

Billboard

The International Music-Record Newsweekly

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 promotional values of 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 minutes 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 8)*

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 or so, but the 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 its 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 per cent of total album unit sales in rack-serviced outlets were of product listing at \$1.99 or less for the first quarter of 1967. Over the comparable period, non-rack, low price sales (\$1.99 or less) accounted for 3.4 per cent. No

(Continued on page 8)



When you want record action, look to James Brown, whose newest single release, "Cold Sweat" (King 6110), is red hot and heading for the top. James has a sensational new album, "James Brown Live at the Garden" (King 6018 M/S), jam-packed with all the excitement of a live performance. *(Advertisement)*



The Association, recent visitors and revisitors to Billboard's No. 1 singles spot with "Windy," are bidding to do the same with their first LP under their new Warner Bros. banner. The album, "Insight Out" (W/WS 1696), contains "Windy" as well as the follow-up Association single. Looks like No. 1 for the LP charts as well. *(Advertisement)*

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 upped that to \$248.2 million (116 per cent) through 1966 and now accounts for some 34 per cent of the total U. S. retail store sales. (The wholesale figures of its distributor members are not included.)

The record merchandiser segment is considered the fastest growing wing of the record industry. NARM members, representing 68 per cent of the dollar volume of that segment, showed the sharpest upswing in outlets served during 1966. They expanded their coverage from 27,706 outlets in 1965 to 33,444 the following year—an increase of 20.7 per cent.

Sporting nearly a \$115 million volume in 1963, NARM's record merchandisers' sales jumped to \$139.9 million in 1964. 1965 was a major sales year; sales spiraled 50 per cent to \$202.7 million. And with continued expansion of both outlets and consumer demand, dollar volume reached \$248.2 million in 1966.

By the type of outlet served, the department store has attained the greatest percentage increment during the 1963-1966 period, both 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 *(Continued on page 12)*

Bell Rings Out Its Own Label In U. K. Sept. 1

LONDON — Bell Records, headed by Larry Uttal, will launch its own label here on Sept. 1. EMI Records, which had been releasing all Amy-Mala-Bell Records product, will press and distribute the label. Uttal will be in England this week seeking a record industry veteran to head up and establish the 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 Uttal's U. S. operation. The office will also do promotion. The deal calls for the releasing of any Amy-Mala-Bell record that reaches the Hot 100 Chart. In effect, Uttal said, "I'll be able to release almost 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 Grateful 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 reason for the trend toward albums on radio is that record companies are producing, promoting and selling the album as an individual unit, much as they've been doing with Easy Listening Artists for some while.

Harold Komisar, album executive with Columbia Records, said, "There's no doubt about it. . . . rock 'n' roll albums are selling like singles." And he felt the direct reason was that more and more Top 40 stations were playing album cuts.

The movement ostensibly started with certain so-called *(Continued on page 30)*

(Advertisement)

coming!

Turn On

Tune In

**You've heard
his name...
now catch his first
big single:**



RCA VICTOR 
The most trusted name in sound

Beach Boys in Deal With Cap. On New Label

HOLLYWOOD — Capitol Records has concluded a deal with the Beach Boys to release the group's new product on the Brother records label. The debut of Brother Records takes place in conjunction with a new long-term deal that modifies the old Beach Boys contract with Capitol which had a number of years yet to run.

Brother Records will be a new label for the Capitol Distributing Organization, featuring not only the Beach Boys but other artists developed by the group. It's expected that the new label will give the Beach Boys and Capitol a greater opportunity to exploit the creative and producing capabilities of Brian Wilson and his brothers.

The first Beach Boys release under the new agreement, "Heroes and Villains," is already being aired in some areas and will be available for distribution within the next few days.

Ode & Capitol In a Hassle—McK in Middle

NEW YORK — Scott McKenzie is caught in the middle of a hassle between Lou Adler's Ode Records, which is distributed by Columbia, and the Capitol label.

McKenzie is currently clicking with his Ode single, "San Francisco (Be Sure to Wear Flowers in Your Hair)" and has a follow-up single scheduled on Ode in the near future. Meantime, Capitol has moved in with a release of McKenzie disk, "Look in Your Eyes," which it is heralding as the "follow-up" to "San Francisco (Be Sure to Wear Flowers in Your Hair)."

It's understood that the Capitol disk was recorded before McKenzie moved to the Ode label. McKenzie had been a member of a group called the Journeymen when Capitol signed him. The spelling of his name on his Capitol contract differs from the spelling on his pact with Ode. His spelling for Capitol is MacKenzie, which is the way it's going out on the Capitol disk and in its advertising.

Lewis & Clarke To Hit Trail For Colgems

NEW YORK—Colgems Records is ready to introduce its first new group since the label bowed with the Monkees last year. Colgems, which is manufactured and distributed by RCA Victor, will debut a West Coast group called the Lewis & Clarke Expedition this week with a single that couples "I Feel Good (I Feel Bad)" and "Blue Revelations."

The Lewis & Clarke Expedition is a quintet of young men headed by Travis Lewis and Boomer Clarke. Backing them up are Ken Bloom, Johnny Raines and John London. Both of the songs on the debut single were written by Lewis and Clarke.

CBS' Davis Pushes for Use of Stereo Disk on Mono Player

NEW YORK—Clive J. Davis, a vice-president and general manager of CBS Records, has launched a campaign to clear up the confusion over the use of stereo albums on monaural equipment. As part of the efforts to educate the trade and consumers, the company plans to reprint a statement prepared by Davis for counter use in stores, and in pamphlets which will be inserted in all of the label's albums. In addition, portions of the statement appear on the liners of their future albums.

In preparing the statement, Davis said, "It has come to my attention that since the price increase in monaural albums, a number of retailers and rack jobbers are foregoing their normal monaural sales without attempting to convert consumer purchases of the same product to its stereophonic version. If true, this would create an unfortunate situation leading not only to the premature demise of the monaural record, but to the loss of actual stereo sales in the industry. If this trend continues it is essential to the industry that everyone selling to the consumer be aware that stereophonic records can be played with excellent results on monaural machines, and they be equipped to inform the monaural phonograph owner that he can build his collection of stereo records now, pending the future purchase of stereo equipment."

Davis' statement, which will be sent to retailers and be included in albums, follows: "Columbia stereo records can be played on today's mono record players with excellent results. They will last as long as mono records played on the same equipment, yet will reveal full stereo sound when played on stereo record players.

"Technical developments in recent years have enormously improved the quality of today's phonograph. When stereo records were first introduced they could not be played on machines designed to play only monaural records. In recent years all phonographs—both mono and stereo—have been so markedly improved that this limitation is no longer effective.

"Groove information of a horizontal, side-to-side nature is common to both mono and stereo records. In addition, stereo records have built into their grooves information that occurs in the vertical plane. Played with modern equipment, today's stereo record will transmit all the horizontal information through monaural playback and, when played back through stereo equipment, will additionally transmit the vertical information.

"The importance of this to record purchasers is that they need no longer hesitate to buy, play or build collections of stereo records although they

have monaural playback machines. Improvements made in the design of the pickup in current monaural make it possible to play stereo records with no greater incidence of skipping and with no greater wear than when played on stereo machines. The life expectancy of the records will remain the same. Further, the three-dimensional, 'spatial' effect of stereo—will remain unaffected in the grooves, available for subsequent play on a stereo phonograph.

"Today's full-separation stereo disk is now unchanged in quality and represents the future of the record industry. While Columbia will continue to produce monaural records, it is nevertheless clearly to the advantage of consumers who own monaural players to buy, give and build collections of current records in the stereo versions, anticipating their future ownership of a stereo phonograph."

ABC Bows 2 'Henry' Sides

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

The single, the first record out from the show, is the title song, recorded by the Barry Sisters with Bob Thiele and the Happy Times Orchestra. The flip side is "My Kind of Person."

The show opens on Broadway Oct. 17. The original cast album will also be released by ABC.

Schirmer's Store Stock to Fischer

NEW YORK—Carl Fischer's Los Angeles branch has acquired the entire stock of the G. Schirmer store near the UCLA campus.

Carl Fischer of California, under the general management of Stanley Halverson, will maintain the store, located in Westwood.

NARM's Mid-Year Parley Is Set for Sept. 5-6 in Pa.

LANCASTER, Pa. — The 1967 mid-year meeting of the National Association of Record Merchandisers has been set for Sept. 5 to 8 at the Host Farm, a new resort complex here. NARM's entire membership, both regular and associate, have received advance registration forms and transportation schedules for the conference.

The conference will open with a dinner on Sept. 5. The Sept. 6 morning business meeting will consider workshops on "Your Business in Today's Economy," conducted by Amos Heilicher of the J. L. Marsh Co. of Minneapolis, and on "Warehouse Security," conducted by James Schwartz of District Records of Washington.

The Sept. 7 morning business meeting will feature a Tape cartridge forum chaired by Jack J. Gelbard of L and F Record Service of Atlanta. "Electronic

Unicord and WCFL Back Band Battle

NEW YORK — Unicord, a division of the Merson Music Products Co., and radio station WCFL, Chicago, are staging a WCFL-Hagstrom Band Contest.

The competition is open to rock groups in the WCFL listening area only, and the winner will receive a complete line of Unicord instruments such as a guitar, electric organ, bass amplifiers and other prizes to be announced.

WCFL is promoting the contest over the air in co-operation with some 100 Hagstrom dealers in that area. Hagstrom is Unicord's guitar line. Interested rock combos should write to the radio station and in turn WCFL writes back telling them to send the dealer nearest them a tape of their performance. The dealers, in turn, send all tapes into WCFL, which acts as the judge.

From these tapes, six finalists will be chosen for live competition at the Cheetah in Chicago. The contest has been under way for about three weeks, and Unicord says that the date for the finals will be set within a month. Unicord is a division of Merson Music Products Co., Westbury, N. Y., its only distributor. The firm produces electric organs, bass, amplifiers and guitars.

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.

Sunset house, which markets small household goods, gifts and knickknacks, will be operated as a unit of the CBS direct marketing services division.

Leonard Carlson, president of Sunset House, said operations of the mail-order retailer will complement operations of the CBS services division such as the mail-order Columbia Record Club.

Cap. Club & Decca In a Distrib Deal

NEW YORK—Product from the Decca Records album line will now be distributed through the Capitol Record Club in addition to the RCA Victor Club. While RCA Victor has the entire Decca catalog on a non-

exclusive basis available to its members, the new agreement with Capitol calls for the use of only a limited number of albums, also on a non-exclusive basis. This is the first non-exclusive deal entered into by the Capitol Record Club.

The first group of Decca product to be distributed by the Capitol Record Club will consist of 24 albums and includes records by Peter Duchin, Pete Fountain, Earl Grant, Al Jolson, Bert Kaempfert, Brenda Lee and Loretta Lynn, among others. Based on results, additional albums by Decca and Decca subsidiary labels will be arranged for over the coming months.

Bud Hamilton, Capitol Record Club's a&r director, said that exclusive deals are generally better for the Club and the labels, but in view of Decca's previous deal and the huge size of their catalog, Capitol thought it advisable not to contract for the entire catalog. This will leave the Capitol Club open for other label deals now in negotiation, including three presently with the Columbia Record Club.

Capitol Record Club now distributes albums by ABC, MGM, Laurie, United Artists, Audio-Fidelity, Crescendo, Sun, Hickory, Mainstream, Original Sound, Everest, Heart Warming, Jamie, Philes, Scopter, Starday, Little Darlin' and various affiliate labels.

Edward Nash, president of Capitol Record Club, said, "With our greatly expanded size and sales volume, we are now in a position to offer a profitable alternative to record labels who previously had only one major club to deal with.

LATIN MFRS. TO HOLD N.Y. MEET

NEW YORK — The biannual meeting of Latin American Record manufacturers will be held Sept. 25-28 at the Sheraton Macuco Hotel, Caracas, 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 will be a major topic of discussion. Aside from Brazil, Lebendiger said that royalties are difficult to collect in South America.

Nonesuch in Stereo—Except Explorer

NEW YORK — All Nonesuch Records, with the exception of the Explorer Series, will be issued in stereo, only effective immediately. Jac Holzman, Elektra president, said the policy will apply to new releases only. Nonesuch will continue with monaural pressings of material already in the catalog.

Holzman added that more than 80 per cent of Nonesuch (Elektra's budget classical line) sales are in stereo.



Billboard

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MGM RECORDS' JERRY SCHOENBAUM is considering packaging a special show of his Verve/Forecast artists to tour college campuses. The shows would most likely be offered to the colleges on a money-back guarantee.

TAPE CARTRIDGE 55

ATHENS, ALA., selected in a promotional test case, proved that the sale of tape cartridge players in the South can be a success.

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Nasatir Cites Youth as Theme At MGM Convention in Las Vegas

By ELIOT TIEGEL

LAS VEGAS — "We are a 'now' company," MGM Records president Mort Nasatir told distributors Monday (10) at the semi-annual sales convention, at Caesars Palace, before the lights went down and the first "psychedelic marketing conference and light show" bowed the firm's new fall albums.

Nasatir's theme — the movement by "young people who create the boldest and most unusual" forms of musical expression—was demonstrated to 100 via a \$12,000, 55-minute, slide-light-film-sound production.

Utilizing techniques which have made the San Francisco light shows famous, Sam Sugarman Productions developed a seven screen visual offering, working with a script by MGM's Jack Maher, who prepared the soundtrack with David Greene, MGM's chief engineer.

Nine hundred and fifty slides were used, many with psychedelic, brilliantly hued colors in presenting the 60 LP's for the MGM, Verve, Verve VSP, Verve/Forecast, Kama Sutra, Metro, and Leo the Lion divisions. Product will be shipped by mid-August, Lenny Scheer, MGM's marketing director told

the top distributors and their sales chiefs.

Two Mil. in Billings

Nasatir reported the presentation resulted in more than \$5 million worth of orders taken, including more than 2 million LP's sold covering all the labels presented.

In explaining the recent name change from Verve/Folkways to Verve/Forecast, Nasatir recalled his plan two years ago that the line would be developed to compete in the contemporary market.

Nasatir emphasized the company's program of planned promotions, rather than broad releases and lots of hoping. Concurrently, the company's advertising budget is up "300 per cent" the executive said.

Classical product from Deutsche Grammophon (DGG) was unveiled following the pop offering, with Jerry Schoenbaum, DGG manager and Sid Love, DGG's national sales chief, conducting. Sixteen LP's will be spread through the August-September release, with special emphasis placed on Herbert von Karajan, who will be making an appearance at the New York Metropolitan in the fall. The September release will see three albums by the Ama-

deus Quartet of early, middle and late Beethoven string quartets.

Music Factory

Merchandising stimulus to support the pop product would fall into print and audio classifications. In addition to radio spots featuring the voices and family artists, the company is banking on "The Music Factory," a one-hour taped radio program as a hopeful syndicated feature. The show is already scheduled on Saturday evenings over WABC-FM in New York, with host Tom Wilson, an MGM producer, handling the disk jockey assignment.

Psychedelia is the theme of one of MGM's three in-store displays. A surrealistic motif, replete with flashing lights, points up the efforts of groups in the high-powered amplified school.

The other two displays are tied with product advertised in "TV Guide" and "Playboy." The "TV Guide" merchandiser is a broadly painted TV set with a changing picture of MGM albums. The "Playboy" display offers a bunny winking out a sales pitch in one eye with LP jackets flashing in the other.

(Continued on page 10)

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

MIAMI BEACH — Atlantic-Atco Records wound up the most successful sales meeting in its history last week writing orders totaling \$3 million.

The meetings, which were combined for the first time for both the Atlantic and Atco distributors, were conducted by Atlantic executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser and Len Sachs. Atco's hot new British group, the Bee Gees, stopped off in Miami in the midst of their first U. S. promotional tour to meet the firm's distributors.

Nesuhi Ertegun introduced the firm's new LP releases, the largest ever for the label, consisting of 16 Atlantic albums, nine Atco LP's, and seven albums from Stax-Volt. New singles by Joe Tex and Keeley Smith were previewed by Jerry Wexler.

Hottest Items

Hottest items at the meetings were the new LP's by the Young Rascals, Wilson Pickett, Percy Sledge, Joe Tex, Sonny and Cher, Arthur Conley, Otis Redding, the Stax-Volt Revue, Vols. I and II, the Bar-Kays, and Booker T. and the MG's, and the Sugar Hits LP on the Atlantic Group label, and the Smash Sounds LP on the Atco Group label. Also stirring up sales excitement were the new LP releases by Aretha Franklin, the Bee Gees and the Buffalo Springfield.

Len Sachs, Atlantic's album sales chief, spelled out the firm's special summer program and pointed out the firm's intensified dealer and rack-oriented merchandising and advertising program. In addition to the program on all new releases and catalog product, Atlantic has set a large budget for co-op advertising, a budget that covers both newspapers and radio ads that distributors can offer to qualified dealers.

This co-op budget supplements the large-scale consumer and trade and program already in action at Atlantic-Atco. Sachs also displayed the firm's new point-of-sale merchandising aids for dealers including window displays, buttons and other sales items.

Special Discount

All Atlantic-Atco product introduced at the sales meetings, as well as all catalog product, is being offered at a special 15 per cent discount with 30-60-90 day billing for qualified accounts. The discount program runs through Sept. 30. All albums are covered by the Atlantic-Atco 100 per cent exchange policy.

Other Atlantic staffers present were Henry Allen, Tom Dowd, Juggy Gayles, Gunter Hauer, Joel Dorn, and fieldmen

Doug Cox, Ralph Cox, Joe Golkin, Dick Kline, Leroy Little and Arnold Theiss. Frank Fenter and Horst Schmolz of Polydor Records Ltd. of England, who handle the Atlantic label in Great Britain, came in from London. Also present were Jim Stewart, Steve Cropper and Al Bell from Stax-Volt; Ollie McLaughlin from Karen and Carla; Quin Ivy from South Camp; Buddy Killen of Dial; Rick Hall from Fame Records; Atlantic's religious record producer, Richard Simpson, producer Felix Pappalardi and talent manager Phil Walden.

Also attending were Atlantic-Atco distributors from all over the country. Executives from Atlantic's Canadian distributor, Quality of Canada, Clyde McGretor, Harold Winslow and Ed Lawson were also present.

UA Sales Meetings Winding Up on Coast

NEW YORK — United Artists Records distributors and key members of their staffs from the U. S., Puerto Rico and Canada have been convening the past week at regional meetings at which 18 new albums were presented by the label's sales organization.

The Americana Hotel in New York, the O'Hare Inn in Chicago, and Del Webb's Towne House in San Francisco were the sites of the UA meetings which began in New York on Tuesday (11) and concluded in San Francisco Monday (17).

The label, which has been clicking with soundtrack product, offered one new soundtrack package, "In the Heat of the Night," which features the music of Quincy Jones and the singing of Ray Charles. Artists featured in the new UA

albums are Ferrante and Teicher, Al Caiola, Bobby Goldsboro, Louis Prima, Jimmy Roselli, Don Adams, George Jones, Del Reeves, Ralph Burns, Norman Percival, Chucho Avellanet, Ray Barretto, Al Zeppy and Gloricella. Rounding out the company's presentation were three additions to its Tale Spinners for Children line.

At each meeting, the UA sales force highlighted some of the single product due for release shortly including sides by the Spencer Davis Group, Traffic, the Easybeats, Bobby Goldsboro, Karen Sue, Del Reeves, Johnny Darrell and Bobby Lewis.

In addition to the presentation of albums and singles, UA showcased its growing 4-track and 8-track stereo tape cartridges.

JULY 22, 1967, BILLBOARD



For real.

Simon and Garfunkel have another hit.

“Fakin’ It” 4-44232

Where the authentic single action is. On COLUMBIA RECORDS 



JANE MORGAN is happy about signing with ABC Records, as president Larry Newton makes with the sign. Miss Morgan recorded for ABC Friday (14), then flew to Las Vegas, where she will appear at the new Bonanza Hotel.

Jubilee Is Hit With 2 Suits On 'Keep Faith'

NEW YORK — Two suits have been filed in New York State Supreme Court against Jubilee Industries, Inc., and its subsidiary Jay-Gee Record Co., Inc., seeking additional royalty payments for "Keep the Faith, Baby," Adam Clayton Powell's album on Jubilee.

According to both suits filed in Kings County (Brooklyn), Jubilee submitted statements claiming sales of 81,205 copies of the LP. Both plaintiffs, Bright Tunes Music Corp., publishers of material on the pressing, and Seymour Barash, who assisted Jubilee in obtaining a contract with Powell and in producing and promoting the recording, claim sales in excess of 350,000 copies.

The plaintiffs asked for a full accounting of sales of the album payment of all royalties due and \$100,000 each in punitive damages. Bright Tunes Music also asked for \$74,000 and Barash \$43,750 for breach of contract. Arthur Goodstein, Brooklyn attorney, represented the plaintiffs.

'THYME,' 'FREE' STRIKE GOLD

NEW YORK — Columbia Records' "Parsley, Sage, Rosemary and Thyme" by Simon & Garfunkel, and "Born Free" by Andy Williams, have been certified \$1 million sellers by the RIAA. Williams' gold record is the ninth he has received for albums, while Simon & Garfunkel's was their first. The duo received a gold record for their single, "The Sounds of Silence."

Bob Johnston, executive producer for Columbia, produced the Simon & Garfunkel LP, Nick DeCaro produced the Williams pressing.

4 Elected to NARAS Board

LOS ANGELES — Irving Townsend, vice-president of the Columbia/CBS group here, arranger-conductor Sid Feller, RCA Victor a&r executive Neely Plumb and conductor Lou Busch have been elected to the national board of the National Academy of Recording Arts & Sciences (NARAS).

Plumb and Busch are serving as national trustees for the second time, while Feller and Townsend, Los Angeles chapter president, are first term national trustees. The four join incumbents Francis M. Scott and Dave Pell.

Named alternate trustees were vocalist Bill Cole, Stan Cornyn, editorial director at Warner Bros. Records, and Voyle Gilmore, vice-president at Capitol Records.

Wexler Daughter A Disk Producer

NEW YORK—Anita Wexler, daughter of Jerry Wexler, Atlantic Records vice-president, is following in her father's footsteps as a disk producer. Miss Wexler produced the debut single for the Bay Ridge, a teen-age quintet from Brooklyn. Atlantic has prepared an extensive campaign for the group, and is now mapping out an album for the boys.

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 November 22-26 at the Sheraton-Atlantic Hotel here. The show is intended to offer the disk and allied industries an effective way 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.

Mickey Gensler, ARD executive, said record manufacturers have already showed great interest in the show. He added that a ballroom will be avail-

able where artists perform and then return to their labels' booths for autographs.

Gensler said the show could serve as a rallying point for the formation of a strong national dealer organization.

Executives of the sponsoring organizations are working out a promotional schedule and will use all media—newspapers, radio, in-store tie-ups, etc. The live shows will be emceed by deejays. The corporation formed to promote the show is RIS Enterprises, Inc. Booths are available at \$450 and up and rooms at \$425 and up. Gensler may be reached at 250 West 34th Street here.

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 the Kirshner Entertainment Corp. Kirshner, who was dismissed as president of Columbia Pictures - Screen Gems TV music and record divisions a few months ago, is currently involved 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 Ernest H. Martin, Broadway producers; Lawrence Barnett, former president of Music Corp. of America and General Artists Corp.; James J. Rochlis, president of Baldwin - Montrose Chemical Co.; Leonard Gordon, partner in the law firm of Marshall, Bratter, Green, Allison and Tucker;

Irving Cowan, President of the Diplomat Hotel in Hollywood, Fla.; David Linowes, a partner in the accounting firm of Laven- thol, Krekstein, Griffith & Co.; and Richard Ornstein, a registered representative of Toody & Co.

Vice-president and treasurer of the new firm will be Herb Moelis, who was formerly with Kirshner at Columbia Pictures and Screen Gems TV.

According to Kirshner, the firm will be engaged in all phases of the entertainment field, including music publishing, records, TV and motion picture production, and Broadway musicals. He expects to be working with both established and new 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

NEW YORK — International Tape Cartridge Corp. will move into tape open reel, blank cassette and PlayTape configurations in the fall.

According to ITCC president, Larry Finley, shipments of 40 titles on seven labels will be delivered to ITCC's 215 distributors on Sept. 1. "We feel the activity generated by tape cartridges has given impetus to the entire field of tape in all forms. Therefore, we're making a strong bid for the open reel-to-reel market."

At suggested list prices of \$5.98 and \$6.98, ITCC will release on 3¾ ips tape the recordings of Laurie, Project 3, Tico, Musicor, Starday, Mainstream and Roulette.

Also beginning Sept. 1, the company will market blank cas-

ettes. ITCC is also allocating research monies to enter the pre-recorded cassette business.

ITCC is also entering the PlayTape configuration with the release of product from 20 labels. Among the labels to be issued in the PlayTape system are the Atlantic-Atco group, 20th Century Fox, Jubilee, Mainstream, Bell, Tico and Laurie.

According to Finley, ITCC is set to cover a hit record in all configurations within 48 hours.

Mizzy's 1st Disk Issued on Tower

LOS ANGELES — Composer-conductor Vic Mizzy, who scored the Embassy film, "Caper of the Golden Bulls," has his first single release out 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 original soundtrack album on "Don't Make Waves," the Tony Curtis starrer.

Decca Gets Master

NEW YORK — Decca Records has acquired the master, "Big Wheel Cannon Ball," by Dick Todd, with the Appalachian Wildcats. The side was first released by Peer-Southern Records and was getting action in several areas of the nation. Songwriter Vaughn Horton cut the disk.

Executive Turntable

Elliot Blaine, secretary-treasurer of Jay-Gee Records, has been named director of album merchandising for the label. He will seek young album producers, particularly in the comedy field, and will also produce pop product. . . . Hal Mooney, Mercury a&r director, has resigned after 10 years with the company. He will move to the West Coast to work with television and films. . . . Esmond Edwards has been named a&r head at Verve, replacing Creed Taylor, who has



BLAINE

joined A&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 Tarr, division vice-president for marketing.



WELKER

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 a&r, as manager in product planning and market development, manager in Magnetic Tape Products, and manager of Recorded Tape Sales.

Before joining Victor last year as manager of Planning and Merchandising, Savage had been vice-president of Gerald Productions. He also was manager of the WCBS-TV film department, director of film procurement for NBC-TV, director of station relations for Guild Films, and vice-president of both Bernard L. Schubert, Inc., and Lyn Baker Advertising, Inc.



SAVAGE

Joseph F. Okla 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 Neels, who resigned.

Donald C. Fowle and Edward R. Frank have joined the Capitol Record Club. Fowle 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 new Capitol Record Club facility being constructed in Thousand Oaks.

The Philips, Smash and Fontana lines of Mercury Record Corp. will now be promoted by a new San Francisco manager, Fred B. Harrington. Harrington will operate out of the city's Merrec branch.

Marshall Robbins has been appointed general manager of Encino Music, Neal Hefti's firm. Robbins will continue his longtime association with Johnny Mercer's Commander Publications. Robbins is based in Hollywood.

(Continued on page 10)

Market Quotations

(As of Noon Thursday, July 13, 1967)

NAME	65-66 High	65-66 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	20 3/4	863	27	24 1/2	26	+1 1/4
American Broadcasting	93 3/4	72 3/4	656	92 1/2	85	88	-1 3/4
Ampex	39	22 3/4	2483	38 3/8	36 1/8	37 1/2	+1 1/4
Audio Devices	30 3/8	21 1/8	112	28	26 3/8	27 1/2	- 1/8
Automatic Radio	6 7/8	3 1/4	84	6 3/8	5 3/4	6 1/4	+ 1/4
Automatic Retailer Assoc.	73 3/8	51 3/4	125	72 3/8	70 3/8	70 7/8	- 1/8
Cameo Parkway	4 1/2	2 1/8	49	4 3/8	4 1/8	4 1/4	Unchg.
Canteen Corp.	28 3/8	21 1/2	588	25	23 3/8	23 3/8	- 1/4
CBS	76 3/8	59 1/2	1183	67 3/8	62 1/2	66 3/8	+2 7/8
Columbia Pic.	52 3/8	33 1/2	422	51 1/2	47 1/4	49	+2 1/8
Consolidated Elec.	57 3/4	36 3/8	546	54	51	52	+1 1/4
Disney, Walt	106	75	222	96 1/4	92 1/2	93 1/4	-3 1/4
EMI	5 1/4	3 1/2	1437	5 1/4	4 3/4	4 7/8	- 1/4
General Electric	95	82 1/2	1194	91	85 3/4	90 1/2	+3 3/8
Handleman	34 1/2	17 1/8	92	34 1/2	31 1/8	34 1/4	+2 3/8
MCA	56	34 3/4	231	56	51 1/2	56	+4 1/4
Metromedia	56 7/8	40 3/8	191	52 1/2	49 3/8	50	-1
MGM	59 1/4	32 3/4	293	57	55	55 5/8	+ 1/4
3M	93 1/2	75	702	83 3/8	81 1/8	83 1/8	+1 3/8
Motorola	132 3/4	90	1176	121 3/8	111 3/4	119	+6 3/4
RCA	55 1/2	42 3/8	1409	51 3/4	50 1/8	51	+ 1/2
Seeburg	20 3/8	15	353	18 3/8	16 3/8	18 3/8	+1 1/2
Tel-A-Sign	3 1/8	1 7/8	531	2 1/8	1 7/8	1 7/8	- 1/8
20th Century	57 3/8	32 3/8	589	57 1/8	52 3/8	53 3/8	-2 1/4
Trans Amer.	45 1/4	28 1/2	2036	45 1/4	42 1/4	44 3/8	+2 1/8
WB	25 3/8	16 3/4	56	23 3/8	22 3/8	23 3/8	+ 3/8
Wurlitzer	36	18 1/8	81	24 1/4	22 3/8	23 3/4	+ 3/4
Zenith	66 3/8	47 3/4	847	65 3/8	62 1/2	64 3/4	+1 1/8

OVER THE COUNTER*

(As of Noon Thursday, July 13, 1967)

	Week's High	Week's Low	Week's Close
GAC	7 3/8	7 1/8	7 1/4
Jubilee Ind.	5 3/8	4 1/2	5 3/8
Lear Jet	19 1/2	17 1/2	17 1/2
Merco Ent.	9 1/2	9 1/4	9 1/4
Mills Music	24 3/4	24 1/4	24 1/2
Pickwick Int.	13 3/8	12 3/8	12 3/8
Telepro Ind.	3 3/8	3 1/8	3 1/2
Tenna Corp.	10 3/8	10 1/4	10 1/2
Orrtronics	11 3/4	11 1/2	11 3/4
ITCC	12	11	11

*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

French Philips' Sales Soared 216% in Year

NEW YORK—Sales of mono albums by Philips Records France have gone up 216 per cent in the past year, said Jacques Caillart, head of sales for the label in France. Caillart was in the U. S. last week visiting Mercury-Philips executives.

The splurge in sales of mono albums came when the record company dropped the price from 26.90 francs to 19.95 francs. This was done to break open the market for the album; previously album sales had not been what the company wanted. Now a major artist can reach 100,000 in sales as compared with 45,000 before. The Georges Brassens album "Supplique pour etre enterre a sete" is up to 200,000 in sales, Caillart said, "... quite fantastic for the French market."

Stereo never flowered 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 mono.

The popularity of r&b, long evident in the U. S. and England, is now booming in France, Caillart said, but the most popular artists still were Johnny Hallyday, Sheila, Claude Francois and Nana Mouskouri. Caillart said he hoped to line up some r&b acts for release in France while he was here.

He was most enthusiastic about MIDEM, claiming that it is normally difficult to obtain exposure on TV for a record act because there are only two channels available. Yet, at MIDEM he was able to line up a lot of exposure for one of his groups. In addition, he made a deal for release of 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 slightly different 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.

Handleman Hits 23% Sales Hike

DETROIT—Handleman Co., independent record merchandiser, racked up \$56,071,597 in sales for the year ended April 30, 1967. This marks an increase of 23 per cent over the \$45,634,486 take of a year ago.

The firm's net income rose to \$3,043,374 or \$1.99 per share. Last year's income was \$2,215,633 or \$1.45 per share. This year's net was an increase of 37 per cent.

PICKWICK INT., MERC. PACT

LONG ISLAND CITY, N. Y.—Pickwick International, Inc. and Mercury Records Productions have signed a long-term contract for the reissue of selected cut-out Mercury product on the low-price Pickwick/33 label. The agreement was reached by Cy Leslie, Pickwick president, and Irwin Steinberg, Mercury's executive vice-president.

Mercury material slated for an upcoming Pickwick/33 release includes performances by the London Symphony and the Minneapolis Symphony, both conducted by Antal Dorati; Xavier Cugat, Cannonball Adderly; and country performers Johnny Horton, Pete Drake, and Claude Gray. Mercury will continue its low-price Wing line. Pickwick recently announced an agreement to reissue material from the Dot Records catalog.

Sam Sham Inks New MGM Pact

NEW YORK — Sam the Sham signed a new contract for another three years as a record artist with MGM Records. The contract also calls for the Texan to star in two movies, for Metro-Goldwyn-Mayer.

Leonard Stogel, manager of Sam the Sham, signed the artist to an exclusive five-year contract that includes the formation of a music publishing company for Sam. It was Sam the Sham and the Pharaohs that launched Stogel's management firm, Leonard Stogel and Associates, a few years ago. The name of the group was recently changed to The Sam the Sham Revue.

Sew City Formed By Matt Parsons

NEW YORK — Matt Parsons, who recently left Scepter/Wand, has formed his own label, Sew City Records. He previously was affiliated with Vee-Jay, Capitol, Golden World, Roulette and Laurie in national and international promotions and sales.

MB's First Release

NEW YORK — M. B. Records this week shipped its first release, "Have You Seen Her," with Stephen Hartley.

JONES FIRM IN TALENT HUNT

NEW YORK—Jack Angel, executive vice-president of Davy Jones Records, is completing plans for a 50-state talent search in tune with the company's policy of providing a recording outlet for fresh young talent. The search for vocalists, writers and instrumentalists will begin in September. Co-operation has already been promised by schools, churches, social and civic groups.

Those signed to Davy Jones Records contracts will receive cash awards as well as a trip to Hollywood or New York. All details of the talent search are being developed at the label's New York office, 1650 Broadway.



IRWIN B. STEINBERG signs a contract giving Mercury rights to the master of "Walkin' Proud" by the Pete Klint Quintet. Alan Mink, left, Mercury national product manager and the group's personal manager, Tom Jolas, attend.

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, Gaucho 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, Leroy Mason and Ray Crossen. Set for production through the new firm are Dean Parish on Laurie Records and the Three Jades on Tower Records.

The Gaucho Music catalog of current and soon to be released songs includes: "Ain't

That Terrible" by Roy Redman (Loma); "Almost" by Jimmy Delphs (Clarla); "Take a Step in My Direction" b/w "Everything Is Beautiful About Your Boy" by Little Eva (Verve); "Try Some Soul" and "Would You Still Say I'm the One You Love" by Ray Crossen (Musicor); "Why'd You Go Away" and "Born to Please" by Prince Harold (Verve); "Let It Go" by the Capitols (Carla); "I've Got to know" b/w "When the Heartache Ends, Love Begins" by Rose Valentine (RCA Victor); "You're Not There" and "Last Chance" by the Three Jades (Tower), and "Life Saver" by Garnet Mims (United Artists). Rifkind is now scouting for other 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 films in motion picture history, is finally being released in album form after years of confusion over ownership of the property. The film is MGM's "Gone With the Wind," first released in 1939, re-released in 1956 on a limited scale and now scheduled 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, albeit a number of singles and albums exposed the music to worldwide audiences. With the death several years ago of Selznick, MGM purchased all rights to the film, and Jesse Kaye, the record wing's vice-president and West Coast a&r director, was able to finally produce a soundtrack of Max Steiner's memorial score, capped by the world renowned "Tara's Theme."

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 fall opening.

Many people are under the assumption that a "Gone With the Wind" soundtrack album was previously released, Kaye noted. However, this has not been the case, due to the en-

tanglement over ownership of the music.

Steiner's score is remarkably good for 1967 standards, Kaye said because the large studio orchestra was totally covered by multiple miking which all went into one channel on the 35mm strip of film. Kaye did have to balance the sound for stereo, electronically enhanced, with highs "brightened up."

There was some trouble locating the original music track, but it was uncovered at the Selznick Studio, where two cans of film were exposed to air and unusable.

Several years ago, Muir Mathieson recorded an LP in England which was billed as "authentic music" from the original score. MGM also released an LP by another Britisher, Cyril Ornadel, of music from the film, which has been re-packaged for the Metro budget line.

Celtic Productions Sets Up Dottie Rec.

TEANECK, N. J. — Dottie Records has been formed by Celtic Recording Productions. The first release is a country single by (Country) Ed Daniels & His Tennessee Cousins of "My Heart Has Been Broken" and "It's All Over," which was produced by Ed Conway and Lou Jetter. Daniels will give his royalties from the disk to the National Foundation for the Mentally Retarded.

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

• Continued from page 1

thinking of setting up their own TV film units as a means of cutting down costs.

A&M, for example, shelled out \$7,000 for a four-minute TV film featuring Tommy Boyce and Bobby Hart. The film was made by Ury Associates, a West Coast firm. This is considered an especially expensive job, though, since other companies have figured their cost for a TV film running to be between \$1,500 and \$2,000. The cost for making prints of the film, they say, is nominal, running from \$20 to \$30 a print.

Gil Fries, general manager of A&M, is one of the champions of TV films. Fries worked with Ury Associates on the conception of the TV film for Tommy Boyce and Bobby Hart and their album "Test Patterns." The four-minute film was pegged on the tune, "Out and About," one of the cuts from the album and which A&M also released as a single. The film, shot in color and in black-and-white, opens with Boyce and Hart hot-rodding down Los Angeles' Sunset Strip and then goes on to relate pictorially to 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.

Graham, who is another champion of TV film, says that the films supply a much-needed professionalism on a local level. It also does away with the problem of sending artists on long promotion trips for appearances on local TV stations and eliminates the risk of getting bad exposure for the talent, such as a bad lip synchronization when the artist is on camera and the disk is played in the background. Another important factor in the use of TV film for exploitation purposes is that it, like a record, can be played more than once as compared to the one-shot appearance that a performer makes on a local TV station when he's on the road and has to be in another city the next day.

A&M is currently preparing another TV film entry. The film will be pegged on a new group called the Merry Go-Round and their disk, "You're a Very Lovely Woman."

A&M, like Atlantic, moved into the TV film field initially to get their artists exposure overseas. An appearance on TV has become so important in getting a record off the ground in the foreign markets that putting the American artists on film for TV became a necessity. Its spread to local TV stations around the U. S. was a natural evolution.

Atlantic has been sending its films to TV stations both here and abroad. Among the artists Atlantic has pitched through TV film are Otis Redding and Arthur Conley.



THE MONKEES hold a press conference at New York's Warwick Hotel before appearances at the Forest Hills Music Festival on Friday, Saturday and Sunday (14-16). Ward Sylvester, left, associate producer of the Monkees TV series, serves as moderator.

Acuff-Rose Eyes Film Making As New Building Is Dedicated

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

Wesley Rose, president of Acuff-Rose Publications Inc., said that motion picture production would be the next logical step in expansion. Rose made the statement as he hosted 400 of Nashville's leading political

and business figures, and stars of the music industry.

Mrs. Wesley Rose and Mrs. Roy Acuff cut a strip of 8-track recording tape to make the official opening of the new facility which houses Acuff-Rose Publications, Acuff - Rose Sales, Fred Rose Music, Milene Music, Windward Side Music, Acuff-Rose Artists Corp., Hickory Records and TRX Records. (Continued on page 10)

Dollar Gap Boosts Budgets

• Continued from page 1

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

Increases Cited

Of the major outlets for low-price product in New York, the E. J. Korvette chain and Liberty Music Shops chalked up significant increases in low-priced record sales. David Rothfeld, division merchandise manager for Korvette's record, audio and musical instruments departments, said that the chain has moved its pop low-price stock much more quickly than before. Low price classical disks, while strong before the price change, also manifested higher sales volume.

I. Imberman of Liberty Music Stores said the company has also registered a surge in low-price purchases. According to Imberman, classical economy sales are up some 50 per cent and the low-price pop, up about 25 per cent.

Not all dealers, however, believe there will be any change in low price product sales because of the mono price adjustment. Sam Goody, of the Sam Goody chain, said that the situation has not changed, nor does he think it will. "The average discount on the dollar rise is 50 cents," he said. "The difference won't deter anyone from the regularly priced product."

On the manufacturer side, Ira Moss, Pickwick Records executive vice-president, said, "The gap will result in broader acceptance for the economy lines. Emphasis on the value will make economy record sales much stronger than they are now." However, Harmony product manager Herb Linsky said, "Far greater value is contingent upon the product. Just because it's a better value does not mean it has to sell." Harmony is currently planning "new roads of development" to bolster its sales. Linsky was appointed by Columbia Records, Harmony's parent company, to concentrate on this development in May.

Chicago: Too Early

CHICAGO—Record merchants in this market agree that the mono price increase will probably stimulate low-price label sales to some degree, but they report that it is too early for this to have begun.

A spokesman for New Deal, a large rack jobber, said he believed that low-price merchandise movement will accelerate this fall. He expects Metro, Sunset and Pickwick to be hot.

"The price change will probably help low-price product," said George Topper, Topper's Recordtown, a north side outlet. "We're currently doing well with Harmony, Camden and Vocalion, but the price boost isn't reflected in this yet."

"It'll be another 30 days before we will know the effects of the price change on low-price sales," said album buyer Larry Krutsinger at

Musical Isle, one of the Midwest's biggest rack jobbers. "We just changed our mono prices a couple weeks ago."

"A low-price line spurt? It could happen, but it's too early," said V. H. Anderson, owner of the Record Center, another key independent outlet. Anderson has not changed mono price; may do so by October. "I'm ordering stereo only, except what I can trade for. I want to be 80 per cent stereo and 20 per cent mono in five months."

Alexander's Will Help

The low-price merchandise at Alexander's Record Shop is currently priced at \$1.79 for both mono and stereo, and manager Dale Shonrock said the mono price hike will probably help him move more economy-priced product.

Chicago's big downtown outlet, Rose Records, makes up its own "budget" lines out of "cutouts." "The price increase will probably help this end of our line," said Merrill Rose. "People will be stimulated to buy cheaper product."

L. A.: Classical Rise

LOS ANGELES — Nothing has thus far occurred here to indicate that mono album price increases have specifically affected consumer interest in low-price pop material.

On the contrary, most dealers report that it is in the classical low-price field that most of their action is taking place—although that was the case well before the manufacturers increased their mono prices to correspond with stereo counterparts.

Milt Harris of Hollywood's Phil Harris Records, a classical catalog specialist, has already eliminated all low-price mono albums and reports "doing a pretty good business" with budget stereo classics. Odyssey and Nonesuch are both moving well. Stereo classical business will additionally increase as soon as his customers realize they cannot buy mono in his location. "People are not really aware of the elimination of mono albums," he said. "They'll learn there's been a change around Christmas when new phonograph equipment starts coming out."

Glendale's Rare Records, owned by Ray Avery, reports that his low-price business is all classical, pointing to Nonesuch, Everest and Seraphim as doing quite well. RCA's Victrola line is not as strong as the others. "Classical buyers are budget and economy buyers," Avery says. "It's a little bit too soon," Avery continued, to know whether the mono price change has had any immediate effect on over-all low-price business.

Discount Records, a Beverly Hills store, also reported the timing "too soon" for any true graph on the effect of increased mono prices on budget merchandise. Steve Libman, a store executive, noted that Crossroads, Nonesuch, Seraphim and Mace were his prime budget classical lines.

CBS, Valando Deal

NEW YORK — CBS International's sub-publishing deal for Tommy Valando's Broadway musical scores is for Latin America only. Chappell, Ltd., handles the Valando scores in England.

Shondell 1st Act To Wax on TRX

NASHVILLE — Troy Shondell, singer-composer, is the first artist to record on the new TRX label, a subsidiary of Hickory. Shondell, from Fort Wayne, Ind., tours with his own band and has booked him-

self for a number of years following his hit, "This Time."

His first release on the new label is "A Rose and a Baby Ruth," a standard written by John D. Loudermilk.



MUSIC NOTABLES and city leaders gather in front of the new Acuff-Rose complex. The building houses the publishing, recording, booking and artist management arms of the firm.

Dunwich Productions in Groove With Urban Blues

CHICAGO — After hitting with "Gloria" by the Shadows of Knight, Bill Traut, George Badonsky and Eddie Biggins ran into a year-long drought. Now the Dunwich Production partners are back in the groove and may even develop a "Chicago Sound." The latest Dunwich development is urban blues.

Recent Dunwich work has been attracting the attention of major companies. Two months ago the firm signed a production and supervision contract with Mercury Record Corp.: they have a new agreement with Acta involving the American Breed; Atlantic-Atco has proprietary pick of Dunwich merchandise and Dunwich is producing the Will-O-Bees for Columbia Screen Gems for release on Date Records.

"And we're just beginning," said Badonsky.

