Bootleggers Smother NY and NJ Markets

BY PAUL ACKERMAN

NEW YORK—Bootleg record product has inundated the New York area. Sales benefits, according to manufacturers and distributors. At least two labels, Atlantic and Roulette, are redesigning their labels and sleeves. Ahmet Ertegun, Atlantic Records, president, stated: "What we need is strong legislation... legislation that will make such an offense more than a misdemeanor. Legislation that will provide penalties at the buying and selling levels of the business."

Jerry Blaine, Jubilee/Jay-Gee Records chief, stated his B. T. Puppy label is being bootlegged and that he has contacted the Federal Bureau of Investigation. We are buying records in stores in an attempt to find out where the illegal product comes from... the stores have been flooded with labels. Morris Levy, Roulette Records chief, said he has just had a new five-color label and although designed so as to make it more difficult for the bootleggers and counterfeiters. Levy stated that he will accept returns only on the valid Roulette label. He is sending out a mailing to distributors and one stop, alerting them to the possibility of bootlegging and apprehending those who return labels.

Surtax Seen Trimming Profit on New Prices

BY HANK FOX

NEW YORK—The planned surtax on consumer and corporate federal Income taxes, in addition to dampening consumer spending and curbing the entertainment and musical instrument industries, is expected to negate some of the recently gained profit margins of the memo album prices.

President Johnson in January but reiterated at a White House press conference. Tuesday (10), is an attempt to further inflationary tendencies in the nation’s economy. The measure, geared to produce an additional $8.1 billion in government revenue, is also designed to put a check on prices, wages and interest rates. President Johnson requested a 6 per cent surcharge in January, but sources in Washington indicate that the percentages may be upward to 8 and 12, for personal and corporate taxes, respectively.

While no bill has yet been sent to Congress, the President said that the "heavy load that certain committees have" prevented him from initiating his recommendations, but he expects that burden to be lightened by the end of July.

We ask that the day out Congress, the President hoped for the implementation of the surtax, but indications are that he is now seeking an Oct. 1 or Jan 1 date. The President has also indicated that the movement to Congress issued his initial call for the surtax, and several economists predicted that it would be passed.

NEW YORK—TV and movies will play an increasingly important part in the activities of Screen Gems-Columbia Music and its sister company, Colgems Records. New, that the transition period is over in the change of command from Don Kirshner, who headed both companies until three months ago, to Emile LaViola, who now reigns over the Screen Gems-Columbia Music setup, and Lester Sill, who in charge of Colgems, the blueprint has been set for closer working ties on the publishing and record company levels with Screen Gems-TV and Columbia Pictures, their parent companies.

The first major push will be on the TV end with a tieup pattern after the campaign which launched the Monkees for these last year. The drive will be pegged on Sally Field, who plays the title role in the Screen Gems series "The Flying Nun," which premieres on ABC-TV this fall. Miss Field's first Colgems single is due in mid-August and an album is now in the works. RCA Victor, which manufactures and distributes the Colgems product, will soon start rolling out its promotional and advertising guns for Miss Field's behalf. Miss Field, who starred several seasons ago in the "Gidget" TV series, will be making her disk debut on Colgem.

LaViola now has several teams of writers, attached to the ABC logo, doing their own work in a manner similar to that of ABC’s roster, working on material for Miss Field. And Sill plans to bring in other songwriting teams and artists worked into "The Flying Nun."
ROUVAUN

"New song star born"
Los Angeles Times

A powerful new voice whose soaring style recalls the great tenors of the past.
Single ships in a 4-color sleeve.

"I WANT YOU MORE"
c/w "VESTI LA GIUBBA"
9231

RCA VICTOR
The most trusted name in sound
Full-Line Goal Becoming Elektra

NEW YORK — Elektra Records is fast achieving the multi-label goal established by Peter Field in the early sixties. At the end of this year, Elektra will release an estimated 50 albums, all in the pop, folk, and folk-rock genres.

Elektra, founded as a folk label four years ago, is already the country's second largest in that field, and will soon overtake A&M Records in total sales. Elektra's president is Harvey Geldof, who is also responsible for the record division of the Record Research Corporation, an affiliate of the Educational Radio Corporation.

Geldof plans to unveil a new album series called the Elektra Woodstock label, which will feature some of the finest contemporary folk artists. The label is expected to be launched in the spring.

Billboard Publications Buys World Radio TV Handbook

NEW YORK — Billboard Publications has bought the World Radio Television Handbook, the influential international publication, from Hal B. Cook, publisher and managing director, to be published as Billboard's Radio and Television Handbook. The Handbook is the only comprehensive publication on the radio, television and recording industries.

Mellin Forms 2 Pub. Firms

NEW YORK — Bobby Mellin has formed two BMI publishing firms, one with Buddy Bregman, and the other with Al Lehr. The new firms will be London based and will concentrate on television, stage and film music.

WILLIAMS DISK

$5 AIDS SALK

LA Jolla, Calif. — Andy Williams' proceeds from "Born to Be Alive" and his next album, "Disco" records, will donate $5 for each record sold to the San Diego AIDS Foundation.

Spartan of Canada, Ashley Distribuct

NEW YORK — Ashley Records, a subsidiary of Spartan of Canada, has signed a distribution deal with Vanguard Records. The new album, "Sitting in the Balcony," will be released in Canada by Ashley Records.

Two Companies 'Pass' In Dealing for Cameo

NEW YORK — Negotiations with Warner Bros. Records and Cameo Parkway Records have been completed, according to the label's president, Harvey Geldof.

The potential purchasers were Columbia Records, which Allen Klein has a major interest in, and Riddle-In One Music Co.

However, it was learned that a third party is still attempting to buy controlling stock of Cameo Parkway.

Last week's Billboard story about the imminent sale of Cameo Parkway halted further negotiations regarding the relationship between the label and Premier Albums. The facts are that:

Premier is a publicly held corporation, which owns the counter, and is reportedly worth $4 million a year. The only significant change is a new single by Stocking Program — Springboard to the Big Selling Season, with an advertising campaign, which includes brochures and packages on the Decca, Coral and LMI labels.

Ampex to Bow Flock of Items Via Cartridge

CHICAGO — Product from seven of 11 record labels newly added to the Ampex Cartridge Catalog will be released in cartridges by September.

Several leading labels feature artists never before available on tape, according to Bruce Novak, Ampex executive vice president (Donald V. Hall).

New releases from album to cassette. From the catalog of Contemporary Records, Ampex will release material by Shelly Manne, Andre Previn, Barney Kessel, and others.

The new release will be in seven new single items.

Little Darlin' to Bow a Sales Push

NEW YORK — Little Darlin' Records kicks off its first sales effort with the release of six new LP's and three 45's.

The fall program will be in the form of sales and merchandising aid to Radio and Advertising and radio promotion, in-store displays and a national newspaper promotion. Feature in the new album list is a new single by Bobby Helms and Johnny Mathis.

At groundbreaking ceremonies are, left to right, Glenn Wallen, vice president, and Al Livingstone, president.
MGM to Shelve Mono $Hike?

NEW YORK—MGM Records has frozen its mono unit—once a vast inventory of mono product which are not moving because of the mono-to-stereo equalization, may revert to the $1.3 million investment made by Jan. 1. a suggestion or a $1.7 million inventory. However, if good product with consumer appeal, which happens to be in mono, is building up, we have another method to eliminate this surplus.

The use factor which is slowing down this market continued, “is the disappearance of a price differential. If the public is going to buy stereo only, most producers are demanding that for—only the way to entice mono sales in offering an appealing price which the customer believes he is getting a bargain. This price is on the market.”

But White emphasized that the company is not abdicating its mono records, which is its pro- product which would have sold well in mono, as its stereo counterparts are doing. It would be unfortunate if people would look for mono as White used 1967 vs. 1968.

Executive Turntable

Tom Dowd and Henry Allen have been promoted to new executive positions in Atlantic Records. Dowd, who has been chief engineer in charge of recording at Atlantic for five years, is the new vice president in charge of Atlantic. While Allen, who has been in charge of promotion at the company for a year, is the new vice president for the company.

In the new berth, Dowd will oversee recorded sound control for the label and handle liaison with outside producers for recording sessions. Dowd joined Atlantic in 1953 as a mastering engineer and has been working with the firm on a house basis. He also is an ad and producer for Atlantic and has handled all promo work for the company. Young Rascals, The Sweet Inspirations and King Curtis. Dowd also has co-produced Areal Franklin sessions with Jerry Wexler.

Allen’s new post includes supervision of United States promotional activity for Atlantic and labels handled by the company. He has been with Atlantic for 14 years, starting as manager of the studio and moving into production a few years later. His assignments included a four-year stint as Atlantic’s Eastern promotion manager.

John J. Lorenzo has been promoted to vice-president and assistant to the president of the CBS/Columbia Group. Lorenzo, who joined CBS in 1952 as chief negotiator in the firm of Lorenzo Associates in 1959, assistant controller in 1961, vice-president for finance of Columbia Records in 1962 and vice-president for development of CBS/CBS Direct Marketing Services Division and continuing as vice-president for administration, Nicholas Girrollo, CBS International Division, formerly director of Budgets and Accounting, and Harold Travers, CBS Music Sales Division, formerly director of finance, planning and administration.

Seymour L. Gartenberg has been named executive vice-president of the CBS Direct Marketing Division. In his new berth, he will direct operations, controllership, development, order service and product planning, underwriting, and collections, and research and planning functions of all operating units of the division.

In 1976, Gartenberg joined Columbia Records as budget and controllers manager of the Columbia Record Club and in 1957 became its director of accounting. He was appointed vice-president in 1979 and chief financial officer of the Columbia Records Division in 1963 and 1962 became vice-president of planning and financial administration for the record club in 1963. He was appointed vice-president in charge of the Columbia Records Division in 1962 and 1961 became various assistant to the president of the CBS/Columbia Group.

Joe Reisman has been named to the new post of executive officer in charge of the CBMS Music Sales Division. In his new position, Reisman will be responsible for the overall management of the company, which he joined in 1985 as a record producer in New York. He left Victor in 1959 to work independently as an arrangement and production consultant. Reisman has been active as a producer. He was an arranger and conductor for Patti Page for several years, arranged for Perry Como and produced and arranged for such artists as the Animals Brothers, Lena Horne, Kay Starr, Vaughn Monroe and Johnny Ray. His current roster includes Henry Mancini, John Gary, Rouson and pop material of Andrea Preve.

Arnold Burk has been appointed head of Paramount Pictures’ new division, which controls the record firm’s record and publishing activities. Randy Wood, who will continue as president of Dot Records, was named vice-president of Famous/Rock Records.
The Cryan' Shames are traveling on a single...

"It Could Be We're in Love"


And on a tour:

New Orleans . Friday, July 28
Kansas City . Thursday, August 3
St. Louis . . . . Friday, August 4
St. Louis . . . . Saturday, August 5
Miami . . . . Wednesday, August 9
Atlanta . . . . Saturday, August 12
Charlotte . . . . Tuesday, August 15
Baltimore . . . . Thursday, August 17
Washington . . . . Friday, August 18
Philadelphia . Saturday, August 19
Hartford . . . . Monday, August 21
Albany . . . . Tuesday, August 22
Albany . . . . Wednesday, August 23

Where The Cryan' Shames are when they're not there in person:

On COLUMBIA RECORDS
NEWARK Aftermath: A Lingering Tragedy

NEWARK — The rioting, looting and gunfire inflicted terror on this town and the neighboring localities for some six days, but its ramifications to the residents and local businessmen will remain for many months. For store owners it is more than picking up the pieces and starting over. Some will not open their doors again.

Latest reports indicate that property damage has exceeded $15 million (looting not included) and business for many is at a virtual standstill. Some insurance adjusters estimate the cost of looting to be more than $30 million. Aside from the shambles of looted business, the mass of debris, the teeming grime of Newark's 405,000 residents, 3,000 soldiers and 375 State troopers is enough to cripple all business. This curfew is in effect, but some plundering continues.

Among the hardest hit were appliance and home entertainment outlets. According to local sources, many of the record and tape shops in the city were ransacked and business for many is at a virtual standstill. Some insurance adjusters estimate the cost of looting to be more than $30 million. Aside from the shambles of looted business, the mass of debris, the teeming grime of Newark's 405,000 residents, 3,000 soldiers and 375 State troopers is enough to cripple all business. This curfew is in effect, but some plundering continues.

The tremendous impact of Otis Redding, the late soul singer, was truly gratifying, especially in view of the predictable predilection of the audience toward pop, flower-bell, psychedelic sound. When Booker T. & The MG's and Otis closed the Saturday night show to a house-rocking ovation, that was a most unquotable tribute from a predominately white audience to the power of true soul music.

'Ve should like here to reiterate that when you are making your distribution of the proceeds of the show, you are giving serious consideration to a substantial allocation to the United Negro College Fund-Music Division. The worthiness of this fund at this time in our history is self-evident, and we need no elaboration from me.

'The potential of some deserving artists is so vast, we will be hit tomorrow's Otis Redding or Lemon P_option, and we come every encouragement from people such as you, John Phillips and Andrew Oldham (board representatives), whom I know to be deeply engrossed and feeling human beings.

Petersen Pub. Enters Music Market

NEW YORK — The Robert E. Petersen Co., which publishes Teen magazine and several automotive publications, has entered the music publishing field by forming Tamarlane Music (BMI) in partnership with Billy Sherman.

The Los Angeles-based publisher, in New York last week, said the first song of the new company is from the film "Malibu U." series, which begins its weekly run Friday (21) in the 9:30 p.m. time slot over ABC TV. The series is produced by Petersen. The theme is perhaps the choicest ever selected.

Petersen said that guiding artists who will appear on the show will be assembled in a road tour to start this week to play high schools and colleges.

Among the artists to appear on "Malibu U." are Jerry Ama- son, Don Ho, the Four Seasons and Frankie Valli.

Petersen said the publishing company will sign writers and function as a conventional pop publishing house. He added that a record company is under consideration.

Step Won on Mail Speed

WASHINGTON — An air mail service to speed delivery of business and other papers has been held up in House Subcommittee on Postal Rates.

The Subcommittee, chaired by Rep. Charles D. Donnelly (D-Ill.), also decided that advertisers will be charged a flat subscription rate of $15 each for a subscription order inserted in papers and magazines traveling at air mail rates.

The Subcommittee also voted to charge separately, at either first class or lower rates, the rate paid for initial advertising is non-appropriate. During hearings, Representative Gilman was particularly critical of the amount of advertising inserts and booklets provided by outside printers for the publishers.

The Subcommittee is working out a plan to achieve the same postal rate on air mail, and it is expected to get into third-class mail this week. First-class special educational rates, which pay on page and educational materials, have not yet been reached.

Dennon Quits DJ Sells 50% of Co.

SEATTLE, Wash. — Jerry Dennon has announced his resignation as president of the D.J. Distributing Co., Seattle, and the sale of 50 per cent interest in the subsidiary of Consolidated Distributors.

Consolidated was sold effective July 6, to ABC Records, Inc., which will continue his producing and music-publishing activities under the name of Jerry Dennon Music Publishing.

MGM's Porter in U. S. Television Bow

NEW YORK — Robie Porter, MGM Records artist and Audrey Hepburn's fiancé, is portraying his first U.S. television appearance as a regular on the Nextel Network's "Your Show of Shows." ABC-TV, Porter signed with the agency to come up with two successful albums for the label. His current single is "Daddy's Gone A-Hunting."

"Daddy's Gone A-Hunting" will be one of several on the record, including "I'll be Your Lover Tonight," a duet with Hepburn, "You're Going to Be Kidding.""
RELEASED BY DEMAND!

WILSON PICKETT

Funky Broadway

Atlantic #2430

* from Wilson’s New Smash Album THE SOUND OF WILSON PICKETT
Atlantic 8145/SD8145
**Compass Sets New Paths**

NEW YORK—Compass Rec. has announced its move to a new location at 22 Seventh Ave.-S. New York, the firm has rechristened its company name. In addition, it has added a new label, Avery, to its roster of artists.

**Executive Turntable**

Music: Bill Stinson is the new executive vice-president and general manager of Paramount's publishing companies, Paramount, Famous and Emsign Music. Stinson, who joined Paramount in 1951, has headed the company's music department for 10 years.

Herk Bender elected production manager-emergency manager of Beechwood Music Corp., the Capitol BMI firm. He joined the label in 1965 and has been in the music business since 1959 with both record companies and artist management. Another Westerner with experience in record promotion for both labels. He was formerly production manager at Troubadour Music.

Richard Spittel has been named head of the Hollywood office of John Sprinnger Associates, Inc. Spittel has been with the firm since 1965, working as an executive assistant to Michael Spittel, president of the firm. He was previously with the Rollin Company.

Ray Passman has joined the Bert Berns Organization to oversee all aspects of the company's new label, Pickwick Records. He will assist in the creation of the label and in acquiring new material for the firm. Passman is currently a partner in the Rolling Records and Music company. He also operates the Rolling Stone and Rolling Stone Records.

Nola Johnson has been promoted to the position of vice-president and general manager of the company's new label, Pickwick Records. Johnson has been with the company since 1965, working as an executive assistant to Michael Spittel, president of the firm. She was previously with the Rolling Stone and Rolling Stone Records.

**Pickwick Sales Up 9%—Net Increases 27%**

LONG ISLAND, N.Y.—Pickwick International, Inc., reported $820,000 in sales for the fiscal year which ended April 30, a 9 per cent increase over the $750,000 in sales for the 1966 fiscal year. Net income rose 27 per cent from $390,066 to $494,870, while per share income rose the same percentage from $1.44 to $1.79. Pickwick was formed in 1969 by Hal Rosenblatt and Jack Biren, and is a subsidiary of the Pickwick Corp., a largescale film and television production company.

Last week, Pickwick's president, Spiro Grossman, was quoted in an interview with the New York Times, saying that the company's sales for the first quarter of 1969 were up 37 per cent from the same period in 1968. Grossman attributed the increase to the company's expansion into new territories and the development of new markets.

**Lawyers Talk Copyright at Annual 'Speak-In' Session**

NEW YORK—The music industry and copyright owners have been invited to participate in an annual copyright law session at the Attorney General's office. The session is scheduled to be held on August 7 at the Attorney General's office. The session is open to the public and is free of charge. The session will be conducted by the copyright law section of the American Bar Association. The session will cover a wide range of topics, including copyright law and the effects of technological advances on copyright law.

**Surtax Seen Trimming Profit on New Prices**

summer, however, the economy has strengthened after the fall slump and sales have generally been up from a year ago, the boom has been slow in developing.

While most companies officially declared official comment, the feeling is that the surtax price increase came at the right time. Said Tom Wall, MGN Records director of business affairs, "There won't be as much profits as manufacturers had anticipated, but if we didn't raise prices we'd be in much worse shape."

**Bee Gees Finish 2-Wk. U.S. Tour**

NEW YORK—The Bee Gees, Atco recording artists, completed a two-week concert tour of the United States and Canada Sunday (16). The concert was held at the Academy of Music in New York, Miami, Los Angeles, Detroit, Cleveland and Chicago.

