-Rose Music building. The building will house recording, booking, and artist management arms of the firm.**

**Dunwich Productions in Groove With Urban Blues**

**THE MONKEES hold a press conference at New York's Warwick Hotel before appearing on the Monkees’ Sunday night. (Continued on page 10)**

**NASHVILLE** — The $500,000 Acuff-Rose complex was formally dedicated here (10) with strong indication that film production may be next for the 24-city firm.

Wesley Rose, president of Acuff-Rose Productions Inc., said that motion picture production would be the next logical step for expansion. Rose makes the statement as he hosted 400 of Nashville's leading political and business figures, and stars of the music industry.

Mr. Rose and Mrs. Roy Acuff cut a strip of 8-track recording tape to mark the official opening of the new facility which houses Acuff-Rose Productions, Acuff-Rose Sales, Fred Rose Music, Muziek Mu- sic, Windward Side Music, Acuff-Rose Artists Corp., Hickory Records and TRX Records.

**CBS, Valdeno Deal**

NEW YORK — CBS International's sub-publishing deal for Tommy Vando's Broadway musical score, "42nd Street," is now in effect. Chappell, Ltd., handles the Valdeno scores in England.

**Dunwich handles personal management of 50 percent of its acts. Heading this division is Paul Sampson, a teen nights owner and former record dealer. In addition to the Shadows of Knight, American Breed and Will-O-Bees, groups under contract to Dunwich include House of David, the Dubl-Jays, the K-Kays, the Knaves, Hubby Haley Co., the Eddie Biggs Trio, Amanda Ambrose, the Boys Next Door, the Beaty Bunch, and the Hotel L.R. Lovecraft.**

July 22, 1967, Billboard
A street called Peace, where dreams blow like flowers in the breeze... Where lights and minds move in rhythm to a kaleidoscope of changing colors... It all happens when you fly Trans-Love Airlines to the warmth of

SAN FRANCISCAN NIGHTS

K-13769

b/w Good Times

ERIC BURDON & THE ANIMALS

Their next non-stop excursion on
Hal I. Leyshon Dies at 66

NEW YORK — Hal I. Leyshon, whose public relations firm once handled press relations for James C. Petrillo and the American Federation of Musicians, died of a heart attack in Denver General Hospital here Sunday (9) at the age of 66. Leyshon’s office also did press relations for the State of Florida, aimed at developing its tourism industry. He also was a consultant to the Democratic National Committee in the 1948 campaign resulting in the election of Harry S. Truman to the Presidency. He also handled press relations for the Starke, Florida, radio chain. In the last six years his firm helped establish the Virgin Islands.

Trade observers consider Leyshon’s campaign on behalf of

THOROUGHLY MODERN MILLS

THE SINNER
Robert Goedl (Columbia)

WANNA WALK IN YOUR SUN
The Hatchmen (UK)

DREAM STREET ROSE
Wayne Newton (Capitol)

WHEN YOUR OLD WEDDING KING WAS NEW
Del Angels-Singers (ABC)

CALL MY NAME
James Royal (Columbia)

MY SUMMER LOVE
Alina & Frederick (Ato)

A GHOST OF A CHANCE
Dandy Dan (Cameo)

YOU’VE GOT YOUR TROUBLES
Jamie & J. Silver Sieger (ABC LP)

MARY LOU
Stewford Five (Decca C&G)

CAMEO ON BLOCK; 4 BID FOR LABEL

Pettillo an illustration of bril- liant press agency, inasmuch as he changed the AFM leader- image of that from of a tough, dictatorial music man to that of a benign, fatherly labor execu- tive.

Reporters regarded Ley- shon as a press agent who fulfilled his obligations, inasmuch as he was truly an agent of the press. He believed in giving reporters the facts, rather than in ob- structing or "controlling" the news.

Leyshon began as a journalist and rose to the post of ed- itor of the Miami News. A series of stories he conducted in 1938 on venal policies in Miami won the newspaper a Pulitzer prize.

Leyshon’s firm in recent years conducted for the Democratic National Committee. Other clients included Trenton News and the American Red Cross. Leyshon’s widow, the former Marion Pel- lac, and son, Hal Richard Leyshon, survive.

Houston Group To Tour Mexico

HOUSTON — The Houston All City Orchestra left Saturday (8) for a tour of Mexico. The orchestra will perform in five pe- rformances in nine cities in Mex- ico-City, Nuevo Leon, Tampico, Lus, Potosi, Queretaro, Toluca, Pachuca and Mexico City.

All members of the Houston All City Orchestra are Houston area students between ages 13 and 18. They are traveling in a three- bus caravan, with a truck to carry their instruments.

The highlight of the tour will be the world premiere of "Hou- ston Goes to Mexico," written and composed for the orchestra by Naclav Nethely, Nethely con- ducted the orchestra at the Palace of Fine Arts in Mex- ico City.

Foss Premiere Set

MT. VERNON, Ia. — A new organ composition by Lukas Foss will be played this fall in the dedicatory serv- ices for a new organ being in- stalled at the College chapel here. The première will provide the first solo organ work. He will return to the United States to compose his latest work, which after flying to Rio de Janeiro to contact, Seiji Ozawa and the New York Philharmonic gave the world première of Foss’ Variations at Philhar- monic Hall earlier this month.

Executive Turntable

• Continued from page 6

Murray Baker has joined Roosevelt Music as general pro- fessional manager. Baker comes to Roosevelt after many years with the Big 3 (Robbins-Fee-Miller) where he was responsible for the firm’s hit recordings. Roosevelt Music is headed by Hal Fein.

• • •

Earl D. Horwitz has been appointed national sales manager of Munst Stereo-Pak, Inc. He joins Capitol Records. Horwitz will direct all sales activities and guide marketing policies of the Munst product line and the company’s alcoholic beverage division.

The new division is conducted to programs undertaken by Munst International, the global division of Munst Stereo-Pak.

Acuff-Rose Eyes Film Making As New Building Is Dedicated

A total of 24,000 square feet of floor area is encompassed in the new Acuff-Rose Center.

Briley, Wilson-Attend

Nashville Metropolitan Mayor Beverly Briley, and Cumberland County Commis- sioner David K. (Pat) Wilson were among those who attended the dedication and the Franklin Road facility now will house the largest music publishing, booking agency and com- pound complex in Nashville, and is one of the few such in- tergrated operations in the world, under one roof.

For the ceremony, in which Briley called Acuff the "real Mayor of Music City," the ceremony opened the new building and then served as hosts for a reception on the second floor. A highlight of the reception was the gathering of a dozen Acuff-Rose artists to sing the "Tennessee Waltz." Among them was Reed Stew- art, Clark Wofford, and the official state song.

Acuff told the group he had "never added anything to this company other than the initial money. Acuff-Rose have done the rest." He paid tribute to the late Fred Rose andClosing. I have never known." He recalled how he and the late songwriter-publisher discussed such a project, rented a room from WMN, later rented another years with to them. The shipping department and became the first group to record in Nashville.

Among those who attended the ceremony were Warren B. Syer, vice-president for Con- consumer Publications, Billboard Publications, Inc.

Nasatir at MGM Convention

Conventions were greeted Sunday evening with variety and a taste of the new "push" group, the Paupers, who presented the only live pickwick show at the assemblage.

Reversing a policy of the past two years, the label played single at the convention giving the potential of six new singles by John, Jeffry and Brothers of "914.

Models, Innocence (a cut from the song goes gone with the boat) is due to be released. and the Gardens of Eden.

The Paupers have been playing "914" on their new tour and the entire Verve opera- tion was promoted as being returned from "psychedelia to soul."

On the LP, jackets, in con- trast to the single, mono LP price increase, was the slogan, "Sounds great in stereo."

In addition to MGM Rec- ontracts nasatir, and Metro- treasurer, Jaycon Robin- blum, the mgm executives at- tended included Tom White, director of business affairs; Jack Kamper, director of West Coast a.g. supervisor; and

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--- Additional Details ---

RECORD-BUSTER AT CMA HALL

NASHVILLE — Nearly 3,000 people attended the Country Music Hall of Fame and Museum this past week, shattering all previ- ous records. Some 3,000 visitors arrived on Saturday (8).

One man, who wished to remain anonymous, donated $10 to the Country Music Foundation in the name of the late John Sullivan who was "Lonzo" of Lonzo and Oscar. He explained that Sullivan had beenfriend him and his wife 16 years ago. He gave $10 to an item refering to polio, was about to give birth to a child. He wanted to give something toward the special" campaign.

Chi Conducts A $10 Mil. Drive

CHICAGO — The Chicago Symphony is conducting a $10 million drive with 1976 as the target date. Included is the $3.7 million that the symphony now funds the orchestra must raise by June, 1971 to qualify for a $1 million state arts grant. Another $3 million will be provided by the City of Chicago as an endowment to rehabilitate Or- chestra Hall, while $1 million is devoted to an endowment for future hages in expenses. The gradual expansion over the next decade, he said, will work toward no more than $1 million in annual expenses for musicians contracts, requires expenses in developing new outlets.

WFAG Goes to Country Full Time

FARMVILLE, N.C. — WFAG-Radio in Farmville here, has launched a full-time country music format. The for- merly known as WFAO, now as "Country Music Station Slim Short, Dean Roebuck, Bobby Lovic and Gene Gray. Program Director and General Manager is Carl V. Ven- ters Jr.

Controller

Outstanding opportunity with a leading Hot/Soft radio sta- tion. The man we are seeking will have had radio experience and ad- ministrative experience.

Such experience will preferably have been in a market with a field of a publishing company or record company. You must be a knowledgable in e.d. billboarding and accounting for inventory, loyalty music promotion. Applicant will have to write. You should have a sufficient knowledge of music to do tax planning and to prepare consolidated Federal tax returns.

There should be education and divorce present and all prior work must be verifiable.

All letters will be treated in complete confidence.

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JULY 22, 1967, BILLBOARD

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A Division of MCA INC.
New York, N.Y., USA
NARM and Billboard Enter Pact

Sales Up 116% in 3 Years

Billboard will serve as research consultant and will conduct research for the National Association of Record Merchandisers (NARM), effective July 1. The arrangement was concluded after negotiations between NARM executive director Jules Malamud and Andrew J. Cuda, general manager of Billboard's Special Projects Division, of which the Record Market Research Division is a part.

Under the agreement, Billboard's Record Market Research Division will produce the annual report of sales through outlets serviced by NARM record merchandiser members. The report, covering 1967 sales, will be issued early in 1968. Billboard will also make available to NARM, its member groups, or individual members, the services of its research staff, its field force, and its computer-operated computer division.

The co-operative working agreement calls for NARM headquarters to work with Billboard's Record Market Research Division to help in providing detailed yearround sales data. This data is fitted into quarterly research reports of record sales through rack-stocked retail outlets by Billboard introduced late in 1966 as a companion service to its reports of record sales through non-rack-stocked retail outlets with which it has served the industry since 1958.

NARM president Stan Jaffe characterized the agreement as a new and progressive step in the strong working relationship between the industry's leading trade association and its leading trade newspaper. "NARM has grown to the point," he said, "where everything it does must bear the stamp of professionalism and integrity. Our association with Billboard in the area of research provides that to a very high degree. We look ahead to many years under this mutually beneficial working agreement."

Billboard Publisher Hal B. Cook endorsed the agreement and, in a note to Jaffe, stressed the contribution the agreement would make at all levels of the music-record industry.

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Under the agreement, Billboard's Record Market Research Division will produce the annual report of sales through outlets serviced by NARM record merchandiser members. The report, covering 1967 sales, will be issued early in 1968. Billboard will also make available to NARM, its member groups, or individual members, the services of its research staff, its field force, and its computer-operated computer division.

The co-operative working agreement calls for NARM headquarters to work with Billboard's Record Market Research Division to help in providing detailed yearround sales data. This data is fitted into quarterly research reports of record sales through rack-stocked retail outlets by Billboard introduced late in 1966 as a companion service to its reports of record sales through non-rack-stocked retail outlets with which it has served the industry since 1958.

NARM president Stan Jaffe characterized the agreement as a new and progressive step in the strong working relationship between the industry's leading trade association and its leading trade newspaper. "NARM has grown to the point," he said, "where everything it does must bear the stamp of professionalism and integrity. Our association with Billboard in the area of research provides that to a very high degree. We look ahead to many years under this mutually beneficial working agreement."

Billboard Publisher Hal B. Cook endorsed the agreement and, in a note to Jaffe, stressed the contribution the agreement would make at all levels of the music-record industry.

NARM and Billboard Enter Pact

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Week 17

Jazz

BY ELIOT TIEGEL

I just wrote a piece in 172/8 time," said Don Ellis, the bearded proponent of multiple time signatures. "We're having a little difficulty with it," he added, after a second's pause in the garage turned studio/laboratory behind his house in North Hollywood, Calif.

"I wanted to see what would happen... if I could retain 172 beats in my mind. With such an unheard number of beats to the measure in American music, Ellis admits that it will take months before his 20-piece revolutionary band has the formula down solid. His prior mathematical arrangement called for 84 beats to the bar, still a far cry from 172.

The reason for Ellis' deep probing into time is his belief that rhythmically, American music in general is on the verge of a major explosion in time. "Jazz has gone through a period of thorough exploration of harmony. We have expected everything harmonically, even going into 12-tone music. So there's been a great awareness of jazz's harmonic problems. You can now match jazz to any of the idioms of classical music. But harmony has come to a dead end. Now the next step is to pick up on rhythm, which has lagged behind in this country. I hope the classical musicians will pick up on it.

Ellis contends America's culture has lagged behind in rhythm construction. The furthest out things we've had, it's mostly been the avant garde. He classifies America's music rhythmically as having been "ultra-primitive." The past tense is appropriate since Ellis has seen a large number of musicians like Dave Brubeck, John Coltrane, Ornette Coleman, Archie Shepp and John Handy, who are developing the rhythm revolution.

"I want to bring a heightened awareness to all new rhythms to our culture," the 31-year-old composer-arranger-trumpeter adds, "I've been stuck on 4/4 for a long time. Pop and jazz musicians are doing things in 5 and 7 and 9 and 11 and non-repetitive forms. In other words, jazz music is a part of their heritage. The American dance is in 7."

Ellis has been experimenting with complex meters since 1963, when he worked with a small group in New York, but his name has significantly emerged as a fresh, new innovator in jazz during the past two years. When his work with the Hindustani Jazz Sextet and his large group began to draw people to the Los Angeles clubs where they were enconced and happily exploring tomorrow's frontiers on dark Monday nights.

A major appearance at last year's Monterey Jazz Festival, the selling of two masters to World Pacific (one has yet to be released) and offers for East ern clubs and festivals, have paved Ellis' way. Along the way he has recorded on the tune with the Mothers of Invention, a totally new, flatfoot rock group and he talks enthusiastically about the Turbines using 5/4s and 7s in their arrangements, as indicators that complex time is seeping into the contemporary scene.

Paradoxically, since forming his large band three summers ago, Ellis has been able to land more work than when he led a small group. His present aggregation is composed of school teachers, one lawyer and professionals. Between the band opened at the Gold Nugget in Oakland last April for 4 Thursday through Sunday run, half of the group committed to L.A. to fulfill their teaching assignments in area schools. Ellis explains his unorthodox mixture of sedentary as the result of not being able to completely count on studio musicians to make all

(Continued on page 60)

Jazz in the Garden Begins at Museum

NEW YORK — The Museum of Modern Art and Downbeat Records are co-sponsoring this summer "Jazz in the Garden," a series of Thursday night jazz concerts. The 10-week series is being staged in the Museum's garden, the Tony Scott Quietlet will play Thursday (20).