Badonsky, who was formerly a distributor representative for Atlantic, said the Dunwich blues soon to be released will be an amalgamation of ideas, achieving a distinctive sound. "It won't be 12-bar blues. There will be a jazz-rock flavor, brass and, of course, good doses of r&b." Dunwich has signed three groups, the Chicago Slim Blues Band, the Lynn County Blues Band and the White Trash Blues Band. A fourth band is being made up of some local talent. Dunwich is negotiating with

several labels for release of the groups.

"The acts are writing some of their own material," Badonsky said, "and they're also going to the old tunes for adaptations." Dunwich plans to open a new 8-track recording studio, with plans to go 16-track in conjunction with another firm.

Dunwich has also been in negotiation with a major personal management company, planning to tie in on management of a variety of acts. As part of this project, Dunwich will have New York and Los Angeles representation. Dunwich does most of its work at Universal Studios and in the new Chess Producing Corp. facility.

Dunwich handles personal management of 50 per cent of its acts. Heading this division is Paul Sampson, a teen nightclub owner and former record dealer. In addition to the Shadows of Knight, American Breed and Will-O-Bees, groups under contract to Dunwich include Saturday's Children, Pride and Joy, the Knaves, Hudson Bay Co., the Eddie Biggins Trio, Amanda Ambrose, the Boys Next Door, the Beau Gentry, the Mauds, and H. P. Lovecraft.

Dunwich's publishing arms are Yuggoth Music (BMI) and Dunwich Music (ASCAP). They have publishing representation in 18 countries.

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

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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 Doctors 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 Storer radio chain. In the last six years his firm represented the Virgin Islands.

Trade observers consider Leyshon's campaign on behalf of

Petrillo an illustration of brilliant press agency, inasmuch as he changed the AFM leader's image from that of a tough, dictatorial music czar to that of a benign, fatherly labor executive.

Reporters regarded Leyshon as a press agent who fulfilled the designation, inasmuch as he was truly an agent of the press. He believed in giving reporters the facts, rather than in obstructing or "controlling" the news.

Leyshon began as a journalist and rose to the post of editor of The Miami News. A series of stories he supervised in 1938 on venal policies in Miami won the newspaper a Pulitzer prize.

Leyshon's firm in recent years continued its work for the Democratic National Committee. Other clients included Trans World Airlines and American Red Cross. Leyshon's widow, the former Marion Pollard, and a son, Hal Richards-Leyshon, survive.

Houston Group To Tour Mexico

HOUSTON — The Houston All City Orchestra left Saturday (8) for a tour of Mexico. The orchestra will play 12 performances in nine cities in Mexico—Nuevo, Laredo, Monterrey, Luis, Potosi, Queretaro, Toluca, Pachuca and Mexico City.

All members of the 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 "Houston Concerto for Orchestra," composed for the orchestra by Naclav Nelhybel. Nelhybel conducted the premiere July 10 at the Palace of Fine Arts in Mexico City.

Foss Premiere Set

MT. VERNON, Ia. — A new organ composition by Lukas Foss will be the closing work this fall in the dedicatory services for a new organ being installed at the Cornell College chapel here. The premiere will present Foss' first solo organ work. He will return to the United States to compose the large scale piece next month after flying to Rio de Janeiro to conduct. Seiji Ozawa and the New York Philharmonic gave the world premiere of Foss' "Variations" at Philharmonic Hall earlier this month.

Cameo on Block; 4 Bid for Label

• Continued from page 1

On the operating level, Cameo/Parkway has been hot. Single releases by Terry Knight, Question Mark and the Mysterians and the Five Stairsteps have been making the charts with regularity. The label has been making a considerable number of deals for masters, and few of them have gone sour. Based on recording activity alone, the company is a swinging one.

Also on the plus side are Chips Distributing and a wholly owned pressing plant. Chips report-

edly nets \$75,000 a year, and the pressing plant has been operating profitably.

There are flies in the ointment, however. Premier Albums, acquired from Phil Landwehr, has been costing the label \$18,000 a month. And many Premier records, shipped with liberal return privileges, will be coming back. This situation does not show on the current statement.

In addition, lawsuits with Chubby Checker, and several investments have cut the net worth of Cameo/Parkway.

The label's chief assets are its artists and its staff.

Executive Turntable

• Continued from page 6

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

Earl D. Horwitz has been appointed national sales manager of Muntz Stereo-Pak, Inc. He joins Muntz after 15 years with Capitol Records. Horwitz will direct all sales activities and guide marketing policies of the Muntz product line and the company's affiliate Audio/Stereo private label division. He also will relate to programs undertaken by Muntz International, the global division of Muntz Stereo-Pak.

Acuff-Rose Eyes Film Making As New Building Is Dedicated

• Continued from page 8

A total of 24,000 square feet of floor area is encompassed in the structure.

Briley, Wilson Attend

Nashville Metropolitan Mayor Beverly Briley and Chamber of Commerce President David K. (Pat) Wilson took part in the ceremony. The Franklin Road facility now will house the largest music publishing, booking agency and recording complex in Nashville, and is one of the few such integrated operations in the world, under one roof.

Following the ceremony, in which Briley called Acuff the "real Mayor of Music City," the official party led a tour of 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 Stewart, co-author of what now is the official state song.

Acuff told the group he had "never added anything to this company other than the initial money and his name—the Roses have done the rest." He paid tribute to the late Fred Rose as "the most trusted man I have ever known." He recalled how he and the late songwriter-publisher discussed such a project, rented a room from WSM, later rented another room to install a shipping department and become the first group to record in Nashville.

Among those who attended the ceremony was Warren B. Syer, vice-president for Consumer Publications, Billboard Publications, Inc.

Nasatir at MGM Convention

• Continued from page 4

Conventioners were greeted Sunday evening with vistles and a taste of the new "push" group, the Paupers, who presented the only live performance at the assemblage.

Singles Played

Reversing a policy of the past two years, the label played singles for the distributors, extolling the potential of six new disks by John, Jeffrey and Brother Tom, the Animals, Models, Innocence (a cut from their current LP); Ed Townsend and the Garden of Eden.

The Paupers have been placed on the Verve/Forecast line and the entire Verve operation was promoted as running from "psychedelia to soul."

On the LP jackets, in contrast to the recent industry mono LP price increase, was the slogan, "Sounds great in stereo."

In addition to MGM Records president Nasatir, and Metro treasurer, Jayson Rabinovitz, the MGM executives attending included Tom White, director of business affairs; Jesse Kaye, vice-president and West Coast a&r supervisor;

Lenny Scheer, director of marketing; Frank Mancini, director of Talent Co-ordination; Jack Maher, advertising manager; Bob Morgan, director of Artist & Repertoire; Jerry Schoenbaum, label manager for DGG and Verve/Forecast; Sol Handwerker, director of publicity; Jim Vienneau, director of the Nashville office; Dave Seidman, director of branches; Irv Stimler, director of Special Projects; Val Valentin, director of Engineering; David Green, of the engineering staff; Stan Drayson, Metro Distributors, N. Y., and Clive Fox, director of West Coast Operations.

Bell Label in U.K.

• Continued from page 1

of establishing the Bell label around the world, although the label has been in Canada for some time. Uttal said he was seeking a local artist in England, France, Germany, Italy, and Japan. "What I want is an artist who has had some success in that country to produce and release there."

RECORD-BUSTER AT CMA HALL

NASHVILLE—Nearly 5,000 poured into the Country Music Hall of Fame and Museum this past week, shattering all previous records. Some 1,500 came 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 befriended him and his wife 16 years ago, when his wife, suffering from polio, was about to give birth to a child. He wanted to start a fund in his name.

Chi Conducts A \$10 Mil. Drive

CHICAGO — The Chicago Symphony is conducting a \$10 million fund drive with 1976 as the target date. Included is the fund \$4 million in matching funds the orchestra must raise by June, 1971 to qualify for a \$2 million Ford Foundation grant. Another \$3 million will go to replace funds taken from endowment to rehabilitate Orchestra Hall, while \$1 million is needed as a reserve against future hikes in expenses. The gradual expansion to a 52-week season called for in musicians contracts, requires expenses in developing new outlets.

WFLAG Goes to Country Full Time

FARMVILLE, N. C. — WFLAG, a 500-watt daytimer here, has launched a full-time country music format. The format was promoted with ads in the local newspaper, ballyhooing the station's personalities—Slim Short, Dean Roebuck, Bobby Lovic and Gene Gey. Program director is Roebuck. General manager is Carl V. Venters Jr.

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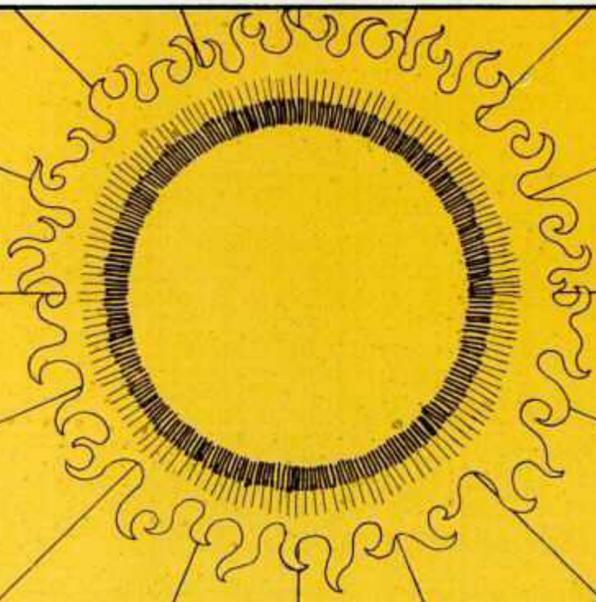
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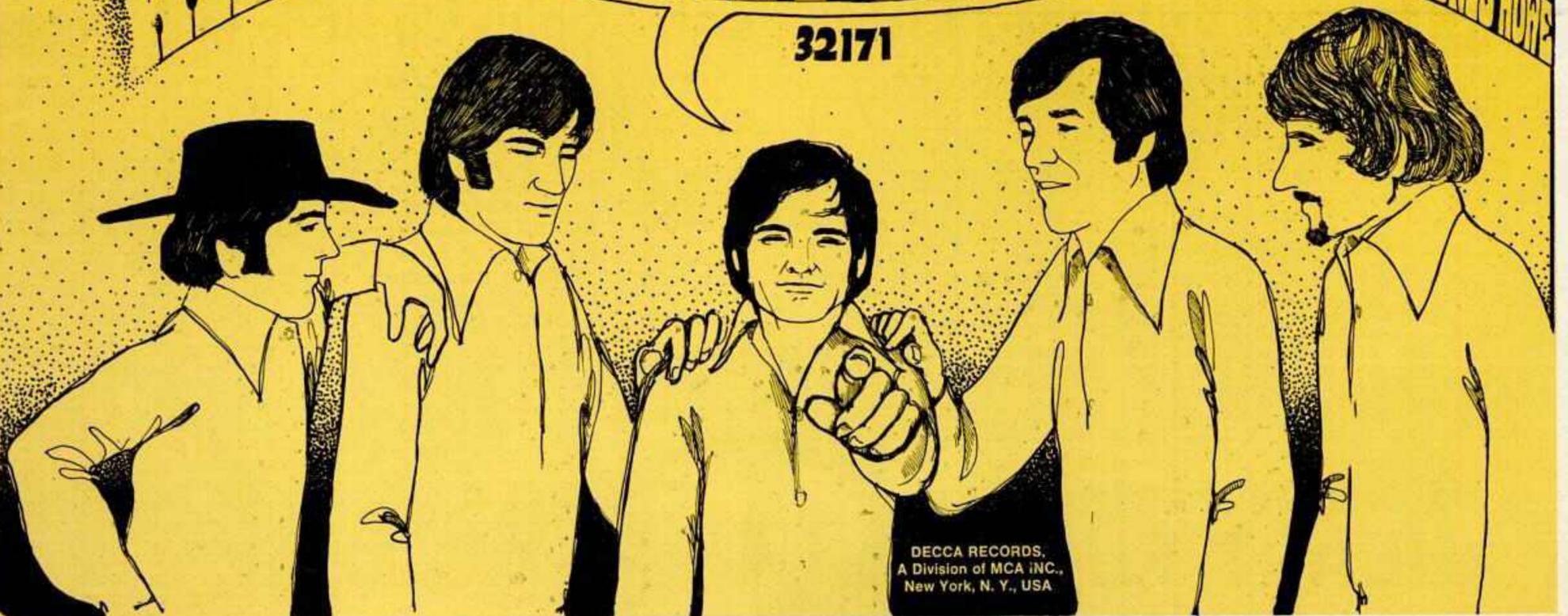
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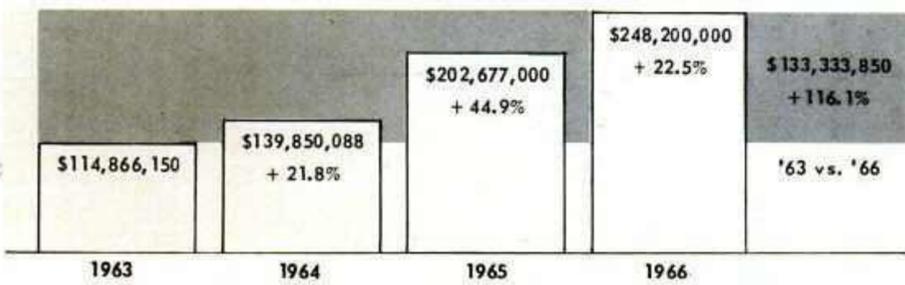
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4-Year NARM Growth Based on DOLLAR VOLUME

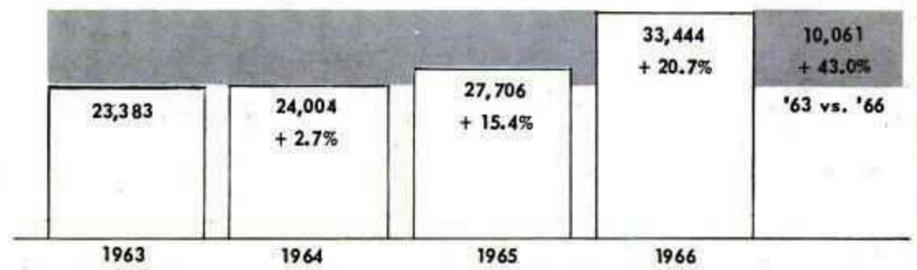


CHANGE BY TYPE OF OUTLET (1963 vs. 1966)

Type of Outlet	1963		1966		Change 1963 vs. 1966	
	Dollars	% of Tot.	Dollars	% of Tot.	Dollars	% Change
Variety	\$30,151,624	26.3	\$56,093,200	22.6	+25,941,576	+86.0
Supermarket	16,817,733	14.6	17,622,200	7.1	+804,467	+4.8
Drug	10,358,269	9.0	22,089,800	8.9	+11,731,531	+113.3
Department	12,750,143	11.1	36,733,600	14.8	+23,983,457	+188.1
Discount Dept.	32,162,522	28.0	80,416,800	32.4	+48,254,278	+150.0
Service PX's	9,065,009	7.9	17,374,000	7.0	+8,308,991	+91.7
Record Store	*	*	11,913,600	4.8	*	*
Miscellaneous	3,560,851	3.1	5,956,800	2.4	*	*

* In 1963 the Record Stores were included in the Miscellaneous totals, and broken out separately in 1966. A comparison therefore is not possible.

4-Year NARM Growth Based on NUMBER OF OUTLETS SERVICED



CHANGE BY TYPE OF OUTLET (1963 vs. 1966)

Type of Outlet	1963		1966		Change	
	Number	% of Tot.	Number	% of Tot.	Number	% Change
Variety	8,390	36.6	10,366	31.0	+1,976	+23.6
Supermarket	6,689	28.4	7,355	22.0	+666	+10.0
Drug	4,831	20.5	6,354	19.0	+1,523	+31.5
Department	502	2.1	1,845	5.5	+1,343	+267.5
Discount Dept.	1,012	4.2	2,075	6.2	+1,063	+105.0
Service PX's	298	1.2	465	1.4	+167	+56.0
Record Store	*	*	972	2.9	*	*
Miscellaneous	1,661	7.0	4,012	12.0	*	*

* In 1963 the Record Stores were included in the Miscellaneous totals, and broken out separately in 1966. A comparison therefore is not possible.

NARM SALES AS SHARE OF INDUSTRY

Year	NARM \$ Sales	NARM % of Total Rock	NARM % of Total Retail	NARM % of Total Industry
1963	\$114,866,150	53.7	22.0	17.5
1964	139,850,088	57.8	24.8	20.2
1965	202,677,000	68.9	31.7	25.7
1966	248,200,000	68.0	33.7	27.8

Note: NARM total sales figures include EP's

NARM GAINS IN LP BUDGET MERCHANDISE

Year	NARM Budget \$ Sales	% Gain Over Prev. Year	Budget % of Total NARM LP \$ Sales
1963	\$14,947,532	-	16.9
1964	20,289,451	+36.7	18.6
1965	27,977,534	+37.9	17.0
1966	42,194,000	+50.8	17.0

NARM SINGLES AND LP DOLLAR SALES

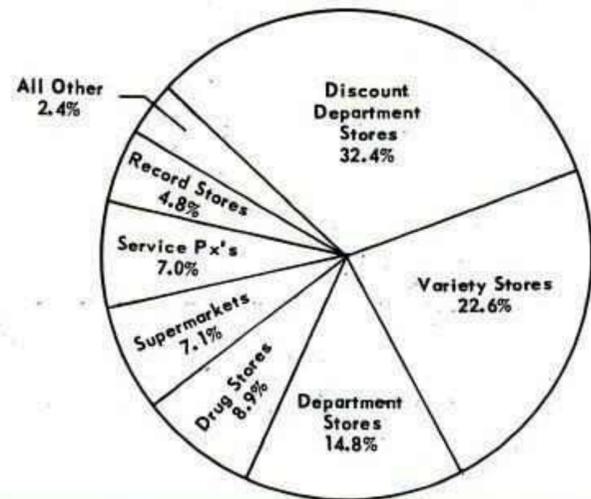
Year	NARM Singles \$	% + or - Prev. Year	% of NARM Total \$ Sales
1963	\$25,385,420	-	22.3
1964	29,927,919	+17.9	21.5
1965	37,495,245	+25.3	18.6
1966	41,945,800	+11.9	16.9

Year	NARM LP \$	% + or - Prev. Year	% of NARM Total \$ Sales
1963	\$88,446,936	-	77.7
1964	109,083,069	+23.3	78.5
1965	164,573,724	+50.9	81.4
1966	206,254,200	+25.3	83.1

Note: Figures above do not include EP Sales.

1966 NARM SALES BY TYPE OF OUTLET

(Based on Gross Dollar Volume)



NARM and Billboard Enter Pact Sales Up 116% in 3 Years

Billboard will serve as research consultant and will also 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. Csida, 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 company-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 year-round sales data. This data is fitted

into quarterly research reports of record sales through rack-serviced outlets which Billboard introduced late in 1966 as a companion service to its reports of record sales through non-racked 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 the industry's leading business-paper. "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.

• *Continued from page 1*

spot in terms of 1966 dollar volume, while they hold first place in the number of outlets serviced.

Department stores showed the largest percentage gain in the number of outlets serviced by record merchandisers, with the number jumping from 502 in 1963 to 1966's 1,845 — up 267 per cent.

NARM-serviced variety stores accounted for \$30.2 million (26.3 per cent) of the total dollar volume in 1963, whereas in 1966, the amount was \$56.1 million (22.6 per cent). Record dollar volume in department stores over the same period was up 188 per cent to \$36.7 million, while discount department stores posted a \$48.3 million rise to \$80.4 million (150 per cent change).

The supermarket, ranked third in record dollar volume in 1963, has fallen sharply as a major record outlet for NARM members. With a 14.6 per cent share of sales and \$16.8 million in volume in 1963, supermarket disk sales climbed 4.8 per cent through 1966, but dropped to 7.1 per cent of the total sales. Dollar change in supermarkets was \$804,000. Service PX's were another group that lost in share of total sales in spite of a gain in dollar volume. From a figure of \$9.1 million in 1963, sales climbed to \$17.4 million in 1966. Share of total sales dropped from 7.9 to 7.0 per cent over the same period.

In low-price disks, NARM merchandisers registered their greatest gains in 1966. With a 50.8 per cent boost over the previous year, sales totaled \$42.2 million. Percentage gains in 1965 and 1964 were 37.9 and 36.7, respectively.

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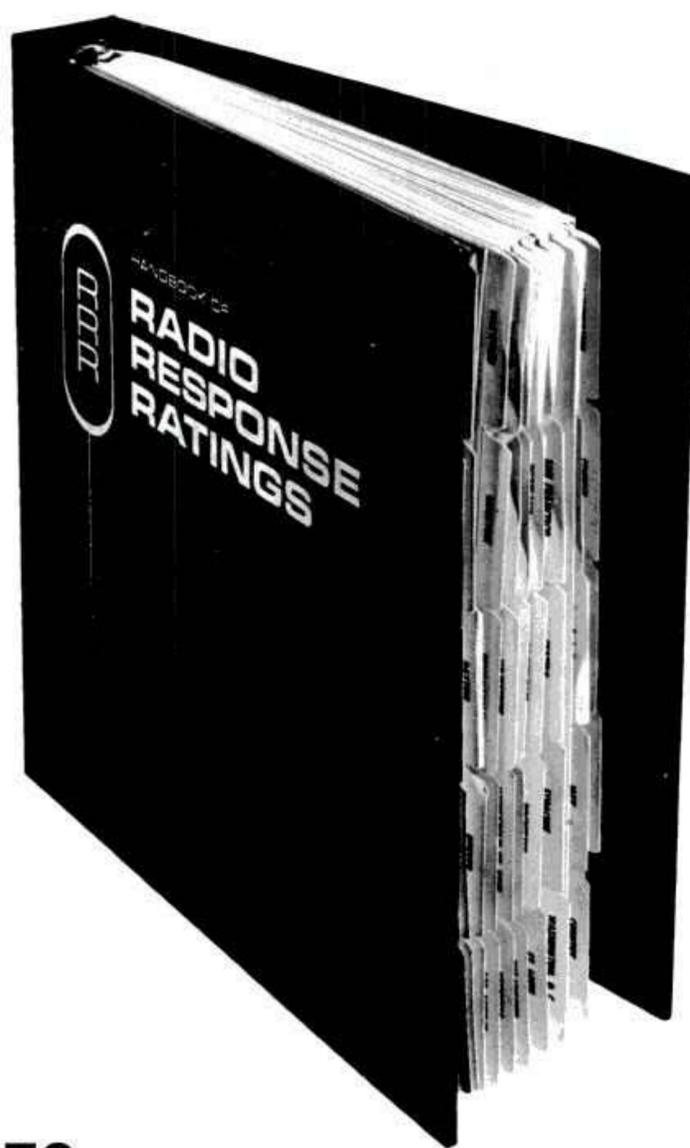
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BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	10
2	3	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	9
3	4	BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	13
4	2	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	20
5	8	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	3
6	7	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	11
7	5	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	20
8	6	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	20
9	11	WHY! (Am I Treated So Bad) Cannonball Adderley Quintet, Capitol T 2617 (M); ST 2617 (S)	7
10	18	THE MOVIE ALBUM Ramsey Lewis, Cadet LP 782 (M); LPS 782 (S)	2
11	9	JODY GRIND Horace Silver, Blue Note BLP 4250 (M); BST 84250 (S)	13
12	13	FOREST FLOWER Charles Lloyd, Atlantic 1473 (M); SD 1473 (S)	15
13	10	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	20
14	14	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	20
15	—	BLUE NOTES Johnny Hodges, Verve V 8680 (M); V6-8680 (S)	1
16	16	BACKLASH Freddie Hubbard, Atlantic 1477 (M); SD 1477 (S)	4
17	17	JUICY Willie Bobo, Verve V 8685 (M); V6-8685 (S)	4
18	20	STANDARD EYES Ahmad Jamal, Cadet LP 786 (M); LPS 786 (S)	2



Young Leaves for Overseas Meets

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

Meantime, Young has placed the San Francisco Earthquakes, a new group, with Real Good Productions. The first release will be "Same 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 "Goin' Out of My Head" on A&M.

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

Jazz Beat

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 highest 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 exposed 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 too."

Ellis contends America's culture has sadly lagged behind in rhythmic construction. The furthest out things we've had, he charges, have been minuets. He classifies America's music rhythmically as having been "ultra primitive." The past tense is appropriate since Ellis has joined a small number of musicians like Dave Brubeck, John Coltrane, Ornette Coleman, Archie Shepp and John Handy, who are developing the rhythmic revolution.

"I want to bring a heightened awareness of new rhythms to our culture," the 31-year old composer-arranger-trumpeter says. "We've been stuck too long before. Pop and jazz musicians are doing things in 5 and 7 and even more complicated meters. In other parts of the world, complex meters are a part of their heritage. The Greek national 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 Septet and then his large band began to draw people to the Los Angeles clubs where they were ensconced and happily exploring tomorrow's frontiers on dark Monday nights.

A majestic 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 Eastern clubs and festivals, have paved Ellis' way. Along the way he has recorded on the tune with the Mothers of Invention, a totally visual flippant rock group and he talks enthusiastically about the Turtles using 5's and 6's 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 professional musicians. When the band opened at the Gold Nugget in Oakland last April for a Thursday through Sunday run, half the players commuted to L. A. to fulfill their teaching assignments in area schools. Ellis explains his unorthodox mixture of sidemen as the result of not being able to completely count on studio musicians to make all
(Continued on page 60)

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On COLUMBIA RECORDS Where the prophets are.

Jazz in the Garden Begins at Museum

NEW YORK — The Museum of Modern Art and Downbeat magazine 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 Quintet will play Thursday (20).

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

JULY 22, 1967, BILLBOARD

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MARY
AND
SHE
NEVER
SOUNDED
SO
GOOD
AM 862
BAJA
MARIMBA
BAND**





SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 140—Last Week, 125

*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

POP SPOTLIGHTS

TOP 20

Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

SIMON & GARFUNKEL—FAKIN' IT (Prod. John Simon) (Writer: Simon) (Charing Cross, BMI)—An other top of the chart winner for the duo is this intriguing folk rocker, penned by Paul Simon. The John Simon production is exceptional, and will fast follow the success of "At the Zoo." Flip: "You Don't Know Where Your Interest Lies" (Charing Cross, BMI). **Columbia 44232**

RONNIE DOVE—I WANT TO LOVE YOU FOR WHAT YOU ARE (Prod. Phil Kahl) (Writers: Simon-Badale) (Irwin, ASCAP)—It's Dove at his wailing best. Powerful piece of material, with a solid soul chorus in support, will skyrocket this driving rock ballad to the very top of the Hot 100. Gospel-oriented arrangement by Bill Justis in strong support. Flip: "I Thank You For Your Love" (Tobi-Ann/Tuneville, BMI). **Diamond 227**

TOP 60

Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

***DIONNE WARWICK—THE WINDOWS OF THE WORLD** (Prod. Bacharach-David) (Writers: Bacharach-David) (Jac/Blue Seas, ASCAP)—As "Alfie" begins to slip down the Hot 100, Miss Warwick encores with a beautiful Bacharach-David ballad, destined for a high spot on the Hot 100. Fits all programming. Flip: "Walk Little Dolly" (Jac/Blue Seas, ASCAP). **Scepter 12196**

RUBY ANDREWS—CASONOVA (Your Playing Days Are Over) (Prod. McGregor & Terry) (Writers: Middlebrook-Armstead) (RicWil/Colfam, BMI)—Powerful soul voice and her exceptional reading of a new rock ballad should fast establish her as a top seller, both pop and r&b. Flip: "I Just Don't Believe It" (RicWil/Macan, BMI). **Zodiac 1004**

THE YARDBIRDS—HA HA SAID THE CLOWN (Prod. Mickie Most) (Writer: Hazard) (Ponderosa, BMI)—A hit on the continent via the Manfred Mann version, the Yardbirds' treatment of this infectious rhythm rocker with clever lyric content should prove a hot sales item here. Flip: "Tinker, Tailor, Soldier, Sailor" (Yardbirds, ASCAP). **Epic 10204**

***CLAUDINE LONGET—GOOD DAY SUNSHINE** (Prod. Tommy Li Puma) (Writers: Lennon-McCartney) (Maclen, BMI)—Having hit the chart with her "Hello, Hello," this infectious follow-up, penned by the Beatles' Lennon and McCartney should rapidly put her in the top hit status. Exceptional programming item. Flip: "The Look of Love" (Colgems, ASCAP). **A&M 864**

BOOKER T. & THE M.G.'S—SLIM JENKIN'S PLACE (Writers: Dunn-Cropper-Jones-Jackson) (East, BMI)—Hard driving instrumental is given a solid workout by the group and should quickly replace their "Hip Hug-Her" on both pop and r&b charts. Strong discotheque item. Flip: "Groovin'" (Slacсар, BMI). **Stax 224**

***STEVE LAWRENCE & EYDIE GORME—SUMMER, SUMMER WIND** (Prod. Mike Berniker) (Writers: Grean-Bonfa) (Sasqua, BMI)—Bossa nova with a lilting and infectious Mexican flavor should prove to be their most successful outing to date. Destined for top programming and sales. Flip: "Be Still" (Hill & Range/Cabana, BMI). **Columbia 44228**

JON & ROBIN—DRUMS (Prod. Dale Hawkins) (Writer: Thompson) (Barton, BMI)—Jon & Robin are minus the In-Crowd on this rock follow-up to their initial hit "Do It Again a Little Bit Slower." The duo will be riding high on the charts again via this top Dale Hawkins production. Flip: "You Don't Care" (Jetstar, BMI). **Abnak 122**

***VIC DAMONE—IT MAKES NO DIFFERENCE** (Prod. Ernie Altschuler & Neely Plumb) (Roosevelt, BMI)—Beautiful new Bert Kaempfert ballad should prove to be the one to bring Damone back to the hit category in sales. Culled from his current LP, with Perry Botkin's arrangement in strong support. Flip: "I'll Sleep Tonight" (Piedmont, ASCAP). **RCA Victor 9250**

JERRY JAYE—LET THE FOUR WINDS BLOW (Writers: Domino-Bartholomew) (Travis, BMI)—Jaye proved successful with his revival of Fats 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 culled from his recent LP. Flip: "Singing the Blues" (Acuff-Rose, BMI). **Hi 2128**

RUFUS LUMLEY—JUST SAY GOODBYE (Prod. Bob Cullen) (Writers: Clark-Hatch-Delanoe) (Northern, ASCAP)—Powerful vocalist, backed by a gigantic promotional campaign, has all the earmarks of success with his meaningful approach to the beautiful ballad, penned by Pet Clark, Tony Hatch & Pierre Delanoe. The Bob Cullen production work is exceptional. Flip: "Michelle" (Maclen, BMI). **RCA Victor 9230**

THE DRIFTERS—AIN'T IT THE TRUTH (Prod. Ronnie Savoy) (Writer: Savoy) (Pronto/Saturn, BMI)—The group offers one of their most commercial entries to date with this steady rocker, penned and produced by Ronnie Savoy. Should put them back high on the chart in short order. Flip: "Up Jumped the Devil" (Pronto/Suron, BMI). **Atlantic 2426**

JIM VALLEY—TRY, TRY, TRY (Prod. Steve Barri) (Writer: Valley) (Trousdale, BMI)—The former Paul Revere Raider debuts as a solo with this pulsating rock ballad, which he composed. Strong vocal workout and fine production work by Steve Barri have all the earmarks of a hot top of the chart item. Flip: "Invitation" (Trousdale, BMI). **Dunhill 4096**

***ANTHONY & THE IMPERIALS—YOU ONLY LIVE TWICE** (Prod. Teddy Randazzo) (Writers: Barry-Bricusse) (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 programming. Flip: "My Love is a Rainbow" (Razzle Dazzle, BMI). **Veep 1269**

KENNY CHANDLER—SLEEP (Prod. Bolognese-D'Errico-Shakow) (Writer: Lebeg) (Miller, ASCAP)—The Little Willie John smash hit of the past is brought up to date via this smooth revival by newcomer Kenny Chandler. Should hit hard and fast, and establish him as a top commercial artist. Flip: "Nickles and Dimes" (This Kat, BMI). **Tower 354**

CHIP TAYLOR—YOU SHOULD BE FROM MONTEREY (Prod. Taylor-Gorgoni) (Writers: Taylor-Gorgoni) (Blackwood, BMI)—Debut of the new label afford composer Chip Taylor and exceptional showcase for his vocal talents. Penned and produced by the artist, along with Al Gorgoni, this smooth folk-flavored ballad should prove a top sales winner. Flip: "I'll Never Be Alone Again" (Blackwood, BMI). **Rainy Day 8002**

THE NEW ESTABLISHMENT—TIME FOR EVERYTHING (Prod. Steve Douglas) (Writer: Salisbury) (Since, BMI)—Easy-go rhythm number is given a smooth vocal treatment by the good sounding group. Should step right out and prove to be a big one on the Hot 100. Flip: "And We Were Strangers" (Almo, ASCAP). **Mercury 72705**

CHART

Spotlights—Predicted to reach the HOT 100 Chart

BOBBY GOLDSBORO—Trusty Little Herbert (Unart, BMI). **UNITED ARTISTS 50186**
THE NEWBEATS—Hide the Moon (Acuff-Rose, BMI). **HICKORY 1467**
THE CYRKLE—Penny Arcade (Screen Gems-Columbia, BMI). **COLUMBIA 44224**
EDDIE FLOYD—Love Is a Doggone Good Thing (East, BMI). **STAX 223**
LEE DORSEY—Vista, Vista (Marsaint, BMI). **AMY 994**
DONOVAN—Summer Day Reflection Song (Southern, ASCAP). **HICKORY 1470**
AARON NEVILLE—Those Three Words (Olrup/Melder, BMI). **PARLO 105**
THE INNOCENCE—Someone Got Caught in My Eye (Kama Sutra, BMI). **KAMA SUTRA 232**
THE SANDPIPER—Bon Soir Dame (Metric, BMI). **A&M 861**
MIRIAM MAKEBA—Pata Pata (Xina, ASCAP). **REPRISE 0606**
THE TROGGS—Night of the Long Grass (James, BMI). **FONTANA 1593**
RONNY & THE DAYTONAS—Brave New World (Buckhorn/Rising Sons, BMI). **RCA VICTOR 9253**
THE MINDBENDERS—Off and Running (Screen Gems-Columbia, BMI)—It's Getting Harder All the Time (Screen Gems-Columbia, BMI). **FONTANA 1595**
GEORGE SEGAL—The Yama Yama Man (Vogel-Witmark, ASCAP). **PHILIPS 40468**
THE KITCHEN CINQ—The Street Song (Sea Lark Ent., BMI). **LHI 17015**
CHRIS WILSON—All the Joy (Martinique, BMI). **COLUMBIA 44187**

LITTLE ROSE LITTLE—You've Got the Love (Nom, BMI). **ROULETTE 4747**
THE MERRY-GO-ROUND—You're a Very Lovely Woman (Thirty Four/LaBrea, ASCAP). **A&M 863**
THE STICKS & STONES—Live To Be Free (Circle Five, BMI). **CORAL 62524**
THE ROY MERIWETHER TRIO—Blue Rondo a La Turk (Derry, BMI). **COLUMBIA 44211**
STUDIO "A"—Don't Forget About Me (Screen Gems-Columbia, BMI). **KAPP 840**
DAN FOLGER—The Way of the Crowd (Acuff-Rose, BMI). **ELF 90,004**
THE SHANDELS—Does the Circus Ever Close (Mesilla, BMI). **DSP 3**
SEWALK SOUNDS—Billy Jack's Theme (Dijon, BMI). **TOWER 352**
DREAM MERCHANTS—Rattler (Noma-Inquiry, BMI). **LONDON 1015**
THE ART FARMER QUINTET—The Time and the Place (MJQ, BMI). **COLUMBIA 44226**
THE RAINBOWS—Balla Balla (April, ASCAP). **JAMIE 1339**
THE KITTENS—Lonely Summer (Murbo, BMI). **MURBO 1015**
THE WILD LIFE—This Is What I Was Made For (Trousdale, BMI). **COLUMBIA 44213**
COUNT FIVE—Merry-Go-Round (Hot Shot, BMI). **DOUBLE SHOT 115**
TONY & TERRI—Everybody Can't Play Shortstop (Vintage, BMI). **MONUMENT 1017**
THE DISTORTIONS—I Found a Girl (Ed Wina, BMI). **CASINO 501**

COUNTRY SPOTLIGHTS

TOP 10

Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

LYNN ANDERSON—TOO MUCH OF YOU (Writer: Hood) (Peach, SESAC)—Beautiful ballad follow up to her "If I Kiss You" smash should prove to be equally successful on the charts. Outstanding vocal performance. Flip: "If This Is Love" (Yonah, BMI). **Chart 1475**

WANDA JACKSON—YOU'LL ALWAYS HAVE MY LOVE (Prod. Ken Nelson) (Writer: Devaney) (Party Time, BMI)—Plaintive country ballad is given an exceptional reading by Miss Jackson, and should carry her straight to the top of the country chart. Flip: "My Heart Gets All the Breaks" (Tree, BMI). **Capitol 5960**

WEBB PIERCE—FOOL, FOOL, FOOL (Writers: Powell-Walker) (Cedarwood, BMI)—Following up his "Goodbye City, Goodbye Girl," Pierce has even more sales potential than his previous hit with this Wayne Walker ballad. Flip: "Bottle and Babies" (Tuesday, BMI). **Decca 32167**

LEFTY FRIZZELL—GET THIS STRANGER OUT OF ME (Prod. Frank Jones) (Writer: Owens) (Forest Hills, BMI)—Frizzell has a top of the country chart contender with this good change of pace ballad to follow up his recent hit "You Gotta Be Puttin' Me On." Flip: "Hobo's Pride" (Four Star, BMI). **Columbia 44205**

GEORGE MORGAN—SHINY RED AUTOMOBILE (Prod. Tommy Hill) (Writers: King-Dean) (Raleigh-Starday, BMI)—Moving rhythm item with clever lyric is delivered in fine fashion by Morgan. Should quickly surpass the success of his "I Couldn't See" on the charts. Flip: "Have Some of Mine" (Starday, BMI). **Starday 814**

ERNIE ASHWORTH—MY LOVE FOR YOU (Prod. Wesley Rose) (Writers: Ashworth-Watson-Moreland) (Acuff-Rose, BMI)—This entry should prove to be one of the most successful for Ashworth. Good rhythm number given a strong vocal treatment is headed straight for the top of the country charts. Flip: "You're Tearing My Heart Out" (Acuff-Rose, BMI). **Hickory 1466**

CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

RED SIMPSON—Party Girl (Central Songs, BMI). **CAPITOL 5956**
BOBBI STAFF—Sun Tan and Wind Blown Time (4 Star, BMI). **RCA VICTOR 9251**
PATSY CLINE—Hidin' Out (Four Star Sales, BMI). **DECCA 25718**
HAROLD MORRISON & THE MAPLE HILL BOYS—Opry Theme (Calico, BMI). **EPIC 10198**
BILLIE JO SPEARS—Easy to Be Evil (Window, BMI). **UNITED ARTISTS 50184**
HARRY SNYDER—Settin' In a Tree (Combine, BMI). **HANEY 103**

R&B SPOTLIGHTS

TOP 10

Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

FREDDIE SCOTT—HE WILL BREAK YOUR HEART (Prod. Bert Berns) (Writers: Mayfield-Carter) (Conrad, BMI)—The Jerry Butler hit of the past is given a groovy reading by Scott and should spiral up the r&b chart and Hot 100. Solid follow up to his "Am I Groovin' You." Flip: "I'll Be Gone" (Denross/Web IV, BMI). **Shout 216**

JOHNNY WATSON—SOUL FOOD (Prod. Larry Williams) (Writer: Watson) (Jowat, BMI)—Pulsating rocker with a blockbuster workout by Watson should hit the r&b charts hard and fast and slide right over to the Hot 100. Flip: "I'd Rather Be Your Baby" (Jowat, BMI). **Okeh 7290**

BOBBY WOMACK—BABY I CAN'T STAND IT (Prod. Ed Wright & Jimmy Holiday) (Writer: Womack) (TraceBob/Metric, BMI)—Blues wailer Womack is at his best as he moves and grooves with ease with this solid rock ballad. Destined for a high spot on the r&b charts. Flip: "Trust Me" (TraceBob/Metric, BMI). **Minit 32024**

CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

ROSCOE ROBINSON—I Gotta Keep Trying (Scoe-Flomar, BMI). **WAND 1161**
EARL GAINES—My Woman (Gallico, BMI). **HOLLYWOOD 1117**
JAMES CLEVELAND—God Is Not Dead (Planemar, BMI). **SAVOY 4285**
VICKI ANDERSON—If You Don't Give Me What I Want (Dynatone, BMI). **KING 6109**
THE SEVEN SOULS—I'm No Stranger (Beechwood, BMI). **OKEH 7289**
WARREN LEE—Ever Since (I've Been Loving You) (Marsaint, BMI). **DEESU 315**
ERENDA DUFF—My Sweet One (Keva, BMI). **CASINO 500**

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

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Billboard TOP 40

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	Weeks On Chart
1	1	2	13	DON'T SLEEP IN THE SUBWAY		Petula Clark, Warner Bros. 7049 (Duchess, BMI)		6																																	
2	2	1	1	MARY IN THE MORNING		Al Martino, Capitol 5904 (Pamco, BMI)		9																																	
3	4	9	12	IT'S SUCH A PRETTY WORLD TODAY		Andy Russell, Capitol 5917 (Freeway, BMI)		7																																	
4	3	5	7	NOW I KNOW		Jack Jones, Kapp 833 (Helios, BMI)		8																																	
5	5	10	37	YOU ONLY LIVE TWICE		Nancy Sinatra, Reprise 0595 (Unart, BMI)		5																																	
6	8	16	35	YOU WANTED SOMEONE TO PLAY WITH		Frankie Laine, ABC 10946 (Morris, ASCAP)		4																																	
7	6	3	2	TIME, TIME		Ed Ames, RCA Victor 9178 (April, ASCAP)		12																																	
8	7	7	3	STOP: AND THINK IT OVER		Perry Como, RCA Victor 9165 (Northern, ASCAP)		14																																	
9	9	4	4	I LOVE YOU		Billy Vaughn Singers, Dot 17021 (Morris, ASCAP)		9																																	
10	12	15	27	UP, UP AND AWAY		Fifth Dimension, Soul City 756 (Rivers, BMI)		6																																	
11	11	14	17	EVERYBODY SAY PEACE		John Gary, RCA Victor 9213 (April, ASCAP)		7																																	
12	10	6	5	ONLY LOVE CAN BREAK A HEART		Margaret Whiting, London 108 (Arch, ASCAP)		12																																	
13	13	8	9	NIGHT AND DAY		Sergio Mendes & Brasil '66, A&M 853 (Harms, ASCAP)		9																																	
14	15	36	—	MORE AND MORE		Andy Williams, Columbia 44202 (Sunbeam, BMI)		3																																	
15	25	32	—	BRAMBLE BUSH		Trini Lopez, Reprise 0596 (Feist, ASCAP)		3																																	
16	14	11	10	LOVE ME FOREVER		Roger Williams, Kapp 821 (Rogelle, BMI)		12																																	
17	20	24	28	DAYS OF LOVE (Theme From "Hombre")		Tony Bennett, Columbia 44154 (Feist, ASCAP)		7																																	
18	17	27	29	TWO FOR THE ROAD		Henry Mancini, RCA Victor 9200 (Northridge, 20th Century, ASCAP)		7																																	
19	24	31	31	SORRY		Doris Day, Columbia 44150 (Artists, ASCAP)		5																																	
20	33	—	—	IN THE CHAPEL IN THE MOONLIGHT		Dean Martin, Reprise 0601 (Shapiro/Bernstein, ASCAP)		2																																	
21	21	30	32	SAME OLD YOU		Patti Page, Columbia 44115 (Red Balloon, ASCAP)		7																																	
22	30	33	—	THERE MUST BE A WAY		Jimmy Roselli, United Artists 50179 (Laurel, ASCAP)		3																																	
23	22	17	20	VOLARE		Lettermen, Capitol 5913 (Robbins, ASCAP)		9																																	
24	28	28	30	FINCHLEY CENTRAL		New Vaudeville Band, Fontana 1589 (Southern, ASCAP)		8																																	
25	34	—	—	IN THE BACK OF MY HEART		Jerry Vale, Columbia 44105 (Razzele Dazzele, BMI)		2																																	
26	26	35	—	MORE AND MORE		Tony Sandler and Ralph Young, Capitol 5928 (Sunbeam, BMI)		3																																	
27	27	19	19	GRADUATION DAY		Arbors, Dale 1561 (Travis, BMI)		6																																	
28	16	12	6	CASINO ROYALE		Herb Alpert & the Tijuana Brass, A&M 850 (Colgems, ASCAP)		15																																	
29	18	18	11	LITTLE BY LITTLE, BIT BY BIT		Ray Charles Singers, Command 4096 (Ensign, BMI)		15																																	
30	31	34	36	TEMPTATION		Boots Randolph, Monument 1009 (Robbins, ASCAP)		5																																	
31	36	37	40	ANYONE CAN MOVE A MOUNTAIN		Kate Smith, RCA Victor 9217 (St. Nicholas/Videocraft, ASCAP)		4																																	
32	32	38	38	SOMETIMES		Anthony Quinn, Capitol 5930 (Morley, ASCAP)		4																																	
33	19	20	22	LOVE'S GONNA LIVE HERE AGAIN		Buddy Greco, Reprise 0584 (Blue Book, BMI)		5																																	
34	35	—	—	THE HAPPENING		Herb Alpert & the Tijuana Brass, A&M 850 (Jobete, BMI)		2																																	
35	38	—	—	WONDERFUL SEASON OF SUMMER		Ray Conniff Singers, Columbia 44192 (Gil, BMI)		2																																	
36	—	—	—	MY HEART CRIES FOR YOU		Connie Francis, MGM 13773 (Massey, ASCAP)		1																																	
37	37	—	—	THE SINKER		Robert Goulet, Columbia 44186 (Mills, ASCAP)		2																																	
38	39	40	—	HERE WE GO AGAIN		Ray Charles, ABC 10938 (Disk, BMI)		3																																	
39	—	—	—	JACKSON		Nancy Sinatra and Lee Hazelwood, Reprise 0595 (Boxhill Quartet, ASCAP)		1																																	
40	40	—	—	WHEN WE ALL GET TOGETHER		Marilyn Maye, RCA Victor 9234 (Chappell, ASCAP)		2																																	

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. Get at least one outstanding teacher," advises Cleveland's "Mr. Guitar," Dick Lurie.