The group is scheduled to tour Australia, New Zealand and the Far East in the spring of 1970. The group is currently working on a new album for the labels of Mercury and Atlantic Records.

From the consumer side, the surtax, while not affecting record prices as expected, has cut into higher priced products such as phonographs, tape cartridges and musical instruments.

**Directors Being Named by WBP**

LOS ANGELES—The new Warner Bros.-Seven Arts company of directors are being named, following the approval of the Warner Bros.-Seven Arts merger. Robert S. Lifton, chairman of the board, is overseeing the merger with Bert Berns, and Jerome Newman was recently elected president of Warner Bros.-Seven Arts.

**ATL 'GROOVIN' MOVIN' FAST**

NEW YORK—Triumph Recs. is giving "Groovin' the Groove," the first album of new material to be released by the new Tri-Point label. An Italian and a Spanish- speaking version of the album are being released, along with the English version of the Rascals' "Groovin' on the Floor" album. The tracks include a new ballad by Mavis staples, "We Are All Black Music."
At her best with a big new single

"Where Love Is"

"My Heart Keeps Hangin' On"

DECCA 32161

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Vikki Carr
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A Smash in England
NEW MUSICAL EXPRESS #6
DISC #3
RECORD RETAILER #6
RECORD MIRROR #6
MELODY MAKER #6

Bring It Home!!!

come on over to the Liberty side
Every Sunday night
Burns and Schreiber
do a hilarious
selling job on TV...

Jazz Beat

By ELIO TIEGEL

Since launching a concentrated big band program, World Pacifc has been approached by a number of band leaders about joining the bandwagon currently promoted by Buddy Rich, Gerald Wilson, Don Ellis and Bob Florence.

"We've turned down four bands," explained Dick Bock, World Pacifc's general manager, while Ravi Shankar's star album filtered through his office. "We can't handle any more. We've settled on three actual working bands and Bob Florence's studio band. From a merchandising viewpoint, the company stands a better chance of obtaining store space with a band program spotlighting severa1 albums rather than releasing one LP at a time."

The label's recent promotion, titled "Big Band Happening," spotlighted packages by the four bandwagon flag wavers.

Liberty Records' art department designed separate promotional displays for each of the four LP's with the same identifying logo.

"Bands are basically a jazz market product," Bock continued. "But the company feels that the Buddy Rich band, in an example, is capable of reaching teen-agers. "When you say band to a teen-ager, it means a seven-piece combo," said Macey Lipman, WP's national sales manager. "Ritch is the best example of what a band can do with young people." Early sales of his second LP since joining the roster several months ago, "Big Swing Face," have been as good as the total sales of his first WP package, "Swingin' New Big Band," according to Bock.

Rich's exposure on the "Away We Go" CBS-TV summer series is a plus factor for the label, and his tour with Frank Sinatra will generate additional interest among a wide ranging audience.

Television, in an indirect way, is boosting Bob Florence's career. He is regular arranger-composer for 'Terry Gibbs' band, which swings the 'Steve

(Continued on page 14)

On COLUMBIA RECORDS

Billboard SPECIAL SURVEY For Week Ending 7/29/67

BEST SELLING
JAZZ LP's

1. DYNAMIC DUO
2. CALIFORNIA DREAMING
3. BOOTS WITH STRINGS
4. EQUINOX
5. BIG SWING FACE
6. TOO MUCH
7. LOU RAWLS LIVE
8. FOREST FLOWER
9. THE MOVIE ALBUM
10. BACCHAL
11. BLEU NOTES
12. LOU RAWLS SOULIN'
13. MERCY, MERCY, MERCY
14. JOFF GRIND
15. EIGHT LATE
16. THE DEALER
17. STANDARD EYES
18. TEQUILA
19. LOVE SICK

JULY 29, 1967, BILLBOARD

LOU WEINSTEIN, left, Columbia Records New York sales manager, presents a copy of Abba Eban's "Israel's Finest Hour" to Michael Amos, Consul General of Israel.

Coltrane Dead of a Liver Ailment

HUNTINGTON, N. Y. — John Coltrane, one of the leading jazz saxophonists, died of a liver ailment Monday (17) at Huntington Hospital. L. I. He was 40.

Coltrane's body lay in state Thursday (20) at St. Peter's Lutheran Church, New York City, for the public. He was buried Friday (21).

In 1965, he received the Downbeat magazine best jazz tenor saxophonist award, was voted "Jazzman of the Year" by the magazine and was elected to Downbeat's Hall of Fame. His recording, "A Love Supreme," was chosen record of the year by Downbeat.

Coltrane worked with Miles Davis and Dizzy Gillespie during his career. He was under a recording contract with ABC's Impulse label, and a spokesman said that the label has a good deal of his material for release on future albums. He also had recorded for Atlantic Records.

Montgomery Solid For Rest of '67

LOS ANGELES—The Wes Montgomery Quintet, recently signed A&M jazz group, is booked solid through late 1967.

The combo will play throughout California until October, when they will go to Salt Lake City to appear at the Chez Pierre from Oct. 3-7. The quintet then will play east for dates in Chicago, Detroit, Philadelphia and Boston.

The quintet received the 1966 Grammy for "Best Instrumental Jazz Album of the Year," which was "Goin' Out of My Head" on Verve.

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914

JULY 29, 1967, BILLBOARD

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"JILL"

GARY LEWIS

AND THE PLAYBOYS

# 55985

COME ON OVER TO THE LIBERTY SIDE

PRODUCED BY GARY KLEIN FOR KOPPELMAN-RUBIN ASSOC.
Jazz Beat

**Continued from page 12**

Allen Comedy Hour” on CBS-TV. Bock hopes to record a future LP of all Florence originals. His current effort involves interpretations of Paula Clark chart hits.

In addition to the four new band LPs, WP’s catalog is strengthened with 12 other titles—seven by Gerald Wilson, the longest band contractee with the firm. Wilson is categorized by Bock as representing a “truer” brand of jazz, whereas Rock’s glamour is both in jazz and as a personality.

“In the next six months Don Ellis will regexp the kind of exposure that will provide him with one of the largest jazz audiences in the 60’s.” Bock said. “He should cut wax into the teen market and affect young people who are supporting new sounds. The only things making any major inroads in jazz have broken away from the traditional 4/4 swing. Gil Evans, Dave Brubeck, John Coltrane, John Handy, Charlie Lloyd and Ellis are all experimenting in rhythms. It’s either Latin or Indian-style jazz. Traditional jazz is finding a smaller and smaller audience. Young people are coming in on this wave of new jazz. Ellis can win young followers because of his rhythmic complexities which are so emotionally stimulating. He grips his audience on many of the masses have been able to embrace Ravi Shankar, then Don will not have such a hard time. He has one of the best opportunities of the 60’s to make an artistic and commercial success.”

Bock believes that there are greater advantages to signing new names, although there is sales value to an established name.

He says that if a band has been cut by other labels and it’s products are on the market, its exclusivity doesn’t mean anything to its new label. Recording costs are so high that the label must come up with an immediate first recording hit. The market turns “soft” for any product which lays around, although department store and discount houses cherry-pick sales policies eliminate non-killer products from public exposure.

Heart Warming, Victor Ltd. Pact

NASHVILLE—Heart Warming Records, the leading gospel firm in Nashville, has signed a contract with RCA Victor, Ltd., giving RCA distribution rights to the Heart Warming product in Canada.

The deal was concluded between Heart Warming’s Vice-President George Harrison. This marks the first time Heart Warming has had distribution in Canada. To inaugurate the new set-up, Heart Warming will release 20 gospel LP’s in September.

In another deal, Heart Warming has signed with the Capitol Record Club, which will feature six of the label’s releases in the September selections. This is to be a broad step for the gospel industry, which long has sought distribution on a level with other facets of the music business.

**SG-Col., Colgems Close Family Tie**

*Continued from page 1*

scripts so that they, too, can get national TV exposure.

**Another New Series**

Another new TV series in which the publishing firm and the record division will be involved is “The Second Hundred Years.” The series, which debuts on ABC-TV, has a title song penned by Screen Gems music writers Barry Mann and Cynthia Weil. LaVola is now in the process of lining up a major artist to record the song. On this show, too, Still plans to work in his Colgems artists for that important TV exposure.

On the movie end, Screen Gems writers Tommy Boyce and Bobby Hart have written the title song to “Where Angels Go Trouble Follows,” a Columbia Pictures release starring Ronald Reagan. Boyce and Hart sing the song on the film’s soundtrack and have recorded a single of the tune for A&M Records.

Colgems Music will be involved with “Enter Laughing,” an upcoming Columbia Pictures release. The title song has been written by Quincy Jones and Mack David, and has been recorded by Mel Carter for release on the Imperial label.

Two songs written by Tony Wine and Carol Bayer, for the movie “To Sir With Love,” are also being pushed by Screen Gems. The Mind Benders have recorded both songs for release on the Fontana label.

Colgems now plans to bring three additional acts to the label each year. The label's first big singles drive since the Monkees will be for a new group, the Lewis and Clarke Expedition. There will be an emphasis on new talent for the label but that doesn’t preclude adding name talent to its roster as well.

**In New York City**

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At 1560 Broadway

Billboard is vacating 8,000 square feet of office space, newly modernized this year and air-conditioned, to move to larger floor space building due to expansion. This space available October 1, 1967. High ceilings and complete new lighting installations. Attractive and good locations. For information contact:

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'Analysts' Swing to Pop Art—Put Top 40 in Cultural Class

Continued from page 1

textures are being felt and movies are plowing ahead with what? Love stories? Art must grow if it is to be alive. Today, when this country has found a brand new kind of love in sound and color and sensation, two great forms are sluggish and one of them—the theater—is practically dead. They had better do something about it."

Even the drug-hippie connotations that are becoming prevalent in the lyrics of current songs are being taken as serious reports of what's going on today. "The recording artists are keenly aware and are a part of the things that are happening now," said one industry executive. "And they tell it where it is."

Dylan a Leader

The new standing of pop music in the literary world can be attributed to Bob Dylan whose songs were hailed as poetry and an important move away from the obvious and corny pop music lyrics of the past. Intellectual treatises of Dylan's work have been given wide coverage in newspapers and magazines and recently Commentary magazine did an analysis of his work. Simon and Garfunkel have opened up still another area. Recently the Christian Advocate, a Metho-
NAMM Show
Instrument Accessories
A Galaxy of Gadgets

By Earl Paige

CHICAGO — The explosion of amplified sound triggered during the Harry National Renaissance Festival of Music Merchants (NAMM) show promises to make accessory items more diverse and profitable peripheral products.

One of the accessories that made a lot of "noise" creates silence.

Shure showed its "Solo-Phone," which allows two guitarists, a guitarist and vocalist or a guitarist and tape recorder to be heard only by the performers. Koss Electronics, Inc., had "Performer," a $40 re- tal unit also equipped with dual headphone jacks. Telex displayed a battery-powered portable amplifier guitar head which called the "Amplitone," for silent practicing.

Extending beyond the instrument boundaries was the "Solo-Amp" from Targ & Dauer, Inc., which plugs into any instrument designed for amplification — a wide category now.

Light Sets

"I think the light sets are something we're going to have to start stocking," said enthusiast Harry Rempe, Rempe Music House, Fort Madison, la., who liked Aztec Sound's accessory light sets. "We've been into the glow with the headlight and tail light sets, which list at $39.59.

Aztec, like other makers, also showed strobe light sets, as highlighted in the display by Chadwick-Helmuth, where the arrangement in the sun's "Colorette light" created unique "unreality" with spinnadelic flashes four to five times per second. "Stage" units, remote control, special costome patterns, and colored cords were also made available.

Replacement speakers should become another heavy-traffic accessory item if J. B. Lansing Sound, Inc., has its way. This firm continues to astound advertising circles with its promotion of a new money-saving sweet-sounding G thunderous Quintette Club of Boston.

Frank Zappa, leader of Zappa's Mothers of Invention, is born with Kalamazoo Electronics, was introduced to the "NAMM Show" by Mikes — Pickups.

Electro-Voice displayed 20 new accessory pickup systems, which featured the features of its "pop-top" but on a heath cardy dynamic mikes. Shure, a second NamM NAMM took aim at the aria-conscious dealer with it's Model PES 1000 Universal and the PES 1000 Universal A, priced at $985 and $968 respec-

ively. Both are designed for rock groups.

Pick-Ups, with Vox, Conn. Selmer, LeBlanc, Kons, Chicago Music Instruments Co. and other firms now aiming at the amplification market, are becoming an accessory category all by themselves.

Rowan introduced its "Soul" woodwind and brass instrument mikes in its line of "Shake and Take" for $129.95 and $219.95.

"Thank you for the show," it said. "It's been a real eye-opener for us and we hope to see you next year."

Ampeg showed a "stereo pick-up" for its fiberglass bass. The firm also showed an replacement speaker for each and showed pick-ups for everything from speakers to guitars.

Ampex also showed a "stereo pick-up" for its fiberglass bass. The firm also showed an replacement speaker for each and showed pick-ups for everything from speakers to guitars.

The amp features an 8-inch speaker, fully covered cabinet, Fender lock joint construction, two instrument inputs, separate volume controls and separate tone controls and controls, on/off switch and pilot light.

Better Book Trend

CHICAGO — Publisher Shep- pett Stern, who has the "Guitar Teacher's Bible," a twelvewel with 36-page illustrated book to retail at $5.95. Other companies, Mel Bay Publica- tions, Inc., showed its at- tractively colored instruction books, a section for children. Over 24 firms showed teaching aids.

Guitar Items

The continued emphasis on guitars, last year's hot item, influenced many of the other accessory items. The firms go to the stringed-instru- ment accessory business. LeBo Products Co., has traditionally an accessory record firm, showed strings, straps, picks, cloth, picks, and even "pick-a-pack" style picks.

Riccarton, another large pro- ducer of accessories for the record player, has once again a wide assortment of packaged guitar accessories. Many of the items are incorporated into instrument displays, one including 32 items, (Continued on page 58)

Magnetone in Domestic and Foreign Market Movements

HARMONY, Pa. — The Magnetone division of Estey Musical Instruments Corp. has named two domestic and three foreign dis- tributors. Appointments in Swit- zerland, Spain and the Nether- lands are part of a continuing program of expanded world distribution by the firm.

Representing Magnetone in Switzerland is Hans Haeniger, S. Ltd., 14 years in musical instrument wholesaling, and Tullnann's Musical City, Chicago, has been named.

Tollmann will handle Magnetone amps and public address systems in North and South Carolina. In Japan, the company, Magnetone, guitar and Estey Travelorgan lines in the southern half of Okinawa portal od- ions of Indiana, Kentucky and West Virginia.

CHICAGO—Amplifiers with built-in echo, reverb, tremelo and other effects are among the show items at the Chicago Music Show. An increase in wattage, numerous new crossover and voice amplifiers was noticeable in all the major lines.

Brume, another missile elec-
tronics firm, displayed three new instrument amp heads, a 200-watt model and a 300- watt model. New design concepts are in- corporated in Danellectro's new line of speakers. The "Super Silver" models are used in the cabinets of the units which, according to a participant, is a good practice to sup- pose to eliminate the possibility that the vibrato will ever give a sleek look. Prices range from $320 to $730.

Toby came up with some un- usual shapes in amps with its Hot Box QTR and round sound column. The Hot Box line re- tails from $200 to $400 with prices running somewhat higher if the optional JBL speakers are included.

In columns, Gregory had one of the largest selections of line- units. Some of the columns are as narrow as 7½ inches and list prices run from $99 to $199. A newcomer to amps, Arseni, made by N. E. W. Music Co. in Wisconsin, offers seven mod- els of columns ranging in price from $349 to $569. They contain 35 to 100 watts. Wider introduced two large column speakers, one carrying four 10- inch drivers and another one carrying four 12-inch speakers for a list price of $280.

Electric Guitars Top P.R. Imports

SUN JUAN — U. S. Depart- ment of Commerce news for June 30 will show that P.R. imports of all musical instruments and accessories will be 23% lower than the same period last year. All sources, musical instruments will fall 2% at retail. This excludes amplifiers.

Electric guitars headed the list, followed by Spanish-style guitar, drum sets and electric organs.

Selmer Earnings Up in 1st Half

ELHART, Ind. — For the six months ended June 30, H. & A. Selmer Co. has been a winner with 50.1 cents a share compared with 46.4 cents a share for the first half of 1966.

First half sales were $8,045,- 600 compared with $7,325,- 600 for the same period last year.

MUSICAL INSTRUMENTS

Amps: More Power, Shapes & Makers

BY JERIANNE ROGINSKI

464-watt guitar amp and vocal columns. Prices range from $145 to $1,675.