The series will span jazz with its traditional and rock roll influences. Admission is $1.75, which allows the audience to fully use the Museum until it closes at 10 p.m. Museum members pay 50 cents.

JULY 22, 1967, BILLBOARD

On COLUMBIA RECORDS © Where the prophets are.

Young Leaves for Overseas Meets

NEW YORK — Kenny Young, who recently signed an overseas publishing deal for his Kangaroo Music with Mike Monti, is leaving for England and the Continent this week for meetings with Monti and with record producers.

Meanwhile, Young has placed the San Francisco Earthquakes, a new group, with Real Good Productions. The first release will be "Some Old Fat Man," published by Kangaroo.

Montgomery Set Through Late '67

LOS ANGELES — The Wes Montgomery Trio is booked to play dates through late 1967. The jazz outfit was the recipient of the 1967 Grammy Award for "Best Instrumental Jazz Album of the Year," which was "Quintet of My Head" on A&M.

Starting this month, Montgomery's trio will play dates throughout California until October when they then travel to New York City to appear at the Chez Pierre, Oct. 3-7. After their Utah appearance, the trio will play Chicago, Detroit, Philadelphia, and Boston.

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For an album that's out of this world, It reads futures and faces, Analyzes character. And characters. Like Chad Stuart and Jeremy Clyde, David Crosby (The Byrds) and John Merrill (The Peanut Butter Conspiracy). It runs the gamut from Arias to Pisces. And includes a truly fabulous poster. It's worth a fortune.

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Baja Marimba Band

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**Top 20** - Predicted to reach the top 20 of the Hot 100 Chart

**SIMON & GARFUNKEL** - **FILM!** (Prod. John Simon) (Writer: Simon) (Chasing Cross, BMI) - An other top of the chart watch is this intriguing folk-rocker created by Paul Simon. The John Simon production is exceptional, and will fast develop, as will the chartimum. "Don't Know Where Your Interests Lies?" (Chasing Cross, BMI). Columbia 43223

**RONNIE DOVE** - **I WANT YOU FOR WHAT YOU ARE** (Prod. Phil Kab) (Writers: Simons) (BMI) - I think this is looking wailing. Powerful piece of material, with a solid soul chorus in support, will skyrocket this dry- ing up in the Hot 100. Gospel-oriented arrangement by Bill Justin in strong support. Flip: "I Thank You For Your Love" (Tom/Bumi, Tumubi, BMI). Diamond 227

**JERRY B - THE M.G.S-SLIM JENKINS** (prod. Dain drums) (J Smokey, BMI) (East, BMI) - Hard driving instrumental is given a solid workout by the group and should quickly position the group to the top and r&b charts. Strong discotheque item. Flip: "Groovin" (Sacmar, BMI). Stax 224

**JON & VON DRUMS** (prod. Dale Hawkins) (Writers: Thompson) (Burton, BMI) - Jon & Robbin are minus the In-Crowd on this rock follow-up to their initial hit "I've Seen A Little Bit Taller." The duo will be riding high on the charts again via this top Dale Hawkins production. Flip: "You Don't Have To Be Happy" (Casta, BMI). Stax 15 228

**JERRY JAYE - LET THE FOUR WINDS BLOW** (Writers: Dominick-Bartorneloune) (Travis, BMI) - Jason's postal success with his version of Pat Domino's "My Girl Josephine," and this groovy follow-up, also a Domino hit of the past, should hit the Hot 100 hard and fast. Strong entry, pulled from his recent J.P., Flip: "Singing the Blues" (Austell, BMI). 10 228

**TOM JOHNSON** - **AIN'T IT THE TRUTH** (Prod. Ronnie Savoy) (Writer: Savoy) (Pronto/Saturn, BMI) - The group offers one of their most commercial tracks to date. This steady, padded and produced by Ronnie Savoy. Should put them back high on the chart in short order. Flip: "Up Jumped the Devil" (Pronto/Saturn, BMI). Capitol 428

**ANTHONY & THE IMPERIALS** - **YOU ALWAYS LAY DOWN** (Writers: Barry-Brioscu) (Unart, BMI) - The much recorded James Bond film theme, already on the Hot 100 via the Nancy Sinatra soundtrack version, is a compelling new adult bag for the stylist. Loaded with sales potential and all types of radio exposure. Flip: "My Love is a Rainbow" (Razzle Dazzle, BMI). Stax 1269

**CHIP TAYLOR** - **YOU SHOULD REMEMBER** MONTEREY (Prod. Taylor-Gordin) (Writers: Taylor-Gordin) (Blackwood, BMI) - Debut of the new label-owned company Chip Taylor and exceptional showcase for his vocal talents. Penned and produced by the artist, along with Al Gordin, this smooth folk-flavored ballad should prove a top sales winner. Flip: "I'll Never Be Alone Again" (Alma, BMI). Rainday 9002

**CHART** - Predicted to reach the top 100 Chart

**Robby Goulston** - **The Love of My Life** (RGM, BMI). ROULETTE 4747

**Little Child's** - **You're the One** ( statute, BMI). ROLLING STONES 4747

**The Angels** - **Take Me Home** (Blackwood, BMI). ROLLING STONES 4747

**Bernie Kopell** - **Did You Ever See Me** (BMI). ROLLING STONES 4747

**Steve Lacy** - **Groovin' with Gary** (BMI). ROLLING STONES 4747

**The Manhattan Transfer** - **I've Been a Fool** (BMI). ROLLING STONES 4747

**George Segal** - **The Yama Yama Man** (Budwisk Bernbach, BMI). AFRICAN 41225

**The Kinks** - **The Street Singer** (Lex Lurk Ltd, BMI). 16 20155

**Willie Nelson** - **All the Way** (BMI). 16 20155
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JULY 22, 1967, BILLBOARD
**Musical Instruments**

**Pick One Good Line and Hire a Good Instructor**

By JANE SCOTT

CLEVELAND—Going into guitar sales?

"Get at least one important good line to be identified with Cars at least one outstanding teacher," advises Cleveland's "Mr. Guitar." Dick Lurie's promotions are the pick of the city.

He leads a group of guitar students to Spain and the Algarve coast of Portugal, August 5, with music lessons on the way. Cost: $550 for three weeks. He will teach a class at Western Reserve University which will prepare future teachers to instruct guitar in public schools. He brought John Williams and Julian Bream here last year, has Segovia signed up for 1968.

**Sellers**

Beginners to the $25 and up guitar if they have little money.

Loretta Lynn moves up on the Hot Country charts with an album and a single that bid well to send her fortunes soaring. "Don't Come Home a Drinkin'" (Decca DL 48424; DJ1748424) is a fastly in 1966. It is a warm hearted ballad that provides an excellent showcase for a sweet and lyrical voice. Both releases are making steady progress to the top of the charts... thanks to Loretta's uniquely versatile styling. To provide a background that's equally versatile, Loretta insistson the finest in guitars—an Epiphone. (Advertisement)

**SAVED-OFF GUITARS**

Were shown at Chicago by LaBaye Guitar Co. The design has been dubbed ""by 4."" Models start at $319.

LIKE THE STEEL GUITAR, this 10-string steel guitar is played with a metal bar. A chord is printed on the neck to facilitate mastery. The instrument, in models ranging from $67.50 to $409 retail, is manufactured by Mel-O-Bar.

A LIGHT-IN happens when this combo organ by Doric is played. The lights are linked to key switches and flash in rhythm with the music. The hookup is simple. Lights retail for $24.50 a set.

**CHICAGO—Retail sales of new musical instruments, accessories and sheet music, topping the previous year's figure for the 12th consecutive year, hit $955 million in 1966. The industry is certain to do $1 billion in retail business this year.

The growth rate of this industry is spectacular. Recent figures released by the American Music Conference, indicate that retail sales have more than doubled in the past decade. Sales in 1956 were $424 million. This rate greatly exceeds that of gross national product growth, which went from $419.2 billion in 1956 to $739.6 billion last year. It also exceeds the rate of personal consumption expansion, which was $286.2 million in 1956 and $469.9 billion last year. The industry's share of personal consumption went from .159 per cent in 1956 to .205 per cent last year.

All yardssticks applied, the musical instrument business is growing at a rate outpacing the economic expansion of the total economy. It's a market outstripped in growth only by such explosive businesses as office-copters and computers, the latter of which is not linked to the new "golden age" of the guitar growing out of post-war trends in pop music. Though guitar unit and dollar volume dropped slightly last year compared to 1965, indications are that expanding again this year on the strength of new merchandise and successful narrow marketing of many miscellaneous instruments, drums and accessories.

In 1966 the year's worth $24 million were sold in the world's 13 million units ($140 million in 1965) and tappered off at 43 million units last year. More than 4,650,000 guitars have been purchased during the year, and 1966 was the third consecutive year in which exceeded 1 million. Approximately 440,000 import guitars were sold in the U. S. during 1966. Most of the slight drop in 1966 guitar sales, the AMC reports, involved electric-priced models, chiefly imports. The AMC also reports that the guitar market has been accepted in school music programs. "Classroom use of and some music specialists are beginning to use guitarists to aid in teaching humanity of music in the AMC states in its "Report on Amateur Instrumental Music in the States.""

**Mandolins**

There were 1,000 electric and 370,000 electric guitars sold in 1966. Other fretted instruments moving well were ukuleles (145,000 units), banjos (85,000 units) and mandolins (15,000 units).

It is significant to note that only 1,000,000 American-made wooden and 80,000 stringed instruments were sold in 1966. The sum of the unit sales 'in these three categories' is less than half that of guitars.

**1969**

It is also interesting to note that there were more pianos sold in 1969 than in 1966, 164,545 compared with 243,800. There were 123,200 accordions sold in 1969, but the year before, 165,455. Console organ sales were also high of 140,050 units in 1962 but have been holding steady at about 125,000 units annually ever since.

Only the pop-music-associated instrument enjoyed striking growth tendencies. About $5 million worth of drums were sold in 1964. But the figure was $50 million last year, a 20 per cent increase over 1965. All sales are in good-quality sets. Such pop-music-linked instruments as the ampli-piano, harmonica, melodic, recorder and portable electric (combo) have jumped up healthily in 1966 under the $70 million "microphone" category. Harmonicas hit $3 million this year in sales last year. Combo organ sales were also up from $95,000 to $110,000. Sales of reeds, autoharp and melodica have also jumped over 35 percent during 1965 to 1966.

The AMC reports that 10 million persons now play guitar in the U. S., compared with only 2.6 million in 1960 when sales of every American musicians mail order catalog exceeded $2 million Americans started playing instruments for the first time in a record.
A Couple of Big Ones

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Talent

MGM Mulling the Campus Road For Its Verge/Forecast Artists

BY CLAUDE HALL

NEW YORK — MGM Records is considering launching a college radio station for its Verge/Forecast artists. The tour is an outgrowth of the label's popular "Blue Jays" project, which has been the springboard of such acts as the Blue Jays, Prince, Marvin, and Dave Van Ronk. Jerry Schenbaum, head of Verge/Forecast, noted that the likelihood possibility is that the entire package of artists would be offered to the college on a guaranteed basis. "The record companies are in no sense going to make any difference if there should be any loss." He didn't feel there would be any problem with the selection of artists the label would be able to produce.

Plans are being formulated now. One of the details that has been decided is whether the profits, if any, could be used for scholarship programs.

Judy Collins Thrills Crowd With Touch-of-the-Poet Act

LENOX, Mass. — It takes more than a heavy rain and dive-bombing mosquitoes to spoil a Judy Collins concert. Miss Collins, playing before a packed house at the Berkshire Music Barn here Sunday night (8), thrilled fans of all ages groups with a program that drew heavily from her Elektra Records album "In the Beginning." She took the attention to the rain beating down on the tent roof, the faulty sound system, and the mosquitoes and should not look for bookings.

The duo is followed by a blonde charmer, Maureen Thompson, of Eastville, Scot-

tland. Backed by piano, bass and drums and lead her to the stage as smoothly and as naturally as possible, "I want You," "Shadows on the Wall," and others, Miss Thompson has plans to release an album of her own and should not lack for bookings.

Tony Darrow wrapped it up with a performance marked by solid material and a responsive audience. He sang "I Wish You Love," "I've Never Seen His Eye," and others, and gave the impression of addressing each lady in the audience personally. A strong act.

PAUL ACKERMAN

A New Principle Goes to College

NEW YORK — Garry Sherman, an arranger/ conductor/ composer and pop record producer, will present a new concept of jazz at Southampton College, L.I., on Tuesday (22). Sherman, who is titling his program "Excerptions in Contemporary Sounds," says his new jazz is based on the electronic improvisation principle of the tape loop applied to a whole orchestra.

Sherman will also introduce an original composition titled "Excretion C.C." The latter in title, according to Sher-

man, stand for Compositionally Composed Spontaneously. He describes this piece as a legitimate or classical approach to jazz in which he employs wrote, out" and "Somatics," as well as several other labels about a new affiliation.

A NEW PRINCIPLE GOES TO COLLEGE

Sherman's Chamber Jazz Orchestra will include himself as conductor-pianist; the Kohn String Quartet; Eddie Bert, trombone; Don Butterfield, tuba; Gary Chester, drums; Charles Dean, clarinet; Hank Freeman, flute and piccolo; Donald Mikolay, tenor sax; and looking for horns, these boys are Sherman recently wound up his recording sessions in San Francisco and he's now holding discussions with several other labels about a new affiliation.

Leningrad Tours the Circular Stage of the Melodrama Theatre July 4 with a program of rhythm and blues, "the first" is billed from his opening night audience.

Throughout his two-hour con-

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Series Stars Bikel, Jack Jones, Brubek

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cert, he delighted his audience with selections from his recent album and encored with the same. (Continued on page 28)
Fast becoming the POP RECORD of the YEAR

"MY ELUSIVE DREAMS"

Epic 10194

An Outstanding Performance by
David Houston & Tammy Wynette

Produced by Billy Sherrill
Written by Billy Sherrill and Curly Putman

David Houston
Exclusive management: Tillman Franks
604 Commercial Bldg.
Shreveport, La.
(318) 423-5886

Copyrighted material
Blues Project, Who, Havens
A Triple-Decker of Talent

NEW YORK — The lower East Side's Drifting Thieves was the scene Saturday (8) of a sell-out rock concert headlined the Blues Project. Also featured on the bill were the Who, Richie Havens and the Third World Raspberry.

John McDuff, formerly with the King Bees, is a new member of the Blues Project. McDuff succeeds Al Cooper, who has turned to composing

Bobby Darin

Continued from page 26

popular vein in "I Got the World on a String," drifting into rock-rhythm and blues "(Lovin' You) to folks "I Was a Carpepar" and "Ain't Got No Yellow Roses." A few standards are also offered. The highlight of the evening was his excellent ministry of stars ranging from Jimmie Stewart to Dean Martin. The headliner, toasted his disk affiliation by singing a cut from his latest album for Atlantic, "Inside Out." Special guest stars on the bill were the folk-rock duo Chad and Jeremy. With their tantalizing English accents and wit, they scored immediately. During a technical routine, they intertwined a medley of their past hits.

For modern jazz touch, the Roger Kellaway Trio, an accomplished and entertaining group preceded Darin.

ALEX MIGHTY


Industrial Division
At Ashley-Famous

NEW YORK—The Ashley Famous Agency has formed an Industrial Department under the supervision of Roger Hess. The department's first package will be a sales orientation film produced by Peter Cooper, Inc., for London Fog, raincoat manufacturer.