Lurie's promotions are the pick of the city.

He leads a group of guitar students to Spain and the Algarve coast of Portugal, Aug. 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 buy 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 4842M; D174842S) is a freshly fashioned collection of Loretta's favorites, packaged with verve and style. "If You're Not Gone too Long" (Decca 32127) 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 insists on the finest in guitars—an Epiphone.

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JULY 22, 1967, BILLBOARD

Sales—Statistics Tell Exciting Story

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 \$266.7 billion 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 yardsticks applied, the musical instrument business is growing at a rate out of proportion to the total economy. It's a market outstripped in growth only by such explosive businesses as office-copiers and computers. And it's a market that must be 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 the market is expanding again this year on the strength of new merchandise and merchandising. And the dealer more than made up the slack through increased sales of combo organs, miscellaneous instruments, drums and accessories.

In 1958, 305,000 guitars worth \$24 million were sold in the U. S. The figure hit a top of 1.5 million units (\$140 million) in 1965 and tapered off to 1.43 million units (\$135 million) last year. More than 4,650,000 guitars have been purchased during the past four years, and 1966 was the third consecutive year unit sales 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 low-priced models, chiefly imports. The AMC also reports that the guitar is now more readily accepted in school music programs. "Classroom teachers and some music specialists are beginning to use guitars to aid in teaching fundamentals of music," the AMC states in its "Report on Amateur Instrumental Music in the United States."

Mandolins

There were 1,060,000 acoustical and 370,000 electric guitars sold in 1966. Other fretted instruments moving well were ukuleles (145,000 units), banjos (45,000 units) and mandolins (15,000 units).

It is significant to note that only 255,000 brass, 352,000 woodwind and 80,000 stringed instruments were sold in the U. S. in 1966. The sum of the unit sales in these three categories doesn't total half that of guitars.

1909

It is also interesting to note that there were more pianos sold in 1909 than in 1966, 364,545 compared with 243,800. There were 123,200 accordions sold in 1950, but only 42,000 were sold last year. Console organ unit sales hit a high of 140,000 units in 1962 but have been holding steady at about 125,000 units annually ever since.

Only the pop-music-associated instruments have shown striking growth tendencies. About \$9 million worth of drums were sold in 1958. The figure was \$60 million last year, a 20 per cent increase over 1965. (There was a sales surge in good-quality sets.) Such pop-music-linked instruments as the autoharp, electric piano, harmonica, melodica, recorder and portable electric (combo) organ showed up healthily in 1966 under the \$70 million "miscellaneous instrument" category. Harmonicas hit \$3 million in sales last year. Combo organs exceeded \$16 million with unit sales estimated at 35,000.

Accessories, always deemed a solid market barometer, rose 20 per cent in 1966 to \$78 million. A comparable gain is expected this year. About \$10 million worth of self-instruction aids were sold in 1966. Sheet music sales rose approximately 10 per cent during 1966 to \$66 million.

Reading

The AMC reports that 10 million persons now play guitar in the U. S., compared with only 2.6 million ten years ago. One of every four American musicians is now a guitarist. Nearly 2 million Americans started playing instruments for the first time in 1966.

Says the AMC: "Self-made

music ranks behind only reading and card-playing among the nation's most popular participative leisure-time activities. Sales of new musical instruments, sheet music, instrument accessories and instructional aids in 1966 surpassed the dollar volume of all records sold, and the combined dollar volumes of all spectator sports, still and movie cameras, comic books and playing cards. Sales also exceeded the hobby industry's estimate of 1966 sales of handicrafts, science kits, and models (cars, boats, airplanes, etc.) by approximately \$300 million."

NOTICE



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SAWED-OFF GUITARS were shown at Chicago by LaBaye Guitar Co. The design has been dubbed "2 by 4." Models start at \$319.



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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 shown. Lights retail for \$240 a set.



HYBRIDS SPROUTED all over the Music Show. At left is a convertible 12-string guitar and at right is an electric banjo called a "Bantar." Both were shown by Rickenbacker. The flip of a switch converts the Bantar back and forth between sounds.

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Table with columns: Wks. On Chart, TITLE, Artist (Producer, Label & Number). Includes songs like 'MY MAMMY', 'THE HAPPENING', 'HYPNOTIZED', 'YOU WERE ON MY MIND'.

Table with columns: Wks. On Chart, TITLE, Artist (Producer, Label & Number). Includes songs like 'YOU KEEP ME HANGING ON', 'GENTLE ON MY MIND', 'EVERYBODY NEEDS LOVE'.

HOT 100—A TO Z—(Publisher-Licenses)

BUBBLING UNDER THE HOT 100

Table listing songs and artists under 'HOT 100—A TO Z' starting with 'Ain't No Mountain High Enough'.

Table listing songs and artists under 'HOT 100—A TO Z' starting with 'Happy (Sunshine Company)'.

Table listing songs and artists under 'HOT 100—A TO Z' starting with 'Pleasant Valley Sunday'.

Table listing songs and artists under 'BUBBLING UNDER THE HOT 100' starting with '36-21-40 SHAPE'.

A Couple of Big Ones

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A LITTLE BIT,
BABY**

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JIMMY RUFFIN



GLADYS KNIGHT & THE PIPS

**EVERYBODY
NEEDS
LOVE**

SOUL 35034

MOTOWN
RECORD CORPORATION
The Sound of Young America

MGM Mulling the Campus Road For Its Verve/Forecast Artists

By CLAUDE HALL

NEW YORK — MGM Records is considering launching a college tour for its Verve/Forecast artists. The tour is an outgrowth of the label's popular "Blues Bag" project which has been the springboard of such acts as the Blues Project, Richie Havens, and Dave Van Ronk. Jerry Schoenbaum, head of Verve/Forecast, said the most likely possibility is that the entire package of artists would be

offered to the college on a guaranteed basis. "The record company would pick up any difference if there should be any loss." He didn't feel there would be any . . . not with the selection of artists the label would be able to offer.

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

MGM Records recently bowed an hour syndicated stereo show hosted by producer Tom Wilson as an extra exposure medium. The show is produced by H. H. Cowan of the label.

Another form of exposure, said Schoenbaum is cocktail parties for the press and deejays in order to bring a group or artist to their attention. This worked out very well for MGM Records' group Every Mothers' Son. Record hops, too, can help make an artist.

"I feel that record companies, by making good use of this type of exposure can break through with an act without the normal channels—such as airplay on radio. It was only through TV, the "Inside Rock—The Pop Revolution" hosted by Leonard Bernstein that he broke through to national attention. But that's an unusual situation . . . how many times could you get that kind of exposure?"

Record companies have to make an investment to see that artists get proper exposure, Schoenbaum felt. One of the reasons is that record companies are developing more and more album rock 'n' roll artists, many of whom don't have a commercial item that can be considered for a single. Thus it's necessary to drive for other mediums of exposure.

The first Blues Bag was held over the Thanksgiving holidays—four days—in 1965 at Howard Solomon's Cafe Au Go Go in Greenwich Village here. The engagement established the Blues Project and Richie Havens. As an example of the success of the Blues Bag, the Project sold most heavily in New York at first, though they've now broken through nationally and their second album hit around 140,000 in sales.

The next year, the Blues Bag was held the first day at Stoney Brook State College on Long Island, then switched to the Cafe Au Go Go for three more days. This year's Bag will probably be held on Thanksgiving in a New York discotheque, too, before touring the nation's colleges.

Nitty Gritty Band Down To the Musical Nitty Gritty

NEW YORK — Liberty Records' The Nitty Gritty Dirt Band proved to be one of the finest good time music units around these days with an impressive performance at the Bitter End Thursday (6).

Clad in clothes that make them look like campaigners for Teddy Roosevelt, the boys

5,000 See Ochs at Rheingold Festival

NEW YORK — A&M recording artist Phil Ochs played before a capacity audience of 5,000 Friday (7) in the Rheingold Music Festival in Central Park's Wollman Memorial Skating Rink.

This was Ochs' only concert appearance scheduled for this city during the summer. The Rheingold shows are produced solely by Ron Delsener Enterprises.

turned out jug sound renditions of "I'm Gonna Sit Right Down and Write Myself a Letter," "Hard - Hearted Hannah" and others. Equally important as their distinct sound, they present a frantic show complete with smoke - emitting instruments and other assorted tomfoolery. They also did their current high-riding single "Truly Right."

Sharing the bill was a new Boston-based outfit called the Sacred Mushroom, led by vocalist Ann Tansey. Miss Tansey first performed at the Bitter End a few months ago as part of Ann's Group. Since then, she returned to Boston and organized this new group.

Miss Tansey's throaty, deep-driving vocal work scored on "Fever" and "Tobacco Road" although the backing was often unco-ordinated.

Fast becoming the house comedy team, the Pickle Brothers (Baxter Buddy and Bobo Pickle) dished-out a wild program. Fred Weintraub, who owns the Bitter End, is reportedly developing a full-length motion picture which will include the Pickle Brothers as well as other talent he manages.

CHARLES BARRETT

Intl. Menu at Living Room

NEW YORK—The show at the Living Room last week had a pleasant international flavor. One world of music, as it were. Opening the program was the song duo of Daniel and Dimitri, the former from Paris and the latter from Sofia. Accompanying themselves on guitars, they presented a range of material from "Dark Eyes" to "Bye, Bye Blackbird," touching at Mediterranean points along the way. They make a pleasant act for the Continental set.

The duo is followed by a blonde charmer, Maureen Thompson, a native of Scotland. Backed by piano, bass and drums, she proved her versatility with many types of material—including "My Funny Valentine," "Loch Lomond," a Scottish medley, "Big Spender" and others. Miss Thompson has plenty of style and graciousness and should not lack for bookings.

Tony Darrow wrapped it up with a performance marked by solid rapport with the audience. He sang "I Wish You Love," "You Are Women" and others, and gave the impression of addressing each lady in the audience personally. A strong act.

PAUL ACKERMAN



GEORGE SIMON, left, author of the forthcoming book, "The Big Bands," talks with Bob Eberly, center, and Woody Herman, at a banquet of the American Booksellers Association. The book, scheduled for release, Oct. 16, will be published by Macmillan.

A New Principle Goes to College

NEW YORK—Garry Sherman, arranger-conductor-composer and pop record producer, will present a new concept in jazz at Southampton College, L. I., on Tuesday (25). Sherman, who is titling his program "Excursions in Contemporary Sounds," says his new jazz is based on the electronic improvisation principle of the tape loop applied to a whole orchestra.

Sherman has written a special composition to justify the use of the new principle. The composition is titled "Freeze-Out." The "Freeze-Out" piece will be flanked on the program by "Warm-Up," a conventional jazz piece, and "Somewhere in the Middle," a musical potpourri that has rock, Beatles, pop and Mozart overtones.

Sherman will also introduce an original composition titled "Excursion CCS." The letters in the title, according to Sherman, stand for Compositionally Controlled Spontaneity. He describes this piece as a legitimate or classical approach to jazz in which he reverts back to chords but presents them in a new light. This concept was developed under the instruction of his music teacher, Tibor Serley.

Sherman's Chamber Jazz Orchestra will include himself as conductor-pianist; the Kohn String Quartet; Eddie Bert, trombone; Don Butterfield, tuba; Gary Chester, drums; Chasey Dean, clarinet; Hank Freeman, flute and piccolo; Donald Mikiten, tenor sax; and Russell Sanders, bass.

Sherman recently wound up his contract with RCA Victor and he's now holding discussions with several other labels about a new affiliation.

Darin Sets Off Musical Rockets In July 4 Date

ANAHEIM, Calif. — Bobby Darin toured the circular stage of the Melodyland Theatre July 4 with a program of rhythmic melodies which won a standing ovation from his opening night audience.

Throughout his two-hour concert, he delighted his audience with songs beginning in a more

(Continued on page 28)

Series Stars Bikel, Jack Jones, Brubeck

MINNEAPOLIS — Theodore Bikel, Jack Jones and Dave Brubeck will appear at the Minneapolis Symphony's Adventures in Music series next season. Bikel will open the series at Northrup Auditorium on Oct. 1. Brubeck and his quartet will appear on Nov. 26 and Jack Jones on Dec. 1. Fred Waring and his Pennsylvanians will perform on March 17, when the symphony is on tour.

GROUP NEEDED FOR BROADWAY

NEW YORK — Broadway producer Cheryl Crawford is looking for four or five boys between the ages of 16 and 20 to be part of a rock group and to act in her forthcoming production, "The Freaking Out of Stephanie Blake," which will star Jean Arthur. Those interested should call Miss Crawford's office, LT 1-3810.

AARON STERNFIELD

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 age groups with a repertoire which drew heavily from her Elektra Record albums. Few paid much attention to the rain beating down on the tent roof, the faulty speaker or the insects.

She sang four selections from her "In My Life" album — the title song, "Suzanne," "Colombe" and "Dress Rehearsal Rag."

"Suzanne," together with "Hard Lovin' Loser," were her big ones. "Colombe," a poignant anti-war ballad written by Jacques Brell, was delivered with a touch of the poet. Her

material was expertly chosen, with the possible exception of "Dress Rehearsal Rag," which seemed a bit pretentious and overly dramatic.

Miss Collins sang "Thirsty Boots" with a love and comprehension of lyric that is difficult to equal. She sings Bob Dylan, Donovan, Kurt Weill, Tom Paxton and Leonard Cohen with equal feeling and excellence.

While Miss Collins has been tagged as a folk singer, the description is no longer accurate—if it ever was. She's essentially a storyteller who uses a magnificent voice to create a mood and get a point across. As a female vocalist without the storytelling talent, she'd rank among the best. As a bard with a voice, she's in a class by herself.

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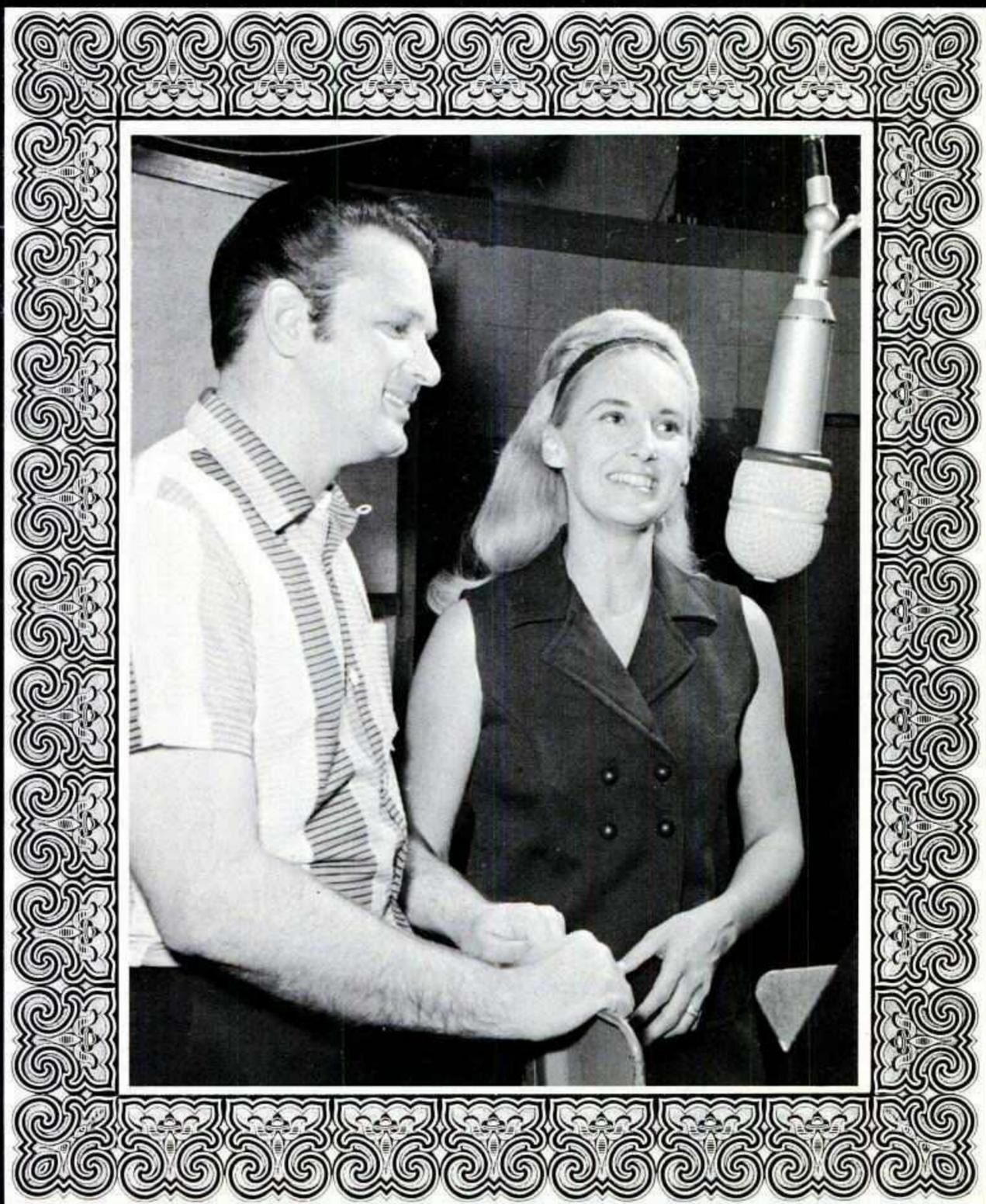
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Blues Project, Who, Havens A Triple-Decker of Talent

NEW YORK — The lower East Side's Village Theatre was the scene Saturday (8) of a sell-out rock concert headlining 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

and producing. McDuff has a powerful blues voice that certainly enhances the Project. On a number he wrote called "Lost in the Shuffle," he demonstrated extraordinary delivery that carried the group to a new mark in electronic music.

The Project also did their "Flute Thing" included in the second of their two Verve/Folkways LP's, as well as "Steve's Song." It was an important evening for this representing a turning point in their interpretation and repertoire. McDuff's swinging r&b oriented approach could keynote a new approach to the Project's works.

Also appearing on the bill were the Who, Decca artists. The Who put on quite an act for an audience that was young and had come for musical excitement. Complete with their instrument - breaking bit at the end of a number, the English group did their successful "Happy Jack" and "Picture of Lilly" to the backdrop of smoke screens and their synthetic gimmicks. Richie Havens, a folk singer with heavy blues overtones, did Bob Dylan's "Just Like a Woman" and "San Francisco Bay Blues" and then turned to the sitar to round out his program. He drew strong audience. After the Third World Raspberry, which used a projected slide screen backdrop and a soundtrack of baying dogs to get its message across still have a long way to go.

CHARLES BARRETT

Bobby Darin

Continued from page 26 popular vein ("Born Free," "I Got the World on a String"), drifting into rock-rhythm and blues "(Lovin' You)" to folk ("If I Were a Carpenter") and "Eighteen Yellow Roses"). A few standards are also offered.

The highlight of the evening was his excellent mimicry 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 comical routine, they intertwined a medley of their past hits.

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

ILENE LANDY

Signings

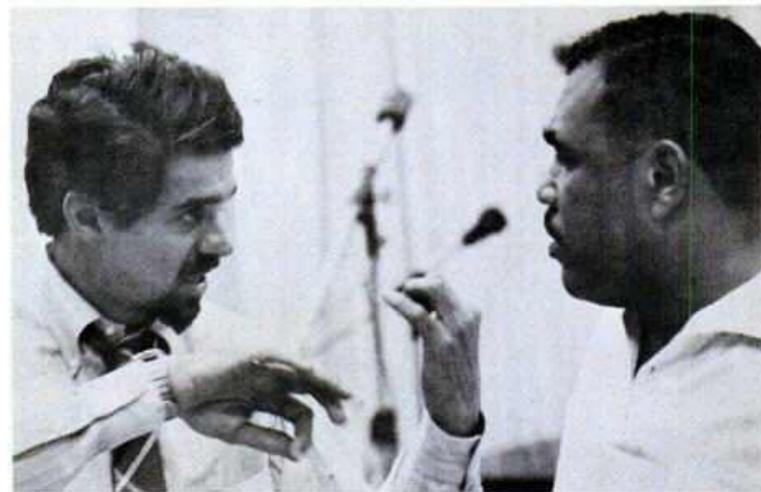
Carlos Montoya, flamenco guitarist, renewed his contract with United Artists Records. . . . Decca has signed the Sundowners and a new female trio, the Cake. . . . Pianist Fred Ramirez signed to Garson-Hassilev Productions, releasing through Warner Bros. Records. Mort Garson will arrange and conduct Ramirez's first session. . . . Earl Gaines, rhythm and blues singer, to Hollywood Records, the Nashville-based operation affiliated with Starday. . . . Eddie Jason to United Artists Records. His first plug side is "Stay and Love Me All Summer." Little Davey Williams to Britestar Records, company based in Bloomington, Ind.

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



BOBBY SCOTT, left, demonstrates the need for more violins 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 ad 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 an 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 LP'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 Cimper here. First efforts are featured on two Cuca Records releases.

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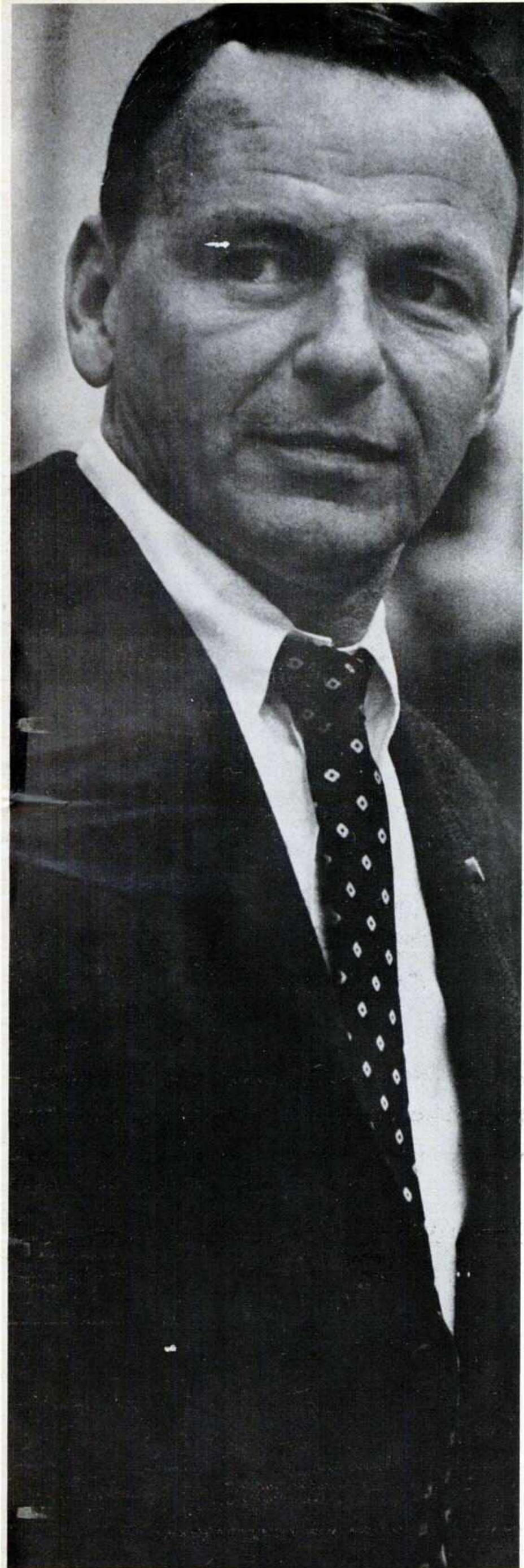
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WE KNEW”
(OVER AND OVER)

B/W “YOU ARE THERE”
(FROM THE MOTION PICTURE
“THE NAKED RUNNER”)

#0610 reprise
RECORDS

Produced by JIMMY BOWEN

Albums Get the Air Play At Rock 'n' Roll Stations

• Continued from page 1

underground groups like Butterfield Blues Band, the Mothers of Invention, and the Fugs—all of whom received little air-play on radio stations for one reason or another. But then program directors of Hot 100 format radio stations began to realize the excitement value of the entire albums of such groups as the Beatles, first, and later groups like the Rolling Stones and the Monkees. This movement quickly spread to other groups.

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 include WOR-FM, New York; KYA, San Francisco; KMPX-FM, San Francisco; and KEEL, Shreveport. Last week, Ruth Meyer, vice-president for programming, announced that WMCA in New York, the nation's leading influence on record sales, would begin playing more album cuts. She said that "it doesn't take a very percep-

tive person to realize that there's something going on out there in the record-buying world . . . and nobody seems to know what it is yet. 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 what the real hits are 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 that WMCA would start weighting its playlist to reflect album sales.

For some while, record producers have been thinking of the total album . . . rather than just a hit single and filling up the rest of the album, if the single makes it, with schlock material.

Bud Prager, in partnership with Felix Pappalardi in the 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. Pappalardi 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 charts before they did a single," Prager said, also listing the Jefferson Airplane, the Blues 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 among aficionados is so great that a group can sustain itself via albums."

Some of the other groups in this category, he felt, were the Doors, who now have a hit single, the Buffalo Springfield, and the Peanut Butter Conspiracy.

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



BRUCE BRADLEY of WBZ, Boston, left, emcee at the Massachusetts finals of the "Battle of the Bands" contest, helps Jaycees president Lee Williams, right, hand out first-place trophies to the Sheffield. Jaycees across the nation have been conducting city and State contests, and 30 winners, including the Sheffield, will meet in Boston in August to decide the national championship.

Country Magazine Bows For Radio Station Tie-In

PHILADELPHIA — Curtis Publications, on the heels of its tie-in music magazine for Hot 100 format radio stations, will bow in September a similar magazine geared for coun-

try music format radio stations. The name of the magazine will include the call letters of the radio station that buys the deal. For example, WPAW Country. WPAW in Syracuse, N. Y., is one of the stations that will sponsor the monthly magazine. Others so far include WYZE, Atlanta; KRAF, Sacramento; WMMJ, Buffalo, N. Y.; WMIL, Milwaukee; WMIN, Minneapolis; WPNX, Phoenix City, Ala.; WHYD, Columbus, Ga.; and WMGY, Montgomery, Ala. In other areas, the magazine will simply be titled Country. Station has five pages each issue for its use; Curtis controls the rest of the newsstand-distributed publication. The country publication will feature country music stories; the pop magazine is called WXXX Scene, using the tie-in station's call letters.

WRRC Sets 'Battle'

SPRING VALLEY, N. Y. — WRRC, a daytimer rock 'n' roll operation here, has slated a battle of the bands July 29. Operations manager Dick Thomas said that 24 groups from New York and New Jersey have already registered. Winner will receive an audition from Columbia Records.

EDITORIAL

Move for Better?

It hurts to see a station that was doing something far out—and beautiful—change. And WOR-FM, New York, the first station in the nation to blaze a path with a rock 'n' roll music format in stereo, will undoubtedly be changing. A guiding spirit of its whole programming concept is leaving—Murray (the K) Kaufman, the man who played the new records first before AM stations would touch them. And he had fantastic taste, great perception. He played the good music. He treated the music intelligently . . . more than can be said for many deejays. His concept was that presentation in today's radio wasn't exciting. His presentation was. He won a heavy audience of young adults, especially college students. But programming consultant Bill Drake has taken over the RKO General stations, including WOR-FM. Drake's policies are well known in the record business (he plays only the very top hits) and Murray the K's parting from WOR-FM is: "Who can live with that?"

RADIO REVIEW

MGM Radio Show Is Potpourri-Plus

NEW YORK — Tom Wilson shines like a pearl among deejays . . . and this could be considered fairly unique when you realize he's not a deejay. He's an a&r producer . . . and a good one. He produced hits by Bob Dylan, the Animals.

Yet, here he is the host of MGM Records' new syndicated hour stereo package, which bowed on WABC-FM here a couple of weeks ago. And he's good. Never hurries, never falters, always smooth.

The show doesn't stick to MGM Records artists. Wilson spun about a minute of a Herby Hancock movie mood theme. He went to a Bob Dylan slice of "Like a Rolling Stone," with the comment "I worked with him on this."

Johnny Tillotson, an MGM Records artist, sat in as a co-host on one show; Wilson spun

a couple of his records—including "Don't Tell Me It's Raining," a good new effort by Tillotson. Wilson also exposed Eric Burdon's new record.

A gimmick on the show is a "nightmare pick," and Wilson played a classical selection—in part—on the July 8 show. This gave the show, called "The Music Factory," a potpourri flavor. But Wilson blended rock, folk-rock, jazz, Easy Listening music, the Lovin' Spoonful with a good-time sound, and Ian and Sylvia with a folkish "Mr. Spoons" in tasteful, pleasant manner. The plugs to MGM Records is held down to a commercial approach. The package is definitely a good show and worthy of almost any Easy Listening or Hot 100 format. The show is produced by H. H. Cowan of the label and intended for FM stations mostly.
CLAUDE HALL



PERSONALITIES FROM TWO radio stations joined with record artists to welcome Atlantic Records artists Percy Sledge during his show at the Royal Peacock in Atlanta. Above, kneeling, from left: Shelly Stewart of the Phil Walden office that hosted a party for Sledge; Sledge, Arthur Conley. Standing, from left: Dave Crawford, WAOK; Alex Hodges, Walden office; Ben E. King; Ben Perry, WAOK; Zilla Mays, WAOK; Johnnie Taylor; Alan Walden; Herb Lance, WERD; Jerry Thompson, WAOK; D. Robert Scott, WERD; Zenith Sears, WAOK, and Bill Baker, WAOK. In back is an unidentified guest with Otis Redding, right.

'New' Winning in Sound Battle

By BILL WILLIAMS

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

When WSIX-FM installed its "Metropolitan Country" sound a few weeks ago in Nashville, it was another indication of the trend in 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 Bill Gerson, the station's program director. "That's what we're trying to do — program country music, not only for its fans, but also for people who don't like country music in its pure form."

Gerson pointed out that the hard steel sound is shied away from along with the down-home sounds of any kind. There are few country artists, according to the program director, who don't have something that fits in, and the selection is becoming broader every day.

This points up the fact that the recording studios themselves have gone strictly modern. Rarely is the old-time sound heard in a master control room.

'In Sound'

Across the nation, the term "modern country" is replacing the once widely accepted "country" connotation. Particularly in major metropolitan markets the new sound is "in."

"I'd be happy to make records in the old style as we did 10 years ago," said Chet Atkins, a&r director for RCA Victor Records, "but they won't sell." He added: "There are a very, very few who want the old style, but not enough of them. We have to make what the people want, and they want the modern sound."

Columbia Records recently installed an eight-track control panel to emphasize the modern sound. Hit tunes by Marty Robbins and the Statler Brothers resulted from this emphasis.

Capitol's Kelso Herston takes exception to the trend. He points out that Buck Owens and Merle Haggard both are still

(Continued on page 34)

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WBOS-FM to Raise Power, Going Stereo

BOSTON — Because its FM ratings have given management an indication of what could be a bright radio, WBOS-FM is switching to stereo and upping power to 50,000 watts as soon as the Federal Communications Commission grants permission. The station programs a conservative format on both AM and FM, like that similar to the one paved by WPAT in Paterson, N. J. In expectation of the stereo facility, music director

David Franco has been building all of his music tapes for the past two years in stereo. The station receives telephone calls constantly requesting stereo, Franco said.

Though the approach to programming is largely subliminal, "we're not a background music station," Franco said. "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 "It's Alright With Me," which Franco said has a background similar to "Moonlight Sonata," then segue to a classical version of "Moonlight Sonata," followed by Peter Nero playing "Night and Day," which Franco said has a "Moonlight Sonata" type of beginning.

The station also varies the tempo of its music throughout the day, much as a "Hot 100" format station does. The music is bright up until 9 a.m., then is medium to uptempo until the afternoon when the tempo picks up again. Dinner music comes later. The station also plays a lot of continental music, such as both the French and Italian versions of "Strangers in the Night." As for the play "My Fair Lady," the station has on file and programs original cast LPs in French, Hebrew, German, Italian and Spanish. Franco always slates an instrumental version before playing a vocal of the same tune. A violinist by profession, Franco performed with Mantovani on two tours in the U. S.

Bows Biweekly To 140 Outlets

GREAT BARRINGTON, Mass. — To fulfill requests, High Fidelity magazine's "Musicians Off Stage" syndicated 15-minute radio interview show will be produced twice a month beginning in August. The show, hosted and produced by Walter F. Grueninger of the magazine, was formerly available on tape; it will now be distributed via a 10-inch record.

One hundred and forty good music and educational radio stations now use the free show, which features an interview with classical music artists. The August shows offer Stokowski and Marilyn Horne. September will feature Rubinstein and Thomas Stewart. Leontyne Price, Eugene Ormandy, and Joan Sutherland are a few who have been on past shows.

Yesteryear's Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the land 5 years ago and 10 years ago this week. Here's how they ranked in Billboard's chart at that time.

POP SINGLES—5 Years Ago July 21, 1962

1. Roses Are Red—Bobby Vinton (Epic)
2. The Wah-Watusi—Orlons (Cameo)
3. I Can't Stop Loving You—Ray Charles (ABC-Paramount)
4. The Stripper—David Rose & His Ork (MGM)
5. Sealed With a Kiss—Brian Hyland (ABC-Paramount)
6. Wolverton Mountain—Claude King (Columbia)
7. Johnny Get Angry—Joanie Sommers (Warner Bros.)
8. Speedy Gonzales—Pat Boone (Dot)
9. Gravy—Dee Dee Sharp (Cameo)
10. Palisades Park—Freddy Cannon (Swan)

R & B SINGLES—5 Years Ago July 21, 1962

1. I Can't Stop Loving You—Ray Charles (ABC-Paramount)
2. You'll Lose a Good Thing—Barbara Lynn (Jamie)
3. Snap Your Fingers—Joe Henderson (Todd)
4. Bring It on Home to Me—Sam Cooke (RCA Victor)
5. The Wah-Watusi—Orlons (Cameo)
6. Roses Are Red—Bobby Vinton (Epic)
7. Twist and Shout—Isley Brothers (Wand)
8. Having a Party—Sam Cooke (RCA Victor)
9. It Keeps Right on A-Hurtin'—Johnny Tillotson (Cadence)
10. I Need Your Loving—Don Gardner

POP SINGLES—10 Years Ago July 22, 1957

1. Teddy Bear/Loving You—Elvis Presley (RCA Victor)
2. Love Letters in the Sand/Bernadine—Pat Boone (Dot)
3. Bye Bye Love—Everly Brothers (Cadence)
4. So Rare—Jimmy Dorsey (Fraternity)
5. Searchin'/Young Blood—Coasters (Atco)
6. Valley of Tears/It's You I Love—Fats Domino (Imperial)
7. Send for Me/My Personal Possession—Nat King Cole (Capitol)
8. Old Cape Cod/Wandering—Patti Page (Mercury)
9. Over the Mountain—Johnnie & Joe (Chess)
10. Dark Moon—Gale Storm (Dot)

POP LP's—5 Years Ago July 21, 1962

1. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
2. West Side Story—Soundtrack (Columbia)
3. Stranger on the Shore—Mr. Acker Bilk (Atco)
4. Breakfast at Tiffany's—Henry Mancini (RCA Victor)
5. West Side Story—Original Cast (Columbia)
6. Blue Hawaii—Elvis Presley (RCA Victor)
7. Peter, Paul and Mary—(Warner Bros.)
8. Moon River and Other Great Movie Themes—Andy Williams (Columbia)
9. No Strings—Original Cast (Capitol)
10. College Concert—Kingston Trio

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Al Fraser, former morning man under the name of Allen E. Allen at WLOB in Portland, Me., has returned to WICE in Providence, R. I. . . . Khan Hamon, program director for KTSA in San Antonio, has joined WYSL in Buffalo, N. Y. . . . John M. Hamer, who worked as program director of WCMI in Ashland, Ky., and WKEE in Huntington, W. Va., before joining WHTN-TV in Huntington where he hosted a teen-age dance show, has been named executive producer for programming at KYW-TV, Philadelphia.

Drex Hines, manager of custom a&r for RCA Victor Records, has rejoined NBC as manager of FM development for NBC-owned radio stations. Hines had been a producer, director and writer for the NBC radio recording division syndicated and programming library services. The NBC-owned FM stations now broadcast about 70 hours a week of classical music, all via tapes produced in Cleveland.

Jim Evans has been upped to general manager of WHEW of West Palm Beach, Fla. . . . Mike Payne, WABQ, holds his second annual talent night July 14-16 at WHK Auditorium to encourage Cleveland talent. . . . The South may rise again, because many southerners are in the north. Latest to join WHK in Cleveland is Johnny Michaels, formerly the Mad Michael of KNUZ, Houston. Others from Houston: Ken Gaines and Russ Knight, both with WHK; King Kirby at WIXY, and Charlie Brown at WKYC. . . . Also new at WHK is Hal (Baby) Moore, formerly of KIMN in Denver.

Don Thomas has joined KDEO in San Diego as morning personality; he'd been with KFMB in that city. . . . "Tops in Pops," a music variety show on BBC-TV in England, averaged more than 11 million viewers a show during May. The average audience for BBC radio during May was 3.4 millions and the number who listened to one or more radio programs on the average day was 25.2 million. How many were listening to the pirate stations isn't known.

WJPW at P. O. Box 810 in Rockford, Mich., is launching a traffic time rock 'n' roll show and needs Hot 100 records desperately, says George Wulf. The Grand Rapids area station featured primarily country music. . . . Gremlins at work again—the picture of Terrell Metheny Jr. was put over the name of Marty Faye in the July 8 issue. . . . Tim Tyler at WAKY in Louisville is moving into sales — after five years at his post—and the new music director is Johnny Randolph, formerly of WKLO, who'll also host a 6-9 p.m. air stint. . . . Michael O'Reilly has joined KQUE-FM, Houston, as deejay.

Phil Rainey has been upped to program director of WWOK, Charlotte, N. C., a 5,000-watt full-time country music outlet. He'll continue his 6-9 a.m. show. . . . Alan Henry, formerly with Group W, has been appointed vice-president for group operations of Sonderling Broadcasting.

"Feather on Jazz," the half-hour history of jazz series hosted by Leonard Feather, is slated for its second year of telecasting on

and WWF programming head Friedrich Wilhelm Andreas was in Hollywood completing arrangements. Show is filmed in German as well as English. . . . George Kalman has joined WVOX, New Rochelle, N. Y., with a show called "Music in the Round" on Sundays.

John Catlett, an account executive, is new program director of KGW, Portland, Ore. . . . Larry M. McCabe, program director of WERK in Muncie, Ind. (care of Muncie Broadcasting Corp., Route 4), says: "We need records! We've gotten a smattering from some companies, but generally zilch. They seem to be very inconsistent in their scattered shipments. We have really made a big impact in this community in our short two-and-a-half years on the air. We're definitely No. 1 in Muncie, believe me."

KDKA, in honor of two shows by Frank Sinatra July 2 in Pittsburgh, played his records exclusively; KDKA personality Clark Race hosted the two Civic Arena performances that drew some 24,000 fans. . . . Beginning with the July 1 show, the "Live From the Landing" broadcasts over WOAI, San Antonio, are wholly sponsored by the Landing and Happy Jazz Records. Jim Cullum's Happy Jazz group is featured on the Saturday evening shows. . . . Cramer Haas, considered the most famous deejay in Vietnam today, will be seen on ABC-TV's "ABC Scope" July 29. Haas, who conducts a 6-7 a.m. show trademarked by a yodel, is a former deejay of WVIM, Vicksburg, Miss.

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Billboard SPECIAL SURVEY for Week Ending 7/22/67

TOP SELLING R & B SINGLES

★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	2	MAKE ME YOURS Bettye Swann, Money 126 (Cash Songs, BMI)	12	26	23	LET YOURSELF GO James Brown & the Famous Flames, King 6100 (Dynatone, BMI)	11
2	1	I WAS MADE TO LOVE HER Stevie Wonder, Tamla 54151 (Jobete, BMI)	5	27	20	SHAKE, RATTLE & ROLL Arthur Conley, Atco 6494 (Progressive, BMI)	4
3	6	SOUL FINGER Bar-Kays, Volt 148 (East, BMI)	9	28	42	COME ON SOCK IT TO ME Syl Johnson, Twilight 100 (Caforn, BMI)	2
4	3	AIN'T NO MOUNTAIN HIGH ENOUGH Marvin Gaye & Tammi Terrell, Tamla 54149 (Jobete, BMI)	8	29	43	TAKE ME (Just as I Am) Solomon Burke, Atlantic 2416 (Fame, BMI)	2
5	9	HERE WE GO AGAIN Ray Charles, ABC 10938 (Dirk, BMI)	7	30	30	LET IT HAPPEN James Carr, Goldwax 323 (Press, BMI)	4
6	4	FOR YOUR PRECIOUS LOVE Oscar Toney Jr., Bell 672 (Sunflower, ASCAP)	9	31	38	NEARER TO YOU Betty Harris, Sansu 466 (Marsaint, BMI)	2
7	5	RESPECT Aretha Franklin, Atlantic 2403 (East/Time/Walco, BMI)	12	32	32	LEE CROSS Aretha Franklin, Columbia 44181 (Noma, BMI)	4
8	18	HYPNOTIZED Linda Jones, Loma 2070 (Zira/Flotoca, BMI)	6	33	34	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive In/Routteen, BMI)	14
9	8	TRAMP Otis & Carla, Stax 216 (Modern, BMI)	11	34	39	I'LL DO IT FOR YOU Toussaint McCall, Ronn 9 (Suma, BMI)	3
10	16	(I Wanna) TESTIFY Parliaments, Revilot 207 (Groovesville, BMI)	4	35	—	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	1
11	11	SOUL DANCE NUMBER THREE Wilson Pickett, Atlantic 2412 (Pronto, BMI)	5	36	—	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley, Vando 101 (Blackwood, BMI)	1
12	14	MORE LOVE Smokey Robinson & the Miracles, Tamla 54152 (Jobete, BMI)	5	37	37	LOVE ME TENDER Percy Sledge, Atlantic 2414 (Presley, BMI)	3
13	7	ALL I NEED Temptations, Gordy 7061 (Jobete, BMI)	11	38	48	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 35034 (Jobete, BMI)	2
14	15	BABY PLEASE COME BACK HOME J. J. Barnes, Groovesville 1003 (Groovesville, BMI)	10	39	40	TIP ON IN Slim Harpo, Excello 2285 (Excellorec, BMI)	3
15	10	7-ROOMS OF GLOOM Four Tops, Motown 1110 (Jobete, BMI)	8	40	—	LET THE GOOD TIMES ROLL & FEEL SO GOOD Bunny Sigler, Parkway 153 (Travis, BMI)	1
16	12	YOU GAVE ME SOMETHING (And Everything Is All Right) Fantastic Four, Ric Tic 128 (Myto, BMI)	7	41	41	BABY, I LOVE YOU Howard Tate, Verve 10525 (Ragmer, BMI)	4
17	22	FOR YOUR LOVE Peaches & Herb, Date 1563 (Beechwood, BMI)	4	42	—	WHEN WE'RE MADE AS ONE Manhattans, Carnival 529 (Sanavan, BMI)	1
18	21	SOOTHE ME Sam & Dave, Stax 218 (Kags, BMI)	4	43	44	DEEP IN THE HEART OF HARLEM Walter Jackson, Okeh 7285 (January, BMI)	3
19	25	I'LL ALWAYS HAVE FAITH IN YOU Carla Thomas, Stax 222 (Falart-Champion, BMI)	3	44	45	SO SHARP Dyke & the Blazers, Original Sound 69 (Routteen, BMI)	3
20	27	FOUR WALLS J. J. Jackson, Calla 133 (Meager, BMI)	6	45	46	WASHED ASHORE (On a Lonely Island in the Sea) Platters, Musicor 1251 (Catalogue-A-La-King, BMI)	3
21	29	YOUR UNCHANGING LOVE Marvin Gaye, Tamla 54153 (Jobete, BMI)	3	46	—	A WHITER SHADE OF PALE Procol Harum, Deram 7507 (Essex, ASCAP)	1
22	13	GROOVIN' Young Rascals, Atlantic 2401 (Siacsar, BMI)	11	47	—	SHOW BUSINESS Lou Rawls, Capitol 5941 (Raw Lou/Hide, BMI)	1
23	17	ALFIE Dionne Warwick, Scepter 12187 (Famous, ASCAP)	11	48	49	I STAND ACCUSED (Of Loving You) Glorias, Date 1553 (Yorey-Piote, BMI)	2
24	24	WOMAN LIKE THAT, YEAH Joe Tex, Dial 4059 (Tree, BMI)	5	49	50	YOU AIN'T READY Lou Courtney, Riverside 4591 (Emalou, BMI)	2
25	19	WHO'S LOVING YOU Brenda & Tabulations, Dionn 501 (Jobete, BMI)	7	50	—	THAT DID IT Bobby Bland, Duke 421 (Don, BMI)	1

Rock Stations Giving Albums the Air Play

• Continued from page 30

and director of recorded product for Mercury Records and its affiliated labels, pointed out that the Blues Magoos made it with an album before hitting as singles artists as well. "Kids are getting more and more tuned in to the album market. If they really dig the act, a single just won't satisfy them." Two of the groups the labels were enthusiastic about as album artists "even if they don't have the single we hope they will have," are the Burning Bush and the Raves.