Bruce, another missile elec-
tronics firm, displayed three new instrument amp heads, a 200-watt model and a 300- watt model. New design concepts are in-

KING BHUMIL OF THAILAND receives on behalf of journalism an award from the-throne tenor sax from Benny Goodman. The king, a jazz buff, introduced the sax and its amplification system in his country. The sys- tem was introduced at the Music Show in Chicago in 1967. JUly 29, 1967, BILLBOARD
At last--the most eagerly-awaited single of the year!
They've got a new sound, and they've recorded it on their own label, BROTHER RECORDS (distributed by Capitol, of course).
If you haven't got it, get it from your local CAPITOL sales rep today!
Top 20—Spotted—Predicted to reach the top 20 of the Hot 100 Chart

**THE BEACH BOYS—HEROES AND VILLAINS** (Prod. The Beach Boys) (Writers: Wilson-Parkers) (Chart No. 28). This smash hit of the year serves as a debut for their own label, distributed by Capitol. Clever off-beat rock material with band's famous four-part vocal harmonies and depth, catchiness, and jazz feel. Flip: "You’re Welcome" (Sea of Tunes, BMD). RCA Victor 1001

**LEONARD NYTISEN—TRUMPETT** (Donny Hathaway). The Watts 103rd. Hot hit on the heels of "Let’s Live for Today." The quartet offers another more blues-based trumpet/baritone sax number loaded with distinctiveness and appealing lyrical line. Fip: "Flip of My Tongue" (Treadwell). Dunhill 4594


Top 60—Spotted—Predicted to reach the top 60 of the Hot 100 Chart


**JACKIE WILSON—YOUR LOVE KEEPS LIFTING ME** (Higher and Higher) (Prod. Carl Davis) (writers: Davis). Four-year-old hard driving walking blues item is Wilson’s most potent release since "Whispers." Can’t miss proving a smash for infection and vocal appeal. Brunswick 53366

**GARY LEWIS AND THE PLAYBOYS** (Prod. Koppelman-Rubin) (Chart BMD). Infectious rhythm entrance headed straight for the top part of the Hot 100. Badge rock instrumentality that should produce a giant sales item this time around. Strong material with top duo performance. Flip: "Don’t Stand Between Me and My Radio" (Columbia). Aco 6507

**SONNY AND CHER—IT’S THE LITTLE THINGS** (Sonny Bono) (Writer: Bono) (Chris Marc/Coffin, BMD). Re-release of their recent entry with slightly modified flip should prove a giant sales item this time around. Strong material with top duo performance. Flip: "Don’t Stand Between Me and My Radio" (Columbia). Aco 6507

**THE ELECTRIC PRUNES—THE GREAT HANNA HOAX** (Prod. Dave Hasinger) (Writers: Lowen-Tulka) (Newcomer, BMI). A flip-on that doesn’t quit from start to finish. Wild and unusual sounds and drums that will beat it right up the Hot 100. Flip: "Wind-Up Toys" (Newcomer, BMI). Reprise 6067

**JOE TEX—a WOMAN’S HANDS** (Writer: Tex) (Tee, BMI). Another exceptional soul stirring performance to top his "Woman’s Hands," that "Yeah." Rock is his best. Flip: "C.C. Rider" (Tee, BMI)

**THE BYRDS—LADY FRIEND** (Prod. Gary Usher) (Writer: Crosby) (Ticdon, BMI). This infectious wild rock number could easily make the top 100 in short order. Good material, performance, and strong dance beat in support. Flip: "Old John Robertson" (BMI). Columbia 44238

**THE RAINY DAZE—LOOD OF OBLIVION** (Chart No. 17). Originating with "That Acapulco Gold," the good sound group has now hit a follow-up in this interesting rocker with off-beat lyric material. Strong dance beat. Flip: "Stop Your Body" (RCA Victor). Epic 6591

**THE PEPPERMINT TROLLEY COMPANY—IT’S A LAZY SUMMER DAY** (Chart No. 31). (Prod. Dan Dalton) (writer: Faragher). First new number in many months that should establish the West Coast brothers and friends as top set. Well produced by Dan Dalton. Flip: "Blue Eyes" (Preacher, BMI). Acts 809

**THE UNICLESS—EVERY NOW AND THEN (I Cry)** (Writer: Stampley) (Gallicco, BMI). Driving rocker with all the hit ingredients to put the group right back on the chart once again. Good sound throughout. "Love Is a Precious Thing" (Suns, BMI)


**TRAFFIC WITH STEVIE PAVON**—WIND-SHADOW SUN** (Prod. Jimmy Miller) (writers: Woodrow-Capaldi-Manuel Wood) (Eames, ASCAP). The former leader of the Spencer Davis Group makes a strong commercial debut with the new Traffic group. Easy rock beat with interesting arrangement that has all the earmarks of a top chart contender. Flip: "Give It To You" (Eames, ASCAP). United Artists 50195

**TROY SHONDELL—A ROSE AND A BABY RUTH** (Chart No. 23). (Writer: Loudmouth/Windward, BMI)—Shondell, of this "That Time" fame, marks his return with this debut from TRX, a division of History. The George Hamilton IV oldie gets a commercial Shondell updating plus an elaborate production. Flip: "Here I Come Again" (Acuff-Rene, BMI). TRX 3001

**RUBY AND THE ROMANTICS—WE LOVE** AGAIN** (Writers: Mann-Well)-Seventeen-Coolumb, BMI. This beautiful Mann-Well material with Latin-beat arrangement could easily put the group into the top 100. Good crunch commercial entry for all programing. Flip: "I Know" (At Last/Sanatomy, BMI). Kapp 839

Chart—Spotted—Predicted to reach the Hot 100 Chart

**PERRY COMO—ONCE A LOVER** (Chart No. 3). (Mто, BMI). RCA Victor 9564

**THE DRUMS—SET THE WORLD** AROUND** (Chart No. 25). (Singer, BMI). RCA Victor 9564

**BLUEY—DON’T BE THE ONE** (Chart No. 35). (Chart No. 35). (BMD). RCA Victor 1001

**SUGAR CANE—REMEMBER** (Chart No. 19). (Chart No. 19). (BMD). RCA Victor 9564

**THE COWS—THE SEAS* OF* LOVE** (Chart No. 28). (Chart No. 28). (RCA Victor). RCA Victor 1001

**THE BYRDS—LADY FRIEND** (Chart No. 30). (Chart No. 30). (BMI). RCA Victor 9564


**THE SENSATION—SHAKIN’** (Chart No. 40). (Chart No. 40). (BMI). RCA Victor 9564

**DICK DAVID—THERE GOES THE WORLD** (Chart No. 44). (Chart No. 44). (BMI). RCA Victor 9564

**THE JIMMY CLIFF—LIFE** (Chart No. 17). (Chart No. 17). (BMI). RCA Victor 9564

**THE BONNIE JO—GIVE ME A LITTLE LOVE** (Chart No. 33). (Chart No. 33). (BMI). RCA Victor 9564
THE LEWIS & CLARKE EXPEDITION

-A NEWLY DISCOVERED GROUP WITH THEIR FIRST SINGLE-

The Lewis & Clarke Expedition sing
I Feel Good (I Feel Bad)
Blue Revelations

#1006

Manufactured and Distributed by RCA

www.americanradiohistory.com
THIS SHOULD HAVE BEEN
A THREE PAGE AD
BUT WE HATE TO BRAG*....

THIRD
IN A
SERIES
OF
CHART
MAKERS....

A
NEW
MOOD...

A
NEW
STAR...

THREE
ACTION
SINGLES
ON
VIVA

Zig Zag News / THE SOUND SANDWICH

I Don't Want To Follow You / THE WAILERS

I'm Gonna Go Bummin' Around / SONNY CURTIS

*Besides, it costs too much.

DISTRIBUTED NATIONALLY BY DOT RECORDS, INC.
EXCITEMENT'S HAPPENING AT Dot RECORDS.

THE BILLY VAUGHN SINGERS

I LOVE YOU

THE BILLY VAUGHN SINGERS

UP-UP AND AWAY
THIS IS MY SONG
IT'S JUST A MATTER OF TIME
CROOVIN
SUNDAY WILL NEVER BE THE SAME
I GOT RHYTHM
YELLOW ROSES MEAN GOODBYE
ONLY
SOMETHIN' STUPID
I LOVE YOU AND YOU LOVE ME

Produced by SNUFF GARRETT

DLP-25813

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<th>No.</th>
<th>Title</th>
<th>Artist/Franchise</th>
<th>Label/Producer</th>
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<tbody>
<tr>
<td>1</td>
<td>LIGHT MY FIRE</td>
<td>Denny Paul &amp; Delbert McClinton</td>
<td>ABC-Dunhill</td>
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<td>2</td>
<td>RED ROBIN</td>
<td>Manfred Mann</td>
<td>Phillips, Voltaire</td>
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<td>3</td>
<td>WINDY</td>
<td>The Association</td>
<td>Warner Bros. 740</td>
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<td>4</td>
<td>CANTN TAKE MY EYES OFF YOU</td>
<td>Master Plan</td>
<td>Scepter</td>
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<tr>
<td>5</td>
<td>A WHITER SHADE OF PALE</td>
<td>The Monitors</td>
<td>Modern Recording</td>
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<tr>
<td>6</td>
<td>LITTLE BIT O' SOUL</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>7</td>
<td>MERCY MERCY MERCY</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>8</td>
<td>WHITE RABBIT</td>
<td>The Searchers</td>
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<td>9</td>
<td>UP, UP AND AWAY</td>
<td>The Searchers</td>
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<td>10</td>
<td>SILENCE IS GOLDEN</td>
<td>The Searchers</td>
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<td>11</td>
<td>I'D RATHER BE BLUE</td>
<td>The Searchers</td>
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<td>A GIRL LIKE YOU</td>
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<td>Motown</td>
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<td>13</td>
<td>THERE'S SOMETHING HURTING YOU</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>14</td>
<td>DON'T Go OUT INTO THE RAIN</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>15</td>
<td>LET THE GOOD TIMES ROLL &amp; FEEL SO GOOD</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>16</td>
<td>YOU'RE ON MY MIND</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>17</td>
<td>YOUR UNCHANGING LOVE</td>
<td>The Searchers</td>
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<td>18</td>
<td>AIN'T NO MOUNTAIN HIGH ENOUGH</td>
<td>The Searchers</td>
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<td>19</td>
<td>STEP OUT OF YOUR MIND</td>
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<td>20</td>
<td>LET'S LIVE FOR TODAY</td>
<td>The Searchers</td>
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<td>21</td>
<td>I'll BE GOOD TO YOU</td>
<td>The Searchers</td>
<td>Motown</td>
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<td>22</td>
<td>LONELY MAN</td>
<td>The Searchers</td>
<td>Motown</td>
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**HOT 100—A to Z**

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*Note: The table continues with a list of songs and their respective artists and labels.*
The Garden of Eden
Sowing the seeds of love with their first single

Flower Man

The genesis of a great new group on Verve Records
Talent

Star Trios

Three folk singers—from left, Theodore Bikel, Pete Seeger, and Oscar Brand—team up as a trio Friday night.

On Stage

On Saturday night, the females teamed up. From left: Joan Baez, Mimi Farina and Judy Collins.

The finale Friday night brought everybody out to sing "We Shall Overcome."

Muddy Waters and his blues band and his bottleneck style guitar playing.

The Jim Kweskin Jug Band backs Sippie Wallace in old blues tunes.

Dave Dudley and his Roadrunners provided the country music side with "Six Days on the Road."

Bill Monroe, father of bluegrass, doing the original version of "Blue Moon of Kentucky."

Backstage

(Photo left) Bob Reimer, festival stage manager, discusses matters with the manager of the Siegel-Schwall Blues Band, Lawrence Wettlaufer.

(Photo right) Jack Holzman, president of Elektra Records, backstage with Judy Collins.

Workshops

Grandpa Jones whoops and hollers during afternoon workshops.

Mother Maybelle Carter joins Sonya for first public performance together in more than two decades.

Chambers Brothers demonstrate where it's at—the blues. Drew largest attendance of the various workshops.

Talent

Newport Port of Call for All Music

NEWPORT, R. I.—A tremendously exciting Newport Folk Festival was held this year was highlighted by virtuoso performances in many fields of music. Producer George Wein, realizing that there are many aspects to folk music, tailored the week-long event to cover the roots of folk music—such as old-time fiddle and dulcimer playing—and a goodly slate of various forms of blues, country music, bluegrass, r&b, folk-rock, cajun and gospel.

A highlight of the Friday night show was when Theodore Bikel, Pete Seeger and Oscar Brand teamed up. More than 7,000 turned out on a foggy night. Saturday, 15,200 turned out in pleasant weather to hear a trio of Joan Baez, Mimi Farina and Judy Collins. But the main excitement of the festival, it would seem, was in a series of workshops. The Chambers Brothers, a Columbia Records act, put on a show for more than 3,000 who sat on the fence and turned everybody on, especially their power-packed version of "In the Midnight Hour."

The Staple Singers were another group that created a charged effect on the crowds, with tunes like "He's All Right" and a Negro protest version of "For What It's Worth." Sister Rosetta Tharpe, a veteran of more than one label, also scored with her gospel music.

To many fans, however, the key point in the festival was when many new performers, some not yet on record, bowed their own material Sunday afternoon at a workshop. The victory of the afternoon was racked up by one man with one song. A long song—"Alice's Restaurant," by Arlo Guthrie, son of Woody Guthrie. By popular demand, producer Wein had to schedule the recently signed Reprise Records artist for the Sunday night show, too. Leonard Cohen, Joanie Mitchell, the Incredible String Band (Elektra Records artists), the Siegel-Schwall Blues Band (Sam périon became an electric piano when he got shorted during a brief rain), and Gordon Lightfoot all did well. The material was mostly original and nearly all was very good. Cohen has already made considerable strides as a writer; Judy Collins performed Cohen's "Susanne" at the festival. From the tunes he exhibited Sunday afternoon, he's heading for a great career.

The festival, of course, had its name artists—not only those mentioned previously, but artists like Mother Maybelle Carter, Bill Monroe, Jean Ritchie, Grandpa Jones, Dave Dudley, Merle Travis, Muddy Waters, and Buffy Sainte-Marie.

CLAUDE HALL

JULY 29, 1967, BILLBOARD
THE NEW GRASSROOTS SINGLE

THINGS I SHOULD HAVE SAID

D-4094

THE NEW GRASSROOTS ALBUM

LET'S LIVE FOR TODAY

THE GRASSROOTS

THEY'RE EXCITING!

PRODUCED BY STEVE BARRI & P.F. SLOAN

DUNHILL RECORDS INC./NEW YORK-BEVERLY HILLS/A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y.
Monkees Make N.Y. A Fun & Frantic City

NEW YORK—Despite a less-than-capacity crowd the Monkees generated enough excitement and fun in a frantic program on Friday (14) at the Forest Hills stadium. Astounding mainly from teen-age girls, purring fans turned out en masse for the follow-up concerts on Saturday (15) and Sunday (16). The three concerts drew 16,192. This was 6,330 less than the tennis stadium's three-night capacity of 62,225. Dolenz, also a takeoff on James Brown, which twice had Mike Nesmith in the offstage after wrapping Dolenz's prototypic form in a cape. Never has there been a baritone solo. "Porky" made a solo appearance sung of his forte. The banana was an old cliché.

Davey Jones, harking back to his Broadway days, sang a driving "Cotton Tail" from Anthony Newley's "Stop the World I Want to Get Off." In an adapted version, the band has retuned to its form. Dolenz's solo was an effective use of a strobe light.

The powerful amplification, which even included drums, enabled the group to be heard above the roaring fans. The Monkees could carry a live show and maintain the level of excitement throughout the entire performance. While the screen pictures generally showed members of the group, unrelated to anything on stage for comic effect.

Instruments used included a Gretsch electric bass, Gretsch 12-string guitar, Guild electric guitar, Fender bass, Rickenbacker bass, and a string guitar. A tambourine also was used. The Sunbathers, Decca recording artists, opened the show and backed up the Monkees during some of their numbers. The show also included Lynn Randall, Epic artist, and the Jimi Hendrix Experience, Reprise artists. The W-Cal Good Guys were encores for the three nights.

FRED KIRBY

COLUMBIA RECORDS' original Broadway cast album of "Manne," has now passed the $1 million sales mark. In the show, J. Davis, right, head of Columbia Records, presents gold records to left to right, Goddard to send him a plug for the album; Angeleni Lenz, who plays the title role, and Jerry Herman, composer of the score.

Arnold Stars in Pop and Country Grooves

NEW YORK—"Funky Broadway," which has become the hit of the present season, is an interpretation of Wilson Pickett's live performance, released as a single by Atlantic last week. The song was originally recorded for Pickett's Atlantic album, "The Sound of Wilson Pickett," which was released last year.

Meantime, "Funky Broadway" has been developed as a new teen-age sound in the tradition of the skate and the shing-a-ling. Atlantic is mounting a huge promotion and advertising campaign on "Funky Broadway."

ASBURY PARK, N. J.—While thousands of teen-agers were dancing at the Monkees' concerts at Forest Hills, N. Y., some 75 miles away, a group of more than 7,500 olds who were thousands of miles from the Teenagers were cheering for the Monkees and "Funky Broadway." The fans were enthusiastically cheering for the Monkees and "Funky Broadway."

The Monkees are currently on tour with "Funky Broadway," and "Funky Broadway" has been developed as a new teen-age sound in the tradition of the skate and the shing-a-ling. Atlantic is mounting a huge promotion and advertising campaign on "Funky Broadway."

Merc's NGC-4594 Should Score in Musical Galaxy

NEW YORK—Mercury Records' NGC-4594, a refreshing rock group that has good chance of scoring in the country music industry, is wrapping up a tour of the United States. The group's tour has been a hit with fans and critics alike. They have been supported by a band called "The Sensations," which has provided a solid foundation for their sound.

The group's name is inspired by the NGC 4594 galaxy, a spiral galaxy located in the constellation Ursa Major. The name highlights the group's musical style, which is characterized by a mix of rock, pop, and country elements.

The band consists of four members: vocals and guitar—Charles Barrett, vocals and keyboard—John Smith, drums—Davey Jones, and bass—Micky Dolenz. Their music is influenced by artists such as Janis Joplin and The Byrds, who were popular during the late 1960s and early 1970s.

The group's sound is typified by powerful guitar riffs, harmonica melodies, and soaring vocals. Their music has been compared to that of bands like The Who and Led Zeppelin. The group's energetic stage presence and catchy tunes have helped them build a dedicated fan base.

The NGC-4594 group is expected to release its debut album soon, and it is anticipated that the release will be a major moment in the band's career. The group's success will be closely monitored by fans and critics alike, who are excited to see what the future holds for this promising young group.

Spoonful Dishes Up Lovin' Fare

CLEVELAND — The Lovin' Spoonful has a good-time audience at the Musical Arts Tent Sunday (10) with two attendances, with a special performance for Saturday (22). A schedule mix has been advertised that features many of the band's hits like "Summer in the City," "Did You Ever Have a Problem," and "The Answer's at the End of the Universe."

The selective service is a local group which records in the main line, was also well received. WHK "Good Music" hosted.

Signings

Jacques Wilson signed a three-album pact with Elektra. Wilson is a writer with Caruso-Fassier Productions in Hollywood. - Gordon Waldon, jazz pianist, signed to Prestige Records. Waldon has played with J. Johnson, the Jazzy, and Art Blakey's Jazz at Lincoln Center. He has signed with three leading bands: the Blue Grass Boys, the Jimi Hendrix Experience, and the Monkees. Jack Bruce, bassist, and Ginger Baker, drummer, are signing to Decca. Bruce and Baker were members of the band Cream. The band has been hailed as one of the most influential groups in the 1960s. Bruce and Baker are expected to release a new album in the near future.

The Selective service, a local group which records in the main line, was also well received. WHK "Good Music" hosted.

JANE SCOTT
I WANT TO LOVE YOU FOR WHAT YOU ARE

Produced by: Phil Kahl
Arranged by: Bill Justis
Written by: Norm Simon & Andy Badale

RONNIE DOVE

DIAMOND RECORDS INC. 1650 Broadway • New York, N.Y. 10019
**GAB Seeking Lower Rates With ASCAP**

ATLANTA — Eighty-eight radio stations in Georgia have authorized the Georgia Association of Broadcasters to negotiate for lower performance rates with ASCAP. Edwin Mul- linax, general counsel of WLAG in La Grange, Ga., and chairman of the music commit- tee of the GAB, said all these stations had been sent formal letters asking them to approve the rate change, which offer the performance rights rates of 1/2 of 1 cent per record. Several Georgia radio stations are known to be "limiting" ASCAP music as a form of protest. In addition, Mullinax said broadcasting associations outside of the State have shown interest in limiting the association for the future.

"Understanding, we don't object to paying ASCAP fees, but we just want to pay in proportion to the music played," he said. That said that this station played a lot of Top 40 records. Last March he found that only 34 per cent of the music played was ASCAP music. There are 175 members in the GAB.