Hess pointed out that the addition of an Industrial Department will serve as a base for all of the agency's clients, not only performers, but also producers, directors and writers.

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

TROY SHONDELL
1st BIG TRX release

"A ROSE AND
A BABY RUTH"

T-5001

written by JOHN D. LOUDERMILK
produced by DON GANT

TRX RECORDS

WINDWARD SIDE MUSIC
BMI 2-05

JULY 22, 1967, BILLBOARD

expect BIG things from...

BOBBY SCOTT, left, demonstrates the need for more violinists to Howard Roberts, Columbia Records A&R producer, at his first recording session for the label.

Zappa Opens New Fronts

NEW YORK—Frank Zappa, lead man of the Mothers of Invention, has opened his own advertising agency and producing organization. He's also planning to establish his own label. The Mothers of Invention record for Verve Records.

Zappa's new firm is called The Nifty Agency and is located in Greenwich Village. Zappa's manager, Herb Cohen, is affiliated with the agency as an artist.

Zappa's producing plans include working with a West Coast group to be known as Uncle Meat and the CIA, and as yet unnamed group of four boys including Zappa's brother, Bob. The producing firm will be known as Bizarre Productions with Zappa as president. He also plans to produce disks by his sister, Candy Zappa.

In addition to his commercial work, Zappa composed a full-length ballet called "Lumpy Gravy," which was recorded for a Capitol album release.

The Mothers of Invention have two L.P.'s on Verve as well as a single.

Di Ci Pub Bows

MILWAUKEE — The Di Ci Music Publishing Co. has been launched by Joseph V. de Cimber here. First efforts are featured on two Cuca Records releases.
...COMING!
TWO SCINTILLATING SINATRA SIDES:
"THE WORLD WE KNEW"
(OVER AND OVER)
B/w "YOU ARE THERE"
(FROM THE MOTION PICTURE "THE NAKED RUNNER")

“0610 reprise RECORDS
Produced by JIMMY BOWEN"
underground groups like But- tles, The Stooges, M.G.M., and the Creation, and the Fugs—all of whom received little airplay on stations for one reason or another. But then program directors of Hartford 100 format radio stations began to realize the excitement value of the entire body of groups as the Beatles, first, and later groups like the Rolling Stones and the Monkees. This movement quickly spread to other areas.

In many cases, only two-to-three cuts are being played, but in other cases nearly all of the cuts on a given album are being aired.

Some of the leading stations in popularizing the album movement are WOR, New York; KYA, San Francisco; KUPX-FM, San Francisco; and KEMP, Los Angeles. WOR's Ruth Meyer, vice-president for programming, said that, "Since the word got around that WMCA in New York, the nation's leading influence on record sales, might begin playing more album cuts. She said that it "doesn't take a very perceptive person to realize that there's something going on in today's record-buying world, although it's not real easy to pin down exactly what it is, WMCA intends to find out and to adjust to meet the new demands of a changing audience taste." The station will continue to play the hits, she said, but "it's just that I'm not convinced that any of us in the radio or record business know the real hits anymore."

She said that she felt the single record sales are no longer the ultimate reflection of the public's taste in music. "My preliminary research indicates that right now, albums warrant more airplay than they're getting," she said. "Some stations are starting to use their rollouts in the same manner as their radio-LPs."

For some weeks, record producers have been thinking of the total album as a unit, rather than just a single, and filling up the rest of the album. The single makes it, with schlock material.

Rud Prager, in partnership with his firm, Prager Sound and Recording production firm of One Toad, Two Frogs, said he had felt for some time the development of the album as a programming tool of radio. "The more talented rock groups today are saying something musically and generally the record companies that believe in a group are looking at them as album artists." A good example, he felt, would be the Cream, a group managed by Brian Epstein. Popula-
tion recently produced an entire album session by the Cream in Atlantic Records' studio when the group visited New York. "This group got an album on the air before they did a single," Prager said, adding that the Jefferson Airplane, the Byrds Project, and the Youngbloods as album artists before becoming singles artists. "The single is still one of the greatest things to establish an artist, but the album influence on pop afficionados is so great that a group can sustain itself via album.

Some of the other groups in this category, he felt, were The Doors, who now have a hit single, but the Buffalo Springfield, and the Iron Butterfly because they are still making it in the studio.

Charlie Fisch, vice-president (Continued on page 34)

Country Magazine Bows For Radio Station Tie-In

PHILADELPHIA Curtis Publishing, on the heels of its tie-in music magazine for Hot 100 format radio stations, will now produce a similar magazine geared for country music format radio stations. The name of the magazine will include the call letters of the radio station in the title. For example, WPW Country, WPW in Syracuse, N.Y., is one of the stations that will sponsor the monthly magazine. Ohio-based Curtis controls the rest of the country, including 19 radio stations in Los Angeles and Philadelphia, among other areas, the magazine will simply be called Curtis Country. WPW has five pages each issue for its Curtis controls the rest of the country, including 19 radio stations in Los Angeles and Philadelphia, among other areas, the magazine will simply be called Curtis Country. WPW has five pages each issue for its Curtis Country.

WRRC Sets 'Bottle' For Country Radio Station Tie-In

SPRING VALLEY, N.Y. — WRRC, a daytimerock 'n' roll operation in the bottle of the band, has announced a program for the band, July 29, Operation manager Dick Thomas said that 24 groups from New York and New Jersey are already registered. WRRC will receive an audition from Columbia Records.

'New' Winning in Sound Battle

By BILL WILMANN

NASHVILLE—The modern vs. traditional battle still rages in the country music industry, but the moderns appear to be winning the battle.

When WIX-FM installed its "Metropolitan Country" sound program last July 8, a battle was another indication of the trend in the programming of the updated sound in country music. However, the traditionalists die hard. "We're being well received by just about all types of listeners," said Gerson, the program's producer director, "That's what we're trying to do — program country music, not just for its fans, but also for people who don't like country music in its pure form."

Some of the leading stations in the modern camp are WOAI, San Antonio, and WLS, Chicago. While the traditionalists may not agree, the WLS report is "We're being well received by just about all types of listeners," said Gerson, the program's producer director, "That's what we're trying to do — program country music, not just for its fans, but also for people who don't like country music in its pure form."

"I'd be happy to make records in the old style as we did 10 years ago," said Chet Atkins, a</p>
Ha Ha
SAID THE RECORD DEALER
...ALL THE WAY TO THE BANK

The
Yardbirds

"Ha Ha Ha
Said The Clown"

5-10204

AN EXCITING
NEW ALBUM

EPIC

LN 24313/BN 26313

STEREO
BOSTON - Because its FM ratings have given an indication of what could be a bright radio, WBOS-FM is switching to stereo and upper power for 30 minutes or so as the Federal Communications Commission grants permission. The station is expected to come out with a conservative format on both AM and FM. Changes that similar to the one panned by WPAT in Paterson, N.J. In expectation of the stereo facility, music director David Franco has been building up tape libraries for possible tapes for the past two years in stereo. The station receives telephone calls every day from listeners requesting stereo. Franco said.

Although the approach to programming is expected to be subtle, and if the format is not a background music station, "they say," "everything is designed to appeal to the ear in any half-hour, the variety of music, we play is bound to please almost every kind of listener.

The variety would include a version of Anthony Newley singing "If I Were a Rich Man" in which Franco has said a background similar to "Moonlight Sonata," and "Moonlight Sonata," is a classical version of "Moonlight Sonata," from "Moonlight Sonata," as performed by Peter, New York playing "Night and Day," which Franco said has a "Moonlight Sonata" type of beginning.

The station also has the video of its music throughout the day, such as a "Hot 100" format station does. The music is bright until 9 a.m., then is medium to uptempo until the station's style change which can be up again, Dinner music comes later. The station also plays a lot of light, popular music, such as both the French and Italian versions, "of Strangers in the Night," for the play "My Fair Lady," the station has on file and produces, along with other L.P.s.

French, Hebrew, Italian, and Spanish Franco also has a "hot 100" version before playing a vocal of the Philharmonic. A young musician, on a variety of classical, Franko, presented with Manulow on two tours in the U.S.

aldgate's, manufacturer of custom air for RCA Victor Records, has signed on as manager of FM development for N.B. C., the network's radio network, as director of the NBC radio recording division syndicated and network radio library services. The NBC-owned FM station is one of the 700 with a week of classical music, "as all tapes produced in Cleveland.

Jim Evans has been upgraded to general manager of WOR New York City. In the previous position, Evans was sales manager of WPB West Palm Beach, Fla., Mike Payne, who has been slated to producer, is new sales manager of the NBC radio recording division syndicated and network radio library services. The NBC-owned FM station is one of the 700 with a week of classical music, "as all tapes produced in Cleveland.

The station's management is the result of a number of moves in the past couple of years. The station has been in circulation since the early 1960s, and has been part of the NBC network since its inception.

Don Thomas has joined KDEO in San Diego as general manager. Thomas, who has been with the station for 10 years, will be responsible for the station's programming and operations.

KDKA, in honor of two shows by Frank Sinatra July 2 in Pittsburgh, also preserved his records exclusively, KDKA personality Clark Race hosted a two-hour special on performances that drew an estimated 13.2 million fans. "Beginning with the Radio Spotlight," the station's latest broadcast on ABC's "Radio USA" was sponsored by the ABC and the "Radio Spotlight." The station's current annual talent night July 30-31 at WJK, Auditorium to encourage local talent to "try out" for a chance to be featured on the station's regular air. Mike Evans, known as the "Radio Spotlight" in Cleveland is a huge hit with the station's listeners. The station has been known to feature albums by the Beatles, the Rolling Stones, and others. However, its programming also features a wide range of genres, including classical music, jazz, and folk.

WBOS-FM, in partnership with the New York-based station WOR, is the first station in the nation to broadcast programming exclusively for the benefit of a cause.

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WBOS-FM, in partnership with the New York-based station WOR, is the first station in the nation to broadcast programming exclusively for the benefit of a cause.
The fantastic girl that's had Johnny Carson and a zillion TV viewers rolling in the aisles. Now Fannie's at her screaming best in a great new RCA album that promises to soar to sales heights via a full schedule of top TV Flagg exposure. If you really want to rally round a winner... rally round the Flagg. Be sure you've stocked up for the rush.

THERE IS AN EXTENSIVE 20 CITY TOUR TO PROMOTE THIS GREAT ALBUM FOR FANNIE. INCLUDING GUEST APPEARANCES ON THESE AND OTHER NATIONAL TV SHOWS: JACKIE GLEASON SHOW, MATCH GAME, TONIGHT SHOW, MIKE DOUGLAS SHOW, SNAP JUDGEMENT, GYPSY ROSE LEE, GIRL TALK...
Radio-TV programming

Rock Stations Giving Albums the Air Play

- Continued from page 80

and director of recorded product
port, Mr. M. A. (in the biz) and his
affiliated labels, pointed out that
the Blues Magoo made it with its
single "Temptations," as well as
other r
gingles artists as well. "Kids are
catching up and in a few months to
be in the album market. If they
really dig the act, a single just
isn't going to cut it. With the labels
the groups were enthusiastic
"even if they don't have the single
we hope they will have," are the
smiling Bush and the Raves.

Johnny Holliday, program di-
rector and air personality for
KXY in San Francisco, said that
playing album cuts by groups like
the Jefferson Airplane, Country
Joe and the Fish, and the
Grateful Dead probably did some-
helped the station in its audience
drive. The station had initially
been hurt by a changeover
in ownership and the Bill
Dedrick-directed KFRC. But in a
May Hooper, KXY was only slightly
better than the top ten. That
month period and had topped the
tight playline operation 11:55 for
KXY to 7.8 for KFRC) noon to 6
p.m.
Radio, Holliday felt, had in
general a very short attention span,
by business atmosphere. The
station decided to take a few
weeks to program a different
and program a good cut from a
Paul Butterfield, Junior and the
Jackets, and later to the Experience
album. Result: The Doors' "Light
My Fire" is requested on the station's
25 phone lines more than
the single version. Dylan's "I Want to Be Free No. 10" is much
requested. The Rolling Stones get
happier, they're actually a minority
audience. But the current
Association albums have helped
in making good things in it...
On the other hand, the Holliday
The same thing applies to many
other groups, he said.

As the program director
of WHK in Cleveland, said that
some groups cut cuts from albums
by hot artists that he felt were good. "But
they're not going to be an album.
There's definitely going to be a
single out of that album.

Jim Hilliard, program
director of WFL in Philadelphia,
said he was playing the seven-
minute version of "Light My Fire"
and that different versions of the
shorter single version, six-to-
few cuts from the new Mon
kees album, had played six
from the new Beatles album,
playing the one cut by the Byrds
from the current Arista Franklin
album, and also the one cut by the
Association, one from the Coun-
try Joe and the Fish record
company. Hilliard said that the
album had sold out in Philadel-
phia because of the playing of
"Borrow My Heart" by the Byrds.

At Heacock, program direc-
tor of WMR, in Detroit, he was
playing several cuts from albums
by such groups as Coun-
try Joe and the Fish, the Beach
and Flowers, and the Grateful
Dead for the "easy listening" crowd
is much bigger than the singles
business... that's why.

'New' Wins in Sound Battle

- Continued from page 80

"pure" country, with no voices
or violins. "There will always
be a market for pure country,
a big market." Herstein said.
He added that he occasionally
sometimes overlaps with her
voice, but shines away from
the big background sound.
However, others should try
to go with the modern sound;
and have had success with it.

Dee Davis has a few
strings and without. Both ways,
she has big records in
sellers. But her radio stations,
more than anything else, are having
the greatest effect. Even the
new series of delayed broadcast
the "Grand Ole Opry"
covers, and they offer listeners
to the "modern sound," a demand
made by the majority of the
listeners. But one problem with the
"pure" sound is there, but the
programs lean heavily toward
an up-to-date concept.

Some radio stations are
resisting the change to the
modern, but they now are in the
minority.

Bob Braun inks
New 'Club' Pact

CINCINNATI — Bob Braun,
"50-Club" star, recently inked
a recording pact by United
Artists, has signed a new five-
year contract with CBS Recod-
casting Corp., John T. Murphy,
Arco Broadcasting president,
announced.

Braun, also long active as a
deejay in this area, took over
in a tryout radio station in 1952
"50-Club" after Ruth Lyons,
station manager of WKLW, ended
since its start on radio in 1948, retired this earlier year. He
died in a hospital bed during
the show for the past 10 years.
The "50-Club" is telecast
in color over Arco Broadcast-
ing's WLTW, CINCI
-57 WO
days, and WLMC,
Indianapolis. It is also simulcast over W. Radio, Cincinnati.

The bond between the
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-57 WO
days, and WLMC,
Indianapolis. It is also simulcast over W. Radio, Cincinnati.

The bond between the

They may forget their socks or shirts...

BUT BUSY MUSIC MEN ON THE MOVE NEVER FORGET THEIR

BUYERS' GUIDE

The most frequently consulted world-traveler in the record industry.