Johnny Holliday, program director and air personality with KYA in San Francisco, said that playing album cuts by groups like the Jefferson Airplane, Country Joe and the Fish, and the Grateful Dead has undoubtedly helped the station in audience ratings. The station had initially been hurt by a change-over in ownership and the Bill Drake-guided KFRC. But in a May Hooper, KYA was only slightly behind KFRC in the 7-noon period and had topped the tight playlist operation 11.5 for KYA to 7.8 for KFRC) noon to 6 p.m.

Radio, Holliday felt, had in general lost a lot of its show business atmosphere. The station decided to try something different and program a good cut from a Paul Butterfield, Janis Ian, or Jimmy Hendrix Experience album. Result: The Doors' seven-minute cut of "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.

"I don't program for the hippies, because they're actually a minority audience. But the current Association album has so many good things in it . . . tunes that should be played." The same thing applies to many other groups, he said.

Ken Gaines, program director of WHK in Cleveland, said his station was playing those cuts from albums by hot artists that he felt were good. "But you take the new Grassroots album. There's definitely going to be a single out of that album."

Jim Hilliard, program director of WFIL in Philadelphia, said he was playing the seven-minute version of "Light My Fire" by the Doors instead of the shorter single version, six-to-seven cuts from the new Monkees album, had played six from the new Beatles album, was playing three cuts from the current Aretha Franklin album, two from the one by the Association, one from the Country Joe and the Fish record and fairly old Temptations album had sold out in Philadelphia because of the playing of "Born to Love You" from it.

Al Heacock, program director of WBZ in Boston, said he was playing several cuts from albums by such groups as Country Joe and the Fish, the Hearts and Flowers, and the Grateful Dead. "The album business is much bigger than the singles business. . . . that's why."

'New' Wins in Sound Battle

• Continued from page 30

"pure" country, with no voices or violins. "There will always be a market for pure country, a big market," Herston said. He added that Jean Shepard sometimes overdubs with her own voice, but shies away from the big background sound. However, other Capitol artists go with the modern sound, and have had success with it.

Decca's Owen Bradley takes the stand that any record will sell as long as it's a good record. "Chocolate and vanilla are still the basic ingredients," he explained, "but a lot of other flavors will sell more of a product." He said that country music should be country, pop music should be pop, and bluegrass should be just that. But he said flavoring is bound to help.

Why Change?

"Many pure country artists are fantastic as they are," he said, "so why change."

Pointing to the two Nashville stations which consistently program country, he said the example of WSIX-FM and WENO is a story in itself. "WSIX-TV is trying to program strictly one type of music, and doing a good job of it. WENO programs every kind of country music, and also does a good job. This proves that there is a market for everything. It all gets back to the thesis that, it's a good song, it doesn't matter whether there are voices, strings or not."

Loretta Lynn, one of the top Decca artists, has recorded both ways—with the voices and

strings and without. Both ways, her records have been big sellers. But the radio stations, more than anything else, are having the greatest effect. Even the new series of delayed broadcast tapes of the "Grand Ole Opry" are edited to give emphasis to the "modern sound," a demand made by the majority of the subscribers. Some of the old "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, "50-50 Club" star, recently inked to a recording pact by United Artists, has signed a new five-year contract with Avco Broadcasting Corp., John T. Murphy, Avco Broadcasting president, announced last week.

Braun, also long active as a deejay in this area, took over the key spot in the 21-year-old "50-50 Club" after Ruth Lyons, who had hosted the program since its start on radio in 1946, retired earlier this year. He had assisted Miss Lyons in hosting the show for the past 10 years.

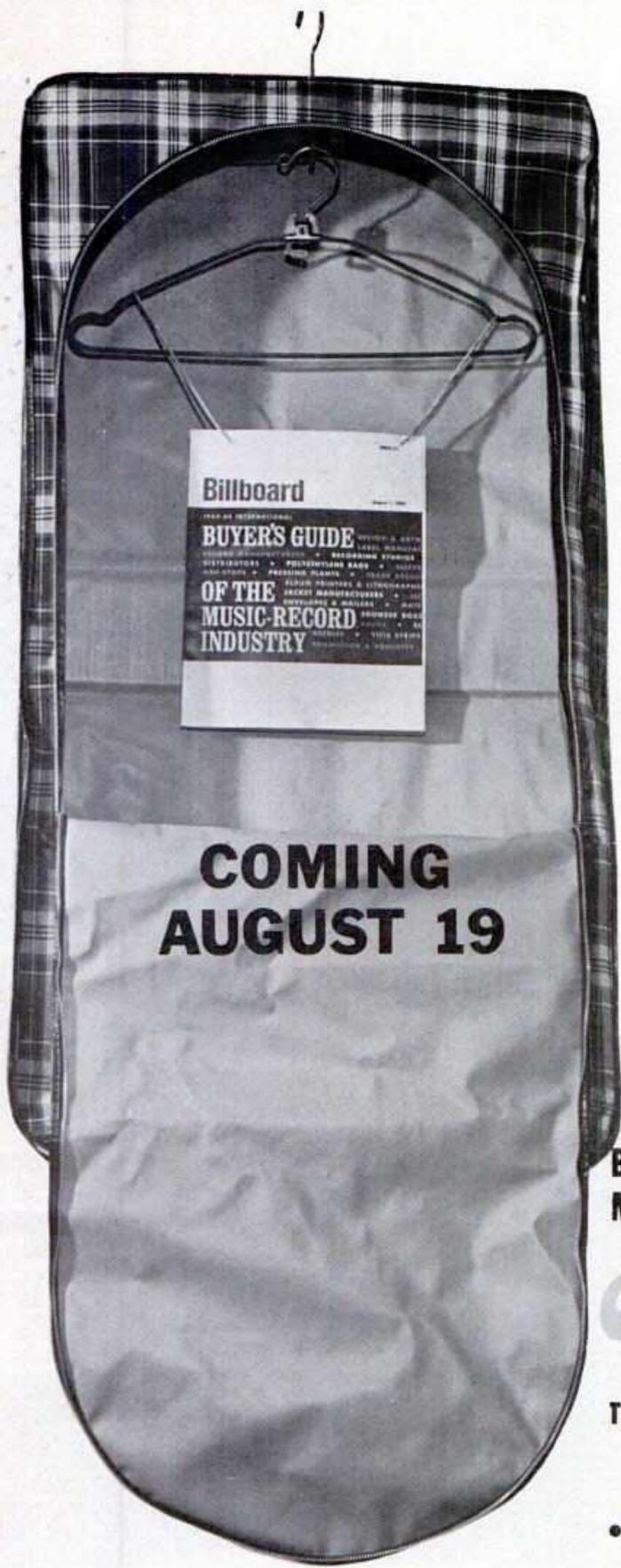
The "50-50 Club" is telecast in color over Avco Broadcasting's WLWT, Cincinnati; WLWD, Dayton, and WLWC, Columbus, Ohio, and WLWI, Indianapolis. It is also simulcast over WLW Radio, Cincinnati.

Billboard SPECIAL SURVEY for Week Ending 7/22/67

TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	7	16	18	THE QUEEN ALONE Carla Thomas, Stax 718 (M); S 718 (S)	4
2	2	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	16	17	15	COLLECTIONS Young Rascals, Atlantic 8134 (M); SD 8134 (S)	15
3	7	SUPREMES SING RODGERS & HART Motown MLP 659 (M); SLP 659 (S)	6	18	17	SUPREMES SING HOLLAND-DOZIER-HOLLAND Motown MLP 650 (M); SLP 650 (S)	22
4	5	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	28	19	20	DRY YOUR EYES Brenda & the Tabulations, Dionn LPM 2000 (M); LSP 2000 (S)	5
5	3	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	10	20	16	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	32
6	6	JAMES BROWN LIVE AT THE GARDEN King 1018 (M); S 1018 (S)	6	21	21	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	20
7	4	TEMPTATIONS LIVE! Gordy 921 (M); S 921 (S)	17	22	24	BACKLASH Freddie Hubbard, Atlantic 1477 (M); SD 1477 (S)	3
8	8	JUST FOR NOW Nancy Wilson, Capitol T 2712 (M); ST 2712 (S)	8	23	25	BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	15
9	9	KING & QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	15	24	22	CARRYIN' ON Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	26
10	11	ARETHA FRANKLIN'S GREATEST HITS Columbia CL 2673 (M); CS 9473 (S)	6	25	19	WHY! (Am I Treated So Bad) Cannonball Adderley Quintet, Capitol T 2617 (M); ST 2617 (S)	7
11	14	HIP-HUG-HER Booker T & the MG's, Stax 717 (M); S 717 (S)	5	26	26	PAINT IT BLACK Soulful Strings, Cadet LP 776 (M); LPS 776 (S)	4
12	12	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	32	27	27	JAMES BROWN PLAYS THE REAL THING Smash MGS 27093 (M); SRS 67093 (S)	3
13	13	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	19	28	28	KING CURTIS PLAYS GREAT MEMPHIS HITS Atco 33-211 (M); SD 33-211 (S)	8
14	10	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	9	29	30	THE FABULOUS IMPRESSIONS ABC ABC 606 (M); ABCS 606 (S)	2
15	23	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	2	30	29	THE BEST OF BOBBY BLAND Duke, DLP 84 (M); (No Stereo)	3



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BILLBOARD'S ANNUAL INTERNATIONAL BUYERS' GUIDE

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Album Reviews

Continued From Back Cover

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

FLOWERS

Rolling Stones, London LL 3509 (M); PS 509 (S)
(640-03509-3; 640-00509-5)

INSIGHT OUT

Association, Warner Bros. W 1696 (M); WS 1696 (S)
(925-01696-3; 925-01696-5)

★ 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 Darin, Atlantic 8142 (M); SD 8142 (S)
(180-08142-3; 180-08142-5)

SINGIN' AGAIN . . .

Ernest Tubb and Loretta Lynn, Decca DL 4872 (M); DL 74872 (S) (400-04872-3; 400-74872-5)

RAVI SHANKAR IN NEW YORK . . .

World Pacific WP 1441 (M); WPS 21441 (S)
(947-01441-3; 947-21441-5)

MY GIRL JOSEPHINE . . .

Jerry Jaye, Hi HL 12038 (M); SHL 32038 (S)
(553-12038-3; 553-32038-5)

JAZZ RAGA . . .

Gabor Szabo, Impulse A 9128 (M); AS 9128 (S)
(575-09128-3; 575-09128-5)

I AM MARJORIE McCOY . . .

Vivo, V-6007 (M); V-36007 (S) (907-06007-3; 907-36007-5)



POP SPOTLIGHT

INTRODUCING THE SONICS

Jerden. JRL 7007 (M); JRLS 7007 (S)

This young Pacific Northwest group has what it takes to make it big as this, their debut album, shows. At their best in hard-driving rock numbers such as their "The Witch" and "Psycho," they also handle slow rock numbers such as "Love Light," "Like No Other Man" and another song, "You've Got Your Head on Backwards" are other top selections.



LOW PRICE CLASSICAL

SPOTLIGHT

CHABRIER: ESPANA

Detroit Symphony (Paray). Mercury Wing WC 18068 (M/S)

The Detroit Orchestra comes through with a first-rate performance of Chabrier's "Espana," "Suite Pastorale," "Fete Polonoise," "Gwendoline" overture and "Danse Slave," all presented with gusto and excitement. The new Wing packaging helps too.

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

All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.

SOUND AFFECTS.

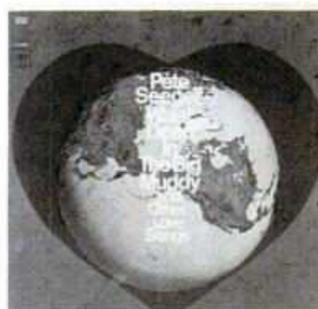
As no visual media can. That's why books may soon be obsolete. Marshall McLuhan says so. In his book, *The Medium is the Massage* has been the No. 1 best seller for more than 12 weeks. This Columbia LP has the same potential for success.



CL 2701 / CS 9501

The "Massage" is not a soothing experience. It's a startling, transfixing assemblage of effects. It may blow the mind. But that's the Marshall Plan.

The Medium is the Massage. ON COLUMBIA RECORDS. Where sound affects sales. With sound effects.



FOLK SPOTLIGHT

PETE SEEGER WAIST DEEP IN THE BIG MUDDY & OTHER LOVE SONGS

Columbia CL 2705 (M); CS 9505 (S)

Pete Seeger was never in better form as he sings and plays his way through 13 tunes. The LP package includes old-timers like "Down by the Riverside" a traditional "East Virginia" and even the pop tune "Melodie D'amour" served up in a folksy instrumental way.



INTERNATIONAL SPOTLIGHT

LOS PAJAROS

Carinosamente. Philips PHM 200-240 (M); PHS 600-240 (S)

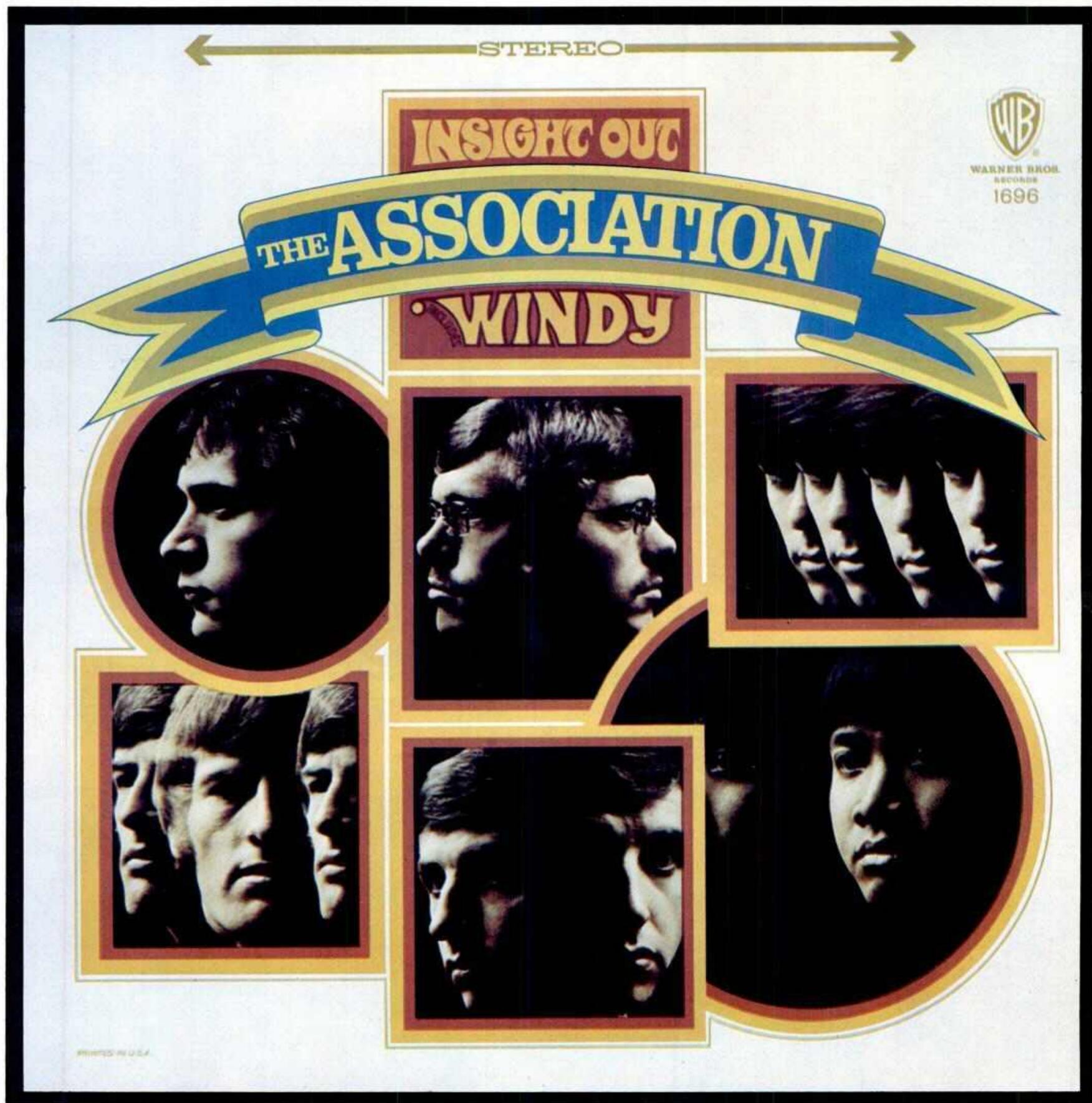
Four girls form the Los Pajaros (Birds). Backed by Latin big band arrangements, their repertoire ranges from a slow and beautiful "Sueno de Amor" to a rippling "Taurubao de los Pajaros." There's even a "Polpourri de Boleros No. 2" which should please everybody. "Madrigal Guajiro" is the most beautiful of all. Easy Listening stations should consider this for a change of pace.

(Continued on page 58)

ALBUM REVIEW POLICY

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

GROUND SWELL!!!



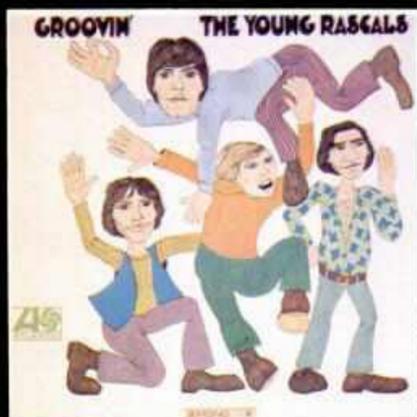
THE CHART SURGE OF SUMMER '67 FROM



#1696

WARNER BROS. RECORDS

THE BIG HIT ALBUMS OF THE SUMMER ON ATLANTIC -ATCO



GROOVIN' The Young Rascals Atlantic 8148/SD8148



THE SOUND OF WILSON PICKETT Atlantic 8145/SD8145



THE BEST OF JOE TEX Atlantic 8144/SD8144



COWBOYS & COLORED PEOPLE Flip Wilson Atlantic 8149/SD8149



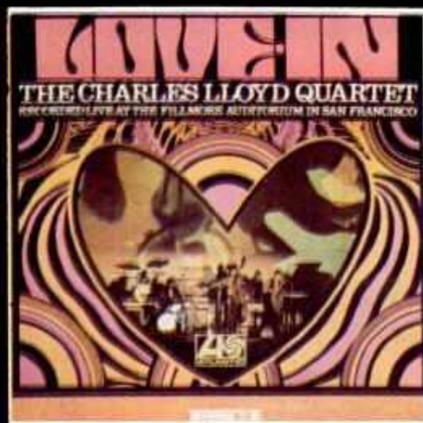
THE BEAT GOES ON Herbie Mann Atlantic 1483/SD1483



THE SUPER-HITS Atlantic Group 501/SD501 Aretha Franklin, Rascals, Wilson Pickett & other top artists



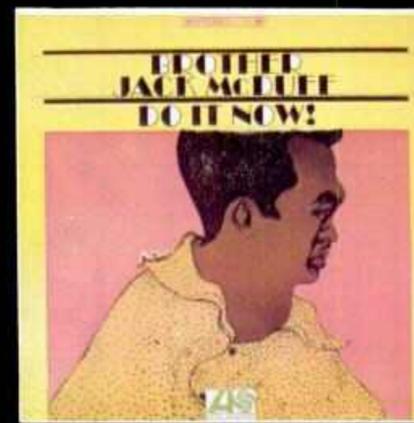
DREAMER Patti LaBelle & The Bluebelles Atlantic 8147/SD8147



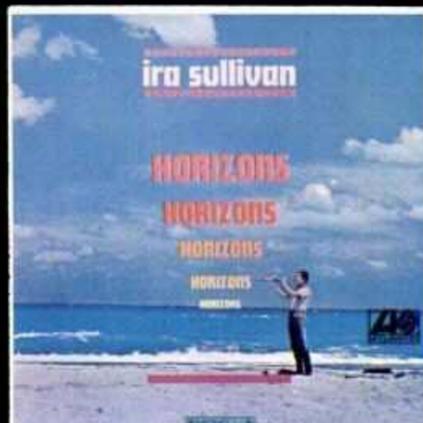
LOVE-IN The Charles Lloyd Quartet Atlantic 1481/SD1481



MJO LIVE AT THE LIGHTHOUSE Atlantic 1486/SD1486



DO IT NOW! Brother Jack McDuff Atlantic 1484/SD1484



HORIZONS Ira Sullivan Atlantic 1476/SD1476



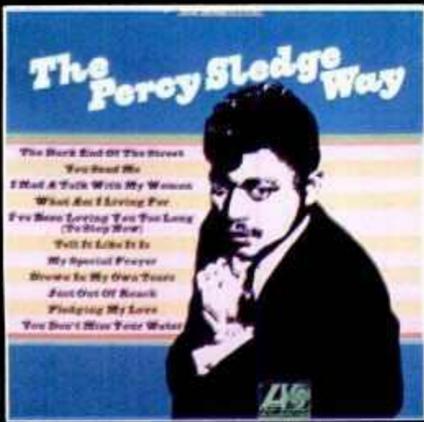
MIDNIGHT WALK Elvin Jones Atlantic 1485/SD1485



INDO-JAZZ FUSIONS The Joe Harriott-John Mayer Double Quintet Atlantic 1482/SD1482

32 Exciting New Releases!





THE PERCY SLEDGE WAY
Atlantic 8146/SD8146



THE BEST OF SONNY & CHER
Atco 33-219/SD33-219



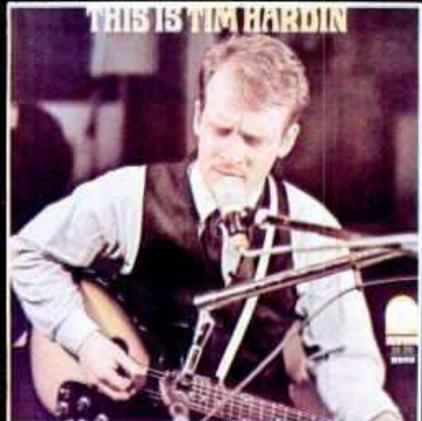
SHAKE RATTLE & ROLL
Arthur Conley
Atco 33-220/SD33-220



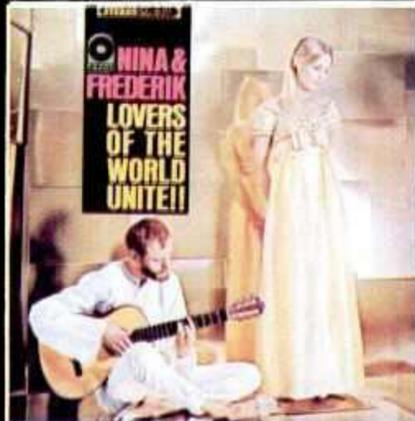
SMASH SOUNDS
Atco Group 850/SD850
Sonny & Chér, Otis Redding,
Arthur Conley, & other top artists



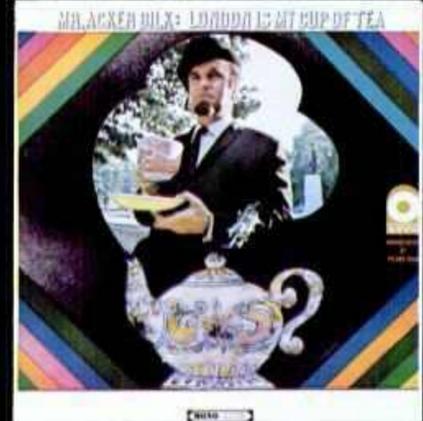
FOR ONCE IN MY LIFE
Carmen McRae
Atlantic 8143/SD8143



THIS IS TIM HARDIN
Atco 33-210



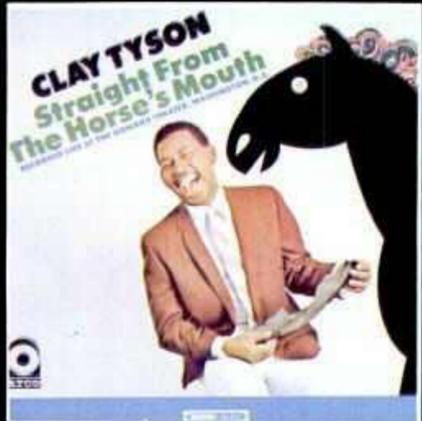
LOVERS OF THE WORLD UNITE!
Nina & Frederik
Atco 33-217/SD33-217



LONDON IS MY CUP OF TEA
Mr. Acker Bilk
Atco 33-218/SD33-218



SHINE ON ME
The Harmonizing Four
R-005/SD R-005



STRAIGHT FROM THE HORSE'S MOUTH
Clay Tyson
Atco 33-213/SD33-213

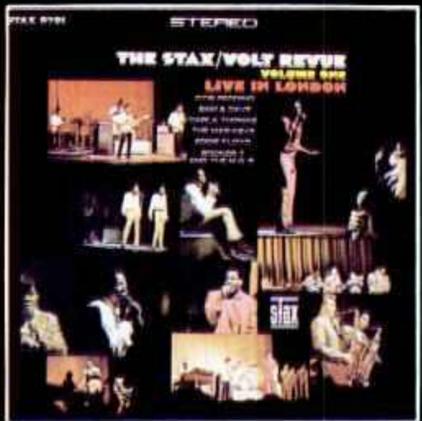


DARRELL BANKS IS HERE!
Atco 33-216/SD33-216



THE NEW RELIGION
Jimmy James & The Vagabonds
Atco 33-222/SD33-222

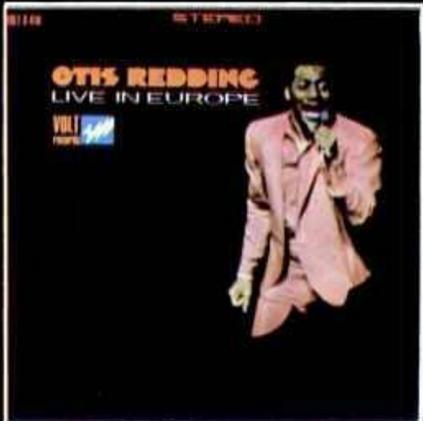
Stax Volt



LIVE IN LONDON
The Stax/Volt Revue—Vol. 1
Stax 721/S721



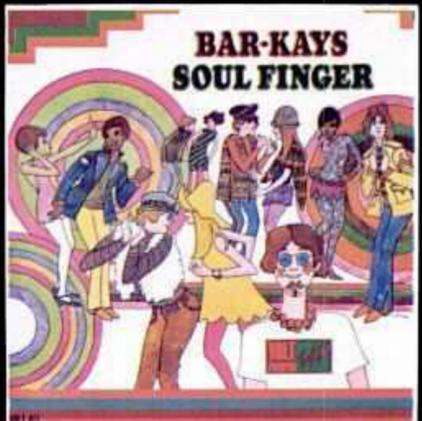
LIVE IN PARIS
The Stax/Volt Revue—Vol. 2
Stax 722/S722



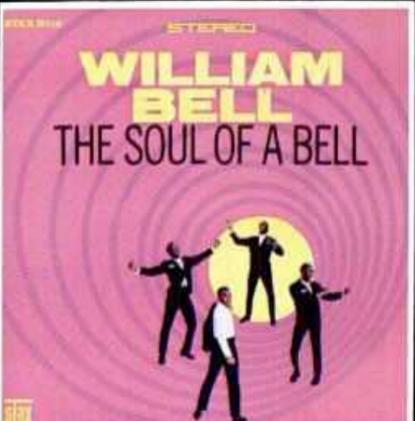
OTIS REDDING LIVE IN EUROPE
Volt 416/S416



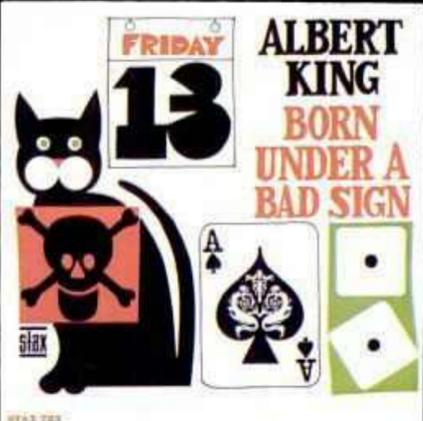
BACK TO BACK
The Mar-Keys & Booker T. & The MG'S
Stax 720/S720



SOUL FINGER
Bar-Kays
Volt 417/S417



THE SOUL OF A BELL
William Bell
Stax 719/S719



BORN UNDER A BAD SIGN
Albert King
Stax 723/S723

TOP LP's

★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table of Top LP's (Left Column) with columns for Rank, Title-Artist, Label & No., and Wks. on Chart. Includes entries like SGT. PEPPER'S LONELY HEARTS CLUB BAND, HEADQUARTERS, SOUNDS LIKE, etc.

Table of Top LP's (Middle Column) with columns for Rank, Title-Artist, Label & No., and Wks. on Chart. Includes entries like BORN FREE, THE BEST OF THE ANIMALS, JAMES BROWN LIVE AT THE GARDEN, etc.

Table of Top LP's (Right Column) with columns for Rank, Title-Artist, Label & No., and Wks. on Chart. Includes entries like SPIRIT OF '67, FIDDLER ON THE ROOF, GRAND PRIX, etc.

*RDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

Compiled from national retail sales by the Music Popularity Dept. of Record Market Research, Billboard.

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

PLEASANT VALLEY SUNDAY

Monkees, Colgems 1007 (Screen Gems-Columbia, BMI)

BABY I LOVE YOU

Aretha Franklin, Atlantic 2427 (14th Hour/Pronto, BMI)

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

FOUR WALLS . . .

J. J. Jackson, Calla 133 (Meger, BMI) (New York)

SUNNY GOODGE STREET . . .

Tom Northcott, Warner Bros. 7051 (Southern, ASCAP) (San Francisco)

CASONOVA (YOUR PLAYING DAYS ARE OVER) . . .

Ruby Andrews, Zodiac 1004 (RicWil/Calfax, BMI) (Chicago)

NEARER TO YOU . . .

Betty Harris, Sansu 466 (Marsaint, BMI) (New York)

SALLY SAYIN' SOMETHING . . .

Billy Harner, Kama Sutra 226 (Kama Sutra, BMI) (Philadelphia)

LOVIN' SOUND . . .

Ian & Sylvia, MGM 13686 (Witmark, ASCAP) (Seattle)

ROMEO & JULIET . . .

Michael & the Messengers, U.S.A. 874 (Myto, BMI) (Milwaukee)

AGNES ENGLISH . . .

John Fred & His Playboys, Paula 273 (Su-Ma, BMI) (New Orleans)

VARIOUS ARTISTS—18 King Size Country Hits; CL 2668, CS 9468
 VARIOUS ARTISTS—18 King Size Rhythm & Blues Hits; CL 2667, CS 9467
 VARIOUS ARTISTS—The Astrology Album; CL 2689, CS 9489

□ CROSSROADS

BACH: THE ART OF THE FUGUE—The Ars Rediviva; 22 26 0007, 22 26 0008
 BRAHMS: THE COMPLETE QUARTETS—The Janacek Quartet; 22 26 0009, 22 26 0010
 MAHLER: SYMPHONY NO. 9 IN D MAJOR—The Czech Philharmonic Orch. (Ance); 22 26 0005, 22 26 0006
 MOZART: SYMPHONY NO. 39 IN E FLAT/SYMPHONY NO. 41 IN C MAJOR "JUPITER"—The Japan Philharmonic Maag; 22 16 0125, 22 16 0126

□ DOT

THE ANDREWS SISTERS—Great Performances; DLP 3807, DLP 25807
 JIMMIE HASKELL—When Love Is Young; DLP 3806, DLP 25806
 JOHNNY MADDOX—Second Hand Rose; DLP 3817, DLP 25817
 THE MILLS BROTHERS—Fortuity; DLP 3809, DLP 25809
 BILLY VAUGHN SINGERS—I Love You; DLP 3813, DLP 25813
 DOT & JIMMY VAUGHN—The Magnificent Mormon Sound; DLP 3808, DLP 25808

□ EPIC

ROBERT CAMERON—For the First Time; LN 24302, BN 26302
 THE DAVE CLARK FIVE—You Got What It Takes; LN 24312, BN 26312

□ CAPITOL IMPORTS (GERMANY)

VARIOUS ARTISTS—World Famous Stars Sing Lehar; SM 73909 (S)
 LINCKE: FRAU LUNA—Various Artists; SM 73932 (S)
 DOSTAL: DIE UNGARISCHE HOCKZEIT & CLIVIA—Various Artists; SM 73933
 JEAN CLAUDE PASCAL: A PORTRAIT IN MUSIC—Botho Lucas; Chorus & Orch. (Klein); SM 74134 (S)
 DIE SCHAUMBURGER MAERCHENSAENGER—Obernkirchen Choir (Moller); SM 83891

□ CAPITOL IMPORTS (MEXICO)

LEO ACOSTA—Las Doce Favoritas Del The Danzante; SLEM 065 (S)
 CATALINA AGUILERA; SLEM 070 (S)

□ COLUMBIA

JOHN BARRY Conducts His Greatest Movie Hits; CL 2708, CS 9508
 LESTER FLATT & EARL SCRUGGS—Hear the Whistles Blow; CL 2686, CS 9486
 SKITCH HENDERSON HIS PIANO & ORCH.; CL 2675, CS 9475
 MARSHALL McLUHAN—The Medium Is the Message; CL 2701, CS 9501
 PETE SEEGER—Waist Deep in the Big Muddy & Other Love Songs; CL 2705, CS 9505

DON & THE GOODTIMERS—So Good; LN 24311, BN 26311
 THE DOODLETOWN PIPERS—Sing-Along '67; LN 24307, BN 26307
 THE HOLLIES—Evolution; LN 24315, BN 26315
 IGOR KIPNIS—German Music for Harpsichord 7 Clavichord; LC 3963, BC 1363
 VARIOUS ARTISTS—Those Wonderful Guys of Stage, Screen & Radio; L2N 6064 (M)

□ FLEETWOOD

FRANK McGEE—Highlights of American History; M/S FCLP 3021

□ FONTANA

ORIGINAL SOUNDTRACK—To Sir, With Love; MGF 27569, SRF 67569
 VARIOUS ARTISTS—England's Greatest Hits; MGF 27570, SRF 67570

□ LIBERTY

THE JOHNNY MANN SINGERS—We Can Fly! Up-Up Away; LRP 3523, LST 7523

□ LONDON

BIZET: CARMEN & L'ARLESIEUNNE SUITES—Charles Munch/New Philharmonia Orch.; SPC 21023 (S)

□ L'OISEAU-LYRE (London Imports)

BUSONI: SONATAS FOR VIOLIN & PIANO—Hyman Bress/Bengt Johnsson; OL 296, SOL 296
 RAMEAU: LE TEMPLE DE LA GLOIRE—English Chamber Orch. (Leppard); OL 297, SOL 297

□ MGM

ROY ORBISON—The Fastest Guitar Alive; E 4475, SE 4475
 ORIGINAL SOUNDTRACK—The Dirty Dozen; E 4445, SE 4445
 ORIGINAL SOUNDTRACK—Don't Make Waves; E 4483, SE 4483

□ OKEH

LITTLE RICHARD'S Greatest Hits; OKM 12121, OKS 14121
 LARRY WILLIAMS & JOHNNY WATSON—Two for the Price of One; OKM 12122, OKS 14122

□ POLYDOR

GUS BACKUS—Backus-Live!; M/S 249 123
 OTTO HOPFNER—In Blauen Bock Beim Appelwoi; M/S 249 124
 JAMES LAST BAND—Sax A Gogo; M/S 249 121
 ALLGAU OBERSTADT—Mein Schones Bayern; M/S 249 146
 VARIOUS ARTISTS—An Der Schonen Blauen Donau; M/S 249 126

□ RCA VICTOR

FANNIE FLAGG—Rally 'Round the Flagg; LPM 3856, LSP 3856

□ RONN

TOUSSAINT McCALL—Nothing Takes the Place of You; LP 7527, LPS 7527

□ ROULETTE

MARTY ALLEN & STEVE ROSSI—Dedicated to Our Armed Forces; R 508, SR 508

□ UNITED ARTISTS

SOUNDTRACK—Divorce American Style; UAL 4163, UAS 5163

□ VERVE

STAN GETZ—Sweet Rain; V 8693, V6-8693
 BOIA SETE—Bola Sete at the Monterey Jazz Festival; V 8689, V6-8689

□ VERVE FORECAST

TIM HARDIN—Tim Hardin 2; ET 3022, FTS 3022

□ VISTA

MIKE SAMMES SINGERS—Man of La Mancha; BV 4027, 4027

CMA Meet Set For San Diego

SAN DIEGO, Calif.—The regular quarterly meeting of the Country Music Association board of directors and officers will be held in Vacation Village, San Diego, Sunday to Tuesday (16-18).

In addition to CMA and Country Music Foundation officials, officers of the Academy of Country and Western Music and officials of several West Coast radio stations will attend. These are the stations which participated in the 1966 Los Angeles CMA presentation.

The third quarterly meeting of the year will be held in October in Nashville in conjunction with the annual convention.



New Album Releases

□ A&M

CHRIS MONTEZ—Footin' Around; 128, SP 4128

□ ATLANTIC

THE CHARLES LLOYD QUARTET—Love-In; 1481, SD 1481
 HERBIE MANN—The Beat Goes On; 1483, SD 1483
 CARMEN McRAE—For Once in My Life; 8143, SD 8143
 WILSON PICKETT—The Sound of Wilson Pickett; 8145, SD 8145
 VARIOUS ARTISTS—The Super Hits; 501, SD 501
 FLIP WILSON—Cowboys & Colored People; 8149, SD 8149

□ CAEDMON

IBSEN: HEDDA GABLER—Various Artists; TR 322, TRS 322s
 TENNYSON: IDYLLS OF THE KING—Basil Rathbone; T 2022, TC 2022

□ CAPITOL

Best of the BEACH BOYS; T 2706, DT 2706
 The Best of JACKIE GLEASON; W 2796, SW 2796
 The Best of WAYNE NEWTON; T 2797, ST 2797
 The Best of THE SEEKERS; T 2746, ST 2746

TOP LP's

151	126	THE IMPOSSIBLE DREAM	54	176	176	COLOR MY WORLD/WHO AM I	23
152	152	IMPOSSIBLE DREAM	19	177	178	ILLYA DARLING	6
153	135	THE WILD ANGELS, VOL. II	14	178	134	BEST OF THE BEACH BOYS, VOL. I	47
154	142	THE KINKS GREATEST HITS	48	179	180	JEFFERSON AIRPLANE TAKES OFF!	9
155	127	SUGAR	23	180	183	A FISTFUL OF DOLLARS	5
156	133	DON'T COME HOME A DRINKIN'	16	181	184	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 6	22
157	165	HERE COMES MY BABY	5	182	182	I HEAR A SYMPHONY	50
158	132	WICKED PICKETT	27	183	186	SWEET MARIA	19
159	138	REVOLVER	47	184	—	OOGUM BOOGUM SONG	1
160	153	ELECTRIC COMIC BOOK	14	185	188	NEW DIRECTIONS	3
161	162	CHANGES	32	186	189	BLUE SIDE OF LONESOME	2
162	164	GUITAR FREAKOUT	23	187	187	DAVE CLARK FIVE'S GREATEST HITS	58
163	157	WHY (Am I Treated So Bad)	4	188	—	ALL THE TIME	1
164	170	JAMES BROWN PLAYS THE REAL THING	2	189	190	KING CURTIS PLAYS THE GREAT MEMPHIS HITS	8
165	174	YOU'RE A GOOD MAN CHARLIE BROWN	4	190	185	THE PETER, PAUL & MARY ALBUM	48
166	147	YOUNGER THAN YESTERDAY	19	191	192	JIMMY RUFFIN SINGS TOP TEN	11
167	167	IT'S A GUITAR WORLD	9	192	194	THE FABULOUS IMPRESSIONS	2
168	168	MORE 50 GUITARS IN LOVE	3	193	—	FRANKIE VALLI SOLO	1
169	130	BIG HITS (High Tide and Green Grass)	66	194	196	SPEAK HER NAME	5
170	154	JOHNNY'S GREATEST HITS	438	195	197	FOREST FLOWER	2
171	159	FOR EMILY, WHENEVER I MAY FIND HER	9	196	—	IT'S SUCH A PRETTY WORLD TODAY	1
172	173	I'LL REMEMBER YOU	65	197	198	WEST MEETS EAST	2
173	175	JOHNNY RIVERS' GOLDEN HITS	29	198	191	DRY YOUR EYES	4
174	129	DYNAMIC DUO	10	199	200	HITS OF OUR TIMES	2
*175	—	DIONNE WARWICK ON STAGE & AT THE MOVIES	4	200	—	JOHNNY CASH'S GREATEST HITS, VOL. I	1

*Indicates Star Performer

Prestige is Sizzling with 3 Very Hot Singles

Groove Holmes' "AIN'T THAT PECULIAR"

#451

ON THE CHARTS! SPREADING!

Freddie McCoy "PEAS & RICE"

#450

Picked on Top Stations—Selling!

Johnny "Hammond" Smith "EBB TIDE"

#449

Breakout Orders in Cleveland & Pittsburgh

Prestige Records Inc.

203 So. Washington Ave.
 Bergenfield, N. J. 07621



Victrola Expands; Inks Pacts For New Product From Europe

By FRED KIRBY

NEW YORK — RCA Victrola, which has heretofore been exclusively a reissue and vault line, is expanding next month with new product from European sources. Included will be product from Harmonia Mundi of Germany under a new contract. RCA Victor, Victrola's parent company, also has signed pacts with Deller Reiddma of France Ariola/Eurodisc of Ger-

many, with the first album under this deal slated for September.

The expanded program, which will result in about 60 albums a year instead of the previous four a quarter, also will include material from Victor's international licensees. The August release includes an RCA-Italiana pressing of contemporary music with pianist

Frederick Rzewski and the Rome Symphony under conductor Bruno Maderna. The album contains Stockhausen's "Kontra" and "Punkte," Pender-ecki's "Threne (For the victims of Hiroshima)," Earle Brown's "Available Forms I, for Chamber Ensemble," and Pousseur's "Rimes Pour Differentes Sources Sonores."

The recent reissue of six Toscanini albums on Victrola paved the way for another change as future "Treasury of Immortal Performances" albums will be issued on the economy label instead of regular-price Victor Red Seal. Before the Toscanini reissues in mono only, Victrola had contained only disks available in both mono and stereo.

Treasury Albums

Plans call for eight of 10 "Treasury" albums to be issued a year on the \$2.50-a-record line. This practice is similar to RCA of England, whose Legacy Series is available on Victrola in that country. Two more Toscanini albums are listed for August, one with two Haydn symphonies and the other with music of Tchaikovsky, Catalani, Bizet and Ponchielli.

The entire Toscanini instrumental catalog is slated to be remerchandised on Victrola. Included will be a four-record set of Brahms' overtures and his four symphonies, and an eight-record set of Beethoven's nine symphonies and additional material. The only previous multiple sets on the label were complete operas and Beethoven's "Symphony No. 9," which Charles Munch conducted on two disks.

The first two Harmonia Mundi pressings contain material not now in the catalog. One LP has soprano Halina Lukomska with the Collegium Aureum conducted by Rolf Reinhardt in a Handel collection, including first listings of "Silete Venti" and the overture to "Joseph." The other has the Toelzer Children's Choir with Reinhardt and the Collegium Aureum in Haydn's "Salve Regina in G Minor." Mozart's "Litan-iae Lauretanae, K. 109" and two Mozart church sonatas. The sixth August album continues the series of reissues of Fritz Reiner and the Chicago Symphony with Richard Strauss' "Also Sprach Zarathustra."