**KXLS-FM Testing 'Flowers' Garden**

OKLAHOMA CITY—KXLS-FM, stereo 100,000-watt opera- tion here, is testing a pilot show for Flowers Associates, a new radio production firm. The two-hour show will be called "The Kingpin Garden" and is hosted by J. M. Flowers, who is also known as "Kingpin." The show, produced by Taylor Smith of the Kingpin Garden, will be aired Thursdays and Fridays and "if it goes over CBS will soon be syndi- cated." The show is being sponsored by Hill's Business Univer- sity, a educational institution, and the University of Oklahoma, head of CBS-FM's Young Sound is known to be working on a show with syndication in mind.

The show aims at an 18-25

**Lord Local TV'er to Take Vacation; Hawkins to Sub**

NASHVILLE — The Bobby Lord local live TV show will take a 10-week hiatus beginning July 31, and will be replaced by a special program hosted by Bobby Hawkins and outstanding country music group.

This will have no effect on the syndicated Bobby Lord show, which will continue un- interrupted.

Hawkins, who has been asso- ciated at one time or another with virtually every major musical group in the area, is a singer-pianist-composer and TV announcer.

His band for this program will consist of guitarist Mike Dunson, Curley Chalker and Jimmy Is- belk, each of whom is a promi- nent member of the Nashville sound.

Among the first guests for the daily series will be Chet Atkins, a close personal friend of Haw- kins; Ray Stevens, and others.

Hawkins currently is busy lin- ing up what he considers the top talent in the area. The pro- gram is aired each morning at

**KQY Plays List Flexible Way**

SAN FRANCISCO — There has long been friction between the station and its record- ing a rock 'n' roll station — on one side the program director, on the other the program director, who stretches the playlist for this summer's fishing story.

Johnny Holiday is one of those program directors who can't resist playing a good rec- ord. The playlist of KQY here expands as the occasion de- mands.

KQY is king of the market with KFRC, under the direction of "the man who believed in a titleist," who joined the fray. The old adage anything goes, or "the entire- ly subtitled," is that a tight playlist. The station now grows dull and begins to lose audience. The old adage con- necting with tight playlists is that they only collect the stations. This has grown less and less so since those stations set out deliberately to play the Sinatra, basically a middle-class audience. Many people feel those stations can, even if they don't play the music that they actually have.

But Holiday believes there are other ways you can knock off a tight playlist station. "It's a wimp station, but we can knock off a screaming tight playlist oper- ation. This can be done, Hol- day said, "and it's a matter of the day feels, "the KQY head.

"The station has been known for its tight playlist, but it has been able to air 12 to 14 records consistently and Holiday feels that it needs to emphasize its Hot 100 format radio by playing potential hits first. On this, he'll listen to the advice of his deejays; it was Tony Biggs who discovered "Break Out Bop" and brought it to Holiday's at- tention.

The deejays of KQY try to keep their playlist true to their station's format: from a top 10 list, selected LP cuts, selected older, selected new records.

Holiday broke into radio in the summer of 1956 at WBNB in Perry, Ga.; when fall came he started at WQB, WQV station in Miami where he was majoring in physical education. Feeling his way around, Holiday started a country department, and now, as deejay, he made the rounds of the stations and landed with WQV's "their last- launching a Top 40 format, Holiday died weekend slots and some all night shows. Then, in 1959 when WHK in Cleveland was under Harvey Glassock and Jerry Spian was program direc- tor, Holiday joined the staff. "Jim Myers, now of WNEW in New York, was on the staff, along with Tom Brown, now of Philadelphia's WIP, Keith Mor- ris, now of WJZ, St. Louis; and Neil McIntyre, now of WQOJO.

"Those five years were the greatest of my life," Holiday said. Besides the radio show, he had a TV show on Sunday morning on WNEW-TV, pro- duced by Herman Sporn, who taught him how to handle him- self on TV. The experience came in good use later.

Holiday left WHK in 1964 with a share of the WQV station. Dee Jay, he started at WINS in New York, then a rock 'n' roll station, at $30,000 a year — "their woj.

(Continued on page 29)

JULY 29, 1967, BILLBOARD
**Radio TV programming**

**Vox Jox**

By CLAUDE HALL

Radio-TV Editor

KOGT at P.O. Box 1239, On Street, Texas, is broadcasting its 20th year of programming, and its first year as a country music station.

Program director Dave Tower asks for congratulations messages from artists and radio station operators.

Don Thomas, formerly with WLOO in Waco, has joined KJIE in San Diego.

Tony Taylor, WPLO, Atlanta, personal and home attention to keep the 34th annual youth appeal campaign for most outstanding alibi commercial; it's his second consecutive year for the award.

Maurice Williams, Tower Records artist, has been named program director of WPLF, succeeding Red Jones, who resigned. Curtis, who has been with WPLO for two years, joined the staff of the country music outlet after working in radio at Wetherell, Tex. (Uncle) Don Buehler has left KBCU in San Antonio to return to country-formated CKCN in Kansas City at 5 a.m. personally. WPRW and WPRW-TV to Mansfield, Ohio, as operations director.

Bruce Browning has returned to KOKI in Norfolk, Va., before doing last year first as chief announcer for the U.S. Department of Washington.

Joining KDIZA in Pueblo, Colo., are Don Bell from KIMN in Denver and Charlie Holiday from KJIZ in Amarillo, Texas. (Robert) Paul Giraud, better known as Bill Smith in the Mobile, Ala., area, has joined WPLO in Columbus, Ga., doing the wake-up show and a one-hour morning show. Station beams country music.

Ty Williams has just joined WPLO as a disk jockey. Williams presented jazz for Cincinnati listeners while at WNLO and has lately been host of a jazz show over WPRW-FM in Middletown, Ohio. WEBN-FM programs a fine arts and jazz format. (Arthur) Walter Karter on Schnitt of WTSF-FM, Milwaukee, recently took the name of "Herma's Red Suspender," on Coast Broadcasting.

Dick Forster has joined KEEF 6:10 p.m., current staff of the Naco Baggies, Tex. operation in

**Radio-TV mart**

**RATES**

REGULAR CLAUDE: $25 a word. Minimum: $25. First line $4.50 to $10. Publicity and testimonials: $3.50 per line. Average word length, 15 words. Minimum insertion: 15%, or any commercial, such as radio, TV, etc., which is 35%.

ROCK: $25 for 250 service change per insertion. Also allow $25 for 250 each additional 1/4-page. CLOSING DATE: 5 p.m., Tuesday, 11 days in advance. ADVERTISERS MUST ACCOMPANY ALL ORDERS.

Send order and payment to:

KOGT, P.O. Box 1239, On Street, Texas, 78001.

**SCHOOLS AND SUPPLIES**

801 FIRST-CLASS RADIO TELEPHONE TELEGRAMS TECHNICAL MARCH 30, 1967

**CLARKE JONES**

179 W. Randolph St., Chicago, 18, Illinois

**Jazz Losing Ground In Japan: DJ Honda**

TOKYO—Jazz is not as popular in Japan as it used to be, but it still has a hard core of fans who are loyal to it.

Toshio Honda, one of the recognized authorities in jazz and a top radio personality in Japan, told the U.S. that his programs are the most popular in the nation. However, Japan is not losing on jazz; radio shows and CBS Japan Records has had a successful year in jazz.

The Honda program, which has been on the air for the past year, is a "Midnight Jazz" show on the station, with a program length of 15 minutes long, but was half an hour for several years. In addition, Honda has interviewed many stars including a "Hello Pop" show every Thursday on JOQK, a half-hour TV program. Honda will conduct his regular daily house time on NHK-TV once a week, a program that aired on NHK's daily "Serenko" concert show. Honda presents an hour and a half every Monday night of jazz.

Program director Phil Rainey of WYOK, the 5,000 watt country music station in Charlotte, N. C., talks with MGM Records about the station's "YRC" award, given during the last five country music show.

**More LP Cuts For WCAW**

CHARLESTON, W. Va.—WCAW, the 10,000 watt FM station, continues to release new LP's in its format of operation here, altering its format to include more jazz cuts, augmented program and music director Gary Brookhart. Other LP's being done here are KSYT in San Francisco, KEEL in Shreveport, and WACR in New York, among others.

Brookhart says that with local "album sales already burgeoning, the good guys-"and-"girls" in this direction should not only permit the exposure of more total music, but that a gramophone boost to the large, but selective, album buyer, buying a smaller audience of the audience.

**KYA Plays Flexible**

Continued from page 28

**Jazz Losing Ground In Japan: DJ Honda**

salaries. In April 1965, the station had just renewed its contract when it switched to an all-news format. Westminster tried to get him to come to one of their other operations, even flying him to an all-station for 100 interviews. Instead, he took KYA.

Then came the "Hullabaloo" show on NBC-TV, from which he concluded his contract with New York. He later hosted the "Roger Miller TV Show." Even 20th and WPL were still trying to broaden himself, appearing in summer stock. He still appears in local theaters.

**Yesterdays' Hits**

Change-up programming from your librarian's shelves, featuring the disks that were the hottest in the last 3 years ago and 10 years ago this week. Here's how they're ranked in Billboard's chart of that time.

POP SINGLES—5 Years Ago July 28, 1962

1. "Look At Me, I'm Lonely Now"—Bobby Vinton (Coral)
2. "What 'Nuff 'Sence—Bobby Byrds (Coral)
3. "Sealed With a Kiss—Bobby Byrds (ABC-Paramount)
4. "I Can't Stop Loving You—Ronnie Cash (ABC-Paramount)
5. "The Stripper—David Rose & His Music (Decca)
6. "Speedy Gonzalez—Pat Boone & His Music (Decca)
7. "Weaver Mountain—Clown King (RCA)
8. "Breaking Up Is Hard to Do—Paul Anka (RCA Victor)
9. "Gray—Dee Dee Sharp (Coral)
10. "Ain't Nothin' but a House (Mercury)

POP SINGLES—10 Years Ago July 29, 1957

1. "Deep Purple—Cheryl Baker (ABC-Paramount)
2. "Let's Fall in Love—Tim Powers (Epic)
3. "It's Not Unusual—Frank Ifield (Mercury)
4. "It's My Party—Leslie Gore (ABC-Paramount)
5. "The Things We Said Today—The Beatles (Decca)
6. "Ain't No Stoppin' Us Now—The Platters (ABC-Paramount)
7. "It's Gonna Take a Million—Neil Sedaka (ABC-Paramount)
8. "Ain't Nothing Going On—The Fifth Dimension (ABC-Paramount)
9. "I Will Survive—The Rubettes (ABC-Paramount)
10. "A Whole New World—The Righteous Brothers (ABC-Paramount)

R&B SINGLES—5 Years Ago July 28, 1962

1. "Can't Help Myself—The Four Tops (Motown)
2. "I Can't Help Myself—The Four Tops (Motown)
3. "What 'Nuff 'Sence—Bobby Byrds (Coral)
4. "Sealed With a Kiss—Bobby Byrds (ABC-Paramount)
5. "I Can't Stop Loving You—Ronnie Cash (ABC-Paramount)

POP SINGLES—10 Years Ago July 29, 1957

1. "Marilyn Monroe—Donna Reed (ABC-Paramount)
2. "West Side Story—Soundtrack (Columbia)
3. "Shangri-La—The Shangri-La's (ABC-Paramount)
4. "Breakfast at Tiffany's—The Righteous Brothers (ABC-Paramount)
5. "Rip It Up—Bill Haley & The Comets (ABC-Paramount)
6. "Peter, Paul & Mary—Epic (Epic)
7. "Blue Hawaii—Donna Reed (ABC-Paramount)
8. "West Side Story—Soundtrack (Columbia)
9. "Best of the Kingston Tramps—The Kingston Tramps (ABC-Paramount)
10. "Georgia Mama—The Righteous Brothers (ABC-Paramount)

When answering ads . . . Say You Saw It in Billboard
### Billboard SPECIAL SURVEY for Week Ending 7/29/67

**TOP SELLING R&B SINGLES**

<table>
<thead>
<tr>
<th>Title/Artist/Label</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>MAKE ME SWEET</td>
<td>14</td>
</tr>
<tr>
<td>I WANT TO LOVE HER</td>
<td>10</td>
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<tr>
<td>SOUL FINGER</td>
<td>10</td>
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<tr>
<td>4 Ain't No Mountain High Enough</td>
<td>7</td>
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<tr>
<td>HERE WE GO AGAIN</td>
<td>8</td>
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<tr>
<td>HYPNOTIZED</td>
<td>8</td>
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<tr>
<td>FOR YOUR PRECIOUS LOVE</td>
<td>7</td>
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<td>IMAN TESTIFY</td>
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<td>SONG DANCE NUMBER THREE</td>
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<tr>
<td>BABY BEAR COME BACK HOME</td>
<td>7</td>
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<tr>
<td>FOR YOUR LOVE</td>
<td>6</td>
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<td>I'LL ALWAYS HAVE FAITH IN YOU</td>
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<td>TRAMP</td>
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<td>SOUL</td>
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<tr>
<td>COLD SWEAT</td>
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<tr>
<td>ROOMS OF GLOOM</td>
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<td>HEARER TO YOU</td>
<td>6</td>
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<tr>
<td>MORE MAN</td>
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<td>EVANGELIZE SOMETHING</td>
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<td>I NEVER LOVED A MAN THE WAY I LOVE YOU</td>
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<tr>
<td>HIP HUG HER</td>
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<tr>
<td>TOO MUCH</td>
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<td>KING OF QUEEN</td>
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<tr>
<td>LISTEN</td>
<td>6</td>
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<td>DYNAMIC DUO</td>
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<td>ARETHA FRANKLIN'S GREATEST HITS</td>
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<td>THE QUEEN ANNE'S</td>
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<td>COLLECTIONS</td>
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<td>SUPREME SING HOLLER</td>
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<td>UP AND AWAY</td>
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<td>CALIFORNIA DREAMING</td>
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<td>SONGS WITH STRINGS</td>
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<td>BACKLASH</td>
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<td>CAPTAIN ON</td>
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<td>PAINT IT BLACK</td>
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<tr>
<td>DRY YOUR EYES</td>
<td>5</td>
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<tr>
<td>KING CURTIS GREAT GEM</td>
<td>5</td>
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<tr>
<td>BILL COSBY IS A VERY FUNNY MAN</td>
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<tr>
<td>SHAKE YOUR BUTT</td>
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<td>THE FABULOUS IMPRESSIONS</td>
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**TOP SELLING R&B LP'S**

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<tr>
<th>Title/Artist/Label</th>
<th>Weeks on Chart</th>
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<td>HERE WHERE THERE IS LOVE</td>
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<td>REVIVE</td>
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<td>SUPREMES R&amp;B ONLY</td>
<td>14</td>
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<tr>
<td>THOSE ODDS ARE AGAINST ME</td>
<td>14</td>
</tr>
<tr>
<td>WITH THEM</td>
<td>14</td>
</tr>
<tr>
<td>THE KING OF QUEEN</td>
<td>14</td>
</tr>
<tr>
<td>LISTEN</td>
<td>14</td>
</tr>
<tr>
<td>SONGS WITH STRINGS</td>
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<tr>
<td>THE FABULOUS IMPRESSIONS</td>
<td>14</td>
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</tbody>
</table>

### Radio TV Programming

**THE MUSIC CAPITALS OF THE WORLD**

**BOSTON**

At the Eastern Con., local distro for RCA Victor, the Columbia Artist Manager, has acquired an assistant. Tom Cahoon has been chosen for his experience in the television and appliance department. He's been with the firm since 1972 and is now the manager of the music section. Cahoon has been with RCA Victor as a promotion and sales assistant. He is currently handling the promotion and sales work for RCA Victor in the New England area.

**NASHVILLE**

Felton Jarvis, RCA Victor's man in pop and country, will head the Los Angeles office in a pop direction. He has been working in the West Coast office for the past several months, handling the promotion and sales work for RCA Victor in the Los Angeles area. Jarvis will be succeeded by Tim Williams, who has been working in the Los Angeles office for the past two years.

**DETROIT**

Ted Lucas and Dick Kelemen, formerly with the Sphinx Drive, have decided to release their single "Sleeping Beauty" and are currently working on the formation of the new group. They are interested in the opportunity to record their new single, which they believe has the potential to become a hit. Lucas and Kelemen have been in the music industry for several years, having worked with various recording artists and labels.

**NEW YORK**

Mel Wulfman, recently joined from the promotion department at Columbia Records, has taken over the promotion and sales work for RCA Victor in the New York area. Wulfman has been with Columbia for several years, handling the promotion and sales work for RCA Victor in the East Coast area.

(Continued on page 37)

**GENE KAYE, of WABC, Allentown, Pa., introduces RCA Victor's Galaxie IV at a dance at the Allentown Fairgrounds. The band had taped a TV show earlier with Kaye (in center) at Willow Grove Park and performed its new release, "Don't Lose Your Mind."**

**From THE WORLD**

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**From THE WORLD**
13th Consecutive Hit Album!

THE DAVE CLARK FIVE / You Got What It Takes

THE DAVE CLARK FIVE Has All That It Takes!