- Out-pulls the phone book for frequency of reference
- Out-does the U. S. fleet for annual ocean crossings
- Out-classes all other music business directories for completeness, accuracy and convenience of contact information

BILLBOARD'S ANNUAL INTERNATIONAL BUYERS' GUIDE

Book Passage for Your Advertisement Now
FIRST-CLASS ACCOMMODATIONS—ECONOMY RATES

Contact Your Nearest Billboard Office

NEW YORK • CHICAGO • HOLLYWOOD • NASHVILLE • LONDON • TORONTO • SANTURCE • MILAN • TOKYO
NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

FLOWERS
Bobby, Atlantic SD 8142 (5)

SINGIN' AGAIN . . .
Ernest Tubb and Louise Agnew, Duets DL 4072 (M); DL 74672 (S) (400-74827-2; 400-74872-5)

RAVI SHANKAR IN NEW YORK . . .
World Pacific, WP 1441 (A); WPS 81441 (S) (947-01441-3; 947-21441-5)

MY GIRL JOSEPHINE . . .
Jerry Jope, Hi ML 12028 (M); SML 32028 (S) (553-12028-2; 553-52028-5)

JAZZ RAGA . . .
Geeter Etta, Impulse A 9128 (M); AS 9128 (S) (575-09128-6; 575-09128-5)

I AM MARJORIE McCOY . . .
Viv, V 14007 (M); V 14007 (S) (901-106007-3; 907-54007-5)

INSIGHT OUT
Association, Warner Bros. W 14796 (M); WS 14796 (S) (923-01464-2, 923-01464-5)

★ NEW ACTION LP's.

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

INSIDE OUT . . .
Bobby Dulin, Atlantic 8142 (All); SO 8142 (5) (100-08142-3; 100-08142-5)

LOW PRICE CLASSICAL

CHABRIER
Detroit Symphony (Pony); Wing WC 1858 (All)

The Detroit Orchestra Comes through with a first-rate performance of Chabrier's "Swanilda" overture and "Dame Ellie," all presented with quite and conviction. The new Wing packaging helps too.

POP SPOTLIGHT

INTRODUCING THE SONICS.
Jaxon, 165 7007 (M); JASL 7007 (S)

This young Pacific Northwest group has what it takes to make it big as rock, their debut album, which all their best songs, and has sold at such a rapid rate that this year they may handle top rock numbers such as "Love Light." "Like the Other Man" and another song, you've got your hands on back(becks) are other hit selections.

FOLK SPOTLIGHT

Pete Seeger Waits Deep in the Big Muddy & Other Love Songs
Colombia, CL 2765 (All); CS 9201 (S)

Pete Seeger was never in better form than he is now, and gives his way through 13 tunes, The LP package includes old timers like "Dear Old Blowed In the Wind" and traditional "Fast Virginia" and even folk tune "The Old Wineglass." "Lemon Tree" is the center piece of this album.

INTERNATIONAL SPOTLIGHT

LOS PAJAROS
Colenostromente, Philips PHM 260-240 (All); PHP 600-240 (S)

Two girls, "Enmarta" and "Nina," backed by Latin big band arrangements, have released this album, "Los Pajaro," "Pajaroi de Dama No. 2," which should please everybody. "Querido Scaramuca" is the item for the dance permap, and we hope that the album's sales will equal its potential.

FULL REVIEW

PETE SEEGER
(Continued on page 58)

ALBUM REVIEW

POLICY

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

SOUND AFFECTS.

As no visual media can.
That's why books may soon be obsolete.
The Medium is the Message has been
the No.1 best seller for more than 12 weeks.
This Columbia LP has the same potential for success.

The Message is the Massage

Where sound affects sales. With sound effects.

36

(Continued from Back Cover)
GROUND SWELL!!!

THE CHART SURGE OF SUMMER '67 FROM

#1696
THE BIG HIT ALBUMS OF THE SUMMER ON ATLANTIC -ATCO

32 Exciting New Releases!

GROOVIN' The Young Rascals Atlantic 8140/SD8148

THE SOUND OF WILSON PICKETT
Atlantic 8145/SD8145

THE BEST OF JOE TEX
Atlantic 8144/SD8144

COYOWYS & COLORED PEOPLE
Flip Wilson Atlantic 8149/SD8149

THE BEST OF JOE TEX
Atlantic 8144/SD8144

DREAMER Patti LaBelle & The Bluebelles Atlantic 8147/SD8147

THE SOUND OF WILSON PICKETT
Atlantic 8145/SD8145

COWBOYS & COLORED PEOPLE
Flip Wilson Atlantic 8149/SD8149

DREAMER Patti LaBelle & The Bluebelles Atlantic 8147/SD8147

THE BEAT GOES ON
Herbie Mann Atlantic 1483/SD1483

THE SUPER-HITS
Atlantic Group 501/SD501

Wilson Pickett & other top artists

LOVE IN
The Charles Lloyd Quartet Atlantic 1481/SD1481

MID-JO LIVE AT THE LIGHTHOUSE
Atlantic 1486/SD1486

DO IT NOW! Brother Jack McDuff
Atlantic 1484/SD1484

HORIZONS Ira Sullivan
Atlantic 1476/SD1476

MIDNIGHT WALK Elvis Jones
Atlantic 1485/SD1485

INDO-JAZZ FUSIONS
The Joe Harriott/John Mayer
Double Quintet
Atlantic 1482/SD1482
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<th>No.</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>WEEKS ON CHART</th>
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<td>SGT. PEPPER'S LONELY HEARTS CLUB BAND</td>
<td>SGT. PEPPER'S LONELY HEARTS CLUB BAND</td>
<td>CAPITOL</td>
<td>15</td>
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<td>HEADQUARTERS</td>
<td>THE BEATLES</td>
<td>APPLE</td>
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<td>4</td>
<td>I'VE LOST A MAN THE WAY I LOVE YOU</td>
<td>THE CLEFT SISTERS</td>
<td>CAPITOL</td>
<td>11</td>
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<td>BORN FREE</td>
<td>THE LONELY HOURS</td>
<td>S.P.</td>
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<td>8</td>
<td>DR. ZIVIACO</td>
<td>BILL KIRBY</td>
<td>CHERRY</td>
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Vox Stereo-Only Policy
Pans Out Successfully

NEW YORK — Vox Records, a British company known for its mono and stereo recordings, has announced that it will no longer release mono-only recordings. This decision comes as a surprise to many fans, who were concerned that the company was moving away from its traditional sound.

In a statement, Vox Records said that the move was made in an effort to ensure the future of the company's stereo division. "We have seen a growing trend in the music industry towards higher quality stereo sound," said a company spokesperson. "We want to remain relevant and competitive in this market." The decision is expected to have a significant impact on the company's sales, as many customers have preferred mono recordings.

The move has been met with mixed reactions from fans. Some have praised the company for staying true to its roots, while others have criticized the decision as a betrayal to their loyal customers.

Mendelssohn said that the move was a "difficult" one, but that it was necessary for the company's future. "We believe that stereo sound is the future of music," he said. "We are making this decision to ensure that Vox Records remains a viable company for many years to come."
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**Country Music**

**Flame Theater Cafe Puts Its $$$ On the Record Talent Action**

**By BILL WILLIAMS**

**Vaugn and Count Basie. But 11 years ago the Perkins’ brothers took a flyer, experimented on a two-night-a-week basis, and contracted with Lucky Moeller in Nashville to handle all the bookings.**

The club has country music for its patrons and the diners. In the front section, an elevated stage over a concrete floor, the drinkers can imbibe and listen to one of two country-rockabilly groups. These are the traditional “kounge acts.”

A hallway leads to the main room, a restaurant which seats 282 patrons, a bar, and a square stage. On that stage is a five-piece country band led by Leon Boulanger. This strongly organized unit works the entire show.

**Circular Stage**

In front of the square stage, a circular stage is elevated and lowered from the floor, and it’s on this structure that the top name country acts perform. This allows them to be out among the people. At the conclusion of the act, the stage lowers and there is country music dancing. Raye Perkins carried on a mailing program whereby he sent cards advertising upcoming country acts to those who signed their names at the club. Ultimately he had a list of 24,000 names, covering an area stretching out in a 500-mile radius of Minneapolis.

In recent years Perkins has discarded the mailer and has gone to country music radio to plug his acts. KTCR and WMN both are utilized for advertising.

The Perkins brothers are great judges of talent. They know Minnie Pearl Inked

**INDEPENDENCE, Kan.—Debbie Simon Agency here has signed the recording artist Minnie Pearl to an exclusive management contract with film and TV. She is scheduled to appear on “The Joey Bishop Show” July 24, “The Merv Griffin Show” Sept. 21 and several other appearances both on the “Merv Griffin Show” and the “Mike Douglas Show.”**

**Decca’s Wilma Burgess: Teens Dig Country More**

**NEW YORK—Country music is growing more popular with teens, believes Decca Records artist Wilma Burgess, who is a native of an artist who, but who came up with a good meat and made history. Miss Burgess was in New York, starring with Roy Drusky at the new country music night club, Nashville, last weekend. One of the biggest contributions to country music is the number of major markets radio stations playing country music—was the late “Jimmy Dean Show.”**

Several of these in one time in January 1966, and people still come up to her after a performance and say, “I saw you on the Jimmy Dean show when you sang ‘Abilene.’ It was a class country music show.”

**‘Dreams’ Instant Creation—Sherrill & Putnam Style**

**NASHVILLE—It took Billy Sherrill and Curly Putnam 10 minutes to write what promises to be one of the biggest songs of the year—‘Elusive Dreams.’**

**Tree Buys LeJean Catalog**

**KUZZ Appreciation Day Draws 15,000**

**Third Annual KUZZ Appreciation Day, featuring station owner and Capitol Records artist Buck Owens, drew 15,000 fans, 3,000 more than last year.**

**Stallings for the free concert varied featured Merle Haggard, Wynn Stewart, Buck Owens, Rose Maddox, Molly Bee, Smokey Rogers, Mark Shannon, Del and Sue Smart, Ronnie Sessions, Meth Moore, Viv Leander, Danny Davis, Harold Cox Jr., Hank Raines, Leo LeBlanc. Above, at left: Owens dips into a tune. At center, Eddie Briggs, of Buck Owens Enterprises, presents Don Powell (holding award), personality with KDFI in Watauga, Kauaie with a gold disc. On right, JR. Dreyfuss, owner of KUZZ, takes a turn at the mike with his Buck Owens band. A similar free show is slated July 28 for Owens’ KTUI in Phoenix.**
BILL PHILLIPS
Has Another Big New Record in the
Decca Country Hit Parade

"I LEARN SOMETHING NEW EVERYDAY"
32141

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STONEWALL JACKSON

“Promises and Hearts”
(were made to break)
Columbia 44121

is

A SMASH!

Another hit from
Barmour Music
806 16th Ave. South
Nashville, Tenn.
Tony Moon, Mgr.

Thanks to Larry Lee and
Bobby Dyson for a great song
He wrote a great love song, then stepped up to the mike and melted it into a hit.

BUCK OWENS
YOUR TENDER LOVING CARE
b/w What A Liar I am

5942 Capitol

I don't need a ship to sail the ocean
I don't need fancy clothes to wear
I just need your sweet, sweet lips to kiss me
I just need your tender loving care.

Winter needs the north wind and the snow flake
Springtime needs the flowers soft and rare
I just need to feel your arms around me
I just need your tender loving care.

Day goes by so slow when you're not with me
Nights are long and oh so hard to bear
Everything is nothing dear without you
And I'm nothing without your tender loving care.

I just need your tender loving care.

Soon to follow
...an album featuring his newest hit and 11 others.

Personal Management: Jack McEwen
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Louvin's Greatest Performance

I FORGOT TO CRY
Capitol 5948
Published by Hill and Range

Charlie Louvin
produced by Kelso Herston

Management: Wil-Helm Agency
Department 166, Nashville, Tenn.

Thanks, Deejays, for playing my new Sunday single, 'A Big Wing Dinkin' Bird'll Tell You Back.'—Wade Jackson

Wade Jackson's recording on RCA Victor 2609, should quickly become a hot chart item. The 'A' side is a swinging, up-tempo record, while the flip is a moving, emotional ballad. Wade Jackson is well known for his songs, which are well-written lyrics backed by great instrumental arrangements. Be sure to hear them! (Advertisement)
MEXICO CITY — Record companies here are striving to catch up with the young, fashion-conscious business start-ups that are modern trend-makers. A survey of executives in 10 of Mexico's largest companies revealed that manufacturers are gearing up for the hip market, which exploded in Mexico during the late 1960's.

Young company executives mingle with teens to learn their preferences. And traditional folkloric music, once the mainstay of most catalogs, is losing out in the heat of competition.

All record companies report a major share of sales increases this year are due to emphasis on modern music. And it was learned from presidents throughout the industry that Billboard's "Hot 100" will be key to future releases.

Interest in the Mexican market of yesterday or the Mexican market of today is internationally widespread. Midani, president of Capitol de Mexico, says "We are interested in the Mexican market of tomorrow, because we are creating an image of youthful companies in tune with the new Mexico."

Armando de Llano, president of RCA (Columbia), points out, "The principal problem today is that we haven't given the teen-age market the alchemy it wants. But we are seeking the new Mexican soundmaker, the New Bel Airs of the future. But one of us is going to find him, and when that discovery is made, competition, more vital than now even between Mexican companies, will heat up.

RCA Victor Mexicana, in an effort to discover that ideal, has set the "Hollywood Ball," Jimmi Nico, who left the Spotsnites for a contract to "do whatever I want at RCA." Louis Coutoules, president, says, "We are breaking the $100,000 barrier, and know he'll help us find the new Mexican soundmaker."

Nico is raising a rock storm in the once stuffy studios of RCA. The word here is aggressive, Coutoules admits. "We know how big the teen market is and we're going after it as never before."

Teen Market

The market these major companies are now reaching is the 5- to 20 age bracket, a group emerging in Mexico as the prime target. Mexico's 60 million 30 million market has more, De Llano points out, but also more disposable income to spend on hot singles.

A top Mexican economist points out that Mexico's 6 per cent annual GNP is due to durable goods. Record labels and records are part of that increase in expenses for durables, he adds. "Look for an explosive increase in sales of records and concert tapes," he says.

"It all started in 1958," De Llano recalls. "When rock 'n' roll became popular in Mexico, it caught us all by surprise," he says, followed up and then goyo.

Previous to the rock 'n' roll explosion, concert tapes were released on their catalogs for the bulk of their sales. Today, however, the record labels have become greatly encouraged. "We're in the business of making the hits today," De Llano adds. "Trini Lopez,'The Hammer,' and the Teenagers are making our corralada large long before it became popular in Los Angeles today."

The hits stick together's have caused most companies to redecorate their long-cabined corporates. RCA Victor alone opened additional sales offices. CBS beefed up its record personnel. EMI intensified both promotion and personal appearances of rock performers.

Discos Universales (DUSA) has formed a record buyer's reorganization, from the administration down, in an effort to laborsaving. RCA Victor and EMI are planning a competition for the company's new top record producer. If it works out, the position of the ten: Schrade, president. He adds, "We are breaking all the old records and everyone is happy."

RCA Victor has decided to change its image to a modern, international sound company. Says that an increasing share of sales is the teen-age market. "American music is strong in Mexico. We are altering our Mexican sounds to include modern rhythms and instruments."

Young Executives

This new music is being pushed by new people. "The average age of our executives is 20 years old. In another five years our will be 31, while the average age of most of our people will be the forties. We are doing this intentionally to be closer to the Mexican youth."

Executives of Capitol, DUSA, RCA Victor Mexicana, Peerless, Tifico, Musart and Orfeon can't stand in the go-go clubs and "in" neighborhoods, dressed in mods and outfit at debuts. Talking to the kids, picking up preferences and carrying them back to the company.

RCA Victor Mexicana will release Mexican psychedelic music on both RCA Victor and CBS are scanning sketches for psychedelic-type covers for EP and album covers. Many albums are now being produced with English-language covers to Spanish-speaking buyers.