The first release from the Eurodisc catalog will be a Christa Ludwig aria recital in September. In successive months, an album by Fritz Wunderlich and a Richard Strauss recital by Miss Ludwig and her husband, Walter Berry. The initial Deller of France pressing will have the Deller Consort in music of John Blow. Shakespearean songs and consort music also is scheduled. These new sources will enable Victrola to release product ranging from renaissance to contemporary music. Other sources also are being considered as is the possibility of recording material specifically for the label.

Bowed Four Years Ago

Victrola was launched about four years ago as a merchandising exercise through close liaison between Victor's marketing and classical a&r departments. This liaison is being maintained

Five More Operas in Supraphon-CBS Tie

NEW YORK—Three more Janacek operas and two Smetana Operas will be issued here as a result of the agreement between Supraphon, the Czech company, and CBS Records. The works, already recorded in Prague by Supraphon, probably will appear on Epic with Czech-English librettos. Supraphon's recording of Janacek's "From the House of the Dead" was released earlier this year on the CBS label here.

While a prime reason for the CBS-Supraphon deal was the obtaining of material for Crossroads, Epic's new low-price label, some Supraphon pressings previously have appeared on Epic. The Janacek operas will be "The Makropolous Case," "Katya Kabanova" and "Excursions of Mr. Boucek." "The Devil's Wall" and "Libuse" will be the two Smetana operas. Neither has been scheduled for release yet. Crossroads probably will issue an album of Janacek choral cantatas.

Epic plans a late August release of the first volume of Bach's complete organ music by Lionel Rogg. The 18-LP collection will be issued in six volumes of three disks each. A Brahms lieder recital by tenor Ernst Haefliger is among the planned early fall releases. More Spanish piano music by Alicia de Laroccha also is planned. Also slated for the future is a Bach piano disk by Charles Rosen. Epic has signed mezzo-soprano Regina Resnik. Another late August release will be a Supraphon pressing of popular violin pieces by Joseph Suk. Also listed is an album of bawdy songs of Mozart.

An important Crossroads August set features Andre Gertler in Bartok's two violin concertos and rhapsodies on two LP's. Other Crossroads releases will be the Suk Trio in Schubert, early English choral music by the Prague Madrigal Singers, and Karel Ancerl and the Czech Philharmonic in Dvorak. Another release, one of the few for Crossroads that has not come from Supraphon, has clarinetist Harold Wright in Brahms. Harris Goldsmith is the piano accompanist. Also scheduled as a Crossroads Christmas release is Serge Baudo conducting Honegger's "Christmas Cantata" and Britten's "Symphony of Carols."

Paul Myers, Epic a&r producer, reported that the first year of Crossroads has shown that the low-price label "sells as a line" with more than 70 per cent of dealers polled carrying the full set of releases, while more than 97 per cent reorder albums sold out. While the two-record package of Smetana's "Ma Vlast" by Ancerl and the Czech Philharmonic sold especially well, most Crossroads albums have moved equally, according to Myers, who termed the label's first year highly successful.

Myers explained that Crossroads was steadily building a catalog with both off beat and familiar repertoire. All of the first 60 releases have been in mono and stereo. He pointed out that, despite the budget list price of \$2.50 a disk, the recordings were manufactured in the same fashion as Epic's regular-priced line.

Rome Opera on Angel & Seraphim Packages

HOLLYWOOD — Operatic packages are slated for early next month by Angel Records on the Angel and low-price Seraphim labels with both sets featuring the Rome Opera's orchestra and chorus. The new Angel two-record set stars soprano Mirella Freni, tenor Nicolai Gedda and baritone Mario Sereni in Donizetti's "L'Elisir d'Amore" with Francesco Molinari - Pradelli conducting.

The Seraphim opera is a reissue in mono only of Verdi's

"Aida" on three disks. Heading the cast are tenor Beniamino Gigli, soprano Maria Caniglia and mezzo-soprano Ebbe Stignani with Tulio Serafin conducting. Other Seraphim vocal albums are an LP featuring piano accompanist Gerald Moore with 16 top singers and another with lyric tenor arias by Fritz Wunderlich. Rounding out the Seraphim release are Sir Thomas Beecham and the Royal Philharmonic in Liszt and Carl Maria Giuliani and the Philharmonia Orchestra in Dvorak.

Prokofiev's complete "Cinderella" ballet score is being released on Melodiya/Angel with Gonnady Rozhdestvensky conducting the Moscow Radio Symphony on two LP's. The other Melodiya/Angel album has Rozhdestvensky conducting the Leningrad Philharmonic in Si-

(Continued on page 43)

Cincy Summerfest

CINCINNATI — The Cincinnati Symphony and the University of Cincinnati will sponsor Summerfest, this city's first summer music festival, on three successive weekends beginning Aug. 18. The concerts are scheduled for Nippert Stadium at the University. Artists will include Arthur Fiedler, Jose Iturbi, Pete Fountain, Leonard Pennario, and Earl Wrightson and Lois Hunt.

Vox Stereo-Only Policy Pans Out Successfully

NEW YORK — Vox Records' policy of issuing only stereo records, except for historic pressings, has been successful, according to George H. Mendelssohn-Bartholdy, Vox president. Mendelssohn explained that for about 1½ years all new product has been recorded only in stereo. While disks were only stereo, some were packaged in mono until about six months ago.

"This was a wonderful experiment," Mendelssohn pointed out, adding that not one album was returned. All could be played on mono equipment without any difficulty. Vox and Turnabout, its low price label,

had the same price for mono and stereo product.

Mendelssohn said the policy originated because Germany, Switzerland, Denmark and other countries were not accepting any mono pressings. The Vox and Turnabout stereo disks carry a trade-mark saying they are for universal use.

Excepted are such recordings as four Mozart Society operas, which were only issued in mono on Turnabout. Two other historic reissues are slated for Turnabout in mono only, one with Bela Bartok and his wife playing that composer's "Sonatas for Two Pianos and Percussion." The other has Prokofiev conducting his "Romeo and Juliet."

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BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/ London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	24	21	26	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	5
2	5	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	12	22	21	GOUNOD: FAUST (4-12" LP's) Sutherland/Corelli/Ghiavaurov/London Symphony (Bonyng), London A 4433 (M); OSA 1433 (S)	22
3	2	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	14	23	23	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	34
4	3	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES, NO. 1, 4 & 6 (3-12" LP's) BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	6	24	16	NIELSEN: SYMPHONY NO. 1 London Symphony (Previn), RCA Victor LM 2961 (M); LSC 2961 (S)	10
5	4	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); 2576 (S)	68	25	27	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	18
6	6	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	20	26	22	ORMANDY-PHILADELPHIA ORCH.'S GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	10
7	8	HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	6	27	28	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	48
8	10	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	47	28	30	WAGNER: DIE WALKUERE (5-12" LP's) Various Artists/Vienna Philharmonic (Furtwaengler), Seraphim IE 6012 (M); (No Stereo)	9
9	7	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	39	29	33	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	2
10	13	ORFF: CARMINA BURANA New Philharmonic Orch. (DuBurgos), Angel 36333 (M); S 36333 (S)	48	30	29	GROFFE: GRAND CANYON SUITE New York Philharmonic (Bernstein), Columbia ML 6018 (M); MS 6618 (S)	9
11	9	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	41	31	32	WAGNER: DIE WALKUERE (5-12" LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	10
12	11	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	41	32	35	STRAUSS: AN ALPINE SYMPHONY Royal Philharmonic Orch. (Kempe), RCA Victor LM 2923 (M); LSC 2923 (S)	18
13	17	MAHLER: SYMPHONY NO. 2 (2-12" LP's) Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 2217 (S)	7	33	25	DEBUSSY: CLAIR DE LUNE Philadelphia Orch. (Ormandy), Columbia ML 6283 (M); MS 6883 (S)	20
14	12	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	50	34	37	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	9
15	24	THE WORLD OF CHARLES IVES Philadelphia Orch. (Ormandy)/American Symphony (Stokowski)/New York Philharmonic (Bernstein), Columbia ML 6415 (M); MS 7015 (S)	4	35	31	NIELSEN: SYMPHONY NO. 3 New York Philharmonic (Bernstein), Columbia ML 6169 (M); 6769 (S)	6
16	18	SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	21	36	—	NIELSEN: SYMPHONY NO. 4/HELIOS OVERTURE Chicago Symphony (Martino), RCA Victor LM 2958 (M); LSC 2958 (S)	1
17	14	WAGNER: TRISTAN UND ISOLDE (5-12 LP's) Nilsson/Windgassen/Ludwig & Various Artists/Bayreuth Festspiele (Boehm); DGG 39 221/5 (M); 139 221/5 (S)	23	37	—	FIRST CHAIR ENCORES, VOL. II Philadelphia Orch. (Ormandy), Columbia ML 6377 (M); MS 6977 (S)	1
18	15	VERDI: UN BALLO IN MASCHERA (3-12" LP's) Price/Bergonzi/Merrill/Various Artists/ RCA Italiano Opera Orch. (Leinsdorf), RCA Victor LM 6179 (M); LSC 6179 (S)	15	38	—	MAHLER: SYMPHONY NO. 3 Concertgebouw Orch. (Haitink), Philips PHM2-596 (M); PHS2-996 (S)	1
19	19	CHOPIN WALTZES Artur Schnabel, RCA Victor LM 2726 (M); LSC 2726 (S)	66	39	40	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	2
20	20	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	35	40	—	COPLAND: THIRD SYMPHONY New York Philharmonic (Bernstein), Columbia ML 6345 (M); MS 6954 (S)	1

SPOLETO FEST, VOX IN DEAL

SPOLETO, Italy — The Festival of Two Worlds has signed a contract with Vox Productions for the release of performances on Vox's Turnabout labels. All of this year's performances are being taped for possible release. The contract also covers material from last year's festival. The first release, possibly this fall, will be Gian Carlo Menotti's "The Old Maid and the Thief," a catalog first. Jorge Mester conducted the opera at last year's festival. Donizetti's "Il Furioso de San Domingo," which is being performed this summer, also may be a future Turnabout release. Chamber music also is slated.

Ives' Piano Works for Desto Label

NEW YORK — Desto Records plans a fall release of the complete solo piano music of Charles Ives, both published and unpublished. The four-record set performed by Allen Mandel will include several pieces recorded for the first time. Also listed for the fall is a vocal pressing of music of John Edmunds and William Mayer conducted by Julius Rudel. Included is Mayer's "Brief Candle," a three-act opera in six minutes. Featured are sopranos Dorothy Renzi and Jeanine Crader, and baritone John Langstaff. Another album contains unfamiliar music by Stephen Foster. New albums planned in the international series spotlight Israel and the Arab World. Proceeds from this series go to UNICEF.

'Carmen' to Open Houston Opera

HOUSTON — Bizet's "Carmen" will open the Houston Grand Opera season on Oct. 24 with Ruza Pospinov in the title role. The cast also will feature tenor Placido Domingo and baritone Peter Glossop. Henze's "The Young Lord," which will receive its local premiere, will be performed at eight student matinees as well as the regular three evening performances. Walter Herbert, general manager here, conducted the work's American premiere in San Diego in February.

Other operas slated are Puccini's "Manon Lescaut" with soprano Marie Collier, tenor Carlo Cossutta and baritone Sherrill Milnes; Puccini's "Madama Butterfly" with soprano Felicia Weathers in the title role; and Verdi's "Falstaff."

Rome Opera

• Continued from page 42
belius. Capitol Classics will be Strauss waltzes with Sir Malcolm Sargent and the Royal Philharmonic, keyboard waltzes by pianist Gabreil Tacchino, and pianists Whittemore and Lowe in Saint-Saens, Ravel and Debussy.
Rafael Fruhbeck de Burgos conducts the New Philharmonia Orchestra two albums, including one with violinist Nathan Milstein in Glazounov and Dvorak concertos. The other pressing contains music of Stra-

Classical Notes

Violinist Michael Rabin will be soloist with Lorin Maazel and the New York Philharmonic at New York's Central Park on Tuesday (18) in the first of the orchestra's free summer park concerts sponsored by the Joseph Schlitz Brewing Co., the City of New York and the Philharmonic. The program will be repeated at Brooklyn's Prospect Park on Thursday (20) and Saturday (22). . . . The Minneapolis Symphony has begun a program for endowing orchestra chairs for minimum gifts of \$250,000. The first chair to be endowed is the concertmaster's, which will be named for Elbert L. Carpenter, a Minneapolis patron.
Pianist Vladimir Ashkenazy was soloist with Istvan Kertesz and the London Symphony on Wednesday (12) at the opening of the Florida

International Music Festival at Daytona Beach. The orchestra will be in residence for a month. Guest artists will include Andre Previn, Sir Arthur Bliss, Szymon Goldberg, Rosalind Elias, Itzhak Perlman, Judith Raskin, and Barry Tuckwell. . . . The American premiere of Hindemith's "Cardillac" is slated for Wednesday (26) at the Santa Fe Opera with another performance set for Friday (28). Robert Craft will conduct. Soloists will include John Teardon, Doris Yarick, Saramae Endlich, John Stewart, Ragnar Ulfung, Adib Fazah, and John West.
Leonard Bernstein conducted the Israel Philharmonic in a Mount Scopus concert on Sunday (9). Soloists were violinist Isaac Stern and mezzo-soprano Jennie Tourel. . . . Dean Dixon resigned as musical director of the Sydney Symphony. . . . The score for Art Kane's film "A Time to Play" at the United States Pavilion at Expo 67 is by Mark Bucci. The film is presented by the Polaroid Corp.

San Francisco Season Set

LOS ANGELES — The San Francisco Symphony's 20-week 1967-1968 season will open Nov. 29 and will continue through May 31.
The orchestra's 56th season, fifth under conductor and music director Josef Krips, will include a tour to Japan for the opening of the Osaka Festival.
Among the highlights of the season are an all-Stravinsky program, a Christmas season presentation of Berlioz's "L'Enfance du Christ," a concert version of Gluck's "Orfeo ed Eurydice" and Mahler's "Symphony No. 2 (Resurrection).
Making their Symphony debut and the United States Information Service. . . . Orchestra seats at next season's Metropolitan Opera opening will run from \$35 to \$50. . . . The Center Opera Co. will present the first of four Minneapolis performances of Haydn's opera "The Man in the Moon" on Jan. 25.
FRED KIRBY

butts will be Victor Braun, Regine Crespin, Anne Elger, Pierre Fournier, Ernst Haefliger, Pilar Lorengar, Raymond Nilsson, Edith Peinemann, Paul Shenar, Teresa Stich - Randall and Shirley Verrett. Two guest conductors, Lukas Foss and Donald Johanos, also will make their San Francisco debuts.
An exchange between the San Francisco Symphony and the Los Angeles Philharmonic, under Zubin Mehta, will occur in March. While the San Francisco Symphony Orchestra performs in the Los Angeles Music Center and in other Southern California communities, the Philharmonic will appear in San Francisco.
Special programs will be held Dec. 31, "A Night in Old Vienna," with Reri Grist, soprano, and Feb. 10, "A Rossini Centennial Program," with conductor Henry Lewis and soprano Marilyn Horne.

Country Music

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

By BILL WILLIAMS

MINNEAPOLIS—The Flame Theater Cafe has invested perhaps millions of dollars into buying country music talent—52 weeks a year, six nights a week, three shows a night. And, as a result, the club has been both a plush showcase for record talent as well as a profitable venture for owner Raye Perkins, one-time publicist for Sonja Heine, and Abe Perkins, his brother. And the secret of the club's success, Perkins feels, is that he goes counter to that of many club owners who, in peak seasons book name artists, and in slack seasons look for less expensive acts. Raye Perkins, who deals directly with Lucky Moeller, feels clubs can be filled even in the pre-Christmas and the Lenten periods by booking the strongest possible acts at that time, and doing whatever slacking off is necessary in the normal peak times.

Prior to 1956, the place was known as the Happy Hour Club, and it booked mostly jazz artists such as Sarah

Vaughn 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 everyone—the regular bar patrons and the diners. In the front section, an elevated stage hangs over a circular bar, where drinkers can imbibe and listen to one of two country-rockabilly groups. These are the traditional "lounge 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.

For some five years, 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 WMIN both are utilized for advertising.

The Perkins brothers are great judges of talent. They know

which artists fill the cash register. Raye Perkins books with Moeller eight months in advance. Most of the artists perform once a year (for a one-week stint), but some come back a second time within the 12-month period. Moeller brings in talent from everywhere, far beyond those handled by his own booking agency.

The Flame also has gained a reputation as a talent builder, using acts which may not be big on record (at the time), but ones which ultimately become big record-sellers due to the exposure. Minneapolis and St. Paul are big country record markets.

Perkins describes his club as a "factory." He believes in volume and quality, keeping prices low to appeal to a mass audience. He employs 85 persons, and still manages to keep the costs down. The food is considered among the best in Minneapolis.

Club as Guide

The Horseshoe Club in Toronto was built similar to the Flame. Owner Jack Starr made visits to the Flame when he went into the country music talent business, and used it to set up his own guidelines. The Horseshoe operates in similar manner.

So, for that matter, do many other clubs in the country and Canada now booking country music. Perkins doesn't try to hide any secrets. He's proud of what he has attained, and willingly shares the information with others. His business has been so good he has just recently opened a new restaurant a few blocks away, "The Chestnut Tree."

Perkins knew little or nothing about country music when he made his association with Moeller 11 years ago. However, in these years he has become a friend of virtually all of the artists. He has never been known to criticize one. Raye Perkins is now in his sixties and going strong with the country sound. It's quite a departure for a man who once traveled over the world with "Holiday on Ice," and once brought a whale to Coney Island.

Minnie Pearl Inked

INDEPENDENCE, Kan.—IMDEPENDENCE Agency here has signed Starday Records artist Minnie Pearl to an exclusive management pact for film and TV. She is scheduled to appear on "The Joey Bishop Show" July 19, the "Dean Martin Show" Sept. 21 and several appearances on both 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, like most country artists, spends a lot of the time on the road. About half of her performances are in clubs such as the Imperial Ballroom in Tampa, Fla., and is growing more popular with the Horseshoe in Toronto. The rest of the time is spent playing concert dates.

"The audience is getting younger and younger," said Burgess said. "I've noticed a lot of teens in the audience where we didn't have them as long as a year ago. The kids are just not finding out what country music is all about." She felt a lot of the reason could be attributed to pop records like

"Release Me" by Englebert Humperdinck . . . "a disease as far as a name of an artist goes, but who came up with a good meat-and-taters country song."

Miss Burgess was in New York, starring with Roy Drusky at the new country music nightclub, Nashville, last weekend. One of the biggest contributions to country music—besides the number of major markets radio stations now playing country music—was the late "Jimmy Dean Show." She said she performed 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 'Baby.'"

"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."

Already recorded by five labels (three of which made the country charts and one the pop charts), there are indications now that even more artists will "cover" the song.

"Curly dropped in one afternoon," Sherrill said, "and told me he had an idea he'd like to work on about a girl so much in love with a fellow she'd follow him everywhere." They "fooled around" with it 10 minutes, and

came up with the finished version.

Putnam liked the song so well he recorded it himself on ABC Records. Sherrill, a&r director for Epic in Nashville, liked it so well he had it done by David Houston and Tammy Wynette as a duet. Rusty Draper recorded it on Monument, Johnny Dargell on United Artists, and Margie Singleton on Ashley.

The Putnam version took the first big jump on the charts, but the Houston-Wynette record began moving up very fast, and leaped to the pop charts. It now is being programmed by about as many pop stations as by those which play country.

Tree Buys LeJean Catalog

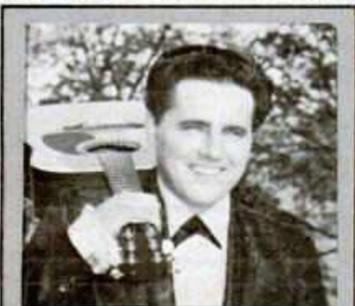
NASHVILLE — Tree Publishing Co. has purchased the catalog of LeJean Music. The catalog, formerly owned by Nashville-based Fender Guitar public relations director Eddie Miller, includes such tunes as "This Old Broken Heart," "Call Me Mr. Broken," "Somebody Told Somebody" and many others.

Jack Stapp and Buddy Killen also have signed Glenn D. Tubb, writer and nephew of Ernest Tubb, to the staff of

Tree Publishing. Tubb's primary responsibility will be to audition tapes and written material which deluge the publishing firm.

"Somewhere in these reams of material may be next year's hit record," Stapp said. "We're simply making an extra effort to insure that we catch it when it comes by."

Tubb's previous writing successes include "Home of the Blues" (Johnny Cash), "Sweet Lips" (Webb Pierce) and "Tell Her So" (Wilburn Brothers).



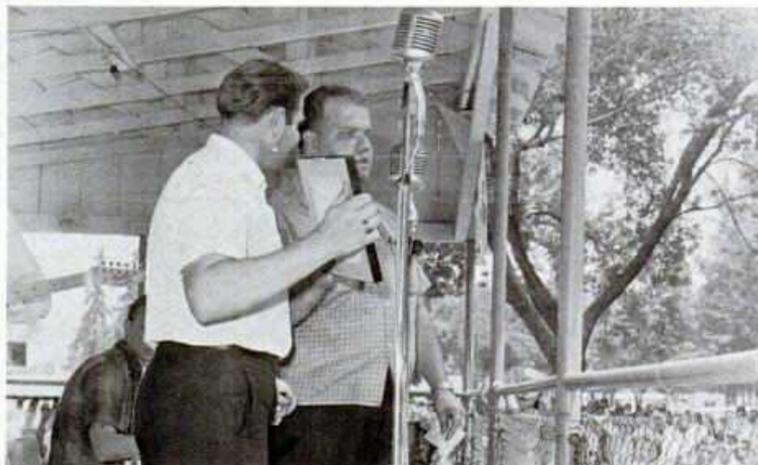
Ken Rodgers' biggest hit to date, is "El Dorado" from Paramount picture, with John Wayne and Robert Mitchum. Ken says thanks to WKLP, WDUM, WZAZ, KFHF, WRVI for all the spins. If your station is without a copy write to Brite Star Promotions, Newbury, Ohio. If Your record or label is not getting the right exposure, contacts, Radio-TV coverage, see Brite-Star ad in today's Billboard Classified Mart.

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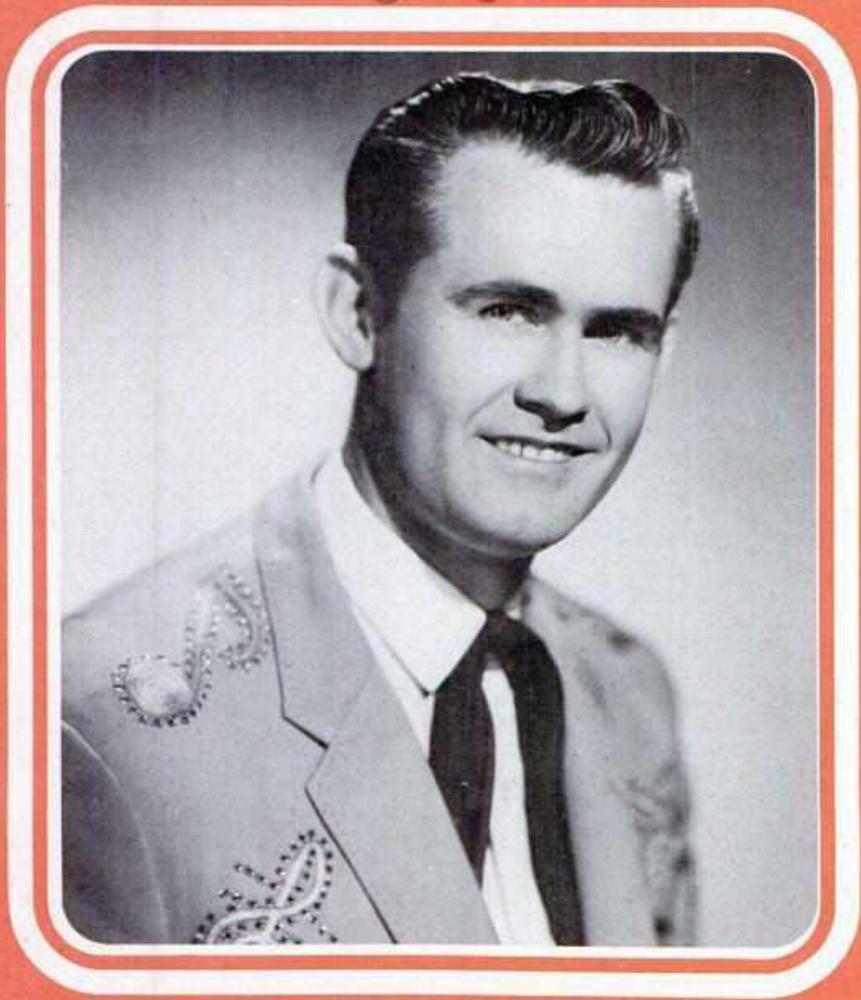
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KUZZ Appreciation Day Draws 15,000



THIRD ANNUAL KUZZ APPRECIATION DAY, featuring station owner and Buck Owens artist Buck Owens, drew 15,000 fans, 3,000 more than last year. Besides Owens and His Buckaroos, the free picnic-show featured Merle Haggard, Wynn Stewart, Bonnie Owens, Rose Maddox, Molly Bee, Smokey Rogers, Mark Shannon, Del and Sue Smart, Ronnie Sessions, Meeth Moore, Vicki Lester, Larry Daniels, 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), purchased with Kuzz in Wichita, Kan., with a gold disk. Mike McQuade, of KGAK, Gallup, N. M., received a similar award. At right, Larry Daniels, operations director of KUZZ, takes a turn at the mike with his Buckshots band. A similar free show is slated July 28 for Owens' KTUF in Phoenix.



BILL PHILLIPS

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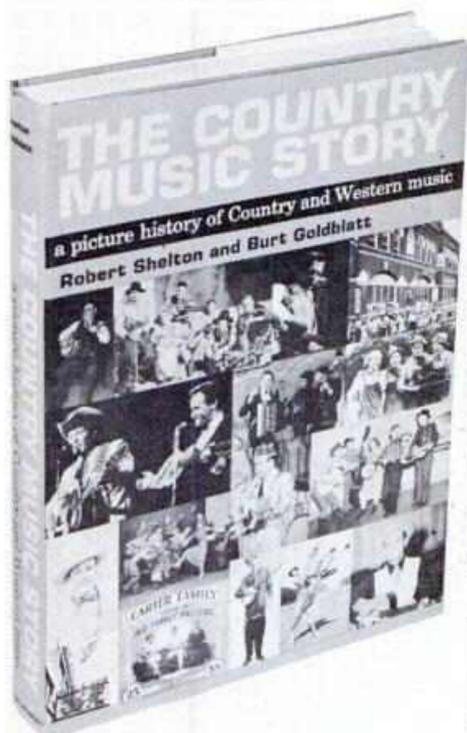
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Billboard SPECIAL SURVEY for Week Ending 7/22/67

HOT COUNTRY SINGLES

★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	WITH ONE EXCEPTION David Houston, Epic 10154 (Gallico, BMI)	13	38	41	IN YOUR HEART Red Sovine, Starday 811 (Cedarwood, BMI)	4
2	4	TONIGHT CARMEN Marty Robbins, Columbia 44128 (Mojave-Noma, BMI)	8	39	45	CHET'S TUNE Some of Chet's Friends, RCA Victor 9229 (Deimore, ASCAP)	5
3	1	ALL THE TIME Jack Greene, Decca 32123 (Cedarwood, BMI)	14	40	50	BREAK MY MIND George Hamilton IV, RCA Victor 9239 (Windward Side, BMI)	4
4	3	MISTY BLUE Eddy Arnold, RCA Victor 9182 (Talmont, BMI)	12	41	62	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic 10194 (Tree, BMI)	2
5	8	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol 5914 (Chappell, ASCAP)	7	42	57	YOU'RE SO COLD Hugh X. Lewis, Kapp 830 (Wilderness, BMI)	4
6	6	POP A TOP Jim Edward Brown, RCA Victor 9192 (Stuckey, ASCAP)	10	43	49	NEW LIPS Roy Drusky, Mercury 72689 (Screen Gems-Columbia, BMI)	5
7	5	MAMA SPANK Liz Anderson, RCA Victor 9163 (4 Star, BMI)	14	44	55	DON'T PUT YOUR HURT IN MY HEART Conway Twitty, Decca 32147 (Wilderness, BMI)	3
8	7	I KNOW ONE Country Charlie Pride, RCA Victor 9162 (Jack, BMI)	13	45	46	BECAUSE OF HIM Claude Gray, Decca 32122 (Forest Hills, BMI)	8
9	13	I CAN'T GET THERE FROM HERE George Jones, Musicor 1243 (Glad/Blue Crest, BMI)	10	46	51	MY ELUSIVE DREAMS Curly Putnam, ABC 10934 (Tree, BMI)	3
10	9	IF YOU'RE NOT GONE TOO LONG Loretta Lynn, Decca 32127 (Sure-Fire, BMI)	11	47	52	THESE MEMORIES Jeannie Seely, Monument 1011 (Pamper, BMI)	3
11	10	RUTHLESS Statler Brothers, Columbia 44070 (Tree, BMI)	11	48	64	TENDER LOVE & CARE Buck Owens, Capitol 5942 (Blue Book, BMI)	2
12	12	LITTLE OLD WINE-DRINKER ME Robert Mitchum, Monument 1006 (Moss-Rose, BMI)	11	49	63	TRUCKERS PRAYER Dave Dudley, Mercury 72697 (Central Song, BMI)	2
13	11	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic 10134 (Gallico, BMI)	19	50	60	KEEPING UP APPEARANCES Lynn Anderson & Jerry Lane, Chart 1425 (Yonah, BMI)	4
14	15	COME KISS ME LOVE Bobby Bare, RCA Victor 9191 (Melody Trails, BMI)	10	51	58	HE THOUGHT HE'D DIE LAUGHING Bobby Helms, Little Darlin' 0030 (Mayhew, BMI)	5
15	20	DON'T SQUEEZE MY SHARON Charlie Walker, Epic 10174 (4 Star, BMI)	7	52	66	CAUSE I HAVE YOU Wynn Stewart, Capitol 5937 (Central Song, BMI)	2
16	19	LOVE ME AND MAKE IT ALL BETTER Bobby Lewis, United Artists 50161 (Barmour, BMI)	6	53	65	YOU PUSHED ME TOO FAR Ferlin Husky, Capitol 5938 (Tree, BMI)	2
17	17	YOUR FOREVERS (Don't Last Very Long) Jean Shepard, Capitol 5899 (Central Songs, BMI)	9	54	—	I LEARN SOMETHING NEW EVERYDAY Bill Phillips, Decca 32141 (Forest Hills, BMI)	1
18	16	ROARIN' AGAIN Wilburn Brothers, Decca 32117 (Sure-Fire, BMI)	13	55	—	I'M STILL NOT OVER YOU Ray Price, Columbia 44195 (Pamper, BMI)	1
19	18	DOWN AT THE PAWN SHOP Hank Snow, RCA 9188 (4 Star, BMI)	11	56	67	JULIE Porter Wagoner, RCA Victor 9243 (Wilderness, BMI)	2
20	26	CINCINNATI, OHIO Connie Smith, RCA Victor 9214 (Moss-Rose, BMI)	5	57	54	DOWN, DOWN CAME MY WORLD Bobby Barnett, K-Ark 741 (Freeway, BMI)	10
21	24	SOMETHING FISHY Dolly Parton, Monument 1007 (Combine, BMI)	7	58	70	GOODBYE WHEELING Mel Tillis, Kapp 837 (Cedarwood, BMI)	2
22	31	LONG LEGGED GUITAR PICKIN' MAN Johnny Cash & June Carter, Columbia 44158 (Perkins, SESAC)	5	59	—	NINETY DAYS Jimmy Dean, RCA Victor 9241 (Forest Hills, BMI)	1
23	34	HOW LONG WILL IT TAKE Warner Mack, Decca 32142 (Page Boy, SESAC)	5	60	—	WORLD'S BIGGEST WHOPPER Junior Samples, Chart 1460 (Peach, SESAC)	1
24	25	PROMISES AND HEARTS Stonewall Jackson, Columbia 44121 (Barmour, BMI)	7	61	61	WHAT CAN I TELL THE FOLKS BACK HOME Melba Montgomery, Musicor 1241 (Bluecrest, BMI)	3
25	28	BLACKJACK COUNTY CHAIN Willie Nelson, RCA Victor 9202 (Tree, BMI)	5	62	—	ROLL OVER AND PLAY DEAD Jan Howard, Decca 32154 (Belton, BMI)	1
26	27	PRETTY GIRL, PRETTY CLOTHES, PRETTY SAD Kenny Price, Boone 1056 (Wilderness, BMI)	11	63	68	MY CUP RUNNETH OVER Blue Boys, RCA Victor 9201 (Chappell, ASCAP)	2
27	14	WALKIN' IN THE SUNSHINE Roger Miller, Smash 2081 (Tree, BMI)	17	64	—	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	1
28	30	LOUISIANA SATURDAY NIGHT Jimmie Newman, Decca 32130 (New Keys, BMI)	9	65	69	PAPA Bill Anderson, Decca 32146 (Stallion, BMI)	2
29	22	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol 5831 (Freeway, BMI)	22	66	—	THROUGH THE EYES OF LOVE Tompall & Glaser Brothers, MGM 13754 (Jack, BMI)	1
30	37	BRANDED MAN Merle Haggard, Capitol 5931 (Owen, BMI)	3	67	—	IF YOU DON'T LOVE ME Bob Luman, Hickory 1460 (Acuff-Rose, BMI)	1
31	21	SNEAKING 'CROSS THE BORDER Hardin Trio, Columbia 44059 (Hardin, BMI)	14	68	—	ROLL MUDDY RIVER Osborne Brothers, Decca 32137 (Sure-Fire, BMI)	1
32	38	THE STORM Jim Reeves, RCA Victor 9238 (Tuckahoe, BMI)	4	69	71	I'LL HOLD YOU IN MY HEART Freddie Hart, Kapp 820 (Adams, Vee & Abbott, BMI)	3
33	35	VIN ROSE Stu Phillips, RCA Victor 9219 (Acuff-Rose, BMI)	6	70	72	MY ELUSIVE DREAMS Rusty Draper, Monument 1019 (Tree, BMI)	3
34	23	IF I KISS YOU Lynn Anderson, Chart 1430 (Greenback/Yonah, BMI)	19	71	74	CHANGE OF WIFE Geezinslaw Brothers, Capitol 5918 (Geezinslaw, BMI)	2
35	39	IN DEL RIO Billy Walker, Monument 1013 (Matamira, BMI)	4	72	75	FAIR WEATHER LOVE Arlene Harden, Columbia 44133 (Cedarwood, BMI)	2
36	40	THE PRIVATE Del Reeves, United Artists 50157 (Tree, BMI)	6	73	73	NASHVILLE WOMEN Hank Locklin, RCA Victor 9218 (Wilderness, BMI)	4
37	47	NO ONE'S GONNA HURT YOU ANYMORE Bill Anderson, Decca 32146 (Painted Desert, BMI)	4	74	—	MY ELUSIVE DREAMS Johnny Darrell, United Artists 50183 (Tree, BMI)	1
				75	—	I'M A FOOL Slim Whitman, Imperial 66248 (Tubb, BMI)	1

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b/w What A Liar I am

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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
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And I'm nothing without your tender loving care.
I just need your tender loving care.

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Nashville Scene

By BILL WILLIAMS

June Johnston, who left WSM to join SESAC, now is leaving the latter to become part of the Glaser Brothers productions. . . . The Four Guys, who became part of the "Grand Ole Opry" despite lack of a recording contract, now have one. They've cut the old, old standards, "Shenandoah" and "Ruby" on the Sincere label, owned by their manager, Bill Brock. . . . Louise Scruggs is about to join her banjoist-husband, Earl Scruggs, on the ailing list. She undergoes arm surgery just as soon as there's a hospital room vacancy. Earl is still recovering from hip surgery. The next big date of Flatt and Scruggs is Constitution Hall in Washington.

Hugh X. Lewis heads west for 27 consecutive days. His current hit, "You're So Cold," is the hottest record in Houston. . . . Bill Anderson and the Po' Boys broke the all-time attendance record at Frontier City in Onsted, Mich. The troupe has already been booked back in there for next July. . . .

Charlie Walker ("Don't Squeeze My Sharmon") has a brand-new son. Mother and boy are doing fine. . . . Jim Ed Brown has his own new publishing firm, Woodshed Music. Other officers of the company are Audie Ashworth, Shirley Welch and Hubert Long, all part of the Moss-Rose complex. Woodshed's first writer is Maxine Brown. . . . Roy Drusky has a new boat and a new song, "New Lips," on Mercury produced by Jerry Kennedy. . . . Gene Nash, personal manager of Leroy Van Dyke, has a publishing firm (Gene Nash Music, Inc.) and will publish all the music appearing in the film, "What Am I Bid," starring Van Dyke. Nash also wrote, produced and directed the film. . . .

Johnny Sea has recorded a tune titled "Indian Man" which he wrote while spending time with the Oklahoma Indian tribes. . . . Red O'Donnell, popular columnist with the Nashville Banner, has written an excellent hardback book on the life of Chet Atkins. . . .

Sonny James' first guitar has been turned over to the Country Music Hall of Fame and Museum. . . . Floyd Tillman's first LP for Musicor is just out. . . . A release date on Ethel Delaney's newest recording is being held up while a major label considers it. She's on the Ohio label. . . . Bobby Lewis had a "day" at WJXN, Jackson, Miss., with his records programmed every 15 minutes. He then departed for Chicago for a United Artists distributors' meeting. . . .

Wayside Records has signed Murrey Lewis and Jerry McKinnon to contracts, and rushed them both to Nashville.



Thanks, DeeJays, for playing my new Starday single, "A Big Wing Ding" b/w "I'll Take You Back."—Wade Jackson. Wade's new release, Starday 809, should quickly become a hot chart item. The 'A' side, is a swinging, up-tempo rouser, while the flip is a moving, emotional ballad. Wade's readings of his own, well-written lyrics are backed by great instrumental arrangements. Be sure to hear them! (Advertisement)

Country Music

Billboard SPECIAL SURVEY for Week Ending 7/22/67

HOT COUNTRY ALBUMS

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3	—	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	9
2	1	NEED YOU Sonny James, Capitol T 2703 (M); ST 2703 (S)	14
4	2	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	13
4	7	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	4
5	6	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	6
6	4	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	9
7	8	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic LN 24305 (M); BN 26305 (S)	7
8	5	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	21
9	12	MAKE WAY FOR WILLIE NELSON RCA Victor LPM 3748 (M); LSP 3748 (S)	12
10	9	HEART, WE DID ALL WE COULD Jean Shepard, Capitol T 2690 (M); ST 2690 (S)	17
11	13	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	7
12	10	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	13
13	11	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	26
14	14	WALK THROUGH THIS WORLD WITH ME George Jones, Musicor MM 2119 (M); MS 3119 (S)	16
15	15	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	27
16	16	MY KIND OF COUNTRY Marty Robbins, Columbia CL 2645 (M); CS 9445 (S)	14
17	25	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	5
18	19	A LOSER'S CATHEDRAL David Houston, Epic LN 24303 (M); BN 26303 (S)	12
19	22	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27092 (S); SRS 67092 (S)	5
20	18	AMERICA'S MOST WANTED BAND Buck Owens' Buckaroos, Capitol T 2722 (M); ST 2722 (S)	12
21	24	LIZ ANDERSON SINGS RCA Victor LPM 3769 (M); LSP 3769 (S)	8
22	23	IT'S A GUITAR WORLD Chet Atkins, RCA Victor LPM 3728 (M); LSP 3728 (S)	12
23	30	WHAT AM I GONNA DO NOW? Ferin Husky, Capitol T 2705 (M); ST 2705 (S)	3
24	29	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	5
25	17	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	20
26	20	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	31
27	26	PATSY CLINE'S GREATEST HITS Decca DL 4854 (M); DL 74854 (S)	14
28	21	GEORGE JONES' GREATEST HITS Musicor MM 2116 (M); MS 3116 (S)	10
29	27	15TH ANNIVERSARY ALBUM Slim Whitman, Imperial LP 9342 (M); LP 12342 (S)	7
30	35	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	3
31	—	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	1
32	37	STONEMAN'S COUNTRY Stonemans, MGM E 4453 (M); SE 4453 (S)	6
33	34	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	2
34	39	DRIFTING APART Warner Mack, Decca DL 4883 (M); DL 74883 (S)	7
35	—	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	1
36	41	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	2
37	28	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	33
38	32	JIMMY DEAN IS HERE RCA Victor LPM 3727 (M); LSP 3727 (S)	18
39	31	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	34
40	45	THANKS, HANK! Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	2
41	42	TOMPALL & THE GLASER BROTHERS MGM E 4465 (M); SE 4465 (S)	2
42	44	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	2
43	43	MY OWN WAY Hank Williams Jr., MGM E 4428 (M); SE 4428 (S)	3
44	—	I CAN DO NOTHING ALONE Bill Anderson, Decca DL 4886 (M); DL 74886 (S)	1
45	—	CLAUDE GRAY SINGS Decca DL 4884 (M); DL 74884 (S)	1

International News Reports

Image Battle Shapes in Mexico As Firms Gear for 'Tomorrow'

By KEVIN M. KELLEGHAN

MEXICO CITY — Record companies here are striving to change their image from staid business stalwarts to hip modern trend-makers. A survey of presidents of the major record companies revealed that manufacturers are gearing for the hottest battle ever for supremacy during the rest of 1967.

Young company executives mingle with teens to learn their preferences. And traditional folklore 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 the key to future releases.

"We are not interested in the Mexico of yesterday nor the Mexico of today," says Andre Midani, president of Capitol de Mexico. "We are interested in the Mexico of tomorrow." We are creating an image of youthful company in tune with the now generation.

Armando de Llano, president of CBS (Columbia), points out, "The principal problem today is that we haven't been giving the teen-age market the music it wants. But we are seeking the new Mexican soundmaker, the idol. There is no one now. But one of us is going to find him. And the key to the discovery will be competition, more vital now than ever before in Mexico."

RCA Victor Mexicana, in an effort to develop that idol, has hired the "Fifth Beatle," Jimmy Nicol, who left the Spotnicks for a contract to "do whatever I want at RCA." Louis Couttolenc, president, says, "We are behind Nicol 100 per cent. We know he'll help us find the new music we're seeking."

Nicol is raising a rock storm in the once stuffy studios of RCA. "The word here is aggressive," Couttolenc adds. "We

know how big the teen market is and we're going after it as never before."

Teen Market

The market these major company presidents seek is the 15-20 age bracket, a group emerging in Mexico as the prime target for record sales. The 20-30 market has more money, De Llano points out, but also more obligations and hence less money to spend on hot singles.

A top Mexican economist said that an increasing share of Mexico's 6 per cent annual GNP is going to durable goods. Record players and records are part of that increase in expenses for durables, he adds. "I look for an explosive increase in sales of records and cartridges," he says. "It all started in 1958." De Llano recalls, "when rock 'n' roll became popular in Mexico. It caught us all by surprise." This was followed by twist and then go-go.

Previous to the rock 'n' roll explosion, companies depended on their catalogs for the bulk of their sales. Today, however, the single overnight hit is encouraged.

"The provinces are making the hits today," De Llano adds. "Trini Lopez' 'The Hammer,' for example, was a hit in Guadalajara long before it became popular in Mexico City."

The sticks hits situation has caused most companies to reorganize their distribution. Orfeon paid \$80,000 for a list of record club prospects. RCA Victor opened additional sales offices. CBS beefed up its record club operation. Musart intensified both promotion and personal appearances of rock groups throughout the nation.

Discos Universales (DUSA) has gone through a four-month reorganization, from the administration on down, in an effort to gain "a cautious, careful preparation for the competition coming up," according to Hans Schrade, president. He adds, "We are breaking up all the old patterns of promotion and distribution."

"Peerless Records is definitely changing its image to a modern, international sound company," says Heinz Klinckwort, president. "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 26," says Midani. "In five years our people will be 31, while the average age of most other companies will be in the forties. We are doing this intentionally to get closer to the Mexican youth."

Executives of Capitol, DUSA, RCA Victor Mexicana, Peerless, Tizoc, Musart and Orfeon can be seen in the go-go cafes, rock clubs and "in" neighborhoods, dressed in mod outfits at debuts, talking to the kids, picking up preferences and carrying them back to the office.

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

DUSA isn't limiting its overhaul 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 videotape equipment and new audio equipment to record the artist in action to improve both style and audio quality.

Schrade points out that Billboard's "Hot 100" will be the basis of future sales promotion. The company dupes the weekly Billboard chart and mails it free of charge to 800 distributors, stores, radio stations and publishers throughout Mexico. "Over 30 per cent of the hits on Billboard's chart are on one of the 43 labels we have throughout the world," Schrade says.

Unusually large sales increases in modern music (as opposed to traditional folklore, ranchero and tropical) over the past six months, as compared with the same period in 1966, is one of the basic reasons for the new emphasis on "international sounds."