Just Released—A Hot New Single:
“A LITTLE BIT NOW”
5-10209
<table>
<thead>
<tr>
<th>Position</th>
<th>Album Title</th>
<th>Artist/Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Sergeant Pepper's Lonely Hearts Club Band</td>
<td>The Beatles</td>
</tr>
<tr>
<td>2</td>
<td>Heads Up</td>
<td>The Doors</td>
</tr>
<tr>
<td>3</td>
<td>Sounds Like</td>
<td>The Doors</td>
</tr>
<tr>
<td>4</td>
<td>Surrealistic Pillow</td>
<td>The Doors</td>
</tr>
<tr>
<td>5</td>
<td>Revenge</td>
<td>The Doors</td>
</tr>
<tr>
<td>6</td>
<td>4 I Never Loved A Man The Way I Love You</td>
<td>The Doors</td>
</tr>
<tr>
<td>7</td>
<td>Born Free</td>
<td>The Doors</td>
</tr>
<tr>
<td>8</td>
<td>Dr. Zhivago</td>
<td>The Doors</td>
</tr>
<tr>
<td>9</td>
<td>The Doors</td>
<td>The Doors</td>
</tr>
<tr>
<td>10</td>
<td>More of the Monkees</td>
<td>The Monkees</td>
</tr>
<tr>
<td>11</td>
<td>Claudine</td>
<td>The Shangri-Las</td>
</tr>
<tr>
<td>12</td>
<td>Up, Up and Away</td>
<td>The Marvelettes</td>
</tr>
<tr>
<td>13</td>
<td>A Man and a Woman</td>
<td>The Marvelettes</td>
</tr>
<tr>
<td>14</td>
<td>Rewind</td>
<td>The Marvelettes</td>
</tr>
<tr>
<td>15</td>
<td>Release Me</td>
<td>The Marvelettes</td>
</tr>
<tr>
<td>16</td>
<td>I'll Take Care of Your Eyes and Ears</td>
<td>The Marvelettes</td>
</tr>
<tr>
<td>17</td>
<td>The Hollies Greatest Hits</td>
<td>The Hollies</td>
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<tr>
<td>18</td>
<td>The Sound of Music</td>
<td>The Hollies</td>
</tr>
<tr>
<td>19</td>
<td>The Hollies Greatest Hits</td>
<td>The Hollies</td>
</tr>
<tr>
<td>20</td>
<td>Baby Doll</td>
<td>The Hollies</td>
</tr>
</tbody>
</table>

*Note: The table represents a portion of the Billboard Top LPs chart for the week ending July 29, 1967, listing albums in the upper tier.*
A HOT LINE OF NEW PRODUCT FROM DECCA® CORAL® LHI

AVAILABLE AT ALL DECCA BRANCHES
PEOPLE REALLY GET ATTACHED TO THEIR CADET ALBUMS.
The next big group from Kapp Records.
All You Need is Love *The Beatles* Baby, You're a Rich Man
**NEW ACTION ALBUMS**

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><strong>Krazy</strong></td>
<td>The Krazy Knights</td>
</tr>
<tr>
<td>2</td>
<td><strong>B wrapped in red</strong></td>
<td>Billie Holiday</td>
</tr>
<tr>
<td>3</td>
<td><strong>All Night Long</strong></td>
<td>Joe fucking and the Silver Keys</td>
</tr>
<tr>
<td>4</td>
<td><strong>Do the Beesh</strong></td>
<td>The Beesh</td>
</tr>
<tr>
<td>5</td>
<td><strong>Rock My Soul</strong></td>
<td>The Soul Brothers</td>
</tr>
<tr>
<td>6</td>
<td><strong>The Beat</strong></td>
<td>The Beat</td>
</tr>
<tr>
<td>7</td>
<td><strong>Sugar Blues</strong></td>
<td>The Sugar Blues</td>
</tr>
<tr>
<td>8</td>
<td><strong>Wild Angels</strong></td>
<td>The Wild Angels</td>
</tr>
<tr>
<td>9</td>
<td><strong>Dedicated to you</strong></td>
<td>The Dedicated</td>
</tr>
<tr>
<td>10</td>
<td><strong>My Boyfriend</strong></td>
<td>The Boyfriend</td>
</tr>
<tr>
<td>11</td>
<td><strong>Ain't Too Proud</strong></td>
<td>The Ain't Too Proud</td>
</tr>
<tr>
<td>12</td>
<td><strong>Stayin' Alive</strong></td>
<td>The Stayin' Alive</td>
</tr>
<tr>
<td>13</td>
<td><strong>Lonesome</strong></td>
<td>The Lonesome</td>
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<tr>
<td>14</td>
<td><strong>In the Mood</strong></td>
<td>The Mood</td>
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<td>15</td>
<td><strong>In the Mood</strong></td>
<td>The Mood</td>
</tr>
<tr>
<td>16</td>
<td><strong>Sweet Baby</strong></td>
<td>The Sweet Baby</td>
</tr>
<tr>
<td>17</td>
<td><strong>Sweet Memories</strong></td>
<td>The Sweet Memories</td>
</tr>
</tbody>
</table>

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**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 recent weeks.

**FUNNY, FAMOUS, FORGOTTEN FEELINGS**

Tom Jones, Parat PA 6101 (M); PAS 7110 (S)
Dove, Dee, Dozy, Beaky, Mick & Tig's Greatest Hits...
Fontana MG 37657 (M); IRS 87657 (S) (496-27567-3)

The Kennedy Dream...

Oliver Nelson Dir, Impulse A 9114 (M); AS 9114 (S)
(973-09144-3, 973-09145-0)

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**TOP LP's - Continued from page 32**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>135</td>
<td><strong>The Impossible Dream</strong></td>
<td>The Impossible Dream</td>
</tr>
<tr>
<td>137</td>
<td><strong>The Kings Happy Days</strong></td>
<td>The Kings Happy Days</td>
</tr>
<tr>
<td>138</td>
<td><strong>Why Me</strong></td>
<td>Why Me</td>
</tr>
<tr>
<td>139</td>
<td><strong>Dont Come Home A Drunk</strong></td>
<td>Don't Come Home A Drunk</td>
</tr>
<tr>
<td>140</td>
<td><strong>Got Live If You Want It</strong></td>
<td>Got Live If You Want It</td>
</tr>
<tr>
<td>141</td>
<td><strong>Changes</strong></td>
<td>Changes</td>
</tr>
<tr>
<td>142</td>
<td><strong>Wicked Pickets</strong></td>
<td>Wicked Pickets</td>
</tr>
<tr>
<td>143</td>
<td><strong>Revolver</strong></td>
<td>Revolver</td>
</tr>
<tr>
<td>144</td>
<td><strong>Mantovani's Golden Hits</strong></td>
<td>Mantovani's Golden Hits</td>
</tr>
<tr>
<td>145</td>
<td><strong>Johnny Rivers' Golden Hits</strong></td>
<td>Johnny Rivers' Golden Hits</td>
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<tr>
<td>146</td>
<td><strong>SUGAR</strong></td>
<td>Sugar</td>
</tr>
<tr>
<td>147</td>
<td><strong>James Brown Plays the Real Thing</strong></td>
<td>James Brown Plays the Real Thing</td>
</tr>
<tr>
<td>148</td>
<td><strong>You're a Good Man Charlie Brown</strong></td>
<td>You're a Good Man Charlie Brown</td>
</tr>
<tr>
<td>149</td>
<td><strong>Guitar Freak</strong></td>
<td>Guitar Freak</td>
</tr>
<tr>
<td>150</td>
<td><strong>YOUNGER THAN YESTERDAY</strong></td>
<td>Younger Than Yesterday</td>
</tr>
<tr>
<td>151</td>
<td><strong>So Much For Dreamin'</strong></td>
<td>So Much For Dreamin'</td>
</tr>
<tr>
<td>152</td>
<td><strong>The Magnificent Men Live</strong></td>
<td>The Magnificent Men Live</td>
</tr>
<tr>
<td>153</td>
<td><strong>Big Hits</strong></td>
<td>Big Hits</td>
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<tr>
<td>154</td>
<td><strong>Jefferson Airplane Takes Off</strong></td>
<td>Jefferson Airplane Takes Off</td>
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<tr>
<td>155</td>
<td><strong>Dave Clark Five's Greatest Hits</strong></td>
<td>Dave Clark Five's Greatest Hits</td>
</tr>
<tr>
<td>156</td>
<td><strong>Dionne Warwick's Greatest Hits</strong></td>
<td>Dionne Warwick's Greatest Hits</td>
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<tr>
<td>157</td>
<td><strong>SWEET MARIA</strong></td>
<td>Sweet Maria</td>
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**BREAKOUT SINGLES**

**NATIONAL BREAKOUTS**

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>161</td>
<td><strong>Run, Run, Run</strong></td>
<td>Third Eye, Ely 10181 (T., M., B)</td>
</tr>
<tr>
<td>162</td>
<td><strong>Michael &amp; the Messengers</strong></td>
<td>U.S.A. 874 (N.Y., M., B) (Chicago)</td>
</tr>
<tr>
<td>163</td>
<td><strong>Keep on Running</strong></td>
<td>Columbia, Atlantic 2486 (Atlantic, B)</td>
</tr>
<tr>
<td>164</td>
<td><strong>Some Kind of Wonderful</strong></td>
<td>Soul Brothers Six, Atlantic 2486 (Atlantic, B)</td>
</tr>
<tr>
<td>165</td>
<td><strong>You Make Me Feel Like Someone</strong></td>
<td>Babbs, Dwyll 4258 (Sun-star, B) (Chicago)</td>
</tr>
</tbody>
</table>

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**REGIONAL BREAKOUTS**

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

**IT COULD BE WE'RE IN LOVE**

Cryin' Shamee, Columbia 44199 (Destinat, B) (Chicago)

**'Establishment' Cited by Canada**

TORONTO—Prominent figures in the musical "establishment" in Canada have been honored with appointments to the new Order of Canada, inaugurated this year to recognize meritorious service to Can.

**JULY 29, 1967, BILLBOARD**

adis or to humanity in general. Named among 35 Companions of the order, "for outstanding merit of the highest degree" were Dr. Healey Wil- lan, B6, one of Canada's most prolific composers and an or- ganist; Wilfred Pelletier, founder of the Montreal Symphony and leading conductor for French works at the Metropolitan Opera for several years, contralto Maureen Forrester; and Ronald Robin, retired opera- tive.
WELCOME TO THE CHARTS!

BROOK BENTON

"LAURA"
(What's He Got That I Ain't Got)
Reprise 0611
Produced by Jimmy Bowen

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.

POP SPECIAL MERIT
FOR ONCE IN MY LIFE
Cozzie Mcllroy, Atlantic 8143 (M); SD 8143 (S)

POP SPECIAL MERIT
SAX KHENDRSON, HIS PIANO & ORCHESTRA
SAX KHENDRSON, HIS PIANO & ORCHESTRA
Columbia CL 2673 (M); CS 9473 (S)

SPOKEN WORD SPECIAL
HENDRY'S SHORT & SWEET
SAX KHENDRSON, HIS PIANO & ORCHESTRA
Columbia CL 2673 (M); CS 9473 (S)

JAZZ SPECIAL MERIT
MAN IT MANCHA
Mike Sammarco Singers, Vito BY 4027 (M); SD 4027 (S)

JAZZ SPECIAL MERIT
BOLA SETE AT THE MONTREZ JAZZ FESTIVAL
Bola Sete, Verve V-6069 (M); V/V-6069 (S)

COMEDY SPECIAL MERIT
THE WORLD OF JUNIOR SAMPLES
Chert CLP 1505 M/S

SOUNDTRACK
DIVORCE AMERICAN STYLE
SOUNDTRACK. Capitol 1443 (M); U.S. 1443 (S)

THE GIANT ROBOT
SOUNDTRACK. MGM E 4487 (M); E 4487 (S)

DO NOT MAKE WAVES
SOUNDTRACK. KEMA E 4482 (M); E 4482 (S)

POPULAR
THE ABOVE GROUND SOUND OF JAMES BROWN
Tavern T 0709 (S)

JULY 29, 1967, BILLBOARD

WWW.AMERICANRADIOHISTORY.COM
N.Y. Sales: Sharp Ups & Downs

By Fred Kirry

NEW YORK—The classical picture in the New York area is mixed, according to a spot check of record stores. Sales span the range from sharply up to sharply down. Several dealers credit budget has contributed to an improved picture. Stereo sales are also improved, a stronger trend in the recent past.

The usual summer slump, which is affecting most retailers, is being reported in New York. At the Columbia-Kodak-Fifth Avenue branch reported that classical sales had recently pulled ahead of pop business because of the increasing popularity of budget products, and also the public interest in classical music. Budget records provide a foist for the new classical buyer. Young people are interested in budget packages.

"Healthy" Budget

David Rothfield, divisional merchandise manager for the E. J. Kaufman Music Center, has reported that budget sales are up, describing the trend as a "healthy" sign. Rothfield noted that the younger consumer was beginning to buy classical records in a regular-price merchandise, in particular in prestigies by top artists.

Ben Katz of the Katz polygon music store has noted that the increase in budget sales, although well balanced, also reported strong budget business. Katz added that the younger consumer is beginning to buy classical records in a regular-price merchandise, particularly in prestigies by top artists.

Sam Joseph of Metro music store was maintaining its level, although low price sales were up. The Broadway picture was continued with the Ben Katz of Galley Music run classical sales down and Marty Block of Colnly termed classical "very good" for a wide spread of products. Sam Goody reported the summer slump had affected all music categories, as did J. R. Higgins of G. Schirmer, Inc.

Joseph A. Know at the A. Know Music Library, however, reported the slowdown was slower than usual. Many said consumers were resisting the change to stereo, but were slowly adjusting.

At downtown's Columbia, Ben Katz noted a slight upswing. But a Rocker reported, "The market has been firm since the spring." Moving well lately have been the Dvorak symphony series conducted by Simon Rattle and the Berlin, and low price Seraphim Line, especially a three-LP Toscanni set.

Stereo Sales

David Cohen at the Fine Arts Record Shop in the Empire State Building said classical business was picking up with most sales in the last three months being stereo. William Lerner called business at Murray Hill "pretty good" and "a rather strong". He said summer business was higher than the past two years.

Egon Solka at the 42nd Street branch of Record Centre noted classical business had remained level, pointing out, "Summer does not mean much in August business is higher than in September and October because of tourists." He found that budget lines, such as Seraphim and Victrola, were well, while such singers as Monteverdi and the like are selling. "Grand Canyon Suite" continued a top mover at the branch.

Seasonal Slump

The seasonal slump, however, has hit Authority Music, according to Alice Brown. "Business has dropped off sharply," she said. Briefly, while George Hechtgler of Madison Avenue Music said business has been up for the last two months. Richard Lerner of the store described the situation to the point that the only good business was at Christmas for gifts. "There is a great deal of interest," Lerner said, focusing on the interest by collectors. Clecetti of Cousins said the changed neighborhood has resulted in classical sales, except for Italian open, being almost non-existent. Frank Hoehf of Frank Hobbs Records, however, noted that during the usual slack period, there had been a pickup in stereo purchases.

He said the change in neighborhood had resulted in a diversification of the market, mainly Italian operas to other areas of classical music.

Thomas Seaman at Record Hunter reported no substantial change in classical volume, but Irving Ambrose of Ambrose Radio of Brooklyn found a slight pickup, although sales are still low.

David Tucker, director of Tucker, which also does a good classical business, is realizing an increase with the emergence of such low price lines as Seraphim, Odyssey and Philips World Series, according to Murray Brickner. At the neighboring Village Music, James Taylor reported a seasonal slump in normally good classical sales.

In Queens, Ralph Cevalle of the Triboro Record Shop of Jamaica said stereo business has picked up with the accent on the more expensive series. Dick Green of Sound of Music, which also does a good classical business, is realizing an increase with the emergence of such low price lines as Seraphim, Odyssey and Philips World Series, according to Murray Brickner. At the neighboring Village Music, James Taylor reported a seasonal slump in normally good classical sales.

In Jersey city, William Scareness of Tempo Music Center reported business down with only opera and lighter music moving.

(Continued on page 41)

DGG Releases 2 LPs With Karajan Leading the Berliner

NEW YORK—Deutsche Grammophon is releasing two albums with Herbert von Kara- jan leading the Berliner Philharmonic next month in conjunction with the composer's forthcoming appearances here. He is scheduled to make his American debut with the orchestra as the symphony director and conductor of a new production of Wagner's "Die Walküre," and will conduct a special performance of Verdi's "Requiem," featuring the world premiere of a new composition of Bach's "Brandenburg Con-
cernin" at Carnegie Hall. His August drive will be a continuation of his Tchaikovsky symphonic cycle with five "Symphony No. 4," and a Handel double concerto.

The Berlin Symphony Orchestra, under its music director, is the harpsichord soloist. His next appearance with the orchestra will be the "Symphony No. 5," "Symphony No. 6" has been issued previously.

In preparation of appearances

DGG TO RECORD ALL HENZE COMPOSITIONS

NEW YORK—Deutsche Grammophon is recording the entire output of the late Giovanni Maria Hoffmeister, according to the composer's executor, Henze said "The Young Lord" probably will be released in Germany this fall. Planned for next year is a new opera "Brasensins" with the participation of the world premier of "Lobengrin," by Wolfgang Wagner. -

"Parsifal" and "Tannhäuser," by Christof von Dohnanyi, Wolfgang Wagner's new production of "Lohengrin," by Karl Bohm, will be included.

The first was after the death of the director, Wolfgang Wagner was in steps, and "Lohengrin," will be the only new staging. Wagner is the original production of "Lohengrin," directed by Rudolf Klempe. This is Wagner's first year as the head of the Festival. He took over following the death of his brother, Wieland, last year.

Since reviving the festival at the end of the war, the brothers have divided the work at Bay-

DGG releases all Henze compositions.

"Lohengrin" opens 67 Bayreuth Festival

BAYREUTH — The 1967 Bayreuth Wagner Festival opened Friday (21) with Wolfgan
g Wagner's new production of "Lohengrin." "Tannhäuser," by Karl Bohm, will be included.

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CMA Membership Soars To 1,700; Int'l Rise Seen

SAN DIEGO — Membership in the Country Music Association (CMA) now has soared to nearly 1,700, with an additional 250 full members and 43 organizational members.

This report, given by membership chairman Hubert Long, reflected continued growth of the largest music organization in the world, and emphasized the international expansion. It was made at the third quarter meeting of the CMA board of directors and officers last week in this Southern California city.

CMA also indicated growth into the international field by participation in world festivals. A proposal was adopted whereby some 10 foreign nations will put together a presentation making up an international exhibit of some nature which will be placed in the Hall of Fame. Some 18 new international members have joined the organization in recent weeks, primarily through the efforts of Dick Broderick of RCA Victor Records, who is chairman of the CMA-London committee.

Tentative plans also were worked out for an international salute to the military this coming fall, with a special album for the Armed Forces in the making. Hirsch de La Vela is acting as co-chairman for this with Broderick.

Plans also were announced for a special CMA award, which will be the industry award at the convention in Nashville this fall. Details were to be spelled out later.

Bill Hudson gave evidence of a stepped-up promotional campaign for CMA, which has been paying marked dividends. Already more than 30,000 fans have visited the Hall of Fame since its spring opening.

Further interest in the Music City Pro-Celebrity golf tournament also was expressed, with name talent added to the list of those who will participate in the Oct. 14-15 affair. The board voted to hold its next regular meeting in Nashville Oct. 13 at Commerce Union Bank. This will be followed by the regular membership meeting the following day at the Municipal Auditorium.

CMA of South Carolina Sets Jubilee Aug. 12-13

COLUMBIA, S. C.—Some 110 performers will be showcased in the Second Annual Country Music Association of South Carolina Jubilee, Aug. 12-13 at the Columbia Shrine Club here. Each of the two-day programs will get under way at 1 p.m. The performances will be released on a 2-LP set under the CMAJ label.

Entertainers from the country music, blues, folk and gospel fields will comprise the roster. Also a "Best of Show" winner will be selected, and he will receive an all-expense paid trip for two to the Erath Tubb "Midnight Jamboree" and will get a recording session with tapes from the Skyline Studios, Columbia.

Some of the artists scheduled to participate are the Ponder Family of Buffalo, the Country Thunderbirds with James Lindsay of Taylors, Lawrence Ashley and the Country Chardar of Abbeville, the Knight Riders of West Columbia, the Dixie Four with Mike Day of Lexington. Rolling

Nashville Scene

By BILL WILLIAMS

David Houston makes another major breakthrough in Europe. He'll go on a promotional tour of England Aug. 7-10, Germany Aug. 11-20, and Scandinavia Aug. 21-22. The trip includes a press party in London, an appearance at Grafton Hall Room in Liverpool, and appearances on the BBC TV, Summer Wyatts will also go overseas in September. , Capitol's Mike Haney has just concluded a new session, with releases due out soon.