EMI is making it's over-all plan to the company. The artist's entire image before the public will get thorough attention. Schrade says. DUSA is installing a special studio with Philips video equipment and new equipment to cover the artist in action to improve both image and radio quality.

Selena Jiminez, who represents that Billboard's "Hot 100" will be top priority of the company budget. The company supports the weekly Billboard chart and gives artists money for their promoters, record producers, radio stations and publishers throughout Mexico.

Over 300 records are being charted on Billboard's chart are on the 40 or 50 basis. Three out of every four songs are from the past six months, as compared with the same period in 1966, so that the magazines are losing ground.

"The Shadows scored in Japan on their first visit there. Their records have been selling well for years on the Odeum label distributed by Toshiba, and their concerts heightened local interest nearby, the group's soundmaker.

The group will start shooting what is advertised as a comedy-romance film with their long-time as a Loewfert, Pico Pack

VIENNA — Eimont Luefert, owner of the Pico Pack team (Austria), has signed a pact with Louis Benjamin of Pye to distribute the Pico catalog in Austria. Pico was formerly distributed there by Centrecord. The new pact covers all Pye product, including the budget line which uses Graven and Shelfedge A.
Non-Italian Songs in Rosefest

From The Music Capitals of the World

MILAN — Non-Italian songs are being accepted for the first time in the International Festival of Rosefest song contest in Rome, Oct. 24-26.

The fourth Festival of Roses, to be held in the Salone dei Cavallieri of the Hilton Hotel, will be broadcast and televised throughout the three evenings. Twenty-four songs will be selected for the Festival, eight songs which may be foreign copyrights. All songs, however, must have Italian lyrics and must not be unpublished.

Eight songs will be presented each evening and each will have three different performances. Interpretations can be by singers, dancers, instrumental groups, instrumental soloists or singing groups.

CARSTE AND GERIG ARE RE-ELECTED BY GEMA

BERLIN—GEMA, the West German ASCAP organization, has re-elected Professor Hans Carste as chairman of its supervisory board (Ausschuss) and Dr. Hans Gerig as deputy chairman.

Elected to the board for two-year terms were Werner Egk, Karl Hoeller, Philip Mohler, Harald Bung, Ulrich Sommerlatt (representative composers); Karl Hoeller, Kurt Felz, Gwenneth Schween (representing the authors); and Rolf Budde, Drs. Johannes Pettschul, Werner Seiffert, and Ralph Maria Sommerlatte (representing the publishing associations).

Alternates are Guenther Bialas and Gerhard Winkler (composers); Kurt Hertha and Wolfgang Martell (authors); and P. J. Togler and Paul F. Schneidt (publishers).

The Federation of German Song Writers and Librettists (Bund deutscher Liederdichter und Librettisten) elected Karl Ulrich Blecher as chairman, succeeded by H. F. Beckmann, and Wolfgang Martell, Curt Platow and Heinz Korn as board members.

TOP RADIO LUXEMBOURG deputy president Rasko is using this mobile studio, housed in a Rolls-Royce, to tour France during the summer.

Nippon Col Markets 45's for Hi-Fi Fans

TOKYO — Nippon Columbia has announced new dimensions to the old 45 versus 33 1/3 r.p.m. disk record argument by releasing 12-inch 45's. According to Nippon Columbia's Hi-Zaru Kamio, manager, Foreign Records Department, new 12-inch 45's are being marketed for the hi-fi fan in Japan.

The first release of the new 12-inch records was made available at the 45's, to date, with 10 releases available (classical and pop), sales have topped 100,000, Kamio said.

Other Japanese record companies (representing Columbia's lead) Nippon Victor and King are in production with Teichiku in the planning stage. Releases thus far by Columbia have all been on 12-inch records with maximum time running between 15 and 20 minutes per side. The higher linear groove speed of the 45-r.p.m. record is of considerable advantage for high frequency responses but such improvement would only be emphasized when heard on wide range hi-fi playback machines.

In Japan, the "golden ear" audience is quite large, however, with the average hi-fi fan assimilating his own equipment, disassembling automatic changers and seemingly more interested in the fidelity of his reproduced sound than in the music.

Phonogram Execs Named

PHONOGRA MUSICO

MILAN — Phonogram Musical manager, Mario Corsi, has selected the company's executive staff.

Enrico Paradosi is the sales manager; promotion and publicity will be handled by Dario Schell and mint manager is Giuseppe Gazzaniga and director is Pietro Picci. The production function will be handled by Roberto Felice and sales manager will be Massimo Biggiore. Corsi, formerly manager of Philips Electronics Division in Milan, said the next two years will be devoted to building up a strong Italian repertoire concentrating on both established artists and new talent.

He claimed that 25 per cent of the company's business is with the Italian state-owned radio companies for the programming of the country's two public broadcasting stations — one for classical and foreign repertoire.

The New Audacie Band is expected in Italy again this summer for an extensive tour. Phonogram will be releasing a new 12-inch record this August featuring Italian musical events such as Festivalbar, Cantagiro, the Venice International Film Festival and Light Music, the Pesaro Song Festival and the Girofest.

DETROIT

Robby Seymour, CKLW-TV personality, is running a "6th Annual Labor Day Festival," which is scheduled for television show to te in with the promotion visit of A&M recording artists. Seymour said on the show (Wednesday, late). The winner spends the day with Royce and Hart, as well as the record label's A&M studio. F.O.B. on Seymour show will tape an interview for WKNR and chat with J. P. McCarthy on his WRJ radio "Focus" show.

Terry Knight is writing the music for the upcoming motion picture "Bluesmobile," which stars Ed McWhale.

Monday, the New York Times上周’s listings include the following programs on the NBC network: The Gala Event will be held Aug 26 in connection with the exhibition in Washington Heights of the 1967 New York World's Fair.

The gala evening will be carried by West German TV in the German Federal Republic. The gala evening will be carried by TV networks in Switzerland, Austria, Germany, Belgium, Spain, Denmark, Sweden, Finland, Yugoslavia, Ireland, Portugal and France.

’Evening’ to Get TV Treatment

BERLIN — Twelve European countries will carry the live television broadcast of the “Abend der Schallplatte” — the “Gala Disk Evening” — to be held Aug. 26 in connection with the exhibition in Washington Heights of the 1967 New York World's Fair.

The gala evening will be carried by TV networks in Switzerland, Austria, Germany, Belgium, Spain, Denmark, Sweden, Finland, Yugoslavia, Ireland, Portugal and France.

DETOX

Jack Jones has joined the American Radio History Committee to assist in the organization of the American Radio History Committee. He has served as chairman of the Radio History Committee’s Local History Committee, which has been active in the area of broadcasting history.

He is also a member of the Radio History Committee’s Board of Directors, which oversees the activities of the committee. He has been a member of the committee since its inception in 1984.

His work with the Radio History Committee has been recognized by many organizations and individuals, including the National Endowment for the Humanities, the American Historical Association, and the American Library Association.

He has been involved in numerous projects, including the creation of the Radio History Center, which is dedicated to preserving and promoting radio history.

He continues to work with the Radio History Committee and is committed to preserving and promoting radio history for future generations. He can be reached at the Radio History Center, 1110 19th Street NW, Washington, DC 20036. He can be reached at 202-488-0830.
If music be the food of love, prepare for indigestion!

Dave Dee, Dozy, Beaky, Mick & Tich feasting on success in the TOP TEN charts in Britain, France, Germany, and Holland

Now taking a big bite of the cherry in the $market
Image Battle Shapes in Mexico As Firms Gear for "Tomorrow"

**Continued from page 49**

Peerless during the first semester of 1967, 80 per cent was in modern music. Capitol says that, of those records that have been sold for recording dollars of records in 1967, "one out of every four dollars spent was for modern music."

RCA Victor racked up a $50.1 million in the first nine months of this year. A fourth of that was from records, mostly by the Latin American group on Tijuana Brass. CBS points out that in 1962 just 21 per cent of its sales was in modern music. In 1966 it is up to 33 per cent. The CBS 1967 symposium gained 14 per cent of its sales in modern music. These sales of $38 million in 1966 included a third sales in modern music.

CBS, it is well aware of the fact that records reflect the tastes of the public. The label was not making a conscious effort to make the public a part of our recordings.

That policy includes "tape" for the public is in-vale. During the past year's record sales, the policy was seen from Mexico to tacos. The results are a spectacular.

Midland says.

The new image of Mexican record companies reflects the new Mexico's style. "The young in Mexico are fighting off the old traditions," Midland says. However, the new wave sweeping the world, Mexican music has taken root and kids anywhere in the world.

And Capitol wants to be the one of the major supermillers of the world. All presidents interviewed talked about a new excitement in the industry. They all agreed that during the coming months the market will see the most strenuous competition in the history of the industry.

But all firms have been known as a one-time company. "It's not that we're presenting anything new," says Midland. "We're just opening our doors to the public." The result is a spectacular.

From The Music Capitals of the World

**Continued from page 50**

**PARIS**

CED is doing strong promotion on its release of "A Whiter Shade of Pale," by George Abbey. The release of the record includes a full-page display advertisement for the first time in a national newspaper. In addition, CED has signed an exclusive contract with Hip-making and dancing in the French market.

Blue Ribbons and Roses was the winning song at the third English-Potuguese-Germany-French Festival of La Canción Del Mundo in Silla, Portugal. The event was held by Sango (Fonograph) in Lisbon.

So-Play Records has opened a new office in New York directed by Julio Jaram in Mexico City. The office is located at the corner of Liberty Ave and Page One Place, New York, N.Y.

**RAFAEL REVERTE MARTINEZ**

**MEXICO CITY**

Louis Costello, president of RCA Victor Mexico, was guest of honor at the Fontana Rossa opening on June 27. Sondes, Bows, Chris Miller, and the popular music bands on Tijuana label were joined with Albanian and the popular music bands. The Tijuana label has released an E.P. and an LP (Love's Poem) of the same name, as well as a single, "Adios" by the same artist. The record was released in Mexico.

**J. WILLIAM KELLEGAN**

his own Rigolo label, distributed by Rivera, is known as MIKE HENNESEY

**TORONTO**

Columbia Records of Canada's mono-stereo equalization move is effective until July 21, giving dealers a two-week period to buy at old prices and resulting in heavy orders for mono at the lower price, light action for stereo.

The handsome market ranks their disk deal on the Stone label with "Mr. John" and "Kensington Market," produced by the group's manager, Benno Finkelstein, who promoted Verve's Philips. The first U.S. appearance is with Jay and Dick in a Larry Grier appearance on Saturday. A new label, Butchart Records, was launched by a new disk release expected somewhere along the line. The group bought the eight-color image with color TV, stereo, phase, refrigerator, etc., formerly belonging to Mike Ryder and the Detroit Wheels.

**KIT MORGAN**

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Tape CARtridge

Promotional Test on Cartridge Pulls Sales in Central South

By BILL WILLIAMS

ATHENS, Ala. — This north Alabama town, selected in a promotional test case, proved that the sale of tape cartridge players in the south can be a success. Capitol Records combined with the Griffin's Home Entertainment Center of Athens, with help from radio station WKAC, in a promotion. Tape-Cartridge

Once a month in Athens, new car dealers traditionally gather on the town's public square and have sales on automobiles. The new cars are parked around the square.

This time, Capitol brought along auto tape players and Capitol tapes and placed them in the 1967 autos parked in front of the Griffin's retail store. The action was preceded by a half-page newspaper ad in the local paper, and five days of spot announcements (a total of 100) about the car-tape carnival. On the day of the sale, WKAC did a six-hour live daytime remote, further promoting the sale. This included interviews, with prospective customers, driving the tapes from Capitol's full catalog.

Sales-Pay-Off

As a result of the promotion, Griffin's sold six auto tape units.

MERCURY RECENTLY UNVEILED the first auto cassette recorder/player, one of five new cassette models the firm is now marketing. Model A600D is equipped with universal Gilam-type mounting bracket to fit all cars on deck or console.

Toyo Kasei to Move Into High on Duping

TOKYO — Gauss high-speed cartridge tape duplicating equipment will be installed and operating in Japan before August at the Toyo Kasei Co. facility, according to Tameshi Hiyama, chief engineer.

Toyo Kasei is the largest custom record pressing plant in Japan and accounts for about 30 per cent of all Japanese records manufactured. Hiyama plans to have a custom cartridge processing operation available in August, using Gauss equipment, which will be capable of more than 100,000 4-track and Philips cassette cartridges per month.

Auricord Names Two Sales Reps

NEW YORK — Auricord Corp., O.E.M. manufacturer of tape CARtridge transport decks, has appointed two representatives to live in and sell 4 and 8-track equipment in their respective markets.

Bassett and Moore, located in Nashville and Memphis, respectively, will represent Auricord in southern California, Tennessee, Mississippi, North Carolina, Arizona, Robert Milk Co., will handle the company's products in Minnesota, Michigan, Indiana and Pennsylvania.

COL. ISSUES

2d 4-Track

NEW YORK — Columbia Records has issued its second group of 4-track CARtridges. The release, geared on a month-to-month basis, will contain only the cream products from Columbia's catalog.

"We're still filling a pipeline," a Columbia spokesman said. "So we can't tell you how many cards are coming. But," he added, "we're proceeding cautiously and don't plan to overload our distributors with product until we can.

The release from Columbia's best-selling albums, features artists such as Johnnie Mathis, Barbra Streisand, Andy Williams, the Byrds, Bob Dylan, Ray Price and Marty Robbins.

MAKING the best of a bad situation as much as it marked the first time that a tape firm has signed a "name" artist of the stature of Red Skelton exclusively for stereo tape cartridge promotion, A10 exclusive rights for this "Red Skelton Presents the Velvet Strings" series are for all tape rights, including reel-to-reel and playback.

This column is being written prior to our departure for Red Skelton, who will personally supervise the recording of several songs. In the songs he has composed. Many of Red's compositions have already been recorded. His music has been presented at concerts, and the music on his TV show during his piano-pantomime sketches are melodies of his own composition, played by David Rose and his orchestra.

In addition to Red's compositions, this ITCC 4 and 8 track stereo tape cartridge "series" will include many standards, such as "September Song," "Deep Purple," "I Don't Blame Me." "Moonlight in Vermont," and motion picture themes, among them "Secret Love," "Sound of Music," "Barn Dance," "Laurel's Theme" from Doctor Zhivago, "Zorba the Greek," the theme from "Lawrence of Arabia," and others.

Recording in Europe is done by Redstone Limited, a member of the Rediffusion Group of Companies. The "Red Skelton Presents" series is exclusive with International Tape Cartridge Corporation and the first releases in this "series" is licensed by Redstone International. This licensing gives ITCC the exclusive rights to this music, as well as the Western Hemisphere and non-exclusive rights to this music throughout the rest of the world. This "series" will be released under International Tape Cartridge Corporation's own label, "ITCC." The first releases in both 4 and 8 track are scheduled for August 1st.

Next week's column will be filed from London, where we will be headquartered at the Dorchester House. While in Europe, we are meeting with principals in London, Paris and Rome to further survey and discuss the feasibility of establishing ITCC as a duplicator and supplier in the European market.

ATT'DIADA, Wilko Firm Set Up

MILAN — Atlanta chairman-Arcad Volans has announced the formation of an Atlanta-WKAC, a joint venture between Atlanta's Geneva and Wilko of Milan. The company will manufacture both a 4-track tape player and a playback unit for cartridges of the Frank Stanton tape-playback type, to be distributed in the Common Market area.

The 4-track player will be similar to the MK-100 model sold by the Chrysler accessory division and will retail at about $50, complete with Atlantic's radio cartridge, which will be a standard part of the set, and loudspeakers.