Of the 15 per cent increase at
(Continued on page 52)

Mid-East Conflict Soaring Israeli Sales in Germany

By OMER ANDERSON

HAMBURG — The Middle East conflict has created a hot market in West Germany for Israeli artists and product.

German record companies are moving swiftly and adroitly to meet the demand. Philips reports sizzling sales for the records of Esther and Abi Ofarim, who are the world's top Israeli pop artists.

Ariola is giving big promotion to the new chanson hit with Elisa Gabbai, "Mama." German CBS has released "March Music of the Israeli Armed Forces."

The CBS disk is with the Israeli Army Band under I. Grazioni. Numbers include "Song of the Night Squads," "The Unknown Platoon," and "March Yoav."

The Ofarims have been raising money for the Israeli Red Cross. Esther has just waived a birthday party and, instead, made her birthday the occasion for a big Israeli Red Cross fund-raising drive throughout Germany. This drive enlisted the help of several dozen top German pop stars.

The record companies have been laying on artist promotion programs to exploit this interest. Probably the biggest beneficiary of the strong Germany sympathy for Israeli has been the Ariola artist, Elisa Gabbai, whose hobby is cooking. The Israeli victory has boomed sales of her recordings "Winter in Canada," "Vorbei sind die Traenen," "Nur wenn du bei mir bist," as well as "Mama."



AGENT VIC LEWIS, of Nems Enterprises, lines up with the Monkees at a press conference before the group's Wembley concert series. They played to nearly 50,000 over three days, in shows presented by Nems.

P-M Goes Cannes as Summer Promo Spot

PARIS — Pathe-Marconi's promotion staff has established headquarters at the Palais Miramar in Cannes for an intensive summer promotion campaign which will operate until the end of September.

The company has linked up with Radio Monte Carlo in a deal which involves a daily 45 minutes of air time spread over 15 hours. Each hourly news bulletin will be followed by a three-minute spot featuring a Pathe-Marconi release. The spot will be introduced by the opening bars of Herb Alpert's "Casino Royale."

To publicize the radio operation Pathe-Marconi is hiring a light aircraft which will take off from St. Tropez each day at 3 p.m. and fly over the beaches of the Cote d'Azur trailing a streamer announcing the record of the day. Each day's special record will be aired immediately

after the 5:15 p.m. news bulletin.

In addition, Pathe-Marconi will have a 30-minute spot on Radio Monte Carlo each Sunday at 6:20 p.m. which will be devoted to their Presence Mondiale production—all product of non-French origin.

This program will be introduced by the Parade's "Sunshine Girl" and will be a quick-fire presentation of top international hits by the Beatles, the Beach Boys, Herb Alpert, the Tamla - Motown artists and others, with talk-over links.

Said promotion chief Claude Ebrard: "We aim to make this an American style presentation with 18-20 titles in 30 minutes, keyed to the sunshine girl image linking up with the holiday spirit, and we plan a contest to find the Sunshine Girl of 1967."

Shadows Return From Int'l Trek; Film & Records Next

LONDON — The Shadows have returned from a 10-week international tour, to prepare for their next film with Cliff Richard and recording activities. They visited Spain, Israel, Australia, Hong Kong and Japan, and then vacationed in Hawaii and Las Vegas. They left Tel Aviv a few hours before the Mid-East hostilities, and were confined to the airport at Hong Kong because riots canceled their concert there.

The Shadows scored in Japan on their first visit there. Their records have been selling well for years on the Odeon label distributed by Toshiba, and their concerts heightened local interest.

The group will start shooting what is described as a comedy war film with their long-time as-

sociate, Cliff Richard, in September. Meanwhile, they are preparing an LP of Japanese tunes, and will star in Sunday concerts at British coastal resorts through the summer.

Shadows' drummer Brian Bennett is also completing an LP of his own with an instrumental group. The album, "Change of Direction," will be released on Columbia's Studio 2 Stereo series.

RCA Italy Forms Cinescope Firm

ROME — American RCA is forming a new company in Italy to be called RCA-Colore for the manufacture of cinescopes for color TV sets.

The new company will be an affiliate of RCA Italiana, and will be headquartered near Rome, according to RCA president Robert W. Sarnoff. The company will export cinescopes to the Common Market area. A similar operation was set up in Britain in August last year. According to current indications, Italy will not have a color TV service until 1971. France, Germany, Britain and Holland are starting this year.

British Decca-RCA in France Shakeup Due

PARIS — Sweeping administrative changes in the British Decca-RCA set-up in France are expected to follow the two-day general meeting of the twin companies held in Paris this week.

E. W. Pelgrims de Bigard, president of S. A. Fonior, the Decca-RCA company in Belgium, and major shareholder in the French companies, said he would announce personnel and policy changes which will involve a complete reorganization of the French operation.

By French law, Pelgrims de Bigard, a Belgian, is not allowed to be president of the French companies, but he indicated that he intended to exert much greater control over the running of Decca-RCA in France.

Non-Italian Songs in Rosefest

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

The fourth Festival of Roses, to be held in the Salone dei Cavalieri of the Hilton Hotel, will be broadcast and televised throughout the three evenings. Twenty-four songs will be selected for the Festival, eight of which may be foreign copyrights. All songs, however, must have Italian lyrics and must 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.

Voting will be by juries assembled throughout Italy who will watch the show on television. There will be no elimination system. Each night will be a "finals" night and the song scoring the highest total of votes will be the winner.

Taking part will be eight stars, six second rank singers, two new talents, one night club combo, three groups, two ballets, one big orchestra and one instrumental soloist.

In addition to the main award, trophies will also be presented to artists designated by a jury of journalists and by the representatives of the European Tourism Institutes, present in Rome during the Festival.

Festival organizer Maria

Luisa Pisan said that negotiations were in progress to secure the participation of singers from France, Britain, the U. S., Spain and Belgium.

Winner of last year's Festival of the Roses was "L'Amore Se Ne Va," currently climbing U. S. and British charts in the English version ("Give Me Time") sung by Dusty Springfield. Sub-publisher is Shapiro-Bernstein.

Movierecord to Launch Latin Television Net

NEW YORK—A new Latin American TV network — Olavision (Organizacion Latin-Americana de Television) — will be launched Jan. 1 by the Movierecord Group, according to president Jo Linten. Besides buying programs for showing throughout South and Central America, an Olavision group will tour the region to produce live shows for the network.

Shows will be sold on the basis of spot carriers rather than sponsored programs. Networks will begin programming after the turn of the year in Honduras, Nicaragua, Puerto Rico, Costa Rica, Venezuela, Colombia, Ecuador, Peru, Chile, Paraguay, and Uruguay, spreading to the other countries by October 1968, Linten said.

'Evening' to Get TV Treatment

BERLIN — Twelve European countries will carry the live television program from the "Gala Abend der Schallplatte" — the "Gala Disk Evening" — to be held Aug. 26 in connection with the electronics exhibition in West Berlin.

The "gala evening" will be carried on West German TV in this country's first color telecast. The gala evening is planned as a showcase spectacular for the German record industry.

Participating German record companies will have some of their biggest recording stars on the Berlin program. The gala evening will be carried by TV networks in Switzerland, England, Holland, Belgium, Norway, Denmark, Sweden, Finland, Yugoslavia, Ireland, Portugal and France.

Phonogram Execs Named

By GERMANO RUSCITTO

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

Franco Paradiso is the sales manager; promotion and publicity will be managed by Dario Pogliani; and a&r general consultant and director is Piero Piccioni; classical a&r man will be Helmut Ebnet, and press relations will be managed by Maso Biggiero.

Corsi, formerly manager of Philips Electronics Division in Italy, said the next two years will be devoted to building up a strong Italian repertoire con-

From The Music Capitals of the World

DETROIT

Robin Seymour, CKLW-TV personality, is running an "Out and About" contest on his daily television show to tie in with the promotion visit of A&M recording artists Tommy Boyce and Bobby Hart on Wednesday (19). The winner spends the day with Boyce and Hart who in addition to appearing on the Robin Seymour show will tape an interview for WKNR and chat with J. P. McCarthy on his WJR radio "Focus" show. . . . Terry Knight is writing the music for the movie "The Incident" which stars Ed McMahon. . . . WABX jazz disk jockey Jim Rockwell took the photograph which will appear on the cover of the RCA Father Vaughan jazz album. . . . Trini Lopez and the Dukes of Dixieland will be in concert at Cobo Arena Aug. 4. . . . George Wein brings his Jazz Festival '67 into Cobo Arena on Aug. 13. Nina Simone, Miles Davis, Cannonball Adderley, Herbie Mann, Dizzy Gillespie and Woody Herman will perform.

LORAIN ALTERMAN

NASHVILLE

Jay Scott & the Actions have a new release due out on the Mercury label. . . . Jerry Lee Lewis cuts a Nashville session for Smash Monday (24). . . . Byron Warner-Tom Porter-Flo Warner, a new act from Athens, Ga., has been recorded by Victor's Felton Jarvis. He also has done a session with a group called We the People, from Orlando, Fla. . . . Otis Redding, Carla Thomas, Percy Sledge, Arthur Conley and others headline an r&b show slated here in early August. . . . Shelby Singleton cutting a session for his own label with Julie Monday. She's a New York native whom he describes as "sounding like a teen-age Petula Clark."

Dial's Buddy Killen off to Miami for the Atlantic Records meeting, where the group previewed the first Joe Tex record with strings. . . . Earl Gaines, who hit big with "Best of Luck to You" on Hanna Barbera, is out with his first release on Hollywood Records, the Nashville based r&b operation of Don Pierce. Gaines was signed to an exclusive contract by Hal Neely and will cut his sessions in Starday's Nashville studios. Bill (Hoss) Allen of Rogana Productions set up the deal and will produce all the Gaines' sides. First release is "My Woman." . . . "Summer Day Reflection Song," the back side of "Sunny Goode Street" on Hickory by Donovan, is getting picked in major markets on the West Coast. . . . Roy Orbison is doing a new MGM single at the Victor studios.

BILL WILLIAMS

NEW YORK

Jack Jones has joined the American Guild of Authors and Composers. . . . David Gates will compose the score for Universal's "Journey to Shiloh." . . . Renown Records & Publications has opened offices in Nashville. The office is under the direction of Wilson P. Chastain, formerly of Mirror Recording Co. . . . Don Costa and Floyd Huddleston will write the title song for Universal's Doris Day starrer, "The Ballad of Josie." . . . Emil Ascher, Inc., distributor of background and mood music, has completed a representation arrangement in Japan with Whinko Music Publishing Co. for the Harrose Music Library. . . . The Glories will wind up a run at the Rainbow Room in Wildwood, N. J., on Saturday (22).

Paul Anka will join the panel of NBC-TV's "Snap Judgment" for the week of July 31. . . . Wand Records' The Kingsmen set for the Flame Club, Indianapolis, starting Wednesday (26). . . . United Artists' Serendipity Singers have been set for the Ravinia State Fair in Ravinia, Ill., for Aug. 9. . . . Singers Jerry Holmes and Marci Lynne, and comedian Zack Norman at the Living Room until Saturday (22). . . . Frank Fontaine is heading a troupe visiting servicemen in Vietnam. . . . Jose Melis at the Drake Hotel in Chicago through August. . . . Ben Cutler Orchestra plays at the Bridgehampton Club in Long Island on Saturday (22). . . . Gene Krupa and his quartet headlining at the Showboat, Washington, from Monday (24) through Aug. 5.

Eva Dolin, Chicago-based publicist, is no longer associated with Barrington Records and Just Rita Enterprises. . . . Philips Records' the Four Seasons set for Atlantic City's Steel Pier July 30-Aug. 1. . . . Tennessee Ernie Ford will be at the Utah State Fair in Salt Lake City Aug. 26-Sept. 4. . . . Barry Korbin has been named a partner in the Mike Merrick Co., a public relations firm. . . . Hickory Records Sue Thompson on a tour through Japan, the Philippines, Thailand, Taiwan, Okinawa and Hawaii.

MIKE GROSS

HAMBURG

Deutsche Vogue has had a record at the top of the German hit parade for six of the past eight months, and in second spot the remaining two months. . . . Philips recording artist Achim Reichel, who has just completed his Bundeswehr draft service, has dreamed up something in promotion for his latest release, "Fatima." Reichel has enlisted the services of 50 Bundeswehr sergeants to plug the tune. Achim's line is "Me and My Sergeants." . . . Ariola is promoting "Soul-Beat Made in France," the creativity of a French intellectual born in Italy. A student at the Sorbonne, Nino Ferrer became interested in archaeology, and went to New Caledonia in the South Pacific. There he conceived "Soulbeat" while digging into the past.

Polydor reports that sales are still soaring for the MGM original soundtrack from the movie Dr. Zhivago. The LP has sold 100,000 copies in Germany and the MGM single with "Lara's Theme" original 300,999 copies. . . . Electrola reports the sale of 100,000 copies of the LP "Sergeant Pepper's Lonely Hearts Club Band" in the first seven days, which Electrola claims is a record for Germany. . . . The Cornet label is using the miniskirt craze to stimulate the sale of rock 'n' roll. It has just launched a program called "Minimimi-Rock." . . . Juliette Greco, France's "queen of the chanson," has just recorded in German for the first time. Her titles are "Die Gammelerin" and "Die Ameise."

OMER ANDERSON
(Continued on page 52)

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 (Aufsichtsrat) and Dr. Hans Gerig as deputy chairman.

Elected to the board for two-year terms were Werner Egk, Karl Hoeller, Philip Mohler, Harald Banter, Ulrich Sommerlatte (representing the composers); Karl Ulrich Blecher, Willy Dehmel, Kurt Feltz, Guenther Schwenn (representing the authors); and Rolf Budde, Dr. Johannes Petschull, Werner Seiffert, and Ralph Maria Siegel (representing the publishers).

Alternates are Guenther Bialas and Gerhard Winkler (composers); Kurt Hertha and Wolfgang Martell (authors); and P. J. Tonger and Paul H. Suelwald (publishers).

The Federation of German Song Writers and Librettists (Bund deutscher Liederdichter und Librettisten) elected Karl Ulbrich Blecher as chairman, succeeding H. F. Beckmann, and Wolfgang Martell, Curth Flatow and Heinz Korn as board members.



TOP RADIO LUXEMBOURG deejay president Rosko 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 added 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 Hizuru Kaneko, manager, Foreign Records Department, the 45's are being marketed for the hi-fi fan in Japan.

The first release of the new 12-inch records was made on May 20 and to date, with 10 releases available (classical and pop), sales have topped 100,000, Kaneko said.

Other Japanese record companies are following 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 course, capable of a wider 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 assembling his own equipment, disdaining automatic changers and seemingly more interested in the fidelity of his reproduced sound than in the music.

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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 its 63 per cent increase of sales of records in 1967, "one out of every four records sold was modern music."

RCA Victor racked up a 10.7 per cent increase in sales so far this year. A fourth of that was due to international music. Discos Tizoc saw a 30 per cent increase in sales, all of it in modern music such as the Tujuana 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 semester gain of 14 per cent over the same period in 1966 included a third in sales of modern music.

"We are so much aware of the fact that records reflect the life of the public that we've made a conscious effort to make the public a part of our recordings," says Midani.

That policy includes "tape-ins" to which the public is invited. During these studio-audience recording sessions, the public is treated to everything from tequila to tacos. "The results have been spectacular," Midani says.

The new image of Mexican record companies reflects the new look in Mexico's youth. "The young in Mexico are fighting off the old traditions," Midani says. "They belong to the new wave sweeping the world. Mexican kids are just as hip as kids anywhere in the world. And Capitol wants to be as hip as the kids."

All presidents interviewed talked about a new excitement in the industry here. And they all agreed that during the coming months the market will see the most strenuous competition in the history of the industry.

From The Music Capitals of the World

• Continued from page 50

MADRID

Engelbert Humperdinck and Tom Jones are expected here in September for show appearances and the promotion of albums released by Spanish Columbia. . . . Manolo Diaz, a Barclay artist distributed here by Sono-Play, has been invited to represent Spain at the next Rio de Janeiro Pop Song Festival. . . . Rolling Stone Bill Wyman is coming to Spain this month to introduce a new number recorded by British group, the End (Sono-Play). The title is "Morning Dew" and the record was produced by Wyman. . . . Britain's Sandie Shaw has signed an exclusive contract with Hispavox for the Spanish market. . . . "Blue Ribbons and Roses" was the winning song at the thirteenth Spanish-Portuguese Festival of La Cancion Del Mino. It was sung by Paco Ruano (Fonogram). . . . Sono-Play Records has opened an office in New York directed by Jaime Ibran at Movierecord Inc. . . . Major-Monor a&r man Tommy Scott will visit Spain to record the Spanish Adam group (Sono-Play). . . . Female singer Massiel (Novola) is in London to record under the direction of Larry Page of Page One Records.

RAFAEL REVERT MARTINEZ

MEXICO CITY

Louis Couttolenc, president of RCA Victor Mexicana was guest of honor at Imelda Miller's opening at the Fontana Rosa Club on June 27. . . . Sandpipers, Herb Alpert, Chris Montez, are on Tizoc label here combined with A&M. . . . Discos Universales has released an EP and an LP (Lovin' Spoonful) on the Kama Sutra label. . . . Amalia Macias (Peerless) on a tour of seven States in provinces and TV dates in Monterey. . . . Los Hermanos Michel finished their 15th LP for Peerless last week. . . . The Eastman Brass Quintet is giving concerts in several States in Northern and Central Mexico. . . . Jimmy Nicol and Eddie Quinn (RCA Victor Mexicana) have formed a group they call Nicolquinn to present shows throughout Mexico and in Southern States in the U. S. . . . The third album in Capitol's "Mexico Alegre" series released recently, called "Fiesta Tapatia," recorded with public in the studio. . . . Jimmy Nicol is writing the score for a Mexican film. . . . Pily Gaos signed with Capitol. . . . Musicians and Composers have united to demand 75 per cent minimum time on radio stations. The complaint is that too many foreign American records are being played. KEVIN KELLEGHAN

PARIS

CED is doing strong promotion on singing discovery Nicoletta who has recorded the French version, by Georges Aber, of "A Whiter Shade of Pale." The Nicoletta version occupies one full side of an EP and is backed with an orchestral treatment of the same tune by Raymond Lefevre and a jazz treatment of a Bach aria by Jean-Christian Michel. Promotion for the record includes a window display competition for retailers in which the first prize is a sackful of gold coins. . . . Pathe-Marconi has released a Tamla Motown Parade album featuring the Four Tops, Stevie Wonder, the Miracles, Earl Van Kyke, the Supremes, Jimmy Ruffin, the Temptations, Junior Walker and others. . . . CBS has released the Scott McKenzie hit "San Francisco" on its Gemini single label. . . . Gerard Calvi has recorded "Une Autre Plage" a new instrumental in the style of his hit "La Plage de Saint Tropez" for Vogue. . . . Riviera's Nino Ferrer has recorded an Italian version of "Je Veux Etre Noir" (A Man's, Man's World) which will be released in Italy on CGD-Riviera. . . . Vogue has released the first EP of the new Tunisian-born comedy singer Sydney, a 250 pound baker whose first titles include "Les Chameaux d'Arabie" and "Le Petit Musulman". . . . CBS has released a new Caravelli LP of current hits including "L'Important C'est La Rose," "Puppet on a String," "Somethin' Stupid" and "Ce Soir Ils Vont S'Aimer". . . . The new Raymond Lefevre album on Riviera, featuring "A Whiter Shade of Pale," "Groovin'," and other current hits will have simultaneous release in 38 countries including the U. S. (on Kapp). . . . Vogue is promoting the Nancy Sinatra-Lee Hazlewood hit "Jackson" as the vehicle for the new summer dance, the Skate, which is being featured on Europe No. 1 radio. . . . CBS has released four titles in French by Jane Morgan on the Epic label. . . . CED's promotion on the new Henri Salvador disk "Patron" (Rigolo) includes a competition for record buyers who have to complete a humorous caption on the EP sleeve. Prize is a free one-month vacation. . . . CED signed pacts for the distribution of its French production in Brazil by Musidisc and in Argentina by Disc Jockey. CED will distribute Musidisc product in France, Switzerland and the Benelux countries. . . . Vogue's summer promotion campaign includes two daily half-hour programs on Radio Monte Carlo with big exposure for the third disk of Mario Jacques who is being groomed to be Vogue's big star of the summer, as Jacques Dutronc was last year. . . . Riviera has released the Association hit "Windy" under Val-

iant license. . . . CBS has released the second John Handy Quintet album. . . . Riviera has rush-released a topical comedy song "Rien Nasser de Courir" by Philippe Clair on the Jag label.

Pathe-Marconi artist Tino Rossi is to be presented with the Blue Ribbon of the Chanson Francaise by Radio Monte Carlo on July 25. . . . "Le Telefon" the big hit by Riviera artist Nino Ferrer is now available in the French language version in 47 countries. . . . Judy Spencer has written the English lyric to the Mireille Mathieu Barclay hit "Ce Soir Ils Vont S'Aimer" (Tonight's the Night) which Miss Mathieu will shortly record for Barclay. She will also do the German and Italian versions. Song is published in France by Paul Beuscher. . . . Additional attraction at the International Jazz Festival of Antibes-Juan-les-Pins, July 22-27, will be Pathe-Marconi artist Virginia Vee.

Johnny Hallyday's "Amour d'Ete" (Philips), Georges Aber's French version of the Elvis Presley hit "Love Me Tender" has jumped into the Europe No. 1 radio hit parade at No. 5. Also shaping to become a big summer hit is Sheila's "Adios Amor" which is currently at No. 4 in the same chart. . . . RCA has released an EP featuring Harry Belafonte's "Hurry Sundown" from the Otto Preminger film. . . . Paul Beuscher will sub-publish the score of the Universal film "Thoroughly Modern Millie" which is set to be premiered here in October. . . . Pathe-Marconi has released Anthony Quinn's "I Love You, You Love Me," a single which is getting good radio and discotheque exposure. . . . The Easy Beats were in Paris for two days of promotion including appearances on "Dim Dam Dom," "Music Hall de France" and on Europe No. 1, France Inter and Radio Luxembourg to boost their latest Philips release "Heaven and Hell."

RCA has released a new EP by Jacqueline Dulac whose "Ceux de Varsovie" won the 1966 Rose de France song contest. Main titles are "Ballade Pour Celui-la" and "La Valse Perpetuelle". . . . Riviera released "Plastic Man" by Sonny and Cher on the Atco EP coupled with "Podunk," "A Groovy Kind of Love" and "A Beautiful Story."

Philips albums released this month include "Prestige de Paris" by the Paul Mauriat Orchestra, "Ne Me Quitte Pas," featuring the Jacques Brel song of the same name, by Nina Simone, "Un Beau Jour Je Partirai" by Rika Zarai and a new Barbara LP. . . . The Academie de l'Orgue Francais in conjunction with the classical record company Harmonia Mundi presented six evening recitals between July 4 and 15 at Saint Maximin featuring the Avignon Wind Quintet, the Marie-Claire Jamet Quintet, the Bulgarian Quintet, the Deller Consort, the Collegium Aureum and Michel Chapuis. . . . Gilbert Beaud's "L'Important C'est La Rose" entered its 17th week on the Europe No. 1 radio hit parade—a record. . . . Henri Salvador's latest on

his own Rigolo label, distributed by Riviera, is "Patron."
MIKE HENNESSEY

TORONTO

Columbia Records of Canada's mono-stereo price equalization move was not effective until July 21, giving dealers a three-week period to buy at old prices and resulting in heavy orders for mono at the lower price, light action on stereo before the price reduction.

The Kensington Market make their disk debut on the Stone label with "Mr. John" and "Kensington Market," produced by the group's manager, Bernie Finklestein, who groomed Verve's Paupers. Their first U.S. appearance is with Jay and the Americans in Buffalo, Saturday (8). . . . A new label, Butterball, has been formed by Syd Kessler of Blackhawk Enterprises, Hamilton-based talent management agency, to bow Colonel Popcorn's Butterband with "Saturday Morning, Sunday Evening" and "Ship Ahoy." Though Toronto and Hamilton radio stations are giving the disk play, Kessler is negotiating with U.S. contacts before setting up any distribution in Canada.

Kapp Records' director of foreign operators, Ted Shapiro, and national promotion director Gene Armand expected in Montreal for Jack Jones' appearances with Jack Benny at the Expo Theatre July 24-29. Hal Ross, national sales manager of Phonodisc, Kapp's Canadian distributor, has laid on such promotion as Jack Jones Day on CFCF, Montreal, building with a contest giving away 100 LP's and choosing five ladies to dine with the artist, climaxing with two Jack Jones disks aired each hour all day and interviews with the singer.

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Sparton has picked up "Laura (What's He Got That I Ain't Got)" by Leon Ashley from Ashley Records in the U. S.

"The largest discotheque in the world," as Expo 67 calls its "Action Time" teen dances, nightly from 5 to 7 at the Garden of Stars, has filled the gaps in its previously announced schedule of two different pop groups each week with Columbia's A Passing Fancy, from Toronto; the Side Track and Les Miserables from Montreal (July 30-Aug. 5); Capitol's Staccatos, from Ottawa (Aug. 6-12);

the Royal Family, from Edmonton (Aug. 13-19); Verve's Paupers, from Toronto (Aug. 20-26); the UFO's, from the U. S., and Les Lutins, from Montreal (Sept. 10-16); Les Myckels from Montreal (Sept. 17-23); the King Beezz, from Edmonton (Oct. 1-7); Les Chantels, from Montreal (Oct. 8-14).

Toronto's Mandala is off on another three-four month tour of the U. S. with one and two-nighters throughout Pennsylvania, Virginia, Florida, Mississippi, Texas and other States, winding up in Los Angeles, with a new disk release expected somewhere along the way. Group has bought the eight-door limousine with color TV, stereo, phone, refrigerator, etc., formerly belonging to Mitch Ryder and the Detroit Wheels.

KIT MORGAN

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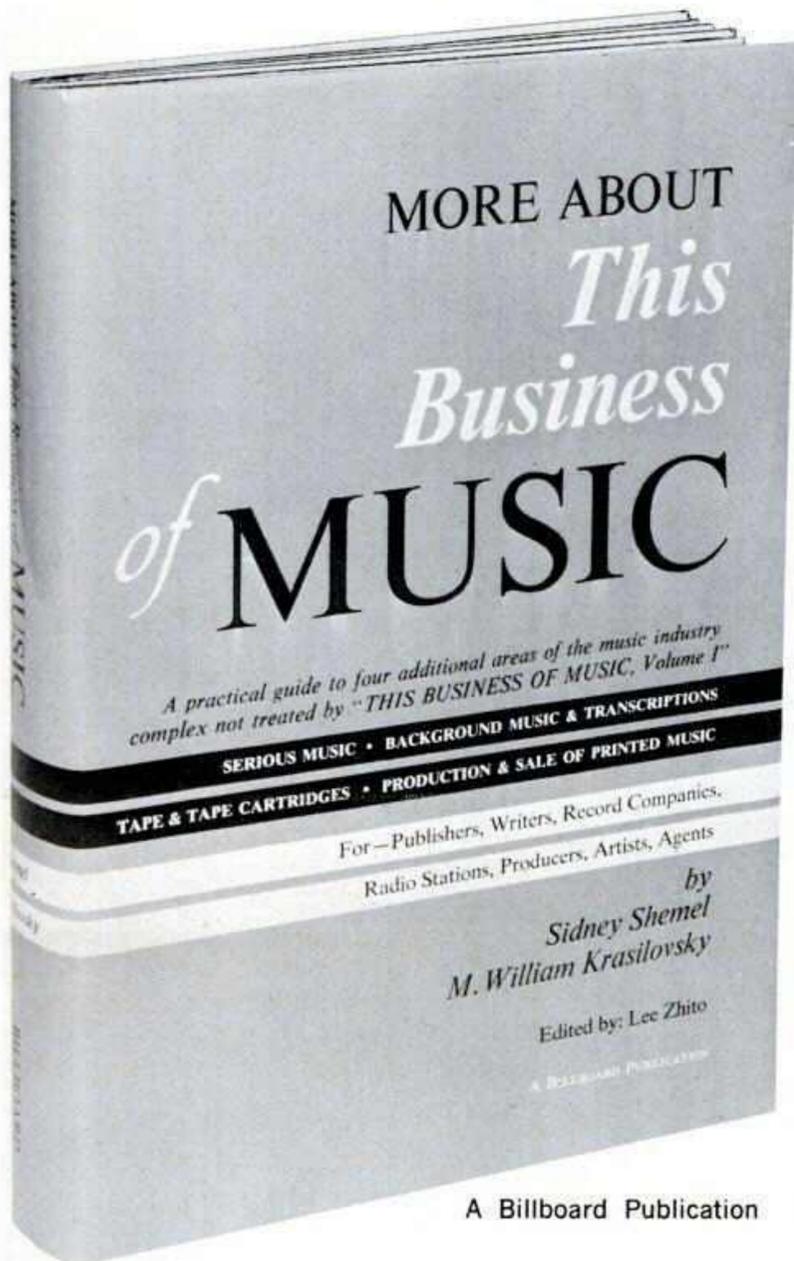


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Table of music hits from Australia including 'A WHITER SHADE OF PALE' and 'THIS IS MY SONG'.

BRITAIN

Table of music hits from Britain including 'A WHITER SHADE OF PALE', 'LOVE YOU', and 'HERE COMES THE NICE'.

Table of music hits including 'WHEN YOU'RE YOUNG AND IN LOVE', 'TAKE ME IN YOUR ARMS', and 'SILENCE IS GOLDEN'.

DENMARK

Table of music hits from Denmark including 'NU TA'R JEG TIL DUBLIN' and 'SILENCE IS GOLDEN'.

EIRE

Table of music hits from Eire including 'A WHITER SHADE OF PALE' and 'BLACK VELVET BAND'.

Table of music hits including 'SILENCE IS GOLDEN' and 'THEN I KISSED HER'.

FRANCE

Table of music hits from France including 'A WHITER SHADE OF PALE' and 'ADIEU A LA NUIT'.

GERMANY

Table of music hits from Germany including 'HA, HA, SAID THE CLOWN' and 'MEINE LIEBE ZU DIR'.

HOLLAND

Table of music hits from Holland including 'A WHITER SHADE OF PALE' and 'THE WIND CRIES MARY'.

ITALY

Table of music hits from Italy including 'STASERA MI BUTTO', 'LA COPPIA PIU' BELLA', and 'SONO BUGIARDA'.

JAPAN

Table of music hits from Japan including 'SHINJUKU BLUES' and 'YOGIRIYO KONYAMO'.

MALAYSIA

Table of music hits from Malaysia including 'FUNNY, FAMILIAR, FORGOTTEN FEELINGS' and 'HA, HA, SAID THE CLOWN'.

MEXICO

Table of music hits from Mexico including 'CELOSO (Jealous Heart)' and 'SHE—Monkees (RCA)'.

NEW ZEALAND

Table of music hits from New Zealand including 'PUPPET ON A STRING' and 'HA! HA! SAID THE CLOWN'.

NORWAY

Table of music hits from Norway including 'THEME FROM "THE MONKEES"' and 'SILENCE IS GOLDEN'.

Table of music hits including 'JAG RINGER PA FREDAG' and 'WATERLOO SUNSET'.

PHILIPPINES

Table of music hits from the Philippines including 'TWO OF US', 'I'M A BELIEVER', and 'SOUL & INSPIRATION'.

SINGAPORE

Table of music hits from Singapore including 'FUNNY, FAMILIAR, FORGOTTEN FEELINGS' and 'HA, HA, SAID THE CLOWN'.

SPAIN

Table of music hits from Spain including 'INCH' ALLAH', 'HAPPY TOGETHER', and 'LOLA'.

SWEDEN

Table of music hits from Sweden including 'THE LION SLEEPS', 'TONIGHT', and 'MALAIKA'.

Tape CARtridge

ADVERTISEMENT TAPE CARTRIDGE TIPS

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, Car-Tape Carnival.

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 examining and listening to the tapes from Capitol's full catalog.

Sales Pay-Off

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

and one home-player during the sale day. In a follow-up campaign, the outlet sold another six auto units and six stereo modulators. The follow-up resulted from distribution of survey cards, listing names, addresses, phone numbers, ages, favorite artists, model of automobile owned, and preference of auto or home model tape player. The survey shows that the composite among the interested is about 19-20 years of age, a male, owns his own 1966 model car, and prefers the auto player to the home unit.

Displays were set up inside the store, and visitors were urged to pick out a cartridge of their choice, take it out to one of the parked autos, and play it. There was someone at each car to demonstrate the unit.

For the special promotion, the prices of the car units were

reduced by \$10, while the home sets went for \$20 under normal retail cost. A rock 'n' roll band was stationed outside the store during two evening hours to help draw a crowd. It was effective. Copies of the Capitol tape catalog were handed out at this time.

The Alabama town of 20,000 was chosen because it was "typical" of a small southern community, according to Buz Wilburn, who handled the promotion for Capitol. Also, he said, it had a town square with a record shop located on the square.

This area is generally considered to be some five years behind much of the nation in regard to cartridges. However, as Wilburn noted, this proved that proper promotion can wake up the region. It also establishes Griffin's as the tape cartridge center of the central south.



MERCURY RECENTLY UNVEILED the first auto cassette recorder/player, one of five new cassette models the firm is now marketing. Model AP8300 is equipped with universal Gimbal-type mounting bracket to fit all cars on dash 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 Tamotsu 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 8-track and Philips cassette cartridges per month.

It is expected there will be four or five Japanese-made stereo, cassette playback machines available on the market in Japan this fall and a similar number of 8-track, Lear-Jet machines marketed at about the same time. The transition from disks to cartridges, therefore, is expected to proceed smoothly. Stereo music cassettes, recorded in Japan, on the Philips, Nippon Victor and Nippon Columbia labels are now available in Japanese stores, with other labels expected soon.

Auricord Names Two Sales Reps

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

Bassett and Moore, located in North Hollywood, Calif., will represent Auricord in southern California, southern Nevada and Arizona. Robert Milsk Co. will handle the company's products in Michigan, Indiana and Kentucky. Milsk is located in Detroit.

Atl'tida, Wilko Firm Set Up

MILAN — Atlantida chairman Arcadi Voltass has announced the formation of Atlantida-Italiano, a partnership between Atlantida of 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 playtape 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 Atlantida's radio cartridge, which will become a standard part of the set, and loudspeakers.

The PlayTape machine will be equipped with 2-track cartridges where there is a demand for singles (Italy, Germany), and with 4-track cartridges in the EP market (France and Benelux). Voltass said that Atlantida's radio cartridge would probably be optional with the MK-100 model.

Monkees Top RCA Releases

NEW YORK — The Monkees' "Headquarters" on the Colgems label is spearheading RCA Victor's Stereo 8 cartridge tape release of 13 packages in July.

Other artists featured are Duke Ellington, Harry Belafonte, Connie Smith, Floyd Cramer, Myron Cohen, Glenn Yarbrough, and a variety pack that includes Sergio Franchi, Mario Lanza, Anna Moffo, Melachrino, Gino Del Vescovo and the Neapolitan Mandolins, Peter Nero, Savina, and Hugo Winterhalter. Also included are the Kapp label's Roger Williams, and Scepter's Dionne Warwick and the Shirelles.

The Red Seal entry is a twin pack featuring Arthur Fiedler and the Boston Pops, and the RCA Camden entry features Sonny James.

Col. Issues 2d 4-Track

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

"We're still filling a pipeline," a Columbia spokesman said, "so we can't tell how the cartridges are selling. But," he added, "we're proceeding cautiously and don't want to overload our distributors with product which won't move."

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

Last week's front page story in BILLBOARD, with the heading: "Red Skelton to ITCC Before Disks," created quite a stir in music circles inasmuch 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 cartridges. The ITCC exclusive rights for this "Red Skelton Presents the Velvet Strings" series are for all tape rights, including reel-to-reel and playtape.

This column is being written prior to our departure with Red for London, where he will personally supervise the recording of several of 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 famous 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," "Ebb Tide," "Don't Blame Me," "Moonlight in Vermont," and motion picture themes, among them "Secret Love," "Sound of Music," "Born Free," "Laura's Theme" from Doctor Zhivago, "Zorba the Greek," the theme from "Lawrence of Arabia" and others.

Recording in Europe is done by Reditune 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 Reditune to ITCC. This licensing gives ITCC the exclusive rights to this music in 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, "ITCCO." 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.

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Tape CARtridge

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-Musicassette, 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 cassettes.

The initial offering consists of 18 EP-Musicassette 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-Musicassette will fill a need for "mobile music," which can be played while traveling, at the campsite, and on the beach. The cassettes come in specially-designed cardboard cartons. 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 kiddie cassettes), \$6 and \$6.50.

Philips has just published a new catalog, with 200 cassette titles encompassing pop, beat, dance, operetta and musicals, folklore, jazz, classical, "music

for traveling," children's music and fairy tales, and the new EP-cassettes.

MGM to Handle DGG Cassettes

NEW YORK — DGG cassettes will be imported directly from Germany and distributed by MGM Records. All other cassette product of other MGM will be duplicated by Ampex, which also is slated to receive 8-track and reel-to-reel rights. A new contract was being completed last week, and MGM president Mort Nasatir was in Chicago conferring with Don

JAPAN TO GET DIGEST COURSE

TOKYO — Reader's Digest will bow in the fall a mail order English - language course on Philips cassettes in Japan. Machines and cassettes will be manufactured by Sanyo in Japan for Reader's Digest, according to Robert Austin, project marketing manager. Estimated initial production and sales of the six-cassette course will be more than 30,000 cartridges, Austin said.

Hall of Ampex. The first release of DGG cassettes will include six cassettes featuring works by the Berlin Philharmonic and Hamburg Baroque Ensemble. Suggested list price is \$6.95.



DROP-IN 8-TRACK PLAYER in the new Zenith line slides into console's record storage well, plugs into tape input/output jack, and uses the amplifier, speaker system and controls of the host unit. Storage for five cartridges.

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 paks. It can be purchased separately and mounted side-by-side to afford additional storage space. Paks also are available individually.

Starter set consists of one trak and six paks. Suggested retail prices are: Pak, 59 cents; Trak, 98 cents; Six-Pak, one track plus six paks, \$3.98.

(Continued on page 58)

FROM THE WORLD LEADER!

NEW RELEASE #21—BILLBOARD, JULY 15, 1967

FOUR-TRACK CARTRIDGES

QTY.			
---	10Y-559.....	A TIME TO LOVE—Leslie Uggams	Atlantic
---	10A-568.....	RIGHT OR WRONG—Ronnie Dove	Diamond
---	10Y-576.....	A PORTRAIT OF ARTHUR PRY SOCK	Verve
---	10Y-579.....	LAINIE KAZAN	MGM
---	10A-580.....	LISTEN—Ray Charles	ABC
---	12A-259.....	ENCORE—Jamie & The J. Silvia Singers	ABC
---	14B-517.....	SONGS OF THE FANTASTIC 50's—VOLUME 2—Earl Bostic	King
---	14B-673.....	MONA LISA—Santo & Johnny	Vault
---	21Y-421.....	MIGHTY INSTRUMENTALS—James Brown & The Famous Flames	King
---	21Y-424.....	SOUL BROTHER #1—James Brown	King
---	21Y-484.....	WE GOT A THING—The Capitols	Atco
---	21Y-485.....	MEMPHIS GOLD, VOL. 1—Various Artists	Stax
---	21B-501.....	THE CHALLENGERS' 25 GREATEST INSTRUMENTAL HITS—PART 1	Crescendo
---	21Y-506.....	BORN A WOMAN—Sandy Posey	MGM
---	25A-140.....	FIREHOUSE FIVE PLUS TWO AROUND THE WORLD	Good Time Jazz
---	26A-489.....	MUSIC TO LISTEN TO RED NORVO BY—Featuring Red Norvo, Buddy Collette, Bill Smith, Barney Kessel, Red Mitchell and Shelly Manne	Contemporary
---	26A-490.....	POLL WINNERS THREE!—Barney Kessel, Shelly Manne & Ray Brown	Contemporary
---	26Y-526.....	CALIFORNIA DREAMING—Wes Montgomery	Verve
---	29Y-137.....	LIGHTNIN' STRIKES—Lightnin' Hopkins	Verve/Folkways
---	29A-140.....	THE REAL FOLK BLUES—Memphis Slim	Chess
---	29A-141.....	MUDDY WATERS, BRASS AND THE BLUES	Chess
---	41A-148.....	THE HOLLYWOOD PALACE—Mitchell Ayres And His Orchestra	Command
---	54Y-267.....	THE VERY BEST OF HANK WILLIAMS	MGM
---	66Y-256.....	FEELIN' SO GOOD—Willie Bobo	Verve

FROM THE TOP OF THIS WEEK'S BILLBOARD CHART

CURRENT BILLBOARD POSITION	SELECTION	ARTIST	LABEL	MUNTZ CATALOG #
1	SGT. PEPPER'S LONELY HEARTS CLUB BAND	The Beatles	Capitol	4CL-2635
4	I NEVER LOVED A MAN THE WAY I LOVE YOU	Aretha Franklin	Atlantic	21Y-495
5	REVENGE	Bill Cosby	Warner Bros.	4WA-1691
8	DR. ZHIVAGO	Soundtrack	MGM	46Y-135
9	THE DOORS		Elektra	21A-445
16	I'LL TAKE CARE OF YOUR CARES	Frankie Laine	ABC	10A-561
18	THE BEST OF THE LOVIN' SPOONFUL		Kama Sutra	21Y-460
23	THE MAMAS AND THE PAPAS DELIVER		Dunhill	21A-457
25	TOO MUCH	Lou Rawls	Capitol	4CL-2713
34	COLLECTIONS	Young Rascals	Atlantic	21Y-481

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\$199.95



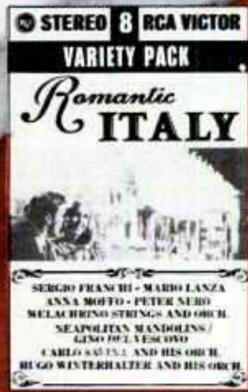
HW-12 Home 4-Track & 8-Track Playback
\$119.95

7715 DENSMORE AVE., VAN NUYS, CALIF. 91406 (213) 989-5000

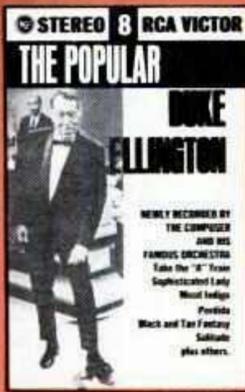
New for July on RCA STEREO

CARTRIDGE TAPES

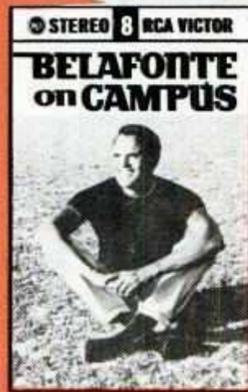
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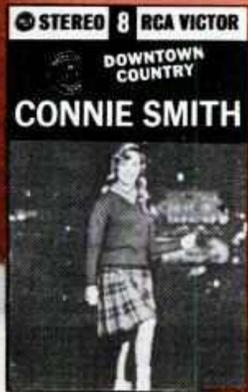
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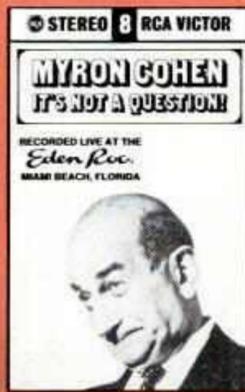
P8S-1193



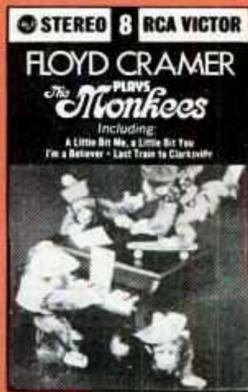
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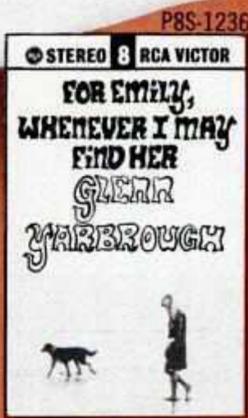
P8S-1233



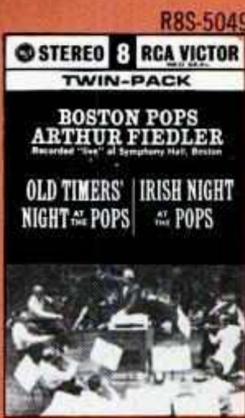
P8S-1234



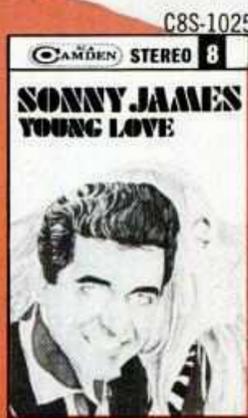
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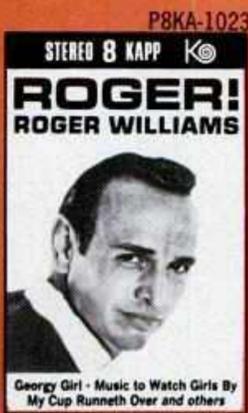
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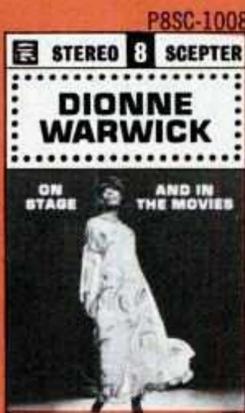
R8S-5049



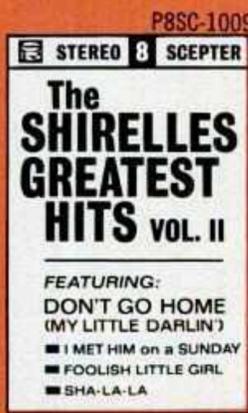
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P8KA-1023



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P8SC-1009

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Tape Head

Cleaning Cartridge

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A must for all Auto Tape Players. Maintain original sound quality.