Pete Drake's Stop Label is getting good performance results virtually everywhere. According to the records of Los Angeles had an official grand opening July 14. Joyce Bush, secretary-treasurer of Tree Publishing Company, will take a leave of absence to have a baby. A baby daughter has been born to Dickie's Bill Phillips. Her name, Summer Joy. The New "Bill Phillips Style" album is just out, and the artist is off for 28 straight days on the road. Gordon Terry, now in Nashville from the West Coast, goes on an extensive tour after playing the Black Poodle, and is working with Jack Clement on some independent sessions. Mary Reaves, president of John Reaves Enterprises, has signed Buddy Ray Nize and Bobbie and Due to an exclusive contract on the Shannon label. Both are exclusive writers for

Yesteryear's Country Hits

COUNTRY SINGLES—5 Years Ago July 28, 1962
1. Arthur Black—Gladie King (Columbia)
2. Alico La Vela—Jim Reeves (RCA Victor)
3. The Turtles—Bill Core—George Jones (United Artists)
4. The Comets—Faron Young (Capitol)
5. Troubled's Back in Town—Whitney Lord (London)
6. A Little Heartache—Edwin Young (RCA Victor)
7. I Can Mend Your Broken Heart—Don Gibson (RCA Victor)
8. Crazy Wild Desire—Webb Pierce (Decca)
9. It Keeps Right on a-Hurtin'—Johnny Tillotson (Columbia)
10. Cold Dead Water—Porter Wagener (RCA Victor)

COUNTRY SINGLES—10 Years Ago July 29, 1957
1. By Reaves—Hey Good Brothers (Columbia)
2. The Walls—Jim Reeves (RCA Victor)
3. Gonna Find Me a Bluebird—Marvin Rainwater (SMG)
4. Fallen Star—Jimmy Newman (Decca)
5. White Sport Coat—Marvin Rainwater (London)
6. Fraulein—Bobby Helms (Decca)
7. Teddy Bear—Elvis Presley (RCA Victor)
8. Fallen Star—Prize Possession—Ferlin Husky (Capitol)
10. Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (Sun)
NASHVILLE — To the surprise of even station officials, the metropolitan Nashville audience is now tuned to the "Grand Ole Opry." WSM national sales manager Len Hanot told the latest ARB poll shows that the Opry now has the No. 1 audience market on Saturday night between 8 and midnight. This is true not only for the over-all listening area, but for the Nashville market itself.

This is a sharp reversal of the past, when the "Opry" often was considered a "prophet without honor." Ten years ago, when concerted efforts were made to broaden the business and social community to run the country music out of town.

All of that has changed in recent years, and the economic boom brought to the city by the "Opry" has nurtured a friendlier attitude. However, listenership is still considerably below for the market. Over-all, it had been estimated at more than 7 million.

Now all of this has changed, according to the ARB report. The Opry's reputation as the "Grand D'Jib" has moved into the No. 1 spot in the metropolitan market on a first-over-all basis, and specifically through the prime hours of the "Grand Ole Opry."

The surge to the top-over-all among WSM listeners has continued to trend toward more country music at that once completely diversified station. In recent years, country music has been almost completely tuned to the 11 p.m. period during the week. Now there is programming of more country music than any 11 p.m. hour, and in the late-morning hours the station is playing a show titled "The Sound of Nashville."

Attendance at the "Opry" also is up sharply in recent years, continuing a trend which is evident for some time. Now playing four weekend shows, the "Opry" last week housed 11,166 paying guests.

Nashville Scene

There are two other significant developments in regard to this 42-year-old program. In recent times, the quality of the audience has lowered, indicating a change to younger set, and more and more "natives" are attending the program. Opry personnel are exclusively to patrons from out of the area. Opry tastes remain that of the local and surrounding areas.

CMA of South Carolina Sets Jubilee Aug. 12-13


It is expected that there will be strong attendance at the jubilee, which is a part of the "Opry," a radical departure from the usual纯文字内容。
### Hot Country Singles

<table>
<thead>
<tr>
<th>#</th>
<th>This Week</th>
<th>Last Week</th>
<th>TITLE, Artist, Label, Number &amp; Publisher</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>TONIGHT CARMEN</td>
<td></td>
<td>Carmen McRae, Columbia 44720 (Vocalion-Trim)</td>
<td>9</td>
</tr>
<tr>
<td>2</td>
<td>I'LL NEVER FIND YOU</td>
<td></td>
<td>Del McCoury, Decca 32147 (Capitol, ASCAP)</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>WITH ONE EXCEPTION</td>
<td></td>
<td>Jimmy Hart, Epic 10143 (Columbia, BMI)</td>
<td>8</td>
</tr>
<tr>
<td>4</td>
<td>ALL THE TIME</td>
<td></td>
<td>Mac Davis, Decca 32123 (Cotillion)</td>
<td>15</td>
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<tr>
<td>5</td>
<td>POP A TOP</td>
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<td>Jim Ed Brown, RCA Victor 1912 (Shelby, ASCAP)</td>
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<tr>
<td>6</td>
<td>MISTY BLUE</td>
<td></td>
<td>RCA Victor 1913 (Kemion, BMI)</td>
<td>13</td>
</tr>
<tr>
<td>7</td>
<td>I CAN'T GET ANYTHING FROM HERE</td>
<td></td>
<td>George Jones, Warner Bros 1118</td>
<td>11</td>
</tr>
<tr>
<td>8</td>
<td>I KNOW ONE</td>
<td></td>
<td>Country Charlie Pride, RCA Victor 1914 (Denn, BMI)</td>
<td>14</td>
</tr>
<tr>
<td>9</td>
<td>LITTLE OLD WINE-DRINKER ME</td>
<td></td>
<td>Robert Mitchum, Monument 4906</td>
<td>12</td>
</tr>
<tr>
<td>10</td>
<td>IF YOU'RE NOT GONE TOO LONG</td>
<td></td>
<td>Lonnie Lynn, Decca 32127 (Fame)</td>
<td>12</td>
</tr>
<tr>
<td>11</td>
<td>MAMA SANK</td>
<td></td>
<td>Sue Andreasen, RCA Victor 1913 (Starr, BMI)</td>
<td>15</td>
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<tr>
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<td>Charlie Rich, Epic 1012 (Columbia, BMI)</td>
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<td>LOVE ME AND MAKE IT ALL BETTER</td>
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<td>COME KISS ME LOVE</td>
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<td>Johnny Cash &amp; June Carter, Columbia 44158</td>
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<td>Mike Hopper, Capitol 3511 (Decca, BMI)</td>
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<td>Stomax, Capitol 44121</td>
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<td>Brother Brothers, Decca 32102 (United Artists)</td>
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<td>David Houston &amp; Tommy Wynette, Epic 10194</td>
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<td>IN YOUR HEART</td>
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<td>Red Grinn, Starday 911 (Columbia, BMI)</td>
<td>5</td>
</tr>
</tbody>
</table>

**Spinning To The Top!!**

"Don't Squeeze My Sharmon"

10174

Charlie Walker

Many thanks to the DJ's, distributors, & operators who are helping to make my record a big success!

4 Star Music

806 17th Ave. SO.

Nashville, Tenn.

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Don Bowman

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RCA

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**International News Reports**

**Whittaker Spurs U. K.'s Song Victory;Beat France in Final**

By MIKE HENNESSEY

It was Britain's second suc-
cessive victory in the European Song Cup and the third in seven years. Britain's Rog Whittaker also won the Press Prize with 21 votes out of a possible total of 33. His closest competitor was Belgium's Marva (Cardi-

nal) with six votes. It was the first Press Prize for both Whittaker and the winning team had been awarded the Press Prize.

Dutch TV took an option on Whittaker's "Miss West and Os-
car" for a television series. French TV booked Whittaker and Miss West for appearances in a North Region program this spring. Dutch TV has made an offer to Whittaker, and Knokke Casino manager Jacques Nellens has signed up Miss West and Whittaker for appearances this year. Critic will also have been offered cabaret dates in Holland.

In view of the tremendous Continental interest in Whitt-
taker stimulated by the Song Cup, EMI is rush releasing his next album, "Lullabies and Dreams of Love," on the Continent.

**Largest Venezuelan Record Club Will Expand Set-Up to Colombia**

By ELEAZAR LOPEZ

CARACAS—Círculo Musical, Venezuela's oldest and best-known record club (22,000 members), will soon start operations in neighboring Colombia. Offices will be located in Bogota, Cali and Bar-
ranquilla.

A Colombian branch will function exactly as it does in Venezuela. Members will select two LPs out of a catalog of 10 and will get one. The only difference is that members will pay $3.50 for the three records as compared with the $4.60 that Venezuelan mem-
bers pay.

Before leaving for Colombia for inauguration ceremonies in Bogota, Antonio Cortez, Vene-

zu el's managing director of Círculo Musical, declared: "Our aim in Colombia will be ex-
actly the same as it is here."

We want to make available to any Columbia music fan the highest quality prod-
uct from classical to pop ma-

terials, including jazz, at the lowest possible price. In the process, we intend to contribute to the development of the Colombian people as we have done here, by presenting reci-

tos, concerts, lectures, art ex-

hibitions and by utilizing other activities for which we are given the chance. For our part, this will only be supple-
mentary to our commercial op-

eration."

"Germany's Deutsche Gram-

phone will also make stamp-

ers for the new club to assure the highest quality in our classi-

cal offerings. The duplication of our system and our catalog, which includes Cymbal, Ever-


est, Mercury and Crescendo, will be complete."

**British Decca Topples EMI as Chart Leaders in England**

LONDON — British Decca out-rated EMI in the second quarter this year to take the leading share of the singles and albums charts, an analysis of the Record Retailers chart for the three months reveals.

The charting of EMI from the top slot in both categories is a direct result of its twin-

barreled success with domestic product through Decca label acts such as Tom Jones and Engelbert Humperdinck and its new American rock label, Liberty. Decca also seems to have recovered to third place within nine months of its launching through the efforts of its British talent, notably Cat Stevens, the Move and Mott the Hoople. Decca has gained considerably from the success of the RCA Victor label.

EMI, despite its eight singles setback, pulled off the top spot in the label race for the greatest-

est singles chart activity with its Columbia line. The Decca label came second followed by De-

ram. One of the biggest jumps came from the Polydor group which came third with its sin-

gles ahead of the Pye and Philips groups traditionally re-

pected as the other members of Britain's Big Four record com-

panies. Polydor owed much of its success to U. S. product with Stax and Atlantic and to the new groups such as T. R. T. and independent producers — notably the Track label which saw many chart action with J. J. and Jimmy Hendrix.

The first was the Pye No. 1 in the individual singles stakes, and two American labels, RCA Vic-

tor and Tamla Motown, took the top slot for the 10th consecutive week. The second was the top album, followed by Decca then by Liberty's "Summertime." The third was Phil Solomon's Major Minor came out on top, followed by Andrew Oldham's Immediate and the revamped Island line. the last to release itself with new groups by the line.

The share of singles chart playing by compa-

nies for the quarter worked out as follows:

1. Decca (25.7 per cent).
2. EMI (26.5 per cent).
3. Polydor (13.8 per cent).
4. Pye (11.7 per cent).
5. Philips (9 per cent).
6. CBS (6 per cent) and the remaining 8 per cent of the singles market was taken by the independent-

ents.

Individual shares of the mar-

ket for the quarter were:

1. Columbia (12.5 per cent).
2. Decca (29.2 per cent).
3. Deram (7.1 per cent).
4. Polydor (10.4 per cent).
5. RCA Victor and Tam-

la Motown (6.5 per cent).
6. CBS (6 per cent).
7. Track (5.9 per cent).
8. Fontana (5.9 per cent).
9. Atlantic (5.1 per cent).
10. The remaining 8 per cent of the chart for the quarter were:

1. Decca (33.7 per cent).
2. EMI (26.5 per cent).

(Continued on page 48)

**Smyth Copyright Services Sets Up Canadian Offices**

MONTREAL—Smyth Copyright Services was intro-

duced itself as the first Cana-

lian copyright agency to lead-

ing U. S. music publishers at a luncheon at the Plaza Hotel in New York last month, is now estab-

lished in offices at 1877 St. Antoine street here. President is J. B. Smyth, owner of Elec-

tronics Components, Ltd. and

Smyth Sound Equipment, Ltd. with offices at 1851 Sherbrooke St. W., Montreal. Smyth has been engaged in music publishing for 14 years, in Canada, the U.S. and France and has been with the Decca Record and Bur-

ning Records companies.

(Continued on page 48)

**Talent Springboard**

The importance of Konkque-la-Zoute's European Song Cup as a Continental springboard for new or under-exploited talent was con-

firmed once again this year by the TV offers from France, Germany and Holland for the winning British team's Rog Whittaker, Dodie West and Oscar.

Now in its ninth year, the Konkque contest has impressive record in bringing new talent to the fore and it has certainly opened wide the European door for the 31-year-old Rog Whittaker who was, by general consent, the revelation of this year's European Song Cup.

In previous year's Konkque has contributed a great deal to secure recognition beyond their own frontiers for such artists as Matt Monro, Kathy Kirby, Dave Berry, Engelbert Humperdinck (Britain), Louis Neefs (Belgium), Udo Jurgens, Roy Black (Germany), Barbara, Jean Ferrat, Bicycle, Alain Barriere and Pas-Denel (France), and Gert Timmermans and Liesbeth List (Holland).

Brian Epstein, whose NEMS Enterprises Ltd. provided this year's British team, regarded the Konkque contest as an effective means of promoting both new and established artists on the Continent and indicated that NEMS would be interested in providing the British team in 1968 if invited.

Jacques Nellens, manager of the Konkque casino and promoter of the European Song Cup said the standard of performances in the contest had improved considerably over the years and interest from the press, radio and television and from the music industries of the six competing countries was greater now than ever before.

Certainly the system of voting—by a 12-strong jury consisting of two members from each competing country, presided over by a neutral president (this year's was neutral president St. Louis, in each of the last seven years perhaps reflect the world-wide domination of English-language songs in the pop music field.

France is the only other country to have won the contest three times. Holland has won twice and Britain once. The contest is won by the host country and, italy have yet to score a win.

This year's European Song Cup was marred to a certain extent by disagreement among the jury which led first of all to the sacking of the two Italian jurors and finally to a walk-out by the Dutch jurors. As Britain and France could not vote in the final the ultimate result was decided by only four jurors—one from Belgium and two from Germany.

The two jurors were dismissed for voting frivolously and the Dutch walked out because the Italian votes were allowed to stand.

One of the main points of contention is that the jurors, having voted, then adjourn to a private room to discuss the voting—sometimes for more than half an hour. There is growing pressure now for the jury to adopt a system of voting publicly by holding up numbered cards after each act. This would remove any suspicion of collusion or lobbying.

(Continued later)
It's Tower Records and American International roaring again down sound-track alley. This two-wheeler squealer is the fourth in a series of born winners from Tower and AIP and from the album, a great new single BILLY JACK'S THEME 352
Canadian Assns. Renew Drive
To Promote Local Talent

By KIT MORGAN

TORONTO — Criticism of
major recording companies
and their inadequate promotion of
Canadian talent recordings is
implicit in the latest move of
the CAPAC-CAJ Committee for
the Promotion of Canadian Mu-
sic. The committee was formed
nearly five years ago by the
Composers, Authors and Pub-
lishers Association of Canada
and the Canadian Association
of Broadcasters, and allocated
a five-year budget of $250,000.
It changed its name to the
Canadian Recording Association
in 1967, when it was felt to be
more effecive way to bring Canadian
culture to music and to the
nation.

Initially, the committee
financed and recorded five albums
of Canadian compositions
performed by Canadian musicians,
releasing the music in both
Canada and the U.S. A
committee meeting Louis
Applebaum, a leading Canadian
composer, told that the market
and distribution were
also modified.

The CAB-CAPAC
committee is launching another
series, which was...
Hottest Group in the South!
Biggest Record From the South!
BREAKING NATIONWIDE!!!
BRUSSELS

Cardinal artist Will Fergy give a one-man show at the Knokke Casino during the run of the Ninth European Song Corp.... Top sellers on the Pojder label here include "Come on Down to My Boast" by Every Mother's Son, "Men Really Musical Music" by the Righteous Brothers, "Meine Liebe a Drei" by Roy Black, "Vogt of Las" by John Larry and "Morgen Beginst die Welt" by Freddy.

Willy van den Steen of Cardinal is planning big promotion for new 18-year-old singer, Jossie Strack, who will make her recording debut in September in duets withocco Granata, E. F. Pelgrim de Pauw and Louis de Wael. She will be presented by the Grand Prix recording of "A White Whirl of Pale" topped by the 100,000 mark in France and Bel- gium.... Barella star Mirille de La Plage has been a sensation since July 15. Also set to appear at the Royal Theatre are Richard Anthony (Patrol-Moriconi) and Newmam (Disc'Az) on Aug. 5, Engelbert Marcinis (Patrol-Moriconi) and Enari & Enoe Machiu (Patrol-Moriconi) on Aug. 26.

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From The Music Capital of the World

Continued from page 37

Wand Records' the Klepsium play a concert at Lake Geneva, Wis., on July 24th. Oh . . . United Steel's Serendipity Singers will be at the Bonnybrook Music Festival, Stony Brook, L.I., on Aug. 12th. . . . Handel's "Messiah" is being performed by the National Philharmonic Society of India at the Regal Theater, Mumbai, India. . . . "The Battle of the River Plate," a film directed by John Ford, has been released in the Soviet Union.

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<table>
<thead>
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<td>Steve Lawrence</td>
<td>Remember When</td>
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Bert Kaempfert's **Breakout** hit single "Talk" on Decca

Coming Soon!...Anita Kerr Singers with their smash hit album "Bert Kaempfert Turns Us On"...on Warner Brothers
### Australia

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### Britain

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</tr>
<tr>
<td>3</td>
<td>two if by sea</td>
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**New ‘Lohengrin’ Opens ’67 Bayreuth Festival**

According to a critical review for the festival, it will test Wolfgang's ability to take over from Wieland, who has been the guiding force behind the festival since its postwar revival. Almost as much attention is being directed at the unorthodox pricing arrangements for Bayreuth tickets this year at the festival program. Ticket prices have been lowered across the board, but, in a complete change of scenes system, single rows have been divided so that seats on the outer right and left cannot be considerably cheaper than those in the middle of the same row.

The festival program but for the entire 20 performances through Aug. 24. Tickets already have appeared on the black market. Wolfgang Wagner is very much on the spot at Bayreuth this year, as festival-goers debate whether he has the talent to carry on in the outstanding modern tradition of Wieland, who has been the genius behind the festival's sweeping modernization in staging.

Controversy

Wolfgang is involved in a three-way battle with his brother's widow and his brother's production assistant as to who actually has the talent to carry on at Bayreuth in Wieland's place. The current Bayreuth will apparently decide control of the future of the Bayreuth festival and how it should be handled. Wolfgang has been handicapped by his placement by the East German government on the appearance of East German artists at Bayreuth this year.