The Playtape machine will be exported through the Hong Kong plant where they are handled by the company's Hong Kong and French subsidiaries. The machine is expected to be sold to a large number of customers in the United States.

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Philips Unveils 4 Title Cassette Aimed at German Youth Market

HAMBURG — Philips has introduced a new type cassette aimed at young people. Called the EP-Musicalcase, the unit is a tape version of the EP disk and has the same playing time. It contains four titles, mainly top pop. It is priced at $2.25. Philips said that the cassette meets an important need for the youth market, which demands shorter and more flexible programming than can be obtained with the 30-minute standard cassette.

The initial offering consists of 18 EP-Musicalcase titles. Titles include recordings by the Dave Dee Group, Manfred Mann, Spencer Davis, the Walker Brothers, the New Vaudeville Band, the Rattles and Esther and Abi Ofarim.

Philips said the EP-Musicalcase will fill a need for “mobile music,” which can be played while traveling, at the camping site, and on the beach. The cassettes come in specially-designed cardboard carton. They can be played on all machines designed for the playing of the Philips-developed “compact-cassettes.” Standard Philips cassettes are priced at $4.50 (for Eddie cassettes), $6 and $6.50.


MGM to Handle DGG Cassettes

NEW YORK — DGG cassettes will be imported directly from Germany and distributed by MGM Records. All other cassette products of other MGM will be duplicated by Ampex, which is slated to receive $8-track and reel-to-reel rights. A new contract was being completed last week, and MGM president Mort Nasar is in London conferring with Den Hall of Ampex. The first release of DGG cassettes will include six cassettes featuring works by the Berlin Philharmonic and Harmonia Mundi Ensemble. Suggested list price is $6.95.

Lib. Stereo-Tape to Handle Trak Pak, Plastic Housing

LOS ANGELES — Liberty Stereo-Tape, a division of Liberty Records, will distribute nationally the Trak Pak, an accessory for the storing and handling of all existing 4 and 8-track stereo tape cartridges. The Trak Pak was developed and engineered for Liberty by Steven Smith in conjunction with Ray Burns, Inc.

The Pak is an unbreakable plastic housing for the cartridge. It features a lifetime plastic integral hinge that swings open to allow one-hand removal of the cartridge.

The Trak is a slotted holder for the Pak, accommodating packs. It can be purchased separately and mounted side-by-side to afford additional storage space. Packs also are available individually.

Startet set consists of one track and six packs. Suggested retail prices are: Pak, 59 cents; Track, 58 cents; Six-Pak, one track plus six packs, $3.98.

(Continued on page 58)

FROM THE WORLD LEADER!

FROM THE TOP OF THIS WEEK’S BILLBOARD CHART

Atlantic

1. "I WANT TO BE A ROCK STAR" — The Knickerbockers, Capital

2. "I WANT TO BE A ROCK STAR" — The Knickerbockers, Capital

3. "I WANT TO BE A ROCK STAR" — The Knickerbockers, Capital

4. "I WANT TO BE A ROCK STAR" — The Knickerbockers, Capital

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20. "I WANT TO BE A ROCK STAR" — The Knickerbockers, Capital
New for July on RCA STEREO CARTRIDGE TAPES

The most trusted name in sound

8-TRACK CARTRIDGE TAPE: THE SYSTEM AVAILABLE FOR HOME LISTENING THAT'S ALSO DETROIT-APPROVED FOR THE NEW-MODEL CARS

www.americanradiohistory.com
CARTRIDGES? CARTRIDGES!
For All Your Tape Cartridge Needs/You're on the Right Track With CHANNEL!

OKLAHOMA CITY — Records Inc., a retail record outlet here, has put a damper on shoplifting of tape cartridges by honoring them with the title of "Shoplifter of the Month." The honor includes having their picture placed on view in the store.

Tape cartridges, owner Rick Kelly said, are especially prone to shoplifting because the cartridges are out front in bins. But Kelly and his employees keep track through peepholes from the back room and Kelly trains a camera with a telephoto lens on any suspicious customer.

Before Kelly began his campaign, he was catching eight to 12 shoplifters a month; he doesn't know how many he didn't catch, but he once caught three at the tires of a shoplifter's car: the shoplifter had ponseture-proof tires and he still got away.

The "Shoplifter of the Month" campaign has proved very effective, Kelly said, "I've got one bomb threat and no shoplifters." The campaign got Kelly front page publicity in the Oklahoma Journal, Capital Records, inadvertently, helped the campaign.

"Would you believe that I won't see a shoplifter or a Capital Record in their Orient Adventure Contest—second prize?"

Album Reviews

**Continued from page 36**

**CLASSICAL SPECIAL MERIT**

**SPECIAL MERIT PICKS**

**THE FABULOUS IMPRESSIONS**
The Impressions. ABC-REC 406 (S).

**LOW PRICE CLASSICAL SPECIAL MERIT**

**BRAMHAM: THE COMPLETE QUARTETS**
(3 LPs)
The Jucoczek Quartet. Consolations 22 54 0009 (11), 22 54 0010 (11), 22 54 0011 (11).

**POP SPECIAL MERIT**

**SCHUMANN: TRIO NO. 2 IN F MAJOR OP. 111**
Benet Arts Trio. Philips World Series PhC 9023 (S).

**FOLK SPECIAL MERIT**

**ON THE WAY**
The Wayfarers. Polydor 164009 (N/S)
From Poland comes a spirited folk group which could prove a wise winner if its label did it proper exposure. Easily Armed With Talent, the Wayfarers display an energetic, informal approach to their music—in this case, a "Meetin' on Monday," "Brother, What's Wrong," "Cyril's Blues." The trio performs with distinctive songs such as "San Francisco Bay Blues," "Wrapping Paper" and "Swinging Bear."

**Mass Publicity Photos**
For 100 x 8's from your own 8" x 10's negative.

Mass genuine high-gloss photos for use in bookings, publicity and fan mail. Mass gives your orders immediate attention, prompt delivery, and unsurpassed quality. Send for free samples and complete prices.

**Joe Crooks**

Rick Kelly, owner of Records Inc., in Oklahoma City, made front page headlines in the Oklahoma Journal—topping the LBJ/Kosygin talks story—with his system of stopping shoplifting.

RICK KELLY, owner of Records Inc., retail outlet in Oklahoma City.
Releasing U. S. Test Data

By MILDRED HALL

WASHINGTON--The rising tide of federal consumer protection that has swept over automobiles, installment buying and home product safety may soon reach home entertainment items. Last week the Government Operations Subcommittee began hearings last week to discuss the possibility of operating operations on thousands of items tested by the federal government, with use, from floor wax to electronic components.

The next step could be for government "Info-Tagging," on manufactured consumer items, including television sets, tape cassettes, AM/FM radios, phonographs and laserdiscs. The tags would include a government label on the product indicating the item's good or bad performance and characteristics of the item, based on government findings--but would mean no "no buy" comparisons.

One of the House members in the crusade for more federal help to keep the consumer informed is Rep. Benjamin S. Rosenthal (D., N.Y.), chairman of the council. The council was not last week by the Federal Trade Commission and the National Association of Retail Stores to set up a Consumer Affairs Department with an information, research and testing program.

The bill (which has yet not been hearings in the House) would resemble an "Tag-Labeling," similar to Great Britain's recently introduced "Tag-Labeling," for those consumer products and appliances.

Voluntary

While waiting for the package of consumer information to get off the ground, Representative Rosenthal is seeking more voluntary informing of consumers by government agencies. He is busy developing to know the government's own housekeeping branch, the General Services Administration, as to just how useful government specifications on some 10,000 consumer-type products would be, to the average consumer.

GSA hearings spanned by Hearings. The Government Operations Subcommittee said that the government specifications would be "translated" into rules, terms and understandable terms and figures, and said that the government will take the responsibility of publishing government specifications for consumer items in the government testing items. 

At a recent hearing on government standards, said government information to consumers would have to have a central office to collect information from all agencies and put it into understandable terms for consumers. From that point, no one seemed to know exactly how to get the information widely disseminated to the public buying government appliances. The government only the major manufacturers who are "in the know," said witnesses.

Grading

Witness Morris Kaplan, technical director of Consumers' Union, said his organization's reports grading appliances and products, said today's consumer must have a reason for trying to decide which to buy. A government test of hearing aids for the deaf in the government Administration found some brands in general use were two and one-half times better than others.

The amount of harm from radiation in those TV sets was considered by General Electric, which is still bringing blight on the floor of Congress, not considered serious enough serious per se, by expert Kaplan. He said the radiation was merely short range, and for only a few, when only sets were above the floor and a child or pet had feet or paws directly under, could there be harmful effect. What may worry him was lack of final testing by manufacturers of every set on the line--especially for the kind of occasional flaw that produces shock voltage for anyone touching the set while grounded by contact with a water pipe or radiator.

Retailers as well as manufacturers of home entertainment products, including records, had better be alert, too, Betty Fernandez, the President of Hackesian's, chairman of the consumer affairs, said she intended to talk with some 10,000 consumers everywhere, "including teen-aged in record stores."

G.E. Radio Line Includes Two Microelectronic Units

UTICA, N.Y. -- The 1968 line of General Electric radio includes includes two microelectronic components, one a "transportable" radio and the other a stereo radio component.

G.E. has also introduced a 16-model line of clock and table radios, all solid-state.

The microelectronic component, radio model T1090, consists of a stereo-tuner and two separate enclosures with extended-range oval speakers. The radio was available in late July, priced at $139.95.

The other microcircuit, "Macro-Mood" (model T1170), it's called, in an AM radio. It appears on the trapezoidal shape that fits nicely into the year. It measures 4½ by 3¼ inches. The speaker is a solid-state, priced at $169.95.

G.E. introduced its first microelectronic unit--utilizing what is customarily called the integrated circuit--last year. The first application was to a miniature clock radio.

Other G.E. micro products include an 8-track programmer and a phonograph. Additional micro radio models will be introduced this October.

In the new solid-state line and clock radio line is model C1479, an AM clock model at $149.95 suggested list. The two AM table models are model T1150 at $129.95 and model T1160, in walnut finish, $169.95. Five new AM clock models range in price from $179.75 to $279.75. Four new AM/FM clock models, all with solid-state and clock radio models, four of them, range in price from $30.95 to $46.95. Suggested retail price.

New Motorola Line Is Lower-Priced

CHICAGO--Motorola has introduced five new portable phonographs in its 1968 line which carry suggested retail prices as much as $130 lower than comparable 1967 models.

Motorola Model 102C has a 4-speed stereo and a list price of $49.95. It is a monaural unit with a clamshell cabinet. The four remaining portable line additions represent a refinement of the basic design concept introduced two years ago. In order of step-up prices, the new line features.

Motorola Model 215D, $59.95; Model 221, $69.95; Model 227, $89.95; and Model 229D, $109.95.

Audio Retailing

Norelco Radio Promo for Fall

NEW YORK--One of the largest direct sales promotions of the fall is the way Symphonic Radio & Electronic Corp. describes its 1968 phonograph line.

Included are 32 models, ranging from portables to stereo in-line systems. A suggested list for a stereo in-line system is at $169.95 suggested list to an automatic stereo console at $469.95. There are these mono portables, two battery/AC portables, two automatic mono portables and seven automatic stereo portables.

Newport Radio

NEW YORK--North American Phillips Co., Inc., in its fall radio promotion will give away to dealers free four or four top models in its line.

The use of automatic power power program provides dealers with converter units valued at $49.45 each. Cooperative advertising has been modified to include credit buyers, and extra cost in advertised prices. Models involved are L30, L38, L45, P46 and P47. Each of these models included in any $2,000 orders. The 1968 Newport radio line of dealers will receive a free AC Power adapter.

A closing orders must be placed before Sept. 30.

July 22, 1967, Billboard
Classified Advertising Department
BILLYJOE BILLBOARD MAGAZINE
182 West Randolph Street
Chicago, Illinois

Please run the classified ad copy shown below (or enclosed separately) in issue(s):

PLEASE TYPE OR PRINT YOUR AD COPY IN THE ABOVE SPACE.
PAYMENT MUST ACCOMPANY YOUR CLASSIFIED AD ORDER.

NAME

ADDRESS

STATE

ZIP CODE

AUTHORIZED BY

CITY

AMOUNT ENCLOSED

REGULAR CLASSIFIED

DISPLAY CLASSIFIED

HIGHLIGHTED

'68 Symphonic Photographic Line The Largest in Years

- Continued from page 39

Model PN500 at $59.95 suggests list, automatic stereo solid-state, pyrexolin-covered wood cabinet with drop-down changer tray, BSR, service manual, and ceramic cartridge.

Model PN500A at $59.95 suggests list, automatic stereo solid-state, pyrexolin-covered wood cabinet with drop-down changer tray, four controls, and ceramic cartridge.

Model PN500 at $119.95 suggests list, automatic stereo solid-state, pyrexolin-covered wood cabinet with drop-down changer tray, four controls, and ceramic cartridge.

Model PN500 at $169.95 suggests list, automatic stereo solid-state, wood cabinet covered with pyrexolin fabric, drop-down changer tray, four controls, and ceramic cartridge.

'Sgt. Pepper' on Open-Reel Tape

LOS ANGELES—Included in Capitol's latest open-reel tape release is the Beatles' 'Sgt. Pepper's Lonely Hearts Club Band,' a 13-sided offering.

Also included are efforts by George Harrison, Ringo Starr, and John Lennon, featuring some of the greatest hits from the Fab Four. The tape was featured by some of the most prestigious tape features featuring works by Prokofiev performed by the Moscow Radio Symphony Orchestra conducted by Gennady Rozhdestvensky.

Special Promotion On 8¼-Inch Tape Reel

NEW YORK — Audio Devices, Inc., and Magness will jointly promote Cylinder's new Audiophile 2461, the first 8¼-inch reel-to-reel tape on the market.

Sgt. Pepper tape recorder owners will receive a special offer because it will be the only reel-to-reel tape with 8¼-inch reels and will be at a competitive price.

Jazz Beat

"All through the years, the music has been a constant source of comfort and inspiration. I've been inspired by the rhythms and melodies of many different genres. When I'm feeling down, I turn to jazz music to lift my spirits. It has a way of soothing the soul and reminding me of how much joy and beauty there is in the world."
Ohio Operators Plan Big Outing

SANDUSKY, Ohio — The Northwest Ohio Music Operators Association will hold its annual picnic at Cedar Point resort here Aug. 22.

"All operators in the region are welcome guests," said association president William R. Huling of Huntington, W. Va.

President of the association is Maynard C. Hopkins, Hopkins Music & Vending Co., Galion, Ohio. Lee Taylor, Findlay Cigarette Sales, Findlay, Ohio, is vice-president.

Midway Expanding Its Game Line

CHICAGO — Midway Manufacturing, youngest of the big five game producers, is planning to expand into full-line amusement game manufacturing and marketing.

The company, which will celebrate its 10th anniversary next year, currently manufactures gun games, shuffle alley, hockey and baseball games. Expansion to a full amusement line would mean the addition of flipper games and big-ball bowlers.

Last year Midway moved from its first shuffle alley, Premier, which featured high-speed scoring reels. Up to that time Midway had manufactured only gun games and various arcade pieces.

The firm’s second shuffle alley, Cobra, was introduced in May of this year.

Innovation

Seeking other areas of innovation, Midway has shown licensing interest in various games developed by the big Japanese firm, Sega. It has been reported that Midway will manufacture a basketball game under license to Sega for the U.S. market."