Prevent distorted sound and background noise



Cat. #66TC

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Tape CARtridge

Shoplifting Made Uneasy—Store Sights, Cites Crooks

The Oklahoma Journal



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.

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 watch 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 shot at the tires of a shoplifter's car; the shoplifter had puncture-



RICK KELLY, owner of Records Inc., retail outlet in Oklahoma City.

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. Capitol Records, inadvertently, helped the campaign. "Would you believe that I won the camera from Capitol Records in their Orient Adventure Contest—second prize?"

Album Reviews

Continued from page 36



SPECIAL MERIT PICKS

Special Merit Picks are new releases of outstanding merit which deserve exposure and which could have commercial success within their respective categories of music.



CLASSICAL SPECIAL MERIT

WALTON: BELSHAZZAR'S FEAST

The Roger Wagner Chorale. Angel 36015 (M); S 36015 (S)

Walton's majestic oratorio is majestically performed by the Robert Wagner Chorale, and John Cameron, a powerful Australian baritone, is impressive. Wagner also conducts the Royal Philharmonic with conviction.



R&B SPECIAL MERIT

18 KING SIZE RHYTHM & BLUES HITS

Various Artists. Columbia CL 2667 (M); CS 9467 (S)

Some fantastic treasures here—Billy Ward's "Sixty Minute Man," Hank Ballard's "Work With Me Annie," Bill Doggett's "Honky Tonk," Otis Williams' "Hearts of Stone." All are a musical history in the making. There's the early work of Joe Tex and Otis Redding here, too. And hits by the Platters and Ivory Joe Hunter. A gem!



LOW PRICE CLASSICAL SPECIAL MERIT

BRAHMS: THE COMPLETE QUARTETS

(2 LP's)

The Janacek Quartet. Crossroads 22 26 0009 (M); 22 26 0010 (S)

The Janacek Quartet weaves these Brahms works together with extraordinary zest and romantic feel. They can be gentle, soothing, charming and all done like the true musical architects they are.



FOLK SPECIAL MERIT

ON THE WAY

The Wayfarers. Polydor 184080 (M/S)

From Polydor comes a spirited folk group which could prove a winner within its field if given the proper exposure. Armed with unamplified guitars, the Wayfarers display the wholesome folk sound of the Peter, Paul and Mary and New Christy Minstrel era. The trio performs with distinction songs such as "San Francisco Bay Blues," "Morning Train" and "Drinking Gourd."



POP SPECIAL MERIT

THE FABULOUS IMPRESSIONS

The Impressions. ABC ABC 606 (M); ABCS 606 (S)

The sounds of the Fabulous Impressions work well on the compositions of Curtis Mayfield. Both the songwriter and the singing group have a flair for the folk-style, ballad and rhythm songs that give their efforts pop distinction.



CLASSICAL SPECIAL MERIT

SCHUMANN: TRIO NO. 2 IN F MAJOR OP. 80

Beaux Arts Trio. Philips World Series PHC 9053 (S)

Here's a record abounding with high quality on both sides. Schumann's Trio No. 2 is told in delicate, graceful terms. The Ravel work is full and simple and brings the trio's harmony into focus. All excel in individual performance.

Lib. Stereo Tape

Continued from page 56

"The Trak Pak will attach anywhere and is designed to make all cartridges portable and transferable," said Mike Elliot, Liberty Stereo-Tape general manager. "It is the one convenient way to handle, store and carry all tape cartridges," he said.

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Audio Retailing

Releasing U. S. Test Data

By MILDRED HALL

WASHINGTON—The rising tidal wave of federal consumer protection that has swept over automobiles, installment buying and home product safety may soon reach home entertainment items. A House Government Operations Subcommittee began hearings last week to release, to the consumer, information on thousands of items tested by the federal government for its own use, from floor wax to electronic components.

The next step could be for government "Info-Tags" on manufactured consumer items, including home entertainment items such as record players, tape player units, TV and radio sets. The labels on various products and appliances would inform the consumer as to performance and characteristics of the item, based on government findings—but would make no "best buy" comparisons.

One of the House leaders in the crusade for more federal help to keep the consumer informed is Rep. Benjamin S. Rosenthal (D., N. Y.), chairman of the inquiry begun last week by a House Subcommittee on Special Studies. Representative Rosenthal is author of a bill to set up a Consumer Affairs Department with an information, research and testing program. The bill (which has not yet had hearings) would provide for an Info-Tag labeling, similar to Great Britain's recently activated "Tel-Tag" to inform consumers on products and appliances.

Voluntary

While waiting for the package of consumer legislation to get off the ground, Representative Rosenthal hopes for much more voluntary informing of consumers by government agencies. But he had dubious reaction from the government's own

housekeeping branch, the General Services Administration, as to just how useful government specifications on some 1,000 consumer-type products would be, to the average consumer.

GSA hearing spokesman, Heinz A. Abersfeller, Cmnr. of Federal Supply Service, said the government specifications would have to be "translated" into terms useful and understandable and usable by the average citizen. While some "specs" mention brand names, he said many do not go beyond generic properties of the item. Also, he feared that manufacturers of products which are as good, but are not offered for government supply and testing, would suffer if the public was told only of the government-tested items.

At a later session, Bureau of Standards spokesmen said government information to consumers would have to have a central office to collect information from all agencies and put it into usable terms for consumers. From that point, no one seemed to know exactly how to get the information widely disseminated to the public since government pamphlets usually "remain on the shelves," said witnesses.

Grading

Witness Morris Kaplan, technical director of Consumers' Union, agreed with Chairman Rosenthal that all these difficulties could be overcome. Kaplan, whose nonprofit organization puts out monthly consumer reports grading appliances and products, said today's consumer items are using "electronic and space-age technology," and the consumer is a babe in the woods trying to decide which to buy. A government test of hearing aids for the Veteran's 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 recalled by General Electric, which is still bringing blasts on the floor of Congress, was not considered too serious per set, by expert Kaplan. He said the radiation was extremely short range, and downward, so that only when sets were above the floor and a child or pet had feet or paws directly under, could there be harmful effect. What did 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 on the alert, too. Betty Furness, the President's special assistant on consumer affairs, says she intends to talk to consumers everywhere, "including teen-agers in record stores."



MOTOROLA MODEL PP219D at \$109.95.



MOTOROLA MODEL PP216D at \$69.95.



MOTOROLA MODEL PP217D at \$89.95.



MOTOROLA MODEL PP215D at \$59.95.

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 \$10 lower than comparable 1967 models.

Model MP102C has an op art styled cabinet 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 stereo units are Model PP215D, \$59.95; Model PP216D, \$69.95; Model PP217D, \$89.95; and Model PP219D, \$109.95.

G.E. Radio Line Includes Two Microelectronic Units

UTICA, N. Y.—The 1968 line of General Electric radios includes two more microelectronic products, one a tiny "transportable" table 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 tuner-amplifier and two separate enclosures with extended-range oval speakers. Suggested list price is \$139.95.

The other microcircuit model, "Micro-Mood" (model T1170) it's called, is an AM unit in trapezoidal shape that fits nicely into the palm of the hand. It measures 4½ by 3¾ by 2¾ inches. Suggested retail price is \$19.95.

G.E. introduced its first microelectronic unit—utilizing

what is commonly called the integrated circuit—last year. The first application was to a miniature clock radio. Other current G.E. micro products are an 8-track cartridge player and a phonograph. Additional micro radios will be introduced this October.

Leader in the new solid-state table and clock radio line is model C1479, an AM clock model at \$14.95 suggested list. The two AM table models are model T1150 at \$12.95 and model T1160, in walnut grain finish, at \$16.95 suggested list.

Five new AM clock models range in price from \$17.95 to \$27.95. Four new AM/FM table models, all with slim, vertical styling, range in price from \$22.95 to \$41.95 suggested retail. FM/AM clock models, four of them, range in price from \$30.95 to \$46.95 suggested retail.

'68 Symphonic Phonograph Line the Largest in Years

NEW YORK—"One of the largest in the company's history" is the way Symphonic Radio & Electronic Corp. describes its 1968 phonograph line.

Included are 32 models, ranging from a 4-speed mono portable at \$16.95 suggested list to an automatic stereo console at \$499.95. There are three mono portables, two battery/AC portables, two automatic mono portables and seven automatic stereo

portables included. Specifics on models in these categories:

Model PN1001 at \$16.95 suggested list, a 4-speed manual/mono portable, solid-state, with covered wood cabinet.

Model PN1002 at \$19.95 suggested list, 4-speed manual/mono portable, solid-state, on/off volume control with polystyrene cabinet.

Model PN1003 at \$22.95 suggested list, 4-speed manual/mono portable, solid-state, tone and on/off volume controls, with polystyrene cabinet.

Model 1PB131 at \$19.95 suggested list, battery/AC mono portable, solid-state, with molded cabinet.

Model PF2001 at \$59.95 suggested list, battery/AC stereo portable manual with AM/FM mono tuner, AFC, 13 transistors, molded cabinet.

Model PN3001 at open list, automatic mono solid-state, polystyrene cabinet.

Model PN3002 at \$39.95 suggested list, automatic mono solid-state, pyroxylin covered wood cabinet with drop-down changer tray.

Model PN4000 at \$49.95 suggested list, automatic stereo solid-state, polystyrene cabinet with removable speaker enclosure for stereo separation.

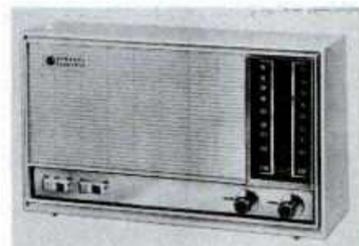
(Continued on page 60)

Norelco Radio Promo for Fall

NEW YORK—North American Philips Co., Inc., in its fall radio promotion will give away to dealers AC adapters for four top models in its line.

The adapt to promotional power program provides dealers with converter units valued at \$14.95 each. Co-operative advertising has been modified to include the adapter at no extra cost in advertised prices. Models involved are L638, L962, P463 and L573. With each of these models included in any \$2,000 order of assorted Norelco radios, the dealer will receive free an AC adapter.

The qualifying orders must be placed before Sept. 30.



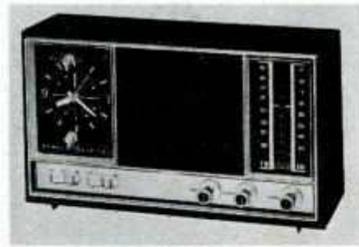
AM/FM TABLE MODEL in 1968 G.E. line. Suggested retail: \$22.95.



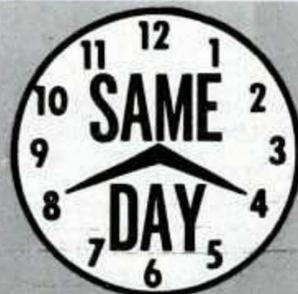
MICRO-MOOD miniature radio by G.E., with microcircuitry. Suggested retail price: \$19.95.



AM CLOCK RADIO in new G.E. offering, all solid-state, at \$27.95 suggested retail.



FM/AM CLOCK RADIO by G.E. is a solid-state model at \$41.95 suggested list.



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RECORDING ARTISTS WITH MASTER. We will produce, press, promote and distribute internationally your records. Fee \$250 and 5% commission on each sold. Or place your masters material with major record company, fee \$100. (Fee in advance only.) Thunder Record Co., P. O. Box 271, Jenkintown, Pa. 19046.

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'68 Symphonic Phonograph Line the Largest in Years

• Continued from page 59

Model PN4001 at \$59.95 suggested list, automatic stereo solid-state, pyroxylin covered wood cabinet with drop-down changer tray.

Model PN4002 at \$69.95 suggested list, automatic stereo solid-state, wood cabinet covered with pyroxylin-coated fabric, drop-down changer tray, BSR changer.

Model PN4003 at \$79.95 suggested list, automatic stereo

solid-state, wood cabinet covered with pyroxylin fabric, drop-down changer tray, BSR changer, sapphire/diamond stylus, ceramic cartridge.

Model PN4004 at \$99.95 suggested list, automatic stereo solid-state, wood cabinet covered with pyroxylin fabric drop-down changer tray, four controls, sapphire/diamond stylus, ceramic cartridge.

Model PN4005 at \$119.95 suggested list, component type automatic stereo solid-state, pyroxylin fabric covered cabinet with oiled walnut sides, four controls, sapphire/diamond stylus, ceramic cartridge, four speakers.

Model PN4006 at \$169.95 suggested list, automatic stereo solid-state, wood cabinet covered with pyroxylin fabric, drop-down changer tray, Garrard changer, turnover sapphire/diamond stylus, ceramic cartridge, AM/FM multiplex, five controls.

Olympic Shows 9 New Models

NEW YORK—At the Consumer Electronics Show, the Olympic Radio and Television division of Lear Siegler showed eight new stereo units and one new radio.

Several of the stereo units have Olympic's "two-at-once" feature. All are solid-state, with the exception of a leader console. Other features sprinkled through the line are AM/FM radio, tape monitoring facilities, "rapid-on" sound, full complements of jacks for external and remote speakers. One stereo unit is built into a bar. And another, model CS411/412, may be used as a table for holding lamps or books.

Radio model MB-36, also shown, is a multi-band, solid-state table model with two short-wave bands, marine band, push-button tone control, fine tuning control and built-in AM/FM and short wave antennas.

Roberts Has 4 New Speakers

LOS ANGELES—Four new stereo speaker systems have been added to the line of Roberts Electronics, division of Rheem Manufacturing Co.

New model S910 is a 50-watt power system, bookshelf or floor size, at \$129.95 for a pair.

Model S907A, \$99.95 a pair, is a 25-watt system, bookshelf size.

A "super-compact" bookshelf model, S902, is \$79.95 a pair. It is a 15-watt system.

And model S909B, a 10-watt, general-purpose system, retails at \$29.95 a pair.

'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 Glen Campbell, Webley Edwards, some "Greatest Hits," a country package and a classical tape featuring works by Prokofiev performed by the Moscow Radio Symphony Orchestra conducted by Gennady Rozhdestvensky.

Special Promotion On 8 1/4-In. Tape Reel

NEW YORK—Audio Devices, Inc., and Magnecord will jointly promote the former's new Audiotape 2461, the first 8 1/4-inch reel of tape on the market.

Magnecord tape recorder owners are being invited to purchase a reel of tape at \$1 off the regular retail price—with dealers obtaining the tape at a dollar off regular prices until Oct. 31.

The new tape works on all transports capable of using reels larger than seven inches. Regular list price of the new 2,400-foot reel of 1-mil Mylar is \$9.45.

Jazz Beat

• Continued from page 14

his rehearsals. Several of the music teachers have had big band experience and the opportunity to play with Ellis offers them a refreshment not found at home evenings. Lead trumpeter Glen Stewart and Ellis worked together in Ralph Marterie's band in New York; Ruben Leon, the lead alto, is a Charlie Barnett alumnus. "School teachers," Ellis offers, "are almost as active as the guys who are continually playing, because they keep up on their horns." In the beginning, Ellis wrote all the charts; now he solicits works from the members of the band, plus Baltimore bandleader Hank Levy and Hungarian classical and jazz composer Pavel Blatny. Band members writing charts out of the 4/4 vein include Ruben Leon, Joe Paccasino (the second altoist); John Magruder (baritone sax) and Terry Woodson (bass trombone). "I'll accept any

thing from the guys so long as it's not in 4 or 3."

Learning about rhythms is a "continuing process." It took the band several months to learn to work in 19. It took Ellis six months of private rehearsing before he felt the band was ready for public scrutiny, with special emphasis given his three basses and four drummers.

If Ellis continues entrancing audiences, he may just become the first West Coast big band avant-gardeist. Unlike many of the small avant-garde groups, whose sounds are hard and unfamiliar, Ellis' roaring band maintains invigorating melodic lines, which stirring up folks with rhythms which spew forth with the beauty of volcanic eruptions.



Coin Machine News

Card-Machine Arrives

By RAY BRACK

CHICAGO — The coin machine industry—one of the last cash businesses—moved a little nearer extinction last week. And the all-automated age drew closer.

Canteen Corp. opened its first public card-machine installation in the employes lunchroom of First Federal Savings & Loan Association, bringing to fruition a credit card vending system introduced two years ago at the Waldorf-Astoria Hotel, in New York.

The credit system, applied to a bank of food and drink machines, permits First Federal employes to make purchases that are automatically deducted from his payroll check. Canteen is also working on a "pre-paid" card in denominations of \$5, \$10, \$15, and so on for the person who hates payroll deductions.

Non-Food

But more important, the pre-paid card, applicable to every-

thing from jukeboxes and games through all types of vending machines, will make possible the vending of thousands of new non-food merchandise items. Most items now racked—records, tape cartridges, razor blades, you name it—could be vendedd. But the time and trouble of dropping dollars worth of coins into the machine has blocked development in these areas of vending.

"This credit system will speed up the use of vending equipment for other than food," said Patrick L. O'Malley, president of Canteen. He told Billboard that the Canteen manufacturing division, Rowe, does not yet have any higher-priced merchandise venders, such as record venders, under development, however.

The card machines will also accept coins. If an employe loses his card, it is voided, and the recognition system is programmed to reject it if ever used again. Cards programmed

for one location will not work at another installation.

Heart of the credit system is a punched-tape record-keeping system which records each purchase by date, item, amount and card number. These facts may either be transferred to the company's computerized payroll deduction system or to cards for billing directly to customers.

Request

"We're getting a lot of requests for this system," O'Malley said, "particularly from firms which have advanced electronic data processing equipment." Canteen has also made a card machine installation at Montgomery Ward & Co. here, where a post-purchase billing procedure separate from payroll is being tested.

O'Malley said that though costs of the equipment have not been pinned down yet, estimates are that credit card equipment for a bank of eight machines will involve an investment of about "\$250 above the cost of the machines."

The credit system was invented by Tateisi Electronics Co. of Kyoto, Japan, and it has been tested for the past six months at the Merchandise Mart offices of Canteen.

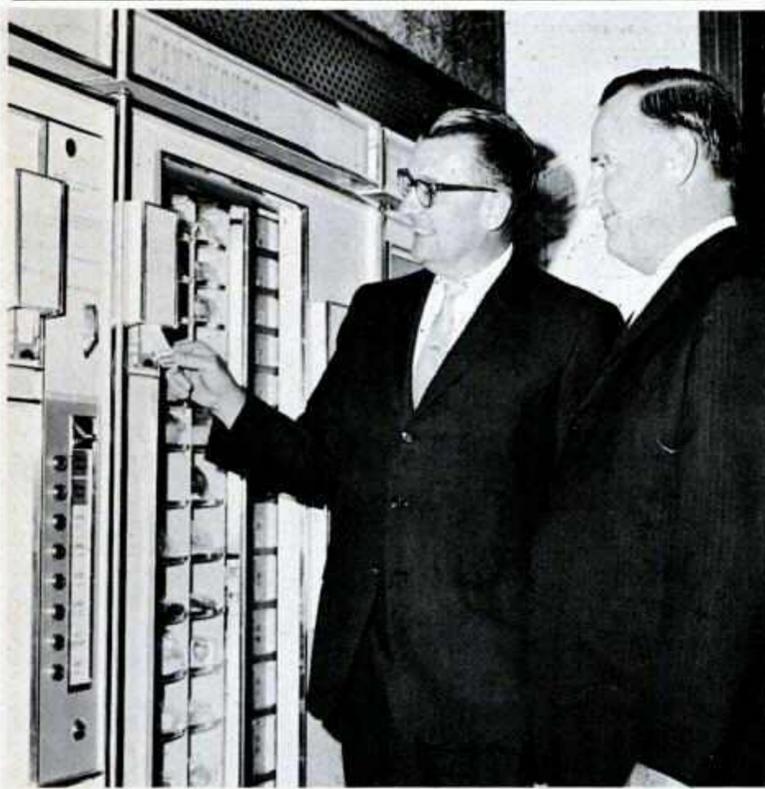
"There were few problems," O'Malley said. "In fact, we had to service the venders more than we did the credit units."

Omron

Canteen has the right to sign an exclusive agreement for sales and distribution of the credit system in the U. S. O'Malley said that "after a year" on the market the system would likely be made available to interested competitors.

Tateisi Electronics is a major Japanese electronics firm, its products recognized under the "Omron" brand name. The firm is also a leader in medical electronics. The firm recently completed the installation of the world's first fully-automatic, unmanned gate control and ticket dispensing system for one of the railway commuter stations that will serve the 1970 Japan World Exposition at Osaka.

At the unveiling of the credit system, O'Malley also disclosed that Canteen is testing a "token" vending system at a Chicago motel.



CARD-MACHINE MERCHANDISING has become a fact with installation of the first public credit card installation at First Federal Savings & Loan Association, Chicago. The installation was made by Canteen Corp., whose president, Patrick L. O'Malley, right, watches First Federal president E. Stanley Enlund buy a cup of coffee on credit.

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 secretary-treasurer William E. Hullinger, Hullinger Music, Delphos, Ohio.

The gathering will be at the New Marina Steak House. Cocktails will be served at 6 p.m.; dinner at 7.

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

3-Point Plan From Casola

By EARL PAIGE

SPRINGFIELD, Ill. — Lou Casola, retiring as president of the Illinois Coin Machine Operators Association (ICMOA), was to be honored at a special testimonial dinner this past weekend here (14-15) and planned to suggest an ambitious three-point program for the State trade group.

Casola's recommendations: To hire a full-time executive secretary; encourage ICMOA members to become involved with their local political scene; set up a special dues structure.

The Rockford, Ill., businessman, who earlier this year postponed plans to set up a real es-

tate business in Florida in order to lead the ICMOA in a fight against legislation that would have outlawed amusement flipper games and made operators subject to a broadened tax on services, outlined his thinking prior to the meeting.

Need \$20,000

"When this legislation crisis hit this spring, the association didn't have any money and we didn't know very many legislators. We didn't even know who was still in the operating business around the State. We need to be prepared before the next session in two years.

"To get the kind of executive

secretary we need it's going to cost around \$20,000 a year. We'll need 20 or so strong operating companies and we'll need the distributors and probably the manufacturers to assist until we get rolling.

"We need a man who will build membership, who will launch an aggressive public relations program, who'll stay on top of legislative matters, who will educate operators on better methods and who will work closely with distributors and manufacturers.

"I'm not influenced one way or another whether the executive secretary should be from the industry," Casola said. "It can be a handicap if he doesn't know the business but on the other hand, if he is someone inside the industry maybe this could work against him, too.

"Regardless of who is selected, I recommend we still keep an attorney on a special retainer fee so he is always available. An association needs an attorney just as much as it needs an executive secretary."

Campaign Contributions

Casola's second recommendation is aimed at contributing *(Continued on page 66)*

Midway Expanding Its Game Line

CHICAGO — Midway Manufacturing Co., 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 alleys, 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 original plant in the Chicago suburb of Franklin Park to a new, larger building in Schiller Park.

In April of 1966 Midway introduced 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.

And Midway is also reportedly testing a coin-operated shoe-shine machine for the U. S. market, Billboard has learned.

Midway is expected to announce dramatic product expansion moves before the end of 1967. There is a possibility that Midway will show some new equipment at the Music Operators of America exhibit here Oct. 27-29.

Billboard has also learned that Midway is negotiating for new distributors and will announce expansion in this area soon.

Some observers noted that Midway was active in the recent battle against prohibition of flipper games in Illinois, even though the ban would have affected none of the equipment currently manufactured by the company. At one of the crucial hearings held by the State Assembly, Midway was represented by both its president, Marcine Wolverton, and Washington attorney Rufus King.

Veterans

Wolverton and company secretary Henry S. Ross, veteran amusement game engineers, founded the company. The company's emphasis has been on simplicity of electro-mechanical design. On Cobra, for example,

a design breakthrough permitted the elimination of 400 switches, resulting in 1,500 less solder connections and the operation of six scoring reels by one motor.

Another phase of the Midway expansion program has been the appointment of Ross B. Scheer as vice-president and director of marketing, a newly created post-

Pierce Re-Elected Pres. Of Wisconsin Association

By BENN OLLMAN

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

Clint S. Pierce, Brodhead, was named WMMA president for another term. Lou Glass, Madison, vice-president, and Ed Dowe, Beaver Dam, secretary-treasurer, complete the slate of officers. Directors include Roger Bookmeier, Green Bay; Sam Hastings, Milwaukee; Jim Stansfield, 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 last year's summer meeting held in the same resort.

Granger

Fred Granger, executive vice-president of the Music Operators of America, recapped events to date in MOA's campaign to restrain advocates of revision of the U. S. music copyright law.

"Despite all you may have read, there has been no new law enacted to exact a higher fee than the 2 cents per mechanical *(Continued on page 69)*



NO-COIN VENDING, unveiled last week at First Federal Savings & Loan Association, Chicago, intrigues organist Rosemary Bailey who regularly entertains patrons on the Hammond.

Vending News

Over 150 Firms at '67 NAMA

CHICAGO—The 1967 National Automatic Merchandising Association (NAMA) trade show here Oct. 28-31 at the International Amphitheatre will utilize a record amount of display area and feature exhibits from more than 150 firms. Only a few exhibit spaces are uncommitted.

Last year at McCormick Place, which was destroyed by fire Jan. 16, 1967, NAMA used 60,000 square feet of space. This year's show at Donovan Hall in the Amphitheatre will offer 65,000 square feet of exhibit area.

The Amphitheatre, located approximately 30 blocks from the Conrad Hilton, has been the site of many trade shows, political conventions and sporting events. All NAMA program sessions will be held at the Conrad Hilton.

Companies still wishing to participate may contact Sidney J. Shapiro, director of trade shows, NAMA, 7 South Dearborn, Chicago, Ill. 60603. Chairman of the NAMA trade show advisory committee, James P. Newlander, said the following

firms have been signed up to date:

American Automatic Merchandiser, American Bakeries Co., American Can Co., American Home Foods, The American Tobacco Co., The Apple Box, Inc., Applied Research & Development Corp., Armour & Co. (Food Serv. Div.), Aunt Fanny's Baking Co., Austin Biscuit, Automatic Products Co., Automatic Vendors of America, Inc., AVENCO, Bachman-Jack's, Beech-Nut Life Savers, Inc., Blumenthal Bros. Chocolate Co., Borden Foods Co. (Div. of the Borden Co.), Bowey's, Inc., Brandt Automatic Cashier Co., Brown & Williamson Tobacco Corp., Burry Biscuit (Div. of the Quaker Oats Co.).

Campbell Sales Co., Canada Dry Corp., Carnation Co., Cartco, Changebank, Chase & Sanborn, Chef-Boy-Ar-Dee, Chicago Lock Co., Choice-Vend (Div. of Seeburg), Claridge Food Co., Inc., Clark Gum Co., (Div. of Philip Morris, Inc.), Clark Products, Coan Manufacturing Co., The Coca-Cola Co., Coffee-Mat Corp., Coin Acceptors, Inc., Conex (Div. of Illinois Tool Works, Inc.), Continental Can Co., Continental Coffee Co., Cook Chocolate Co., The Cuno Engineering Corp., Curtiss Candy Co. (Div. of Standard Brands, Inc.).

Dalason Products Mfg. Co., Dean Foods Co., Delicia (Div. of Deer Park Baking Co.), Ditchburn Vending Machines, Inc., Dr Pepper Co., Duncan Foods (Div. of Coca-Cola Co.), Economics Laboratory, Inc., Electro Counter & Motor Co. (Fort Lock, Inc.), Everpure, Inc., F & F Labs., Inc., Fearn Foods, Inc., Fixtures Mfg. Corp., Frito-Lay, Inc., General Cigar Co., Inc., General Foods Corp., Gold Medal Prods. Co., Gordon Foods, Great Lakes Equipment Corp., Green River Corp., Guardian Filter Co., Hamilton Scale Corp., Hayssen Mfg. Co., H. J. Heinz Co., Hershey Chocolate Corp., Mills Bros. Coffee, Inc., Holiday Cups, Inc., Hollywood Brands, Inc.

Illinois Lock Co., Inter-County Ind., Inc., Johnson Fare Box Co., K-Way Dispensing Equip. Co., Keathley's, Inc., Kraft Foods, La-Touraine Coffee Co., Inc., Lektro-Vend Corp., Liggett & Myers Tobacco Co., Lily-Tulip Cup Corp., Litton Ind. (Atherton Div.), P. Lorillard Co., M & R Food Serv. Co., MarVend, Inc., Maryland Cup Corp., Mason Candies, Inc., Maxwell House Coffee, Mechanical Servants, Inc., Merkle-Korff Gear Co., Monsanto Co., McGunn Safe Co., National Biscuit Co., National Rejectors, Inc., National Uni-Pac, Inc., National Vendors, The Seven-Up Co., Silver Skillet Food Prods. Co., Solon Super Lock Co., Inc., Standard Brands, Inc., Standard Change-Makers, Inc., Steelmade,

Inc., Stokely-Van Camp, Inc., Superior Tea & Coffee Co.

Thor Power Tool Co., Trail-elevator Div. (Magline, Inc.), Trans World Services, Inc., United Fruit & Food Corp., U. S. Automatic Sales, Inc., United States Tobacco Co., Universal Vendors, Inc., Van Lock Co., Vend Magazine, Vending Times, The Vendo Co., Vend-O-Matic Sales, Inc., Victor Prods. Corp., Wayne Candies, Inc., James O. Welch Co. (Div. of National Biscuit Co.), Westinghouse Electric Corp. (Automatic Merchandising Div.), White Rose Tea, Inc., Wico Corp., Wm. Wrigley Jr. Co., William Neilson, Inc., The Nestle Co., Inc., New England Confectionery Co., No-Cal Corp., The Northwestern Corp., Old World Baking Co., Omnivend Co., Pepsi-Cola Co. (Div. of PepsiCo, Inc.), Philip Morris, Inc., Plantation Baking Co., Inc., Planters Peanuts, Progressive Mfg. Co., Pronto Food Corp.

Qualitad Sales Corp., R. C. Can Co., Reed Electromech Corp., H. B. Reese Candy Co., Inc., R. J. Reynolds Tobacco Co., Rich Prods. Corp., Riverside Mfg. Co., Rock-Ola Mfg. Corp., Rowe Mfg., Royal Crown Cola Co., Schulze & Burch Biscuit Co., Scott Paper Co., The Seeburg Corp., Serv-O-Matic, Inc.

George Klein NYBVA V.-P.

ELMHURST, N. Y.—George Klein, Bronx operator, was named new vice-president of the New York Bulk Vendors Association at a meeting held in the Sheraton-Tenney Inn here Monday (10).

He succeeds Sydney Mollengarden, who has retired from the industry. Klein has been an operator for several years.

In other action, the Association will hold its first dinner-dance in November at the Boulevard, a Queens nightclub. A date and time in November will be announced. Tickets are \$25 per couple.

New Products

Karl Guggenheim

LINK-UPS, plastic chain links three-quarters of an inch long in bright colors, are now being offered by this Jamaica, N. Y., manufacturer. A kiddie item with a "hippy" slant, the links can be formed into belts, necklaces, bracelets or jump ropes. Bagged in 1,000 quantities and priced at \$2.50 per bag, the item includes free display labels.

Coinmen In The News

MASSILLON, OHIO

Wurlitzer service representative H. W. (Hank) Peteet blitzed this area with a series of service schools recently. One school, at Elum Music Co., Massillon, was attended by owner Ed Elum, Gasper Campisi, Edwin Hye, Tom Elum, Ed Rohr, Duke Tartaglia, Jim Compisi, Charlie Flounders, Frank Douda, George Belba, Tony Tartaglia, Willis Wilson, and David Cain.

New Equipment



Gold Medal—Cup-Drop Popcorn Vender

Gold Medal Products Co. has introduced a new popcorn vender, Model 210. It is a free-standing, cup drop model featuring 360-degree product visibility with the bubble display. The unit has the Merkle-Korff Pos-Adjust cup drop mechanism permitting use of any 18 ounce vending type popcorn cup. Capacity is 90 sales. There is a positive "sold out" stitch.

Carolínians Toast Victory

CHARLOTTE, N. C.—The Carolina Bulk Vendors' Association will hold a special banquet at the Herford Barn Steak House here July 29 at 6 p.m. and pay tribute to State Sen. Ed Kemp, State Rep. Sneed High and other members of the North Carolina State Legislature which recently passed a sales tax exemption on purchases of 10 cents and under.

The CBVA campaign, hailed by many legislators as one of the most colorful and effective lobbying efforts ever witnessed lasted 12 weeks. CBVA president Lee Smith and secretary Jack Thompson, partners in Southern Acorn Sales here, became personally acquainted with the members of the law-making body and distributed 4,000 pounds of pistachio nuts and 2,000 pounds of ball gum.

In speaking of the exemption granted vendors operating penny machines, Senator Kemp said: "It is a pleasure to sponsor legislation, especially the type that removes a long-standing inequity. . . . Oftentimes persons lobbying in behalf of legislation attempt the hard-sell approach and in so doing alienate the members. Messrs. Smith and Thompson presented their case fairly and softly and made a tremendously favorable impression. . . ."

Both Kemp, who introduced the bill in the Senate, and High, sponsor on the House side, remarked about the very comprehensive 16-page brief drawn up by CVBA, outlining the nature of the bulk vending business and tax approaches in other States.

Industry Image

The North Carolina campaign marks another in a series of successful industry bids to gain relief from restrictive taxation. Earlier, Roger and Harold Folz, Folz Vending Co., Oceanside, Long Island, N. Y., championed a bill in both the New York and Massachusetts legislatures and

became known as the "Gum Ball Boys."

An increasingly more favorable image of the bulk vending industry seems to be emerging. Smith said he has lined up Representative High as a speaker for the 1968 National Vendors Association convention in Chicago.

In addition to Kemp and High, the banquet will honor Senators L. P. McLendon Jr., Albert Ellis and Frank R. Penn, and Representatives James Volger and Emmett Burden.

Oak Manufacturing has made (Continued on page 70)

IMMEDIATE DELIVERY

on the New

Northwestern

GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

COMPLETE LINE OF SUPPLIES

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SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES



With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.

FULL PRICE: \$18.50
f.o.b. Brooklyn, N.Y.
If this ad is returned with order.

HOT - HOT 10c VEND ITEMS (all 250 per bag)

Mini-Books (3 per capsule) \$9.50
Las Vegas 8.50
Humplee 9.50
Space Men 9.00
Asst. Mix 7.00-8.00
Finger Puppets 8.00

Hot 5c VEND ITEMS (all 250 per bag)

Bangles & Beads \$5.00
Jokes & Tricks 5.00
Bugs & Reptiles 5.00
Rings 5.00
Assortments \$4.25 to \$5.00

1c VEND ITEMS

Per M \$3.50 to \$13.00

Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

SCHOENBACH CO.
715 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900

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HIGH QUALITY
LOW PRICES**

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

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



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2538 MISSION STREET • PITTSBURGH, PA. 15203

World's Largest Selection of Capsules and Charms
From Factories in Hong Kong & U.S.A.

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, operate 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 sales tax exemption on purchases of 10 cents and under. "The results of associations like in the Carolinas 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 and will be mailing them out to operators in this region. We are holding an open house Aug. 4-5 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 directors meet at the LaSalle Hotel in Chicago.

Schiro Opening Planned

NEW ORLEANS—Schiro Vending Supply will hold an open house Aug. 4-5 here to show-off its new 9,000-square-foot facility at 3601 Division in suburban Metairie. Operators from Louisiana, Arkansas, Mississippi and Alabama and many prominent bulk vending figures are being invited.

The 22-year-old firm, operated by Nicholas Schiro and his son, Vincent, has been located at 800 North Broad for the past five years. Schiro Vending is the outlet for Oak Manufacturing Co. bulk vending equipment and handles merchandise from many companies.

Hours during the two-day affair will be 9 a.m.-5 p.m. Friday, Aug. 4 and 9 a.m.-3 p.m. Saturday. A number of prizes and special promotions are being planned. A special party will be held Saturday night.

NVA Officers

Nicholas Schiro, secretary of the National Vendors Association (NVA) and host of the organization's national convention

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 vended 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 on the basis of 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.

A special co-ordinating committee on taxes includes A. Robert Natoli, Canteen Service of San Diego, Inc., chairman; Dwight Dickinson, Servomation Bay Cities, Berkeley; Joseph F. Kitts, Servomation Western, Inc., San Bernardino; Landis; John Lumpp, Automatic Retailers of America, Los Angeles; Ted R. Nicolay, Servomation Western, Inc., San Bernardino; and Sidney S. Kallick, National Automatic Merchandising Assn. (NAMA) western office manager and counsel, Los Angeles.

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) survey-

(Continued on page 65)

New Eppy Book

LYNBROOK, N. Y.—Eppy Charms, Inc., here has issued a new catalog illustrating 125 different items. Each item in the catalog is described and its price quoted. The catalog is available upon request. The firm is located at 163 Denton Avenue.

BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's in a super-market or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

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CORPORATION
2774 Armstrong St., Morris, Ill.
Phone: WHitney 2-1300

NORTHWESTERN

Model 60 Bulk-Pak



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM.

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk-loading.

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MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c	\$14.50
N.W. Deluxe, 1c or 5c Comb.	12.00
N.W. 10-Col. 1c Tab Gum Mach.	18.00
Atlas 1c & 5c 100 Ct. Ball Gum	12.00
Acorn 8 lb. Globe	10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red	.92
Pistachio Nuts, Jumbo Queen, White	.87
Afgan Crown Red Lip Pistachio Nuts	.63
Afgan Prince Red Lip Pistachio Nuts	.57
Cashew, Whole	.83
Cashew, Butts	.75
Peanuts, Jumbo	.45
Spanish	.32
Mixed Nuts	.60
Baby Chicks	.35
Rainbow Peanuts	.32
Bridge Mix	.32
Boston Baked Beans	.32
Jelly Beans	.32
Licorice Gems	.32
M & M, 500 ct.	.48
Munchies, 16-lb. carton, per lb.	.39
Hershey-ets	.47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. \$14.00
Rain-Bio Ball Gum, 1800 per ctn. 6.25
Rain-Bio Ball Gum, 1800 printed per carton 6.40
Rain-Bio Ball Gum, 5250 per ctn. 8.35
Rain-Bio Ball Gum, 4250 per ctn. 8.35
Rain-Bio Ball Gum, 3500 per ctn. 8.35
Maltettes, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct. .45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.
CHARMS AND CAPSULES: Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.
Everything for the operator...
One-Third Deposit, Balance C.O.D.

MODEL 60 BULK-PAK



The popular Model 60... now adapted to vend wrapped confections. Write for circular and prices.

Stamp Folders, Lowest Prices, Write

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NORTHWESTERN SALES AND SERVICE CO.

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446 W. 36th St., New York 18, N. Y.
LOnacre 4-6467

Say You Saw It in Billboard

VICTOR'S '77' & '88'
WITH DELUXE CONSOLE STAND

This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vender has in the past.

AVAILABLE FOR IMMEDIATE DELIVERY. Write for complete details and free color brochure.

LOGAN DISTRIBUTING, INC.
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Area Code 312-HU 6-4870

GENUINE GIMMICK MIXES

ECONOMY SIX
\$6.00 Gimmick Mix

EIGHT BILLS
\$8.00 Gimmick Mix

TEN SPOT
\$10.00 Gimmick Mix

TOP TWELVE
\$12.00 Gimmick Mix

At Dist. or FOB Factory

Each Gimmick Mix comes with 4 darn good dressed front Plastic Displays

No fill charms included in these genuine Gimmick Mixes. That's for you to add, if you are so-minded.

EPHY CHARMS, INC.
163 Denton Ave.
Lynbrook, N.Y. 11563



ANTIQUE ROULETTE WHEEL from the collection of memorabilia owned by Lee Smith (center), president of the Carolina Bulk Vendors Association. With Smith are Irwin Nabel, Schoenbach Distributing, New York (left), and Vincent Schiro, Schiro Vending Supply, New Orleans. Nabel is president of the National Vendors Association.

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-rosa 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 juke-box continue to be dirty words.

False Image

"A pinball machine conjures up visions of taking the children's lunch money, or corrupting youth even more than pornography, dirty movies, marihuana and other evils. All jukeboxes are said to be operated by gangsters who force the poor storekeepers to accept their machines under threats of bombing and so forth."

"We in the industry know that alcohol, cigarets, movies and the books of today create far more of a menace toward the young than a flipper game or a phonograph," Boasberg said. "We not only need public relations with our locations, but most of all, we need it with the press, TV, radio and the public."

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. 28, 1967, during the convention at the Pick Congress Hotel here.

Out-going directors will be presented a certificate of appreciation. Directors serve for three years and are eligible again after a one year period has elapsed. Each candidate must be endorsed by five members. Individual candidates can stand for election independently if properly endorsed.

when answering ads . . .

Say You Saw It in Billboard



Margaret starts her day looking up a routeman's request in her reference book. Since one-stop wholesale record distributors maintain inventories by label stock numbers, so does Margaret (left). Now to the card files where all records are cross-referenced (right).

Programmer: Margaret Christiansen

Western Automatic Music, Inc., Chicago



Margaret reserves about 10 copies of all big records as they come off route. Then all except old favorites are sold in bulk quantities. Here a portion of the immense library.



"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 filed into categories ('pop,' 'teen,' 'C&W,' 'R&B,' 'jazz,' 'polka,' 'instrumental') with color-keyed cards. If we want a country and western we look for a green card."



ACES HIGH! JUPITER

the money making sound of music!

Swiss precision engineering, smart Parisian styling, with rich mono-stereo system. Lower in cost, making it the most important breakthrough in price in years.

3 models, 80, 100, or 120, available.

Finger-tip accessibility to all parts.

Durable. Simplicity of design means less servicing, higher net profit.

Over 35,000 Jupiters now in economical, trouble-free operation.

True, rich sound means increased play.

Priced to save, built to last, designed to catch eyes and coins.

A FEW CHOICE DISTRIBUTORSHIPS ARE STILL AVAILABLE IN THE U.S., CANADA, AND THE CARIBBEAN.

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Vend

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"The Magazine of Automatic Vending"

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In her five years as Western Automatic Music programmer Margaret has learned what each location requires. Basically she breaks up her needs into rhythm & blues locations; teen spots; C&W places; cocktail lounges; taverns; restaurants; and snack shops. Here she's typing up title strips but said, "The one-stop is very good about supplying most of the strips."



"We're proud of the word 'juke-box.' It conveys a definite meaning," said Margaret, inspecting the prominent sign as she finishes the day.

These Coin Machines Put Their Best Face Forward

BOULDER, Colo. — Game operators who have found that choice locations in shopping centers can't be had because the management doesn't want the machines out on public display may find the answer in a unique installation at the huge Crossroads Shopping Center here.

The Crossroads, like many other such merchandising centers, features an air-conditioned mall running the full length of the enclosed area. The mall is stone-floored, 60 feet wide, and has plenty of traffic space.

When approached by numerous games 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 protrude five and a half feet from the wall. The screens are plastic panels in arch-top metal

frames, set on steel posts, bolted to the floor, and provide space for pin games placed in pairs in the space between the brick wall of the mall, and the screens.

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 changers, which, as shown, benefit 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, as were employees of the shopping center, who are regular patrons of the machines.

MOA Executives on the Move; Visit Members in 10 States

CHICAGO—Music Operators of America (MOA) president James Tolisano's announced plan to bring the MOA story to operators is now in full force. He and other MOA executives will log over 10,000 miles in trips this month. More trips are planned.

MOA was bogged 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.

Tolisano and Granger during August and September will visit Ohio, Kansas, Arizona and Massachusetts.

Meet MOA Members

"We are often so busy during the MOA convention that it is impossible to meet with all the operators who come to Chicago," Tolisano said. "This is why I am trying to get out into the different States and meet MOA members."

The visit to New Orleans is not an association event but a social affair with MOA members and their wives from Louisiana and Mississippi. It will be at the Hotel Fountainbleau July 29, starting with a cocktail reception at 6:30 p.m., followed by a dinner. Mrs. Ernestine Tolisano and Mrs. Maria Sancia Granger will

accompany their husbands.

Handling reservations is MOA director Robert Nims, who can be contacted at A.M.A. Dist., Inc., 1711 St. Charles Ave., New Orleans, La. 70130. The phone number is (504) 529-2315.

Mo. Assn. Event

Granger will fly to Kansas City, Mo., to attend the meeting there of the Missouri Coin Machine Council at the Hilton Hotel, 7th and Washington, which will start at 5 p.m. on Aug. 1. Those wishing further details on this meeting can contact MCMC president John Masters at Missouri Valley Amusement Co., 213 S.E. Main, Lee's Summit, Mo. 64063. The phone number is (816) LA 4-5050.