The East German government has blacklisted Bayreuth along with other West German musical endeavors. The festival will close as well as open with Wagners' production of "Lohengrin." Top roles are by Heather Harper, Donald McIntyre, and Werner Klemperer and Thomas Tipton.

**Everybody benefits when everybody gives**

**The way**

**JULY 29, 1967, BILLBOARD**
With a great new follow up to his smash hit of 1966 "Strangers in the Night."

THE WORLD WE KNEW

produced by Jimmy Bowen

On Reprise Records

from the prolific pen of Bert Kaempfert
writer of "Strangers in the Night"
TIPS
TAPE
ADVERTISEMENT

During our meeting with Mort Nasatir he told us of some of his plans in London which make us even happier than before that ITCC has the exclusive 4 track rights for the entire M.G.M. catalogue.

The Redittune-Rediffusion cocktail party for Red Skelton brought our every important press representative. It was my pleasure to announce to the European press the plans that ITCC had made for the "Red Skelton Presents" series. It was amazing to observe the amount of interest by the press in the stereo tape cartridge concept. Last Thursday, July 18th (Red Skelton's birthday) Redittune assembled 52 of London's top musicians to record the first 4 Red Skelton compositions, "Deep Sea," Istanbul Express," "Moonlight on Fiji" and "Raindrops on a Balaikai" for the "Red Skelton Presents" series for ITCC. The Orchestra under the direction of Leo Whitson actually applauded the play-back of the tapes as a tribute to Red's great compositions. It was thrilling for me to observe the manner in which Red explained to Lou Whitson the manner in which he wanted his music to be interpreted. Since our last visit to London, interest in stereo tape cartridges has greatly increased. Following our meeting here in the next two days, we will fly to Geneva and then to Rome to further determine the probability of establishing ITCC as distributors in the European market.

RAC's Stepping Up
Its "Talkies" Pace

Mystery shows, readings from books, reading of recipes, and all kinds of instructional material. They are all in the talk stage right now, but Walker is sure that the company will be able to build up the non-musical RCA 8 catalog started by the large record companies.

Meantime, Walker's division has come up with a special 8 cartridge frame designed to promote the language series. The sampler, which is a demonstration cartridge for dealer use only, explains the instruction of the language instruction tapes. The sampler is made up of excerpts from the Spanish, German, French and Italian instruction packages developed for RCA Victor by the Language Institute.

Walker also believes that the sales opportunities for tape cartridges, whether they be musical or non-musical, are growing wider as tape centers begin to mushroom around the country. The tape center concept is catching on as the consumer demands build for a large display and stock of available material, as well as a central depot or one-stop for reel-to-reel tape, head-cleaners, cartridges, and as well as one-stop for cartridge with the regular tape. Cartridges tape centers started on the West Coast and have spread to Indianapolis, Detroit, Boston, and now Walker expects that every major city in the country will have a tape center of its own.
And we're faithful to them. Our rollers feed uniformly in a pinch. Our cases re-open in a jam. Nor is our lubricated Audiotape ever fickle. It never fails to reproduce sound with brilliant fidelity. But it's our patented (No. 3,241,781) floating hub that leads leading record companies and duplicators to love us. They know their tunes will come through true to the master—without flutter or wow.

Wow! Better send for your sample 4- or 8-track Audiopak now. We could make such beautiful music together.


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Wow! Better send for your sample 4- or 8-track Audiopak now. We could make such beautiful music together.

NORTRONICS TAPE HEADS SALES SOAR 50% IN 1966

CHICAGO—Nortonics Co. sales of tape player heads jumped 50 per cent in 1966 due to the burgeoning tape CARTRIDGE business, despite the influx of heads from Japan.

This was disclosed to Billboard during the National Electronics Week show recently by Nortonics Co. vice-president and marketing manager Joseph F. Dundovic.

During the show the Minneapolis firm launched its "Every tape recorder owner ought to have his head examined" campaign. Dundovic said that every head of the typical tape recorder is in use at 7½ i.p.m. about a half mile of oxide-coated tape comes in direct, abrasive contact with the head. This creates rough surfaces, sharp edges or wear grooves. And the head should be replaced.

Dundovic said that Nortonics heads have been chosen as original equipment by some 80 per cent of the U.S. tape recorder manufacturers.

According to Nortonics president, Leonard E. Krawfeld, Nortonics made the first head for an 8-track player at the request of the Lear Jet stereo division. He said Lear purchased production of 10,000 players a day in 1967 and two million cartridges a month. He attributed his company's high sales volume growth to the rapidly expanding tape cartridge industry.

Nortonics has added plant space to double its production capacity and has set up an auxiliary plant in Puerto Rico. In 1964 the firm did $1.75 million in business with 155 employees. Personnel doubled with sales by 1966.

Rule Dealer Violated Cap.'s Owner Rights

LOS ANGELES—A Santa Clara County Superior Court judge has ruled that a San Jose retailer violated Capitol Records ownership rights by custom duplicating the music supplier's material for tape CARTRIDGE.

The label had charged that Record City "pirated" its product by transferring material off recordings onto tape. The defendant had countered that there was a legal distinction between custom duplicating and duplicating for inventory. Judge George Barnett drew no distinctions between the two forms of duplicating, stating:

"It is the defendant's position that once the owner of a composition sells or publishes the same, anyone may reproduce and copy it... There is no doubt that the 'pirating' of the performance of any artist by reproducing that performance in an unauthorized manner and selling the same is an act of unfair competition, as much as is the copying of another's product.

"The defendant's assertion that the sale of a record or tape to the public makes that record or tape public property for all commercial purposes is not well taken. His alleged acts state a cause of action in unfair competition."

NEW RELEASES FROM MUNTZ STEREO-PAK!

Ranger Exhibits 4 New Players
- Continued from page 54

player with fine tuning and VU meter, adaptable to FM stereo multiplex. Cartridges slip into the unit past a hinged glass radio dial; a miniature 4-track automatic stereo player measuring 3½ by 5 by 6 inches; and a compact 8-track player for cars measuring 5 by 3 by 6½ inches. This unit has fine tuning.

FROM THE WORLD LEADER!
NEW RELEASE 256-BILLBOARD, JULY 29, 1967

FROM THE TOP OF THIS WEEK'S BILLBOARD LP CHART
CURRENT BILLBOARD PRESSION SELECTION ARTIST LABEL CATALOG #

1... SUT, PEPE'S LONELINESS CLUB BAND ... The Beatles ... Capitol ... 45-5889
2... REVENGE ... Bill Cody ... Warner Bros. ... 494-1891
3... I NEVER LOVED A MAN THE WAY I LOVE YOU ... Arlo Guthrie ... Atlantic ... 317-495
4... JUDE ... Soundtrack, MGM ... 495-133
5... THE DOORS ... Elektra ... 358-445

FROM THE TOP OF THIS WEEK'S BILLBOARD HOT 100
CURRENT BILLBOARD PRESSION SELECTION ARTIST LABEL CATALOG 
1... LIGHT MY FIRE ... The Doors ... Elektra ... 45-1459
2... WINEY ... Association ... Warner Bros. ... 499-7091
3... I CAN'T TAKE MY EYES OFF YOU ... Frankie Valli ... Philips ... 45-3899

MUNTZ STEREO-PAK 6000 SERIES
M-20 4 Track Recorder/Player $199.95
M-200 8 Track Recorder/Player $399.95
M-300 8 Track Recorder/Player $999.55

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

Sponsored by RESEDA RADIO MORNING SHOW Dcnr LAMBRE...
Truth-in-Lending' Report

By MILDRED HALL

WASHINGTON—The Senate's history-making unanimous vote for a Truth-in-Lending bill has made it crystal clear that there will be Federal rules for credit disclosure in each and every type of retail consumer buying and installment buying across the nation. But the critical decision on whether the bill will cover any commercial borrowing, won't be settled until after House action, which will begin next week.

The House consumer-protection crusaders, as well as labor interests and consumer groups, want the bill to make the disclosure to be across the board—applying in all types of consumer-borrowing and no one would object to the Senate exemption for open-end revolving credit.

They claim that across-the-board requirement is the only fair way to give consumers confidence in the basis of comparison when shopping for credit. In the past, a bill would not cover any commercial borrowing for business purposes.)

The bill, as recently passed by the Senate, would exempt open-end revolving credit accounts, generally used by department and mail-order houses, big discount licensees to cover consumer buying, from having to declare an annual interest rate. They can quote period interest rates, such as 1½ per cent per month on the annual basis, but cut in the rate for installment credit, setting, at the same rate of credit, would have to be made to it easier on the small retailer, the bill would be following at annual interest rates on all businesses where credit charges are 10 or less. Also, the bill does not cover interest on revolving, commercial credit for businesses, but corporate revolving credit, of $25,000 or over. Aside from this, and the gentler treatment of the consumer, the credit accounts, the consumer would have to be advised the annual interest rate, the interest rate accruing on credit, from a stereo package to a car installment. The annual interest rate would have to be disclosed on all borrowing of money, from banks, savings and loan associations, and other lenders.

In the extensions, including both revolving credit and regular installment buying, the customer would be sold buys where annual interest charge are in dollars, as distinct from the cost of the article, or the present payment. All other charges, for instance, would have to be pointed out.

The Federal Reserve Board, as the administering agency, would decide the method for arriving at annual interest rates, with the help of an industry advisory board. Rate cards and charts would be issued to make selling computing easier. The bill provides for about one cent per point above or below the exact annual interest rate, to make it simpler.

There is a hassle on the revolving-credit account. In the case of "extended payment" allowed by stores on big-ticket items, which gives the consumer a lengthy time—usually six months to one year—some have paid off 60 per cent of the cost of the color TV, or stereo console or other big-ticket item within one year for the account to qualify. One major theory is, the consumer can't use a monthly interest rate, but must declare annual interest rate like the straight installment seller. This in-between category is called "installment type revolving credit plan," and would share accounts spreading over 19 months or longer, as requiring the annual interest rate disclosure.

Senator Proxmire pointed out that the cut-off point of 60 per cent paid within one year, will prevent wholesale switch to open-end revolving credit plans, and the shop down the street that must sell straight in installment plan. Senator Proxmire admits the bill would still allow plenty of big-ticket items under the revolving credit plan. Two other factors would complicate annual interest disclosure on revolving credit sales: if the seller has any special interest in the title to the item, or if the buyer can skip payment of some installations by prepaying in advance.

Also, for the benefit of the small operation, an occasional offering of a customer with a credit arrangement is exempt. The bill's requirements would apply to anyone who "regularly" extend credit to consumers.

The open-end credit treatment would also hold for credit accounts and charge accounts, in which buying and billing are not on any particular schedule. When credit cards or charge accounts are in use "from time to time" and payment are also made from time to time (Continued on page 38)

Arvin Executive Predicts $25 Billion Market by 1980

SAN FRANCISCO — Arvin Industries President Arthur Thomas E. Wall estimates that the auto industry's market will be $25 billion by 1980.

Speaking recently to the National Retail Hardware Association Congress here on "Profit Opportunity in Home Entertainment Equipment," Mr. Wall said, "I believe, 10 years from now the home entertainment market will be $25 billion."

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Mr. Wall, who is Arvin's director of marketing, told that the firm recognizes the fact that "it is no longer enough to manufacture a good product. Arvin must manufacture the right product to be sold in the right place by the right person. After the job is done there will be other products which laboratories are working in both the areas of marketing and product design.

Videotape

It is the new videotape recording which will record in color and perhaps in stereophonic sound and be sold at a competitive price with the market and demand. I have seen such a product in the laboratory.

Manufacturers, he said, must play a role in the making of the entertainment product before it is offered to the public. He said that conservatively he estimates that $2 billion will be spent by the industry this year in promoting home entertainment lines.

The manufacturer must sell the hardware, he continued, and the retailer, "must sell the customer. See what the advantages of a complete video recorder, disk player and television, channel" and all of the advantages of this product. Satisfactoriness is going to depend on the way the installation line. The market place is changing. Customers will go to the dealer who leads the change. Diversification is the key to traffic, and traffic is the key to sales."

Audio Retailing

T. E. Wall, Arvin's vice-president and director of marketing.

JULY 29, 1967, BILLBOARD

300 albums. Models 1-6 and 8-3 are rotating browser basket models which may be mounted from floor to ceiling from table top. They consist of heavy steel spring-actuated pole which fits any ceiling height from 4 feet 6 inches to 8 feet 6 inches. Three pole diameters are available, each consisting of three browser baskets holding from 20 to 25 albums.

The company's free-standing rotating basket model (213) uses only a spot of floor space. It consists of a steel pole 30 inches high with three rotating, braced-plated browser baskets, each holding 25 albums. This pole can hold the baskets anywhere on the pole up to six feet. Any extensions you may add two tiers to store 300 albums. It also displays boxed albums, tapes and 45's.

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ALLIED LINES

Storage Racks Still Selling

PHILADELPHIA—the typical record dealer is not placing enough emphasis on record storage racks, despite the sales possibilities inherent in record and playback equipment retailing.

This is the view of David Ver- nik, president of Record Tree, Inc., originator of the concept of storing phonograph record albums on pole-type racks.

"A small record collection of only 100 albums represents an expenditure of up to $400," Ver nik points out, "and most collections are larger. With every purchase of a stereo unit, components, or record albums, a correlating storage rack is necessary. Storage devices should be made.

Record Tree has a complete line of record storage racks, marketed via distributors and manufacturers' representatives throughout the U. S. Recent additions to its line are pictured elsewhere in this section.

The company's hanger-type models (1240, 120 and H-20) permit the purchase of jacket inserts to individual jackets. Each hanger is designed to hold a large-size jacket in a book. Fronts and backs of jackets are always in view, and the jacket remains on the rack while the record plays. Tier s may be added to any model collection, with a full capacity of 240 albums. After that you have to plant another tree.

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Slow-Speed Tape From Greentree

CHICAGO—Greentree Elec- tronics Corp. showed a new slow-speed, low noise audio range magnetic tape at the N.E.W. and National Association of Music Merchants shows here recently.

The new tape is called the "Super Super" and is fabricated under a "crystalline" process said to maintain better audio performance at all speeds. The tape is offered on 1.5 mil acetate, 1.5 mil Mylar and 1.0 mil Mylar on 5-inch and 7-inch reels.
LOU CASOLA, retiring president of the Illinois Coin Machine Operators Association (ICMOA), was quoted by Clint Pierce (left), president of the Wisconsin Music Merchants Association and former MOA president, and Fred Granger, MOA executive vice-president.

Speakers Discuss Technical School, MOA Programs at Montana Convention

By PAUL ZAKARAS

WEST YELLOWSTONE PARK, MONT.—The Montana Coin Machine Operators Association (MCMAO) met in this resort city last week to hear talks by three leading figures of the coin machine industry. The speakers included national association executives James Tolisano and Howard Ellis as well as the director of the Denver Institute of Coin Operations, Jack Moran.

Moran, founder of the school for coin machine mechanics, told the Montana operators of the various methods they may use to send trainees to the school and reported on latest developments in his attempt to secure a federal contract for his operation.

Tolisano, president of the Music Operators of America (MOA), gave the Montana group several tips on the operation of a State association and reported to them on the activities of the MOA. Tolisano also told the operators of his visit to Moran's school and proposed an industry-wide "meeting of minds" whose purpose it would be to determine how the school could be given more active support.

Ellis, treasurer of the MOA, outlined to the group the major sources of the national association's income and related to that point in adviser capacity a letter from the school's last presidential session.

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Trade Salutes Lou Casola

SPRINGFIELD, Ill.—His coin machine industry colleagues tossed a gala party in salute of retiring Lou Casola here July 15. During the testimonial dinner and board meeting and board chairman of the Music Operators of America (MOA), master of ceremonies Fred Granger read wires and letters that poured in from industry leaders throughout the country.

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Jukebox Copyright Still a Hot Topic

SPRINGFIELD, Ill.—May the 8th be Mine, covering the royalty on jukeboxes, is one of the records (as spelled out in the new U.S. copyright law provision) that can be sold by a retailer or coin operator. The new law will give the former 2-cents-per-side mechanical right.

These and many more questions were answered when Music Operators of America (MOA) executive vice-president Fred Granger spoke here at the meeting of the Illinois Coin Machine Operators Association (ICMOA).

Granger, in explaining that the proposed law was now before the Senate Judiciary Committee and faced difficult passage this year, said, "The question of a mechanical license certificate is a detail of administering the law when it is finally passed."

"As the law is written now in the House version, the operator's..." (Continued on page 68)

Buffalo Defeat Growing Machine-Licensing Threat

BUFFALO, N. Y.—The threat of punitive per-machine licensing legislation is much greater in places where the New York Court of Appeals upheld the city of Buffalo's per-machine vending licensing ordinance.

According to National Automatic Merchandising Association (NAMA) legislative staff members Richard W. Funk and William B. Brandstrader, the decision has "far-reaching implications for the vending industry, not only in Buffalo but throughout the country."

New York State's highest court upheld the ordinance on March 26. The court's decision, issued by a majority of six judges, was a victory for the city of Buffalo, which had been battling the ordinance in court for several years. The industry has been fighting similar ordinances in Illinois, for example, where some jurisdictions have discussed as much as $50 per machine license fee. The Illinois per-machine tax threat was largely responsible for the organization of an Illinois affiliate of the National Automatic Merchandising Association (NAMA).

Fourteen New York vending companies filed a suit for declaratory judgment against the city of Buffalo in 1944 asking that an ordinance licensing vending machines be declared invalid (Continued on page 68)

Ill. Dues $50 Per Man

By EARL PAIGE

Trade Group to Hire Exec. Sec.

SPRINGFIELD, Ill.—The Illinois Coin Machine Operators Association (ICMOA) will hire an executive secretary beginning July 16 and unanimously approved the recommendation of Lou Casola's plans to hire a full-time executive secretary, retain an attorney on a stand-by basis and raise the dues structure to in sure that the association maintains a budget of at least $20,000.

Under the new dues schedule, which goes into effect Oct. 1, 1967, each member company will pay $50 per employee per year. Owners count as one employee; hence, an operator with four employees who work exclusively on juk boxes and amusement equipment, would be assessed $200.

Employees involved in vending are excluded. Where an employee works part time on music and games and on vending at other times, he can be counted as a "half-employee" for purposes of ICMOA assessment.

Major distributors of coin-operated equipment will be assessed an annual dues of $500, but will not be asked to host ICMOA dinners, as has been the practice.

"We are going to have trouble," said Casola, as he told members of ICMOA's long fight this spring to get the Illinois General Assembly to outlaw all types of pinball games. "The Illinois Crime Investigating Committee is on the side of the angels and its director, Charles Siragusa, has vowed to put our amusement flipper games out of business in the next session.

"There's not a man in this room who wouldn't pay $300 a year in insurance on a route truck. We are facing a situation where our very business is at stake, said Casola. This fight to get rid of all kinds of pinball games.

"The time is here when the State will want more and more revenue. We barely escaped a broadened tax plan this session that would have made us subject to a tax revenue from our equipment. You can bet the legislature's going to raise more money in the next session, too.

Must Be Prepared "With the legislature's session coming up in the spring we were unprepared. We had no up-to-date list of operators. We had no office. We had no money. We lost about 45 days finally getting organized.

"Actually," Casola told the meeting, "all pinball machines could have slipped through on us while we were (Continued on page 66)
Believer in frequent meetings of State and local groups. The more you meet the more you get to know one another and the more you are able to co-operate. Even if no major issues are to be faced, a meeting is profitable because it acts as a cohesive force which strengthens the association—and thus helps protect the interests of every operator in the State."

Tolisano then used the Florida sales tax crisis—"from which our association was born"—as an example of the very fact that there was a group to present the problem. He pointed out "resulted in a savings of thousands of dollars for operators all over the State."

The MOA president also urged the operators to be aware of the necessity of continually upgrading the public image of the industry. He pointed out that professional public relations help, even on a small scale, is available and that certain associations have been able to help themselves by implementing such professional assistance. "I'm happy to state that our image has been continually improving," he said, "but we must remember that like any other industry we must maintain a good public image in our communities."

Friskey then brought up the problem of association dues and outlined the new payment structure recently implemented by the Florida association. "Instead of paying our dues on a pot-machinable basis, we are now paying according to the number of employees in the firm. This system had been used by a national vending association and appeared successful enough to be tried by our group. I cannot yet give you a full report of the difference it has made, but I can say this it was the first and only resolution pertaining to dues that I've ever heard cheered by those gathered at a meeting."

"Off the Top"

Tolisano, who told the operators the MCOA has "struggled," as an organization, assured the Montana group that "this is it, an Early Hat, an American concern. It has not gone through yet, an onepoint solution to it to be a firm deal. As you all know the cost will be $6 per year per machine. We suggest you take it off the top so that it will only cost you $4. The only thing MCOA is still working on is the mechanics of the payment—this is our fight for the simplest possible system of payment."

Ellis told the MCOA that "approximately half of MCOA's income is derived from the annual convention. The other half comes from dues payments." He said that the largest portion of the association's expenses has gone to full and effective operation of the show. He pointed out that MCOA board members are not paid for their work, that the association has only one paid executive, "who along with office help and an attorney on a retainer fee constitutes the total number of people in MCOA's employ."

Ellis pointed out that the growing MCOA has been steadily increasing the services available to its members. "The more funds we have available the more services we will be able to perform," he added and urged that operators help MCOA by becoming members and by attending the convention.

The meeting, which was followed by a banquet, was held in the convention hotel and approximately 40 guests attended.

The MCOA was originally founded in 1934 and was then known as the Montana Music Operators Association. After a period of inactivity, the group was reactivated in September 1955 and was reorganized in January of this year when the old operators were brought into the group and its name was changed to the Montana Coin Machine Operators Association. According to it's operator Elmer Boysen, president of the group, the 30 members it has today make up about half of the total number of operators in the State.

The MCOA voted to hold its next regular meeting in Billings on Oct. 17.

BUFFALO DEFEAT

Growing Machine-Licensing Threat

Funk and Brandstrader said the decision will "make it extremely difficult to successfully challenge the courts local per-machine licensing ordinances in the future. The decision is an important step forward in the efforts by the courts to set a national standard for the licensing of machines." Funk and Brandstrader said the decision will "make it extremely difficult to successfully challenge the courts local per-machine licensing ordinances in the future. The decision is an important step forward in the efforts by the courts to set a national standard for the licensing of machines."

The decision does not mean that local government will interdict the efforts to enact increasingly burdensome per-machine taxes on vending. It is true, in fact, that local government is pre-empted from doing so. However, the decision does mean that in the future the court's fight will be essentially won or lost through the efforts in the city councils of those cities where you do business, and not in the courts.

JULY 29, 1967, BILLBOARD
Industry Friends Toast Casola

Casola's, Casola, HAPPY of MOA THRONG
JULY shot.
a III., rises SLICE, immediate Casola, chairman Enfield, and personal quipped, head over friends Mrs. Lou
wife another event.

Casola of Illinois but to U. S. industry.
A letter from J. Harry Snodgrass, past MOA president and board chairman, who declared, "I know of no one who has done more for the industry.
A telegram from the ABC Buyers Club of Chicago congratulating Casola for "helping to maintain a strong association."
From Hirsch de la Vie, former Washington operator and long-time talent impresario, a telegram saying, "I want to be remembered among your many friends."
A letter from U. S. Congressman John Anderson of Illinois's district informing the businessman that "We have to lose you to Florida."
A telegram from MOA general counsel Nicholas Allen in Washington stating that Casola, "has given me some of my happiest experiences in the practice of law."
A tribute to a hard fighter telegraphed from prominent Washington attorney Rufus King, who worked closely with the MOA, in the recent pinball battle.

Tolleson
From MOA President James Tolleson of Clearwater, Fla., a telegram declaring, "Looking forward to seeing you soon."
"I've been following in your footsteps for several years," wrote John Wallace, past MOA president and current board chairman, "and your shoes are pretty big to fill."
Wrote Nathan Feinstein, partner in World Wide Distributors, Chicago, "I know of no person who has given so much of himself to his profession. A bright future for the business is assured because of your leadership.
Bill Cannon, MOA secretary, wrote, "We're not going to let you retire from the coin machine industry…. It's fortunate that there are occasions like this when we can say things that otherwise might never be said."
Wrote Bob Siller, executive director of the National Coin Machine Distributors Association, "This industry owes you a fine tribute.

FRED GRANGER, executive director of the Music Operators of America (MOA), was master of ceremonies for the affair held at Holiday Inn East, Springfield, Ill., July 15. Casola was president of MOA and headed its legislative committee. To left of Granger is Mrs. Olive Casola.

COMMEMORATIVE PLAQUE is presented Casola (right). Others from left are Las Montound, an ICMA director, Peoria, Ill., Fred Granger and Francis Roper.

FRED SIPORIA, Singer One Step, Chicago (immediate foreground), sits back down after a brief comment.

MOSES PROFFITT, Chicago operator and a director of ICMA, rises to pay personal tribute to Casola.

LEFT-HAND SLICE, this time a cake instead of a golf shot. With Casola, his wife Olive (left), Harry Shafler, Alton operator and now interim president of ICMAO and Clint Pierce (right), another former MOA president and now head of the Wisconsin Music Merchants Association.

BERNARD WILLIAMS, Enfield, Ill., operator and one of several who traveled over 300 miles to toast Casola, stands addressing group.

JAMES WINNING, Springfield, Ill., attorney and legal counsel of ICMA, addresses the gathering. Mrs. Casola is at left.

HAPPY COUPLE, Mr. and Mrs. Lou Casola. The Casolas, who have four sons, plan to move to Florida. As one friend quipped, "Lou has to go after a tribute like this!"

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S 20 per week, for 20 weeks, films included. If all it takes to ease the only 5-cent combination of movies & jokes in a single unit.

AROUND THE WORLD..."D. Gottillo, Ela..."
LOS ANGELES—There are four ingredients to successful bulk vending on a distributor level, according to Herb Goldstein, national sales vice-president for Oak Manufacturing Co.

Goldstein’s four bulk vending commandments to distributors:
1. Explore and use proper merchandising techniques.
2. Advertise in a productive manner.
3. Display equipment properly at locations.
4. Provide service and public relations to customers.

It is important, for instance, to expose new equipment in a productive manner at locations,” Goldstein said. “The man who should be testing new products on location should be the distributor, not the operator.”

Volunteer PR Man

LOS ANGELES — How to popularize the vending industry is demonstrated with expertise almost daily by Dick Goeglein, western division vice-president for Interstate United Corp., one of the largest vending companies in the U.S.

How Goeglein accomplishes his mission is by telling everyone he meets the advantages and the purpose of the vending industry and the role it performs in today’s economic structure.

Beside his executive duties at Interstate United, Goeglein is a vice-president and public relations chairman in the California Automatic Vendors Council (CAVCO), a state council of National Automatic Merchandising Association.

Charm the Kids with Northernmost’s SUPER 60 CAPSULE VENDOR

Charm attracts kids — and kids make profitable large capacity automatic and mounted plastic display dispensers. Up-to-date design gives an attractive and well accepted with the younger generation. Prayin mechanisms wide chutes and coin return coin unit makes this one A-O.K. No plugging or clogging of merchandise! Start making money right now with Model 60 Capsule Vendor. Write for price and plans.

Los Angeles, Calif.

P.S. “Dinosaurs, mastodons, mastadon, and mammoths. Not to mention a few others for the fossil buffs.”

Eppy Charms

Eppy Charms, Inc. has made available its 12 different plastic coin display items in the form of prehistoric beasts, the dinosaur, brontosaurus and the mastodon, all are snap-togethers. These items come with Eppy’s new plastic front displays that were introduced at the NVA convention this year. They are of three types. The plastic Bodied charms signs on dayglow paper and headers.

For charm and penny gum machines, “dressed front” plastic display having 12 molded compartments for these items, the package is a mixed one, the display could show 12 different “gimmicks,” one in each chamber.

There is another Eppy plastic display for the same gimmicks. There is the “picture frame box” having a wide open front to show a large, printed display sign on dayglow paper featuring the different gimmicks. The third Eppy front display features a large open display area with front pockets to contain certain individual charms or capsules. All of the plastic displays are equipped with clear lids and are ready to use.

Both the new plastic front displays are a strong booster for the vending industry, it is said, as they have excellent potential in the target field of teaching the public about the legitimate vending business.

Another important phase of his program is to seek support from school administrators in reaching students, both on a high school level and on a technical college level.

“We would like to explain vending and its opportunities to high school and college students. If they’re looking for a career,” Goeglein said, “why not vending.”

Goeglein is convinced California vending efforts will pay off in earning gains and increased sales. More important, he believes achieving the general public about vending now, will help set the strong roadblock in the future.

Clarence Landis, a vice-president and president of CAVCO, is a strong supporter of vending education programs to better indoctrinate the general public on the vending industry.

For too long, he believes, the vending industry has had a poor reputation among the masses. “We must begin to tell the public about the legitimacy of the vending industry.”
Canteen Earnings Decline

CHICAGO—A decline in Canteen Corp. earnings for the first three quarters ended June 10 was attributed by President Patrick L. O'Malley to narrowing profit margins resulting from increased product costs, significant start-up development costs in new markets and other operating expenses.

The company reported net earnings of $6,569,000 (95 cents per share) compared with $7,606,000 ($1.10 per share) for the first three quarters of 1964. Sales during the period rose 7.1% to $218,001,000 a year ago to $233,565,000.

O'Malley said the decline in earnings "stoked appreciably during the third quarter," indicating improved earnings for the remainder of fiscal 1967.

Canteen has recently completed the nation's first two credit-card vending installations and, according to O'Malley "will shortly announce a new project in a new field."

A 7 Millimeter Difference

WASHINGTON—Should the amounts of tar and nicotine in cigarette smoke be measured in the smoke of cigarettes burned down to a length of 23mm or to a length of 30mm?

The Federal Trade Commission (FTC), which is currently running a clinical test, must make a decision soon. In a few months the Commission will report on the amount of tar and nicotine in the smoke from cigarettes of the two but lengths. Public health organizations have urged the FTC to adopt the shorter length, suggesting that smokers generally don't smoke a cigarette to less than 23mm. But cigarette manufacturers contend that studies show the average butt length in ashtrays to be 30mm.

Researchers suspect that smoke from cigarettes smoked down to 23mm will contain more tar and nicotine. Said Dr. E. Cuyler Hamlin, president of the American Cancer Society, "The last few puffs are the strongest."

The dispute has created heated argument, which will be resolved by two smoking machines that are puffing away once every two seconds.

New Product From Pepsi

NEW YORK—The Pepsi-Cola Co. is investigating the possibilities of vending in its new Sno Ball line. According to Joseph A. Focazio Jr., vice president-better fountain sales, the company is looking into "several possibilities in this area."

Sno Ball is a carbonated, semi-frozen soft drink with sufficient liquidity to be sipped from a cup through a straw. The vending machine, if developed, must automatically combine ingredients in correct proportions and pass them through a low-temperature freezing chamber before dispensing.

Reagan's Tax Bill to Assembly

LOS ANGELES—The State Senate has approved Gov. Ronald Reagan's $1.011 billion tax bill which also includes a hike in the State's cigarette tax. The measure would raise the tax from 3 cents per pack to 10 cents.

Now the bill goes to the State Assembly. Passage is expected in two weeks. The cigarette tax increase will be effective immediately after the bill is signed by Reagan.

67% Favor Filtered Smoke

NEW YORK—Apparently most American smokers believe filters exist in cigarettes. A recent survey showed that 67 per cent of all smokers prefer filtered cigarettes.

Fifteen years ago, only 1 per cent of the cigarettes consumed in the U. S. had filter tips. A new national interest in better cigarette organization, the Roswell Park Memo-rial Institute, Buffalo, N. Y., has found that many filtered cigarettes do prevent to some degree the inhalation of cancer-causing tar in cigarettes. However, the Institute also has learned that two mass-marketed filter brands let through more tar and nicotine than did unfiltered cigarettes of the same brand.

Vendo Closes Ohio Plant

YOUNGSTOWN, Ohio—The Vendo Corp. is closing its Car- bonic Dispenser plant here and transferring operations to its Pittsfield, Calif., plant. The plant's 105 employees are being offered employment at other Vendo plants. The plant, which produces soft drink vending systems, was purchased by Vendo in 1965. Operation will close down in September.

July 29, 1967, Billboard

Academy Has Learned to Think Big

LOS ANGELES—Rey Oden, president of the Academy Vendors & Associates, Pasadena, refuses to bother with mama-'n-papa type vending locations. Instead, Oden goes after the specialized locations, like the new Yamaha Factory in Southern California.

"What do after small operations?" Oden questioned. "They are always in financial predicament. In order to get their vending machines in locations interested in jukebox and amusement machines, they turned over to Oden associates for contact and the service. Only the small locations Academy services, according to Oden, are owned outright by the company."

While vending in factories and office buildings, Oden said, "We eliminate the financial headaches. Large industrial complexes, for instance, are on solid footing. We usually go out of business."

Handling anything any candy, cigarette, cold drink or coffee machine in any location, Oden said, we find out how many employees are with the firm or office building and if the company is willing to give us a consumption guarantee. The amount of machines we place in any location depends on the plant's size, employees, needs and guarantees.

Oden believes a small vending firm can compete with vending giants in the "specialized location" market by offering prompt service, proper merchandising and clean machines.

While it would be difficult for Academy Vendors to compete with a major vending company in the large industrial complexes, Oden feels there are enough smaller complexes and office buildings in Southern California for the small vendor.

Coffee

Coffee machines, still the big seller, are the profit equipment for Academy Vendors, although cold drink equipment in the summer also is good. Oden tries to discourage use of sandwich vendors because of the high rate of spoilage and the need for constant cleaning and daily service. "If a company will guarantee sales in the machine," he said, "we'll certainly install one."

An exceptional coffee location for Oden is $100 a week, although the average along his route is between $100-1200 (gross) a month.

The use of two-way radios in nine service trucks reduces overhead and helps Academy Vendors meet daily maintenance calls. "We save a few thousand dollars a month in our main-tenance, delivery and service budget by using two-way radio," Oden explained. "We hit locations twice a week and good spots daily."

The remote business, Oden has office personnel phone new industrial complexes, new office buildings, and largest indi- vidual businesses. If they're interested in the Academy Vendors phone-skill, Oden travels to the location to explain the vending business.

Vending News Digest

July 29, 1967—South Carolina Coin Operators Association, Ocean Forest Hotel, Myrtle Beach.

Aug. 1—Missouri Coin Machine Council, site to be announced, Kansas City.

Aug. 22—Northeast Ohio Music Operators Association, annual outing, New Marina Steak House at Great Point, Sandusky, Ohio.


Sept. 21-23—West Virginia Music Operators Association, national convention, Heart O' Town Motor Inn, Charleston.

Sept. 22-23—National Automatic Merchandising Association, western regional meeting, Jack Tar Hotel, San Francisco.


Oct. 6-9—Missouri Automatic Merchandising Association, combined convention, Heart O' Town Motor Inn, Blue Springs.

Oct. 27-29—Music Operators of America, annual convention and trade show, Pick Congress Hotel, Chicago.


Oct. 29—National Vendors Association, directors meeting, LaSalle Hotel, Chicago.


Pool Burglary

SAND DIEGO—Thieves broke into a local pool, took $7,606,000 in keys and other items, and cut out a safe containing between $5,000 and $7,500. The burglars also broke into a tool pool and stole an undetermined amount of change from the coin boxes.
A German Import

LOS ANGELES — A new phonograph manufactured by NSM Apparatebau in Germany will be imported and distributed in the United States, Canada and Mexico by Associated Coin Amusement Co., Inc., Cleveland, and Simon Distributing Co., Los Angeles.

The phonograph, called the Consul 130, is a new sales tool for operators to use in prestige locations, according to Henry J. Leyser, president of Associated Coin. The jukebox, which has 128 selections, is housed in a solid oak cabinet with wrought-iron fittings and embossed leather door paneling.

The Consul, which will be sold directly to operators with several of the major operators acting as sub-distributors, has two speeds — 45 and 33-1/3 — loudspeakers — 2 woofers, 2 tweeters — and has an amplifier output of 30 watts. A new remote control box allows control of both volume and sound balance, bass and treble adjustment. The machine weighs 330 pounds and is 33 inches high and 43½ inches wide.

COIN MACHINE HISTORY was made on the West Coast last week with the announcement that Henry Leyser's Associated Coin Amusement Co. and Simon Distributing Co. will import for U. S. distribution this elegant jukebox manufactured by a West German firm, NSM Apparatebau. Shown here at point of initial delivery are, from left, Murray Fischelton, ACA sales manager; Mrs. Dan Cederman, ACA musiquemaster; Joseph Pervich, ACA operations manager; Mrs. Kay Williams, secretary to the ACA president; Mrs. Stefanie Jones Marshale, chief German consultant sales, San Francisco and George Maroza, vice-president, Simon Distributing Co.

Nevada Goes to 40c Per Pack

LAS VEGAS — Vending machine operators here have increased the price of king-size cigarettes sold in machines by 5 cents, to 40 cents a pack. It was the first price increase in southern Nevada in six years.

Bruce Sutton, president of Sutton Vending Service, the largest vending company in Nevada, said the price increase was needed after the State hiked the sales tax from 2 to 3 per cent and other rising costs.

He declared: "The cigarette manufacturers have increased the price on regular brands by ½ cent and 1½ cents on the longer styles. The State sales tax means an additional ½ cent. Vending operators cannot keep absorbing the added costs and taxes without passing along the price increase to the consumer."

Sutton explains the cigarette taxes in Nevada now totals 16½ cents — 8¾ cents