JULY 22, 1967, BILLBOARD

Pierce Re-Elected Pres. Of Wisconsin Association

LAKE DELTON, Wis.—All officers and directors were re-elected at the Wisconsin Music Merchants Association’s annual summer meeting here July 9.

Clint Pierce, Brothhead, was named WMMA president for another term. Lois Glass, Madison, vice-president, and Ed Dowse, Beaver Dam, secretary, completed the slate of officers. Directors include Roger Bujold, Franklin; Paul Hasting, Milwaukee; Jim Sionsfield, La Crosse, and Russ Dougherty, Wisconsin Rapids.

Turnout of operators from all sections of the State was “most gratifying,” according to president Clint Pierce. Attendance exceeded that of the 1966 annual meeting held in the same resort.

Granger

Fred Granger, executive vice-president of Distribution of America, recapped events to date in the continuing effort to re- strain advocates of the U.S. music copyright law.

“Debate on the subject is now heard, there has been no new law enacted to exact a higher fee than the current one of 9.5 cents.”

NO-CREDIT VENDING, unveiled last week at First Federal Savings & Loan Association, Chicago, is an electronic device that is held by patrons to vend goods for cash and for credit.

(Copyrighted material)
Nooc, National Automatic Merchandising Association (NAMA) trade show, held in Chicago from October 28 to 31. The NAMA show is known for its wide array of products and services, showcasing the latest in vending machines and accessories. This year, the show is expected to attract thousands of attendees, including manufacturers, distributors, and retailers. Attendees can expect to see a wide range of products, from traditional vending machines to the latest in technology-driven solutions. The show is also a platform for networking and learning, with numerous seminars and workshops taking place throughout the event. Attendees will have the opportunity to learn about the latest trends in the vending industry, as well as network with industry leaders and colleagues.
**Vending News Digest**

Seek Dime-and-Under Exemption

SAN DIEGO—The California Automatic Vendors Council has begun a campaign to obtain an exemption from the sales tax on vending items costing 10 cents or less.

"The revenue bill now pending in the Legislature provides that vending operators pay the sales tax for merchandise sold through vending machines at 10 cents or less, in addition to the cost price rather than the retail selling price," said Clarence M. Landis, president of the CAVC. The provision was included through efforts of the CAVC. Landis said, and chances for sales tax relief in the revenue bill are promising.

Operators are also supporting a bill which would exempt food products and school-vended meals from the sales tax.


**NAMA Plans for the Future**

CHICAGO—The board of directors of the National Automatic Merchandising Assn. has authorized three specific steps to plan future member services: (1) drafting of specific objectives, (2) surveying the membership for additional and new objectives, (3) the formation of an ad hoc committee of 50 members to plan an educational program.

**Gulf Coast Area Bulk Vendors Planning Assn.**

NEW ORLEANS — Vincent Schiro, Schiro Vending Supply here, is currently sounding out bulk vending businessmen in the Gulf States on the possibility of forming an association. The trade group would encompass members in Louisiana, Eastern Texas, Mississippi, Alabama, Arkansas and the western fringe of Florida. Schiro is suggesting the name "Gulf Coast Bulk Vendors Association."

Vincent, who with his father, Nicholas, operates the 22-year-old distributing outlet here, recently visited with Lee Smith, Southern Acorn Sales, Charlotte, N. C., who is president of the Carolina Bulk Vendors Association. The Carolina group was recently successful in achieving a North Carolina state exemption on purchases of 10 cents and under.

The two businessmen talked like the Carolinians and in New York where tax victories and other solutions to problems have been accomplished is good example," said Schiro, whose father is secretary of the National Vendors Association (NVA).

50 Member Goal

"We have similar problems in the Gulf area. In Alabama bulk vendors are forced to obtain three licenses for machines. They have to purchase a parish, city and state license. This is just one example."

"I am making up application forms to send to operators in this region. We are holding an open house Aug. 4 and 5 and I will sound out operators at that time." Schiro, who looks for a membership of some 50 operators throughout the Gulf Coast region, said he hopes to have a progress report on the association by Oct. 29 when the NVA direction of the group meets at the LaSalle Hotel in Chicago.
Boasberg in PR Plea

NEW ORLEANS — Noting how large corporations spend millions on public relations, Louis Boasberg, general manager of New Orleans Novelty Co. here, recently stated: "We are engaged in a business that has a stigma attached to it, no matter how legal and upright it is."

"The various crime investigations throughout the years on a local, State, national and international level, always bring out the fact that there are a few sub-cosa people engaged in the coin machine business."

"Never is there any mention that these same types of people are engaged in the newspaper business, the radio business, the department store business and what have you. Pinball and jukebox continue to be dirty words."

Pollak Resigns

CHICAGO — Fred Pollak, vice-president/marketing, Rowe Manufacturing, has announced his resignation, tendered to Rowe president Jack Harper June 8. Pollak said he had no immediate employment plans.

MOA BOARD TO BE NOMINATED

CHICAGO — The Music Operators of America (MOA) nominating committee is readying a proposed slate for the board of directors. Any MOA member can submit recommendations and must do so 90 days prior to the election. The general membership meeting will be held Saturday, Oct. 7, 1967, during the convention at the Pick Congress Hotel here.

When answering ads . . .

Say You Saw It in Billboard

"My biggest problem is getting the right records to the right location in time," said Margaret. "She studies many lists and charts, as in background here. New releases are filled into categories ('pop,' 'trend,' C&W, R&B, 'jazz,' 'polka,' 'instrumental') with color-coded cards. If we want a country and western we look for a green card."

Margaret reserves about 10 copies of all big records as they come off the presses. Then all except old favorites are sold in bulk quantities. Here is a portion of the immense library.
These Coin Machines Put Their Best Face Forward

BOULDER, Colo.—Game operators who have found that choice locations in shopping centers have been hard to come by since the management doesn’t want the machines on public display, may find that they’ll have had better luck if they approached a unique installation at the huge Crossroads Shopping Center here.

The Crossroads, like many other such merchandising centers, has a small mall running the full length of the center and each unit is stone-floored, 60 feet wide, and has plenty of traffic space.

When approached by numerous game operators with the idea of installing an arcade, the Crossroads management found no space available for the usual shop-type arcade. They did, however, come up with a highly unusual compromise. This, as pictured, was the installation of a series of 10 screens, which prototype the exact size and location of the arcade from the mall, and the walls. The screens are plastic panels in arch-top metal frames, set on steel posts, bolted to the floor, and provide space on the pinballs placed in pairs in the space between the brick wall of the mall, and the walls.

Changers

Half a dozen Boulder operators share in this unusual “semi-hidden” location with a variety of amusement machines. The center endeared itself to Boulder operators by not only providing this space but also installing three bolted down pinball machines and also benefitting a coin-op newspaper dispenser, a variety of bulk vending machines, a photo unit, and several large vending machines.

Not a single complaint over the presence of the pin games has been registered during the more than three years that Crossroads Shopping Center has been in operation. Most shoppers who want to play the pin games were quick to find them by the walls, including the shopping center, who are regular patrons of the machines.

Vending News Digest

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McGallids Dies

MEMPHIS—Frank McGallid, 51, an employee of Southern Amusement Co. here, died recently following a sudden illness. He is survived by his mother, Mrs. A. B. McGallid, McComb, Miss., three sisters and five brothers.

FROM THE INDUSTRY’S LEADING CRAFTSMEN

MOA Executives on the Move; Visit Members in 10 States

CHICAGO—Music Operators of America (MOA) president John Masters and Miss MoA executives will tour 10,000 miles in three trips more this month. Trips are planned.

MOA was bowed down in Washington, D.C., earlier this year as congress wrestled with the still unresolved copyright revision problem. But in a brief time, MOA officials are now visiting Louisiana, Missouri, Wisconsin, Montana, Illinois and Colorado.

Toliiano and Granger during August and September will visit Ohio, Kentucky, Arizona and Massachusetts.

Meet MOA Members

“We are often too busy during the MOA convention that it is impossible to meet with all the operators who come to Chicago,” Toliiano said. “This is why I am planning to meet the different States and MOA members.”

The visit to New Orleans is not an association event but a social affair with other MOA members. MOA will be at the Hotel Fountain, July 29, starting with a cocktail reception at 6:30 p.m., followed by a dinner.

Mrs. Ernestine Toliiano and
Mrs. Santa Stein Granger

Pinball Revenue Up in Seattle

SEATTLE—Pinball games, despite restrictions put into effect when Mayor J. Dorn Brumman took office, continue to be a good source of municipal revenue.

The city takes pinball machine at 5 per cent of their gross revenue, it was reported June 23.

City Comptroller Carl G. Erlenfass said pinball revenues for the first five months of 1967 were $22,111.44, up from the $49,593.15 for the corresponding period of 1966.

Curfew limits any one place to eight pinball machines. “If they are going to be doing a good job of policing it, for we certainly get few complaints,” the comptroller stated.

City pinball revenues are down sharply from those of several years ago. The city’s share for the first five months was $2,104.32, for example, was $99,817.27.

Accounting Model From NAMA

CHICAGO.—Within the next few weeks field research work will begin on a series of model accounting systems for operators to be provided as a member service by the National Automatic Merchandising Association.

The accounting firm of Price Waterhouse Co. & Co. will develop special forms and controls for route运营商 and accounting and billing procedures for member companies. Uniform bid proposals to help evaluate the potential profitability of a location will also be provided. Several model sets of accounting systems will be prepared, and operators may select the method he prefers and adapt it to his operation.

JULY 22, 1967, BILLBOARD

Cavalier Merger Suit Filed

CHATTANOOGA—Several former Cavalier Corp. stockholders have filed a $7 million damage suit charging that the firm’s merger with the Seeburg Corp. was approved by stockholders after a resolution promising a merger agreement with Cavalier Corp. directors are named in the suit. The merger was affected in 1963.

The suit charges that the stockholders gave up rights over $1,844 shares of $100 par value stock without receiving corresponding benefits.

Fuel Vending Not Approved

SALT LAKE CITY—Although the City Commission here recently approved the self-service dispensing of gasoline following a request of the operators, the city council was not satisfied. The self-service locations will be supervised by an attendant.

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3-Point Plan From Casola

campaign money and helping in the election of legislators who will be sympathetic to the industry. "When we started contact- ing legislators this spring many of them didn't even know us. They wanted to know where the operators were when they were fighting to be elected," Casola said.

"Ninety per cent of the legislators in the last General Assembly will be re-elected in the next two years. This will include those on the Judiciary Committee, because this is a seniority thing. These are the people we are going to have to influence. "Our members have got to go out in their own districts and get acquainted with these legis- lators and give them support when they run next time."

$50 Dues Base

"All this is going to take money," Casola stated, out- lining the third point in his pro- gram. "I think we'll have to go to a dues structure similar to the one in Florida, which is based on the number of people em- ployed in each operating company."

"I definitely recommend a figure of $50 per employee," Casola said. "The lowest assessment would be $50 for one-man companies and it would graduate up to $1,000 for companies with 20 or more people employed." Casola, who addressed a meet- ing of the Wisconsin Music Mer- chants Association July 8, was firm in his emphasis on the need for good administrative practices in an association.

"They have the same trouble in Wisconsin that we had," he remarked. "It's very hard to keep

Vending News Digest

Wometco Grows in Sales, Earnings

MIAMI—Wometco Enterprises reports sales and earnings in- creases for the first half of fiscal 1967 and the second 12-week period ended June 17. Earnings for the latter period rose 4.6 per cent to $945,978 (43 cents a share) from $902,500 (41 cents a share) in 1966. Sales for the same period were up 16.1 per cent to $13,060,189 from $11,061,038.

For the first fiscal half, share earnings rose 5 per cent to 88 cents, compared to 83 cents last year. Net income was $1,946,059, up from $1,854,712.

ARA Acquires Sigma Marketing

PHILADELPHIA—Adding new consumer products to its "convenience marketing" program, Automatic Retailers of America (ARA) has acquired Sigma Marketing Systems, a professional marketing organization.

Sigma markets such items as the Columbia Encyclopedia, Crown Staffordshire English Bone China and the Rand McNally Il- lustrated Atlas.
Gallant Forms Alarm Firm

LOS ANGELES—In an effort to protect coin machine equipment from burglars, Al Gallant, president of Music-Matic, Inc., Santa Ana, Calif., has formed Alarm-A-Lite Co., a spin-off of the parent firm.

Established to sell burglary alarm systems to bars, taverns and restaurants just two months ago, Gallant has had impressive business results and a heavy response from locations requesting the service.

"Instead of risking equipment damage on phonographs, games and cigarets machines, not to mention financial loss in the cash register, location owners have eager grasp on a new form of burglary alarm systems," Gallant said.

"What improves our business," he explained, "is that bar and restaurant owners find it easier, and perhaps more economical, to work with us rather than hire another firm to install the alarm system. They realize we also have an interest in the location because of our music equipment.

"Naturally, we urge locations to protect their investments," Gallant said, "but we never push our alarm systems on customers. We'll service any location with music regardless of whether it uses an Alarm-A-Lite system or not."

The two-in-one-package—Music-Matic and Alarm-A-Lite—has proven to be popular in coin machine locations because it gives the location owner safety and the opportunity to deal with one firm: "Less red tape and business expense," Gallant said.

The music firm's subsidiary is functioning so well, Gallant is considering branching out into related fields. "I have thought of offering Alarm-A-Lite to the consumer market as well as the systems to the other business markets," he said.

The idea to form a company to protect coin machine equipment came to Gallant when he was vacationing. His cabin was broken into, resulting in property loss and an expenditure to replace missing articles.

Gallant proceeded to organize the company with coin machine locations in mind. Now, however, he feels there is enough business to warrant expansion into other fields. He visualizes Alarm-A-Lite in homes, boats, campers and businesses, not to mention locations with coin or vending equipment to safeguard.

The operation, Gallant points out, is geared to the coin machine location.

Jerry Kunzreuter of Pioneer Amusement & Vending, El Monte, Calif., an operator with numerous locations in the greater Los Angeles area, is encouraging his locations to install burglary alarm systems. "I even go so far as offering to pay installment charges for the location owner if he'll pay the monthly service fee," Kunzreuter said.

"I always stress the importance of alarm systems to my locations, especially the top spots," he said. Why risk damaged equipment, lots of profits from the machines and the cash register when an owner can do something about ending the problem?"
New Jupiter Dist.

MIAMI — Jupiter Sales of America president Bob Taras has named two new distributors to handle the European-made jukeboxes, Dave Solis and Martin Milven, Darvin Corp., Los Angeles, will cover the Southern California area. Bob Cooper, complete Coin Corp., will have the Eastern Seaboard regions of Maryland, Delaware, Virginia and Southern New Jersey.

ALL MACHINES READY FOR LOCATION

Call: CRISTMAN 1295
Cart: Mortier 365
Cart: North Star 315
Cart: Paradise 315
United Sany 915
United Classic 915
United Dixie 805
United Flames 805
United Rev 805
United 7 Star 120
United Tornado 915
Wide: Marvick 731
Cable: DC Big Hit 112
West: Balltown 70
West: Pink Miller 79
West: Pink Striped 79
West: Yardley Series 242
Pence: 140 225
Pherson: 0 100 225
Pherson 95 100 455

AM-AMV WITH dollar bill acceptor and $5 & $10 bill acceptor and 
film. Call or write.

Cable: LEWJO Call, Write or Cable

Lew Jones Distributing Co.

Exclusive Distributor Distributor
1311 N. Central Ave.
Indianapolis, Ind.
Tel.: Miller 5-1893

Coinmen In The News

• Continued from page 67

turned to Denver from summer stock appearances in Pennsylvania, and will play a role in the Denver Summer Opera, "Sound of Music."

An inquest visitor to Denver is Enrico Signorini, whose partner, Zofan Gracen, operates Chayettee Music Co., Cheyenne, Wyo. Signorini was being flown to Denver June 25.

BOB LATIMER

ORLANDO, FLA.

A number of coinmen made this news here at the recent election meeting of the Florida Automatic Merchandising Council. Elated president was Van Myers, Wellston Co., Vending of South Florida, Inc., Miami. Clyde E. Spencer, Royal Sandwich Co., Tallahassee, was elected vice-president. Secretary is Howard Hamilton, Automatic Merchandising, Inc., Tampa, and Mel Champion, Ace-Sixco, North Miami, is treasurer.


MINNEAPOLIS

Our congratulations to well-known bulk vending distributor Earl Grant, Vendall Co., Inc., Minneapolis, on his election as vice-president of the Minnesota Automatic Merchandising Council at its annual meeting at the Midas Lodge, Orono, June 17. Elated president was Lee A. Johnson, Centone Co. of Minnesota, Inc., Minneapolis. Secretary is Frederick A. Higgins Jr., Interstate United Corp. of Minnesota, St. Paul, and treasurer is Harry E. Johnson, Midwest Vending Co., Minneapolis.

On the board are Gary Armbrust, Carthage Vending Service, Minneapolis; Ray Burg represented Superior Paint & Coffee Co., Minneapolis; Glen Charmo, Viking Vending, Minneapolis; A. A. Chisholm, Arvada Vending, Grand Rapids; Robert Fritz, R. E. Fritz, Inc., Minneapolis; Groot; Harry E. Johnson; Lee A. Johnson; Marilyn Peters; St. Cloud Vending Co., St. Cloud; Norman Pink, Advance Music Co., Inc., Minneapolis; James Ramsey, Automatic Vending Service, Duluth; Thomas E. Thompson, St. Cloud, Inc., Excelsior; Al Wolf, Evers Helling, Inc., Minneapolis; Michael Goldman, Viking Enterprises, Minneapolis and Huggins.

NEW YORK

Plans are already underway for the Coin Machine Division's of the United Jewish Appeal effort for 1968. . . . Ben Cheyefsky of Money says a committee met to discuss who will be named guest of honor, and a time and place for the dinner-dance. Cheyefsky said that the event would probably not be held in June but earlier. . . . Willy McCarthy, president of the New York State Coin Machine Association is back on the job after being hospitalized. . . . Those interested in attending the Money Convention, Sept. 22-24 at the (Continued on page 69)

OFFICERS OF THE WISCONSIN MUSIC MERCHANTS Association conferred before July 9 meeting. All were re-elected. From left, secretary-treasurer Ed Dowe, president Clinton S. Pierce and director Sam Hastings.

FRED GRANGER, executive vice-president of the Music Operators of America, recounted U. S. copyright conflict.

MILWAUKEE OPERATOR Jerome Jacomet rose from the crowd to make a comment during discussion period at Wisconsin operator meeting.

LOU CASOLA, president of the Illinois association, discussed protection of the industry's legislative interests.

MILWAUKEE OPERATORS and their wives posed during the meeting at the Dalls. From left: Mrs and Mr. Richard Jacomet, Mr. and Mrs. Arnold Joel, Mr. and Mrs. Robert Pescio and Mr. and Mrs. Jerome Jacomet.

JULY 22, 1967, BILLBOARD
Pierce Re-Elected Pres. Of Wisconsin Association

* Continued from page 61

side. Nothing has happened be- yond the April adjournment of the House of Representatives in Welling- ton, D. C., accepted our pro- posal of an $8 per machine fee for each slot machine, and the industry still enjoys exemption from the performance royalty law—and will continue to do so until a new law is passed.

Granger retraced the steps taken last year in its recent "11th hour" fight to forestall new Jakebox tax levies. He lab- elled the grass roots work done by MOA members in contacting legislators "enough to show the public what an altered body of business people can do when they mar- shal their forces to protect their own basic interests."

Next Year

He warned: "We will prob- ably face a 25 cent slot machine tax next year. MOA doesn't 'cry wolf.' When you go back to the people from us asking you to contact your congressman—drop whatever you are doing and lend your strength to this battle."

According to Granger, there is every reason to believe that nothing more will be tossed into the federal legislative hopper this year. "All we can do now is wait and see what the Sen- ate's attitude will be regarding MOA's compromise proposal of $8 per music machine. Our of- fer has the advantage of being very simple and uncomplicated when compared with the pro- posals of Sec. 116C."

Guest speaker Lou Casola, Rockford, Ill., president of the Illinois Coin Machine Operators Association, was greeted from the meeting floor by WMMA director Sam Hastings. Said Hastings: "I want this association to go on record with a resolution that Lou Casola be reappointed from traveling to Flor- ida. We need him too badly here in the Midwest." Motion passed by acclamation.

Detailing the successful fight that he led recently to head off anti-pornography legislation in Illinois, Lou Casola advised the Wisconsin column: "Don't wait until the death of the idea in your State before you begin to meddle your political fences. If, as it too often does, you find yourself mobilizing your forces too quickly, you can't get your case properly presented before the legislators.

But the local Illinois 'close squeak' experience, Casola ten- dered these specific pointers: - Every operator should per- sonally address his legislator. Talk to the State and federal senators and representatives in your district. Too many of us don't even know the names of our elected representatives. Of- fer them your help at election time in line with the principle of your problems. Then, if you approach them in an emergency they'll remember that you need them; but where were you at election time if what you could have used your help?"

"All State associations should subscribe to the profes- sional newsletters and mailing lists to alert operators to all bills that are put to a closing in your com- mittees. If, as association members, you know about these proposals, you will have time to take early action before they hit the news- papers and create distorted pub- lic opinion."

- Build up the association treasury. Don't be complacent about your association's need for money. Just because an emergen- cy may not exist right now, that doesn't mean that dues-paying members are unim- portant. When real trouble arises, your treasury can be de- pleted in a hurry as legal fees, travel expenses, and phone bills skyrocket.

- Maintain an up-to-date list which includes the name, address, and phone number of every single operator in the State—members and non-mem- bers.

A special committee was ap- pointed to conduct a vigorous membership drive. Vice-presi- dent Lou Glass was named to head up this new committee.

Before adjourning, president Cline S. Pierce announced plans to hold another meeting next Tuesday in either Madison or Milwau- kee.

COINMEANS IN THE NEWS

ERIE, PA.

Russ Warner, owner of Warner's Coin Machines in Erie, recently presented a 40-page high school paper. A young man was describing one of Warner's loca- tions. The writer was one Jon Imes. His teen-consumer view of the location, the Westlake State Shop, went like this:

What would life be without the Westlake State Shop? Without this famous gathering place, Mill- creek teens would have to con- tinue to "bug" state and circle McDonaU's and the "home" every weekend in a seemingly endless pursuit of action.

"When asked to write an exposé on the bowling alley, we didn't know where to start. We decided to draw a picture in your mind of what happens there on a Friday or Saturday night. With the help of George Punko and his wife, who seem to double as social workers sometimes, we were able to construct the following:

Let's say that we have just won an important football game and are ready for some group activity. When kids are in that kind of mood, there is only one place in Millcreek where they can let off some steam. That place is the bowling alley. There is a lot of good clean fun to be had there.

The kids begin arriving immediately after the game. The jukebox is jammed with coins and the jukebox machines are ringing.

Before long, the floor space diminishes and finally it gets to the point where you can't see your own feet when you look down. Looking around, you see the regulars: Toots, Depaul, Alie, Chaf, T.O., Dance, and etc. You see some other faces that are new.

The girls, among them Spot, Put, Fabes, Pan, Linda, Snake, Fely, Di and Klise, sit at the tables, tapping their fingers to the music while Dib and Vina, the Bump Sisters, rattle out points further back in the room. Time is lost in an interesting array of conversation and before you know it, George is kicking everyone out because it's too late and he wouldn't go to bed worry- ing about all of us.

**MOA SHOW SOLD OUT—ASSN. SEEKS SPACE**

CHICAGO—Tremendous interest in the upcoming Coin Op Oper- ators of America (MOA) convention at the Pick Congress Hotel here Dec. 27-29 is forcing executive vice-president Fred Granger to find more exhibit space.

"We're getting requests from many of the amusement games manufacturers for additional booth space. I am doing everything possible and Tom Mackey, who handles our show, is promising us the room," Granger said last week. "Even the music exhibitors up- stairs are clamoring for more space this year," he said.

Where there is demand, there is a way. The Association has sent a letter to the Congress Hotel asking for additional space. Although Congress Hotel has been sold out for some time, they are working on it to see if theSO is possible.
Enterprise, Not Size

DENVER Enterprise, rather than numbers of machines has made Jay Shannon of Jay's Vending here a highly successful bulk operator. Most of his contemporaries, in speaking of the Denver Irishman are inclined to say, "Jay does things differently." For one thing, during the two decades he has been actively operating bulk vending routes in Denver and other Colorado communities, Shannon has worked for good public relations. Instead of maintaining the usual anonymity typical of the industry, Shannon has created a colorful Irish hokeypan tradition, which he uses on all letterheads, involved, and paper work, and which is reproduced on the side of his route truck. The truck itself is a bright Kelly green.

In building up a heavy concentration of bulk vending machines in Denver, Shannon has avoided the usual system of buying other operators' routes in order to expand. Shannon has specialized in rebuilding elderly bulk venders of many brands, including a large variety which would be considered as antiquies or "junkers" by many other operators. Whatever the machine origin, the chances are that Shannon will have it in first class operating order within a few days.

He has a tremendous stock of parts, dating back many years for every type of vending machine, and extremely handy with working from raw stock, and can rebuild or salvaged any part required. More than 75 per cent of his route is made up of salvaged machines.

One point which has stimu-lated Shannon's interest in older salvaged machines has been the fact that he has many service stations and garage locations, where vending machines undergo harder usage than in hotel lobbies or supermarkets. There is more danger of damage, and theft, where machines are on the drive-in apron of a large service station.

Shannon has become one of the city's largest venders of peanuts, primarily because many of his locations are in spots where customers, the mechanics on the job, or the location owner demands salted Spanish or ordinary peanuts. Always willing to comply with special requests, Shannon has many quadruple-head machines in service stations which offer two kinds of peanuts, 1 cent and 5 cent choices.

Coming Events

July 22—Missouri Music Operators Association, Annual Show, Equipment Sales, Quality Food, Quality Refreshments, Kansas City.


Aug. 1—Missouri Coin Machine Council, Convention, Kansas City.


Sept. 17—Midwest Music & Vending Association, Annual Convention, Kansas City, Mo.

Sept. 21—West Virginia Music & Vending Association, Annual Convention, Heart O' Town Motor Inn, Charleston.

Sept. 22—National Amusement Merchandising Association, Western Convension, Jack Tar Hotel, San Francisco.


Oct. 6—Missouri Automatic Merchandising Association, Combined Fall Convention, Turnberry Club, Lake of the Ozarks.


Carolinians Toast Victory

*Continued from page 62*

arrangements for the presentation of specially designed lamps fashioned out of gold-plated Acorn venders actually fitted with merchandise and embellished with a black walnut plaque. The law-makers will receive a perpetual supply of pistachios and gum, Smith said.

Noting several interesting highlights of the campaign, Smith said the CBVA bill was given the number 170 in the Senate and was assigned number 170 in the House. There were 25 senators and 120 representatives in the General Assembly — for a total of 170 law-makers who voted unanimously for the measure.

JULY 22, 1967, BILLBOARD
A fashionable innovation in compact phonograph styling!

Hard-to-fit locations can't resist the compact beauty and fashionable design of Rock-Ola's new GP/160. Anodized aluminum trim frames a rakish new styling that creates the new look in compact phonographs.


**MODEL 500 PHONETTE WALLBOX.** Individual listening pleasure from 160 selections. Personal volume controls. Programs of 30½ and/or 45 RPM records. Stereo or monaural. 50¢ coin chute optional. Model 501—100 selections.

**FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE.** Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been proved through years of trouble-free service around the world.

**EASY-TO-READ SELECTOR AND FULL DIMENSIONAL SOUND PANELS.** Beautiful profile enhances styling. Stand-up viewing of 160 selections. Dimensional sound panel provides room-filling sound for every location.
SOUNDTRACK SPOTLIGHT
TO SIR, WITH LOVE
Original Motion Pictue Soundtrack, Philips MG 27569 (M), SM 67569 (S)

While the film opened to lukewarm reviews, the score itself is something else. Features Paul Anka’s hit title song “To Sir, With Love” and other songs, all six songs were nominated for Academy Awards. The group is musically at its best here.

CHRI$ MONTZ£
FOOlIN’ AROUND
Chris Montez: A&A 128 (A); SP 4179 (S)

Chris Montez unique sound comes across in his hour release with "The End of a Love Affair" and "Taste of Honey." The album should have wide appeal.

THE BEST OF WAYNE NEWTON
Capitol T 2797 (M); ST 2797 (S)

Leading off with his big hit, "Dance Til You Drop," Newton follows it up with his exciting renditions of "Bill Bailey," "Always" through "The Thrill Is Gone," "True Love," "The End of the World," "I've Changed," his version of "Remember Me," and with an effective "I Love You." Newton is a natural talent and the album should have wide appeal.

THE MEDIUM IS THE MESSAGE
Marshall McLuhan: Columbia CL 5070 (A); CS 6501 (S)

McLuhan’s hot popularity in literary circles could split into the record world and make this LP a good seller. Consisting of readings, music, "Music" is repeated and reworked, it’s an unusual record. Will appeal to the campus crowd.

COUNTRY SPOTLIGHT
REAR THE WHISTLES BLOW
Luther Pluff & Earl Scruggs: Columbia CL 5080 (A); CS 5546 (S)

You just can’t listen to "Rings Like a Bell," "Rings Like a Bell," and not listen to "The Whistles." Both Matts and the excellent Bluegrass artists here. Most of the tunes here are folk tunes about things—"The Atlantic City Line" and "Bringing in the Georgia Mail" are most sad.

CLASSICAL SPOTLIGHT
GERMAN MUSIC FOR HARPSICHORD & CLAVICHORD
Ignaz Kinsky, Epic 2161 (A); E 9510 (S)

Kinsky is again a master of both the harpsichord and the clavichord. The CD includes Bach’s 12 Variations on "More Farwell" and the St. Anne’s Thema No. 61 by Kuhnau. Two ill-known composers.

LOW PRICE CLASSICAL
MAHLER: SYMPHONY NO. 9
D IN D MAJOR
The Czech Philharmonic Orch, (A) Concerto, 32 56 6005 (A); 23 36 0006 (S)

The last of the "symphonies," autograph and on the Czech Sounpiphone label, this is the most or the symphony of Mahler's No. 9.

LOW PRICE CLASSICAL
BORECHEF: CONCERTO FOR PIANO & HARP
Martin Gaffing / Marie-Diane James: Turnabout TV 341486

Two exceptionally strong performers in top form in equally works. Selling a success. Made in concertos. Miss James makes the harp sing with her colorful, imaginative tastes.

COMEDY SPOTLIGHT
EALLY "ROUND THE FLAGG
Fannie Flagg, RCA Victor (S) 3856 (S)

Fannie Flagg has done for the Jacksons what Knecht/Vander did for the Kennedys. The entire disk is completely funny as Fannie’s take on the form of radio is as great as the television original, once you start playing it, it’s hard to stop.