On Aug. 22, Granger will visit with Ohio operators at the Marina Steak House, located at Cedar Point on Lake Erie, Sandusky, Ohio. This, a gathering of the Northwest Ohio Music Operators Association, will get under way at 7 p.m.

Later in August or early September, Granger, and possibly Tolisano, will travel to Kansas where it is hoped a new association can be established. Harlan Wingrave, an MOA vice-president from Emporia, and Ronney Cazal, Ronney's Amusement Co., Wichita, are organizing the meeting.

Also in late August or early September, a trip to Arizona is being planned. Here J. Harry Snodgrass, a past president of MOA, is organizing a meeting.

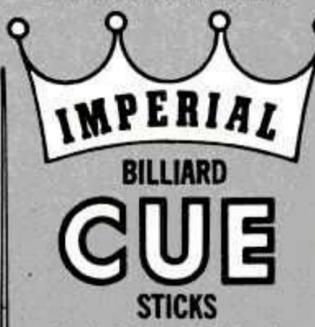
Lined up for September is a joint Tolisano-Granger swing to Massachusetts where a combined New England gathering is being organized.

Last week Tolisano and MOA treasurer Howard Ellis, Omaha, were in Montana (15) to address the Montana Music Operators Association and then Tolisano visits in Denver this week with Jack Moran, Institute of Coin Operations, a technical training school for mechanics. Granger, fresh from a meeting in Wisconsin, was in Springfield, Ill., this past weekend for a gathering honoring Lou Casola, retiring president of the Illinois Coin Machine Operators Association.

McLelland Dies

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

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IMPERIAL
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48 inch, 52 inch, 57 inch lengths
Total Quality cues from butt to tip.

Precision crafted for unsurpassed balance, appearance, durability and straightness.

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Vending News Digest

• Continued from page 63

ing the entire membership and (3) studying of environmental factors likely to affect the industry in the future.

The surveys will especially seek information on expansion into the vended and manual food service fields. Members will be asked what NAMA services they desire. The external-environment survey will seek to anticipate factors which will affect operating in the next 10 to 15 years.

The NAMA board met June 22-23 at Delavan, Wis.

Gelfand Chairs Nominee Unit

CHICAGO—Macke Co. senior vice-president Meyer Gelfand has been named chairman of the National Automatic Merchandising Assn. nominating committee.

The committee will nominate seven candidates for three-year director terms. Retiring directors are Ernest H. Fox, Austin Biscuit Co., Baltimore; J. Robert Graham, AVENCO, Minneapolis; Anthony J. Haske, Vending Consultants, Chicago; Charles Manaiian, M A B Vendors, Los Angeles; William H. Martin, Automatic Candy Co., Columbus, Ga.; James T. McGuire, Canteen Corp., Chicago and Arthur D. Stevens, Automatique, Inc., Kansas City, Mo.

With Gelfand on the nominating committee are Robert Croarkin, Martin Vending Service, Macon, Mo.; Charles E. Healy, The C. E. Healy Co., Cincinnati; Ted R. Nicolay, Servomation Western, Inc., San Bernardino, Calif. and Paul F. Selzer, The Vendo Company Kansas City, Mo.

The committee welcomes suggestions. Send them to Nominating Committee, NAMA, 7 South Dearborn Street, Chicago, Ill. 60603.

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 directors misrepresented a resolution on terms of the agreement. Cavalier Corp. directors are named in the suit. The merger was effected 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—Though the City Commission here recently approved the self-service dispensing of gasoline following a request of the American Oil Co., coin-operated gasoline stations were not okayed. The self-service locations will be supervised by an attendant.

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 Assn. (NAMA).

The accounting firm of Price Waterhouse & Co. will develop special forms and controls for routeman activities and accounting and reporting 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.

Pinball Revenue Up in Seattle

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

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

City Comptroller Carl G. Erlandson said pinball revenues for the first five months of 1967 were \$52,111.14, up from the \$49,503.15 for the corresponding period of 1966.

City policy limits any one place to eight pinball machines. "The pinball industry appears to be doing a good job of policing itself, 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 of 1962, for example, was \$99,817.27.

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3-Point Plan From Casola

• Continued from page 61

campaign money and helping in the election of legislators who will be sympathetic to the industry. "When we started contacting 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 get out in their own districts and get acquainted with these legislators and give them support when they run next time.

\$50 Dues Base

"All this is going to take money," Casola stated, in outlining the third point in his program. "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 employed 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 meeting of the Wisconsin Music Merchants 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

an up-to-date list of operators. We wasted 20 per cent of our mailings this year because letters and telegrams kept coming back from companies that were no longer in business."

Other Business

Other speakers expected to address the group here during the business session included Rep. Zeke Giorgi (D., Rockford), who is associated with Midwest Distributing and who was to review the highlights of the General Assembly, which closed out its session June 30.

James Winning, Springfield attorney who was hired to represent ICMOA during the past legislative session, was also expected to address the group.

The Illinois trade group is not scheduled to elect new officers until its October meeting, usually held in conjunction with the Music Operators of America convention (Oct. 27-29). In the interim, Harry Schaffner, Alton operator and current vice-president of ICMOA, will serve as president.

FAMA BOARD TO ORLANDO

ORLANDO, Fla.—Directors of the Florida Amusement and Music Association will meet here at the Cherry Plaza Hotel July 16. Among the many details being considered will be plans for the association's next annual convention, now set for Hallandale, Fla., or as an alternative site, West Palm Beach, Fla.



BRUCE T. TELFER has been elected executive vice-president of Canteen Corp. He joined Canteen in 1962 as administrative vice-president, in time becoming assistant to the president as well.

Vending News Digest

Wometco Grows in Sales, Earnings

MIAMI—Wometco Enterprises reports sales and earnings increases 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 \$905,500 (41 cents a share) in 1966. Sales for the same period were up 18.1 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 Illustrated Atlas.



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Gallant Forms Alarm Firm

LOS ANGELES—In an effort to protect coin machine equipment from burglars, Al Gallant, president of Musi-Matic, Inc., Santa Ana, Calif., has formed Alarm-Atic 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 system.

"Instead of risking equipment damage on phonographs, games and cigaret machines, not to mention financial loss in the cash register, location owners have eagerly sought protection in the 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-Atic system or not."

The two-in-one package—Musi-Matic and Alarm-Atic—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-Atic to the consumer trade and even selling the systems to 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-Atics 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 Kunreuther of Pioneer Amusement & Vending, El Monte, Calif., an operator with numerous locations in the greater Los Angeles area, also encourage his locations to install burglary alarm systems. "I even go as far as offering to pay installation charges for the location owner if he'll pay the monthly service fee," Kunreuther said.

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

Hirsch Signing Show Talent

WASHINGTON — Hirsch de La Viez, the talent entrepreneur who has for many years booked the entertainment for the Music Operators of America annual banquet, is currently planning this year's show, which will be held Sunday, Oct. 29, at Chicago's Pick Congress Hotel.

Record companies interested in having talent spotlighted before this convention of jukebox operators, may contact Hirsch at 143 Kennedy Street, N.W., Washington, D. C. 20011. The phone number is (292) RA 3-4215.

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Coinmen In The News

DENVER

The last two months have been sad ones for Denver's coin machine fraternity. Four well-known figures have died in that short space of time.

Charlie Whale, Mr. Big of Pikes Peak Music Co. in Colorado Springs, Colo., suffered a heart attack while on the routes. Only a few days later, Frank Ohrick, retired Army colonel and head of Arapahoe Vending Co. of Denver, suffered a massive attack which killed him instantly. The Colonel was active in every aspect of vending, music and games, entering the field after his Army retirement 10 years ago in Arizona.

Equally shocking was the sudden death in June of Doyle Harrington, Rocky Mountain Music Co., Salida, Colo. Doyle, only 48-years-old, was a permanent figure in Denver phonograph and game operations for many years before moving to the mountain community west of Denver, and had trained his son Jerry in all aspects of the operation before the heart attack carried him off. Also listed as a sudden casualty was Mrs. Ruby Fordyce, active with her husband in the management of Yampa Music Co., Craig, Colo. Mrs. Fordyce, long a cheery, socializing figure in the Western Slope industry, died of a stroke.

More bad news was 30 consecutive days of extremely heavy rain, which not only made life miserable for the average vendor, but many went out of commission as electrical supply lines short circuited, flood conditions ruined machines in operation in basements, and otherwise drowned out a good percentage of the industry, particularly in East and Central Denver.

Important news to the Rocky Mountain industry was the recent sale of all music and games equipment formerly operated by Skyline Music Co., Denver, to Bob Rothberg, of Continental Music Co. Johnny Knight, Skyline prexy, has reduced his operation to vending only, after more than 25 years spent in the entertainment aspect of the business. In making the change, Knight feels that he will be "working a lot less and enjoying it more." The big Continental Music Co. is a complete-coverage operation, which includes several huge bulk vending routes under management of Don Akin, along with conventional vending, music, and games.

Sam Keys, of Apollo-Stereo Music Co., spent his summer vacation in California, rather than in Europe as was his wont in the past. Brother Dan is holding down the fort.

Enthusied over summer tourist traffic, 25 per cent better than the past year despite the heavy rains, are Roy and Don Kiser, of Durango, Colo., shopping in Denver distributorships during June. Bob Wiley, of Wiley Music, Del Norte, Colo., has added a new delivery truck, and beefed up his route with a dozen new games. Another mountain operator who ordered half a dozen new phonographs at one visit to Draco Sales Co., Denver Wurlitzer distributorship, was Kenny Davidson, of Craig, capitalizing on the rash of summer fishing visitors who have filled up the area early this year.

Mike Savio, head of Draco Sales Co., is setting new records for long-distance calls now that Draco has opened a Salt Lake City office. Mike's talented 20-year-old daughter Cathy, incidentally, has re-

(Continued on page 68)



WURLITZER FISHERMEN pictured during recent trip on Neah Bay in Washington. On left is Walt Peteet, field service engineer (with hat) and Buzz Heyer, Northwest Sales Co., Seattle. With prize catch is Wurlitzer service manager C. B. Ross.

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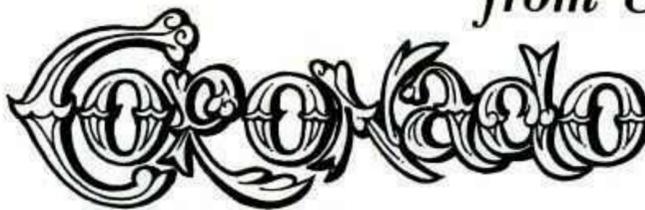
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New Jupiter Dist.

MIAMI — Jupiter Sales of America president Bob Taran has named two new distributors to handle the European-made jukebox. Dave Solish and Marvin Millven, 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.

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Gott. North Star	245.
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United Polar	445.
United 7 Star	155.
United Toronado	395.
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CC Big Hit	125.
Wms. Batting Champ	185.
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Coinmen In The News

• *Continued from page 67*

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

An infrequent visitor to Denver is Eugene Sigmond, whose partner, Zoltan Grancz, operates Cheyenne Music Co., Cheyenne, Wyo. Sigmond was buying new games in Denver June 22. **BOB LATIMER**

ORLANDO, FLA.

A number of coinmen made news here at the recent election meeting of the Florida Automatic Merchandising Council. Elected president was Van Myers, Wometco 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 Chasen, Ace-Saxon, North Miami, is treasurer.

The new board of governors consists of Edward J. Eged, The Macke Co., Jacksonville; William W. LaFayette, Servomation of North Florida, Inc., Jacksonville; Edward A. Leopold, ARA Service of South Florida, Miami; Peter Moser, Berlo Vending Co., Hialeah and J. W. Solt, Florida Canteen Service, Inc., Miami. Re-elected to the board were Chasen, Hamilton, Myers, Spencer; Charles Livingston, of Pensacola Cigarette Service Co., Pensacola, and Gene Whitaker, Ace Saxon of Broward, Inc., Fort Lauderdale.

MINNEAPOLIS

Our congratulations to well-known bulk vending distributor Earl Grout, Vendall Co., Inc., Minneapolis, on his election as

vice-president of the Minnesota Automatic Merchandising Council at its annual meeting at the Izaty's Lodge, Onamia, June 17. Elected president was Lee A. Johnson, Canteen Co. of Minnesota, Inc., Minneapolis. Secretary is Frederick A. Huggins Jr., Interstate United Corp. of Minnesota, St. Paul, and treasurer is Harry E. Johnson, Midwest Vending Co., Minneapolis.

On the board are Gary Armstrong, Crabtree Vending Service, Minneapolis; Ray Buirge, Superior Tea & Coffee Co., Minneapolis; Glen Charney, Viking Vending, Minneapolis; A. A. Clusiau, Arrowhead Vending, Grand Rapids; Robert Fritz; R. E. Fritz, Inc., Minneapolis; Grout; Harry E. Johnson; Lee A. Johnson; Marion Petters, St. Cloud Vending Co., St. Cloud; Norman Pink, Advance Music Co., Inc., Minneapolis; James Ramsey, Automatic Vending Service, Duluth; Thomas E. Thompson, SirVend, Inc., Excelsior; Al Wolf, Evers Heilig, Inc., Minneapolis; Michael Goldman, Viking Enterprises, Minneapolis and Huggins.

NEW YORK

Plans are already underway for the Coin Machines Division's of the United Jewish Appeal effort for 1968. . . . Ben Chicofsky of Mony says a committee met to discuss who will be named guest of honor, and a time and place for the dinner-dance. Chicofsky said that the event would probably not be held in June but earlier. . . . Willie McCarthy, president of the New York State Coin Machine Association is back on the job after being hospitalized. . . . Those interested in attending the Mony 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.



PRESIDENT CLINT PIERCE called the WMMA meeting to order.



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



EMPIRE COIN'S BOB RONDEAU discussed improvement of the industry's image.



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 Dells. From left: Mr. and Mrs. Richard Jacomet, Mr. and Mrs. Arnold Jost, Mr. and Mrs. Robert Puccio and Mr. and Mrs. Jerome Jacomet.

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Pierce Re-Elected Pres. Of Wisconsin Association

• Continued from page 61

side. Nothing has happened beyond last April when the House of Representatives in Washington, D. C., accepted our proposal of an \$8 per machine fee," said Granger. "We as an industry still enjoy exemption from the performance royalty law—and will continue to do so until a new law is passed."

Granger retraced the steps taken by MOA in its recent "11th hour" fight to forestall new jukebox tax levies. He labeled the grass roots work done by MOA members in contacting legislators a "classic example of what an alerted body of business people can do when they marshal their forces to protect their own basic interests."

Next Year

He warned: "We will probably need your help again next year. MOA doesn't 'cry wolf.' When you get a letter or wire 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 Senate's attitude will be regarding MOA's compromise proposal of \$8 per music machine. Our offer has the advantage of being very simple and uncomplicated when compared with the proposals of Sec. 116."

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 restrained from moving to Florida. 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-pinball legislation in Illinois, Lou Casola advised the Wisconsin coinmen: "Don't wait until the industry is in trouble in your State before you begin to mend your political fences. If, as it too often happens, you attempt to mobilize your forces too quickly, you can't get your case properly presented before the legislators."

Based on the Illinois "close squeak" experience, Casola tendered these specific pointers:

- "Every operator should personally contact his legislators. Talk to the State and federal senators and representatives in your districts. Too many of us don't even know the names of our elected representatives. Offer them your help at election time and they will become aware of your problems. Then, if you approach them in an emergency they won't be able to say: 'Now you need me; but where were you at election time when I could have used your help?'"

- "All State associations should subscribe to the professional services that are available to alert operators to all bills that are introduced to legislative committees. If, as association members, you know about these proposals, you can take early action before they hit the news-

papers and create distorted public opinion."

- "Build up the association treasury. Don't be complacent about your association's need for money. Just because an emergency may not exist right now, that doesn't mean that dues-paying members are unimportant. When real trouble arises, your treasury can be depleted in a hurry as legal fees, travel expenses and mailing 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-members."

A special committee was appointed to conduct a vigorous membership drive. Vice-president Lou Glass was named to head up this new committee.

Before adjourning, president Clint S. Pierce announced plans to hold another meeting next January in either Madison or Milwaukee.

Coinmen In The News

• Continued from page 68

Laurels Country Club, Monticello, should contact Chicofsky at (212) CI 5-7550 for reservations and other information. . . . The State's decision on the tax for operators is still in the courts and Momy will notify the industry immediately upon any action.

CHARLES BARRETT

ERIE, PA.

Russ Warner, owner of Warner's Coin Machines in Erie, recently sent us a clipping from a high school paper. A youngster was describing one of Warner's locations. The writer was one Jon Ims. His teen-customer-eye view of the location, the Westlake Sugar Bowl, went like this:

What would life be without the Westlake Sugar Bowl? Without this famous gathering place, Millcreek teens would have to be content to "bug state" and circle McDonalds and the "home" every weekend in a seemingly endless pursuit of action.

"When asked to write an expose on the bowl, we didn't know

MOA SHOW SOLD OUT—ASSN. SEEKS SPACE

CHICAGO—Tremendous interest in the up-coming Music Operators of America (MOA) convention at the Pick Congress Hotel here Oct. 27-29 is forcing executive vice-president Fred Granger to find more exhibitor 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 upstairs are clamoring for more space this year," he said.

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 Pianka 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 supervised steam. That place is the bowl. There is a lot of good clean fun to be had there.

The kids begin arriving in droves immediately after the game. The jukebox is jammed with coins and the jukin' 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, Akie, Chaf, T.O., Duncie and etc. You also see some faces that are new. The girls, among them Spot, Putt, Fabes, Pam, Linda, Snake, Fely, Di and Eloise, sit at the tables, tapping their fingers to the music while Dish, Paul and Vini, the Jukin' Friends, 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 want to go to bed worrying about all of us.



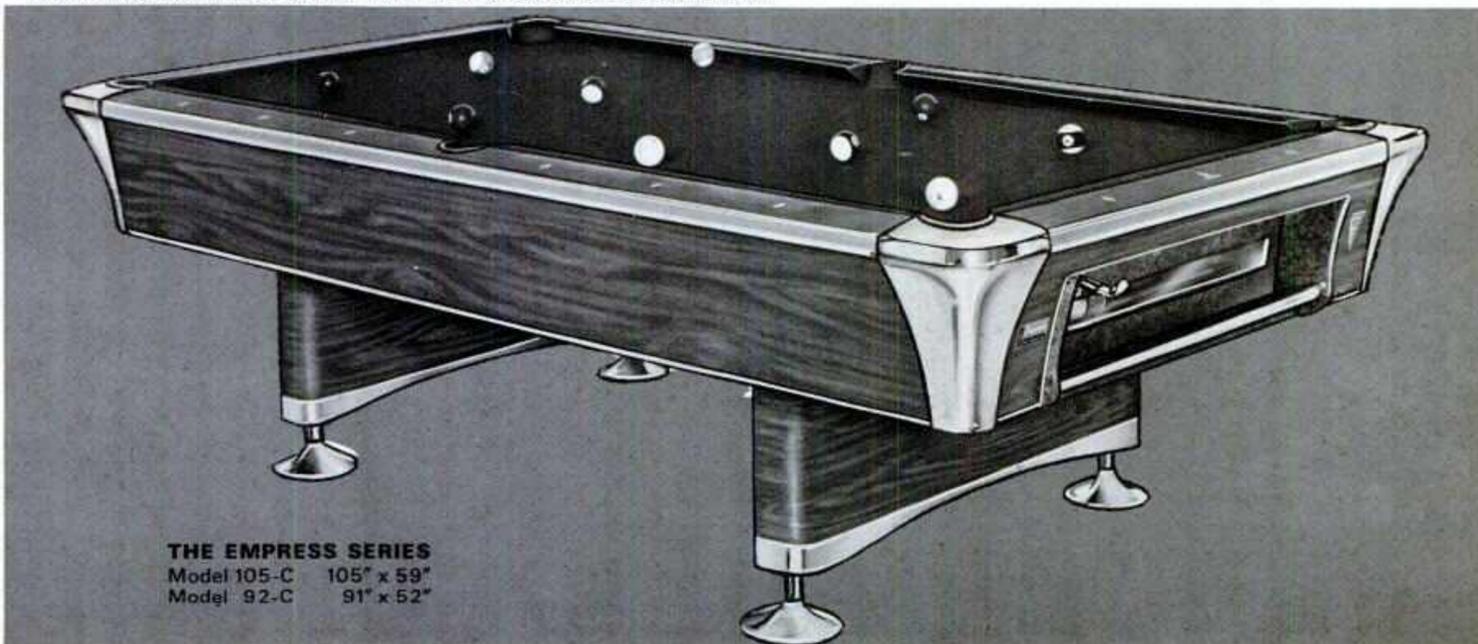
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Enterprise, Not Size

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 leprechaun trademark, which he uses on all letterheads, invoices, 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 buy-

ing 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 antiques 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.

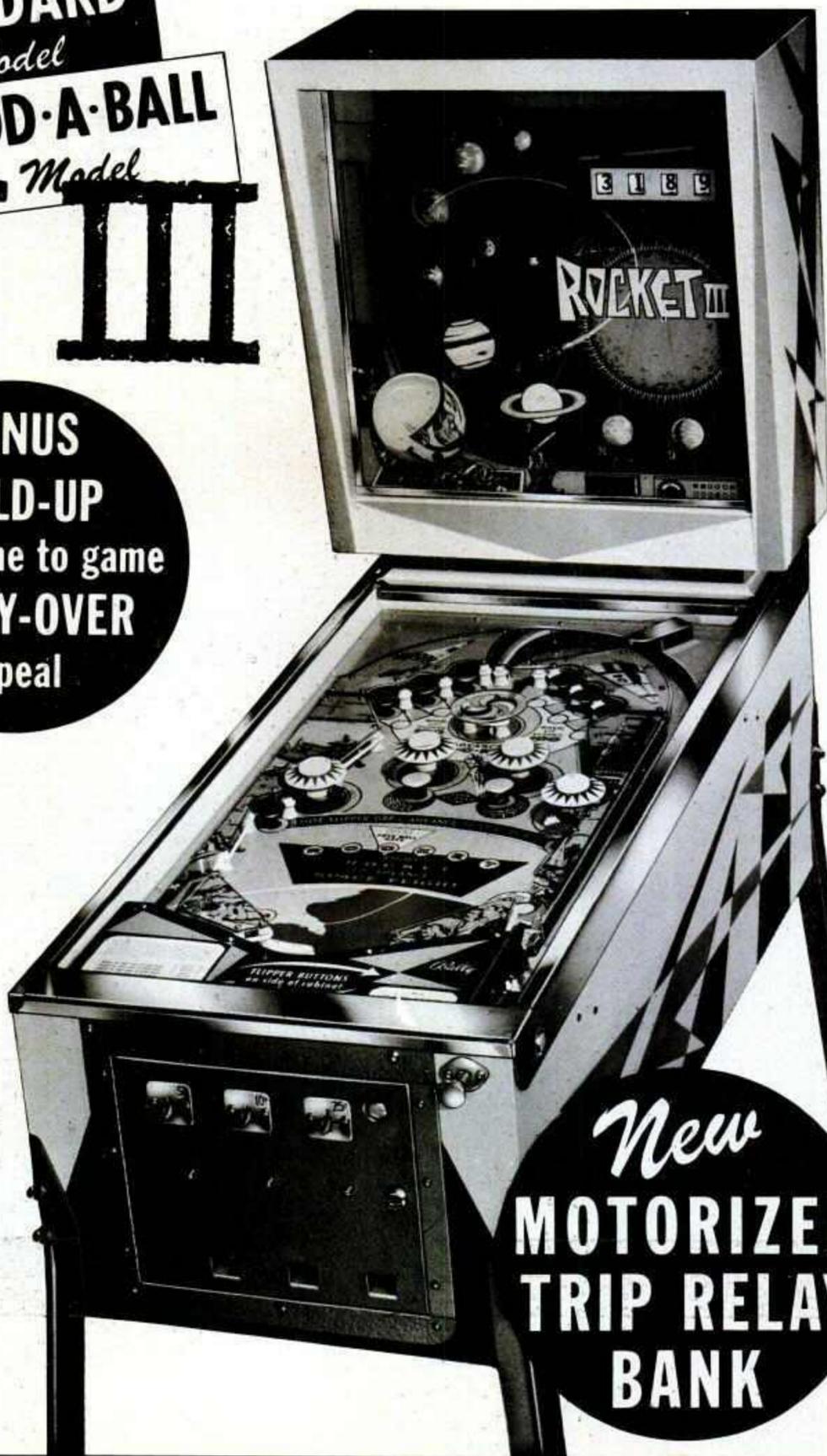
He has a tremendous stock of parts, dating back many years, for every type of vending machine, and extremely handy with working from raw stock, and can quickly manufacture most any part required. More than 75 per cent of his route is made up of salvaged machines.

One point which has stimulated him to make use of 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 of 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.

Blast off to bigger profits with

Bally **STANDARD Model**
ADD-A-BALL Model
ROCKET III



2 targets close FLIPPER ZIPPER

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

ball churned into wild scoring action by **ROTARY FLIPPER**

E-Z OPEN FREE-BALL GATE

24 WAYS TO SCORE all alive with action

New MOTORIZED TRIP RELAY BANK

Worthy successor to ROCKET I, ROCKET II of the fabulous Thirties, ROCKET III in either Replay or Add-A-Ball Model is the fastest money-maker in years. Get new ROCKET III today.

See your distributor or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.**

Coming Events

July 22—Montana Music Operators Association, Stage Coach Inn, Yellowstone.

July 29-30—South Carolina Coin Operators Association, Ocean Forest Hotel, Myrtle Beach.

Aug. 1—Missouri Coin Machine Council, site to be announced, Kansas City.

Aug. 22—Northwest Ohio Music Operators Association, annual outing, New Marina Steak House at Cedar Point, Sandusky, Ohio.

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

Sept. 21-23—West Virginia Music & Vending Association, annual convention, Heart O' Town Motor Inn, Charleston.

Sept 22-23—National Automatic Merchandising Association, western management meeting, Jack Tar Hotel, San Francisco.

Sept. 30-Oct. 1—South Dakota Music & Vending Association, Pierre.

Oct. 6-9—Missouri Automatic Merchandising Association, combined fall meeting, Tan Tara Resort, Lake of the Ozarks.

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

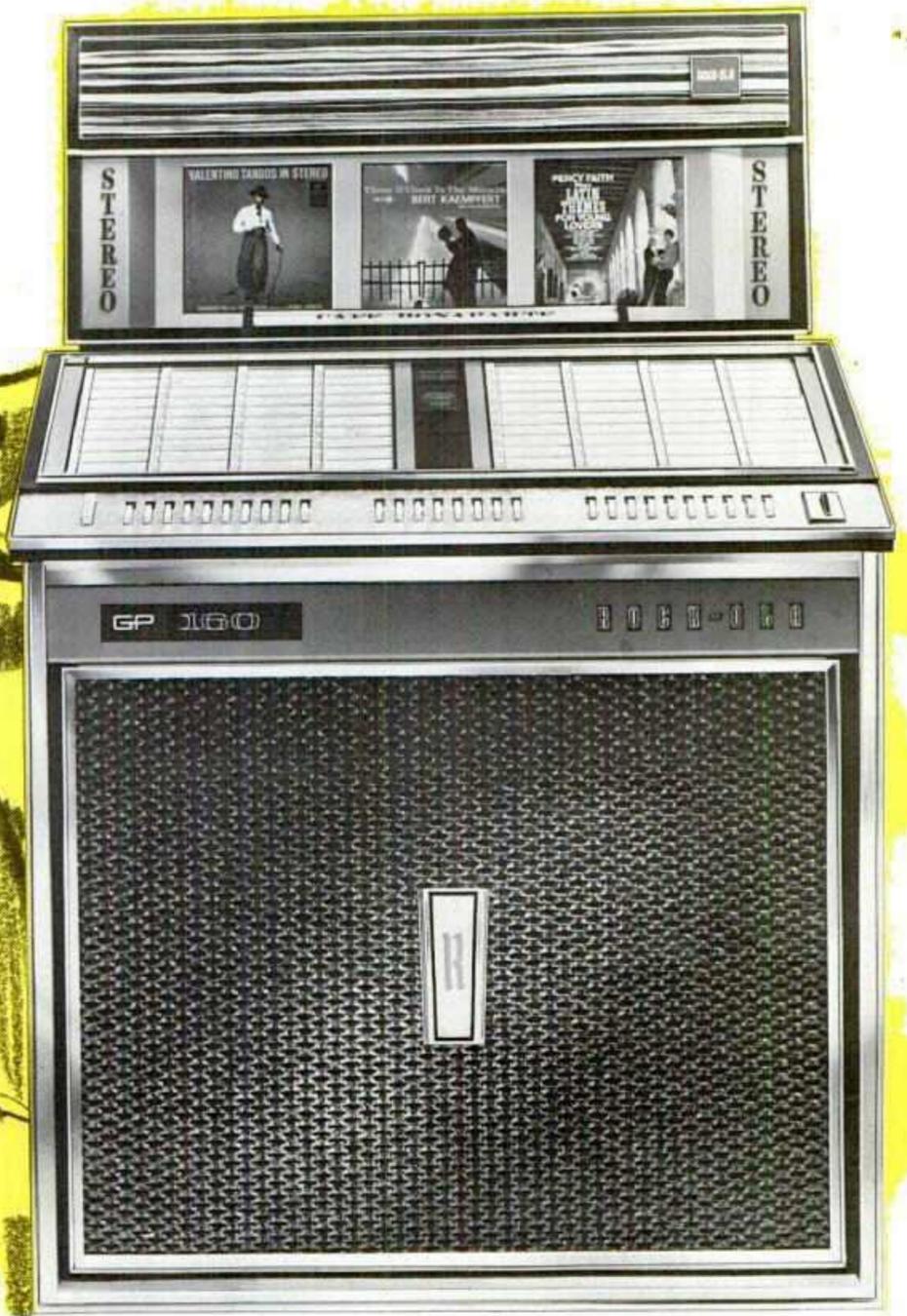
Oct. 28-31—National Automatic Merchandising Association, 22d annual convention and trade exposition, International Amphitheater, Chicago.

Carolínians Toast Victory

• Continued from page 62

arrangements for the presentation of specially designed lamps fashioned out of gold-plated Acorn vending units actually filled with merchandise and emblazoned 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 1070 in the House. There were 50 senators and 120 representatives in the General Assembly—or a total of 170 law-makers who voted unanimously for the measure.



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.

The Rock-Ola GP/160 brings all of the big sound and perfection of Rock-Ola engineering simplicity to a compact design of outstanding appeal. 160 selections, stereo-monoaural. 33 $\frac{1}{3}$ and 45 RPM intermix. Dependable Rock-Ola components assure profitable operation with minimum service. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

MODEL 500 PHONETTE WALLBOX. Individual listening pleasure from 160 selections. Personal volume controls. Programs of 33 $\frac{1}{3}$ and/or 45 RPM records. Stereo or monoaural. 50¢ coin chute optional. Model 501—100 selections.

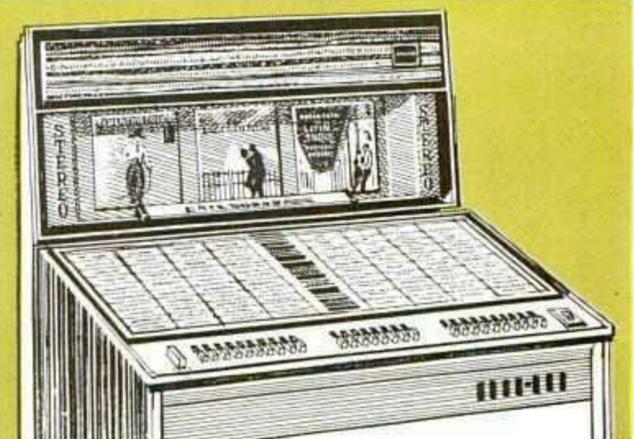
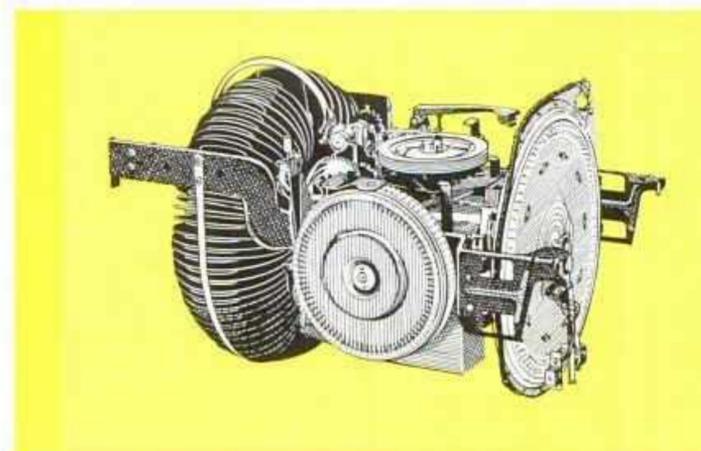
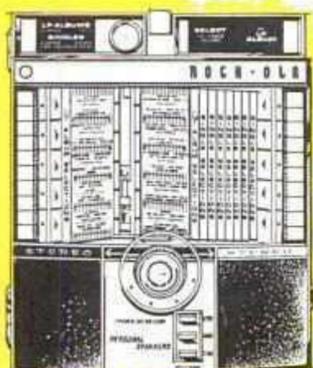
FAMOUS ROCK-OLA REVOLVING RECORD MAGAZINE. Often imitated, the famous Rock-Ola Revolving Record Magazine and exclusive mechanical selector have been proved through years of trouble-free service around the world.

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.

GP/160 Model 432

ROCK-OLA

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

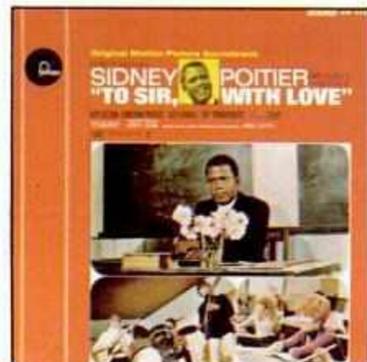


Album Reviews

More Album Reviews Inside

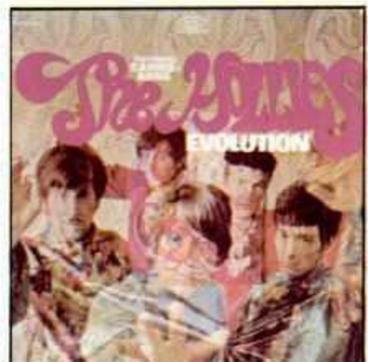
SOUNDTRACK SPOTLIGHT
TO SIR, WITH LOVE
 Original Motion Picture Soundtrack. Fontana MGF 27569 (M); SRF 67569 (S)

While the film opened to lukewarm reviews, the score is something else. It features two top British acts—Lulu, and the Mindbenders, with the former doing a mod title song, and the latter giving a big beat to "Stealing My Love From Me." There's a wealth of singles material in the album.



POP SPOTLIGHT
EVOLUTION
 The Hollies. Epic LN 24315 (M); BN 26315 (S)

Another standout example of the musical experimentation in pop music today. The use of steel drums on the hit "Carri-Anne" record is one example. And for something also bursting with excitement, try "Then the Heartaches Begin." "Ye Olde Toffee Shoppe" has the harpsichord and flute sound. The group is musically at its best here.



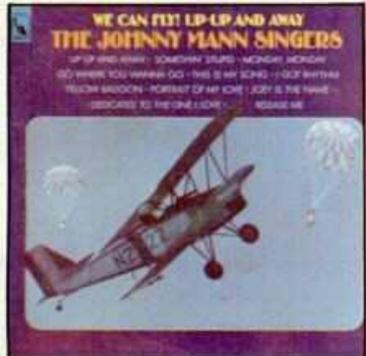
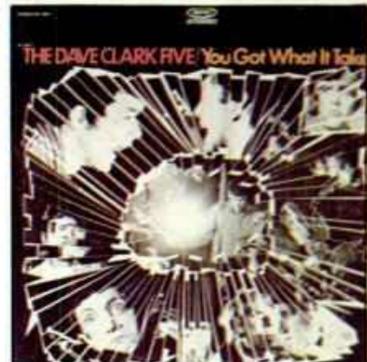
POP SPOTLIGHT
ENGLAND'S GREATEST HITS
 Various Artists. Fontana MGF 27570 (M); SRF 67570 (S)

A hot package sure to score heavily, this album includes songs such as the New Vaudeville Band's "Winchester Cathedral," "Wild Thing" by the Troggs, the Mindbenders' "A Groovy Kind of Love," "You Don't Have to Say You Love Me" by Dusty Springfield and the Silkie's "You've Got to Hide Your Love Away" and six other big ones.



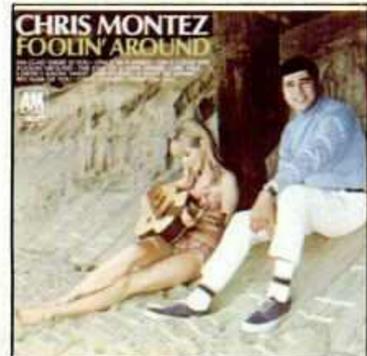
POP SPOTLIGHT
YOU GOT WHAT IT TAKES
 The Dave Clark Five. Epic LN 24312 (M); BN 26312 (S)

This consistent chart item has another sure-fire chart top in this rockin' disk, which features their hit single "You Got What It Takes." "I've Got to Have a Reason," another hit single, and a pulsating "Blueberry Hill" are among the other top cuts. "Let Me Be" and "Tabatha Twitchit" are gems in the familiar Dave Clark Five style.



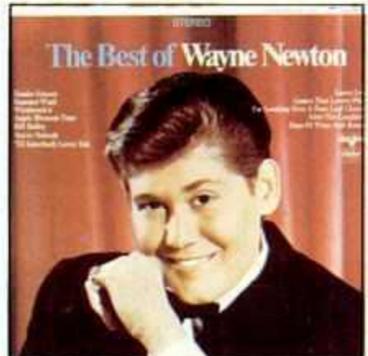
POP SPOTLIGHT
WE CAN FLY! UP-UP AND AWAY
 The Johnny Mann Singers. Liberty LRP 3523 (M); LST 7523 (S)

Whether it be a vibrant, uptempo tune or a velvety smooth melody, the Johnny Mann Singers take it on with class. This album includes zesty renditions of hit songs, "Up, Up and Away," and "I Got Rhythm." Other winners in this hit package are "This Is My Song," "Go Where You Wanna Go" and "Release Me."



POP SPOTLIGHT
FOOLIN' AROUND
 Chris Montez. A&M 128 (M); SP 4128 (S)

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



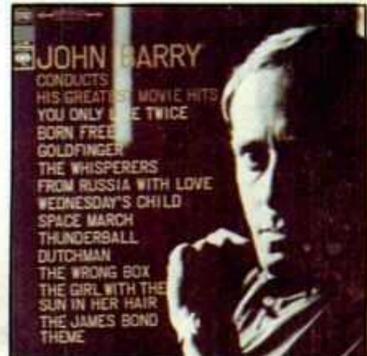
POP SPOTLIGHT
THE BEST OF WAYNE NEWTON
 Capitol T 2797 (M); ST 2797 (S)

Leading off with his big hit, "Danke Schoen," Newton follows it up with his exciting rendition of "Bill Bailey." Newton tones down the beat in "Laura Lee," but doesn't turn off his refreshing performance. His "Summer Wind" and "You're Nobody 'Til Somebody Loves You" are top-notch.



POP SPOTLIGHT
THE MUGWUMPS
 The Mugwumps. Warner Bros. W 1697 (M); WS 1697 (S)

Sure to be bought by ardent rock 'n' roll fans, this album, recorded in 1964, features early recordings by members of the group, some of which are now with the Mama and Papias (Cass Elliot and Denny Doherty) and formerly with the Lovin' Spoonful (Zal Yanovsky). "Do You Know What I Mean" has single potential.



POP SPOTLIGHT
JOHN BARRY CONDUCTS HIS GREATEST MOVIE HITS
 Columbia CL 2708 (M); CS 9508 (S)

Arrangements here are different and at times exciting, but it is the Barry name which should make this LP sell well. The songs are played smoothly and plushly under the composer's lead. Some of the hits here are "Born Free," "Goldfinger" and "Thunderball."

POP SPOTLIGHT
SO GOOD
 Don & the Goodtimes. Epic LN 24311 (M); BN 26311 (S)

Don and the Goodtimes have a top sales attraction in their first album for Epic. Including their hit single, "I Could Be So Good to You," this 11-selection pressing offers upbeat numbers like "Gimmie Some Lovin'," "With a Girl Like You," and "And It's So Good." "My Color Book" is a good slower number with today's sound.



POP SPOTLIGHT
GEMINI CHANGES
 Morgana King. Reprise R 6257 (M); RS 6257 (S)

The growing legion of Morgana King fans is apt to grow a bit more with the release of this album. Miss King's style is all her own, and it's displayed to best advantage with "This Is My Song," "On the South Side of Chicago" and "I Have Loved Me a Man."



POP SPOTLIGHT
THE MEDIUM IS THE MESSAGE
 Marshall McLuhan. Columbia CL 2701 (M); CS 9501 (S)

McLuhan's hot popularity in literary circles could spill into the record world and make this LP a good seller. Consisting of sounds, messages, "music" interwoven, repeated and satirized, it's an unusual record. Will appeal to the campus crowd.



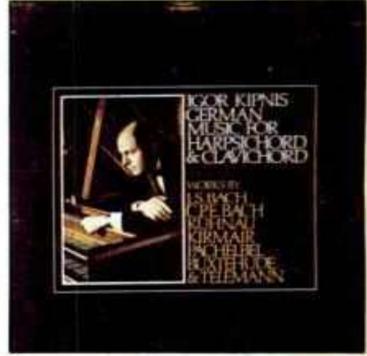
COUNTRY SPOTLIGHT
HEAR THE WHISTLES BLOW
 Lester Flatt & Earl Scruggs. Columbia CL 2686 (M); CS 9486 (S)

You just can't listen to "Orange Blossom Special" without stomping your feet. But that's only one of the excellent bluegrass efforts here. Most of the tunes here are folk tunes about trains—"The Atlantic Coastal Line" and "Bringing in the Georgia Mail" are most sad.



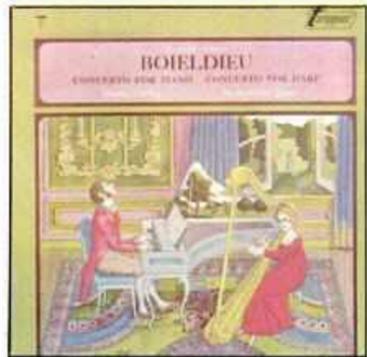
CLASSICAL SPOTLIGHT
GERMAN MUSIC FOR HARPSICHORD & CLAVICHORD
 Igor Kipnis. Epic 3963 (M) BS 1363 (S)

Kipnis is again a master of both the harpsichord and the clavichord. The LP includes Buxtehude's 12 variations on "More Palateno" and the "Biblical Sonata No. 1" by Kuhnau, two little-known composers.



LOW PRICE CLASSICAL SPOTLIGHT
MAHLER SYMPHONY NO. 9 IN D MAJOR
 The Czech Philharmonic Orch. (Anerl). Crossroads 22 26 0005 (M); 22 26 0006 (S)

The Karel Anerl recording, originally on the Czeck Supranon label, catches the torment and serenity of Mahler's No. 7.



LOW PRICE CLASSICAL SPECIAL MERIT
BOIELDIEU CONCERTO FOR PIANO & HARP
 Martin Galling / Marie-Claire James. Turnabout TV 341485

Two exceptionally strong artists perform in top form in separate works. Galling is skillful, rich and arm in the concerto. Miss James makes the harp sing with her colorful, imaginative sweeps.



R&B SPOTLIGHT
TWO FOR THE PRICE OF ONE
 Larry Williams & Johnny Watson. Okeh OKM 12122 (M); OKS 14122 (S)

This winning team is a listening experience no one should miss. Williams and Watson do their "Two for the Price of One" and "Mercy, Mercy, Mercy," as well as "I'd Rather Fight Than Switch" in a delivery that will put this LP high in the sales ranks. This is not just an item for r&b buffs, but all good music appreciators.



COMEDY SPOTLIGHT
RALLY 'ROUND THE FLAG
 Fannie Flagg. RCA Victor LPM 3856 (M); LSP 3856 (S)

Fannie Flagg has done for the Kennedys what Vaughn Meader did for the Kennedys. The entire disk is uproariously funny as Fannie's jokes take on the form of radio bloopers, daily situations and of course the telephone operator. Once you start playing it, it's hard to stop.



INTERNATIONAL SPOTLIGHT
LOS PARAGUAYOS GREATEST HITS
 Los Paraguayos. Philips PHM 200-235 (M); PHS 600-235 (S)

This LP features an exacting mariachi version of "Malaguena" led by Luis Alberto del Parana and beautiful renditions of "Mucho," "Cielito Lindo," and "Story of Love." The sound of the harp and the requintos make this LP something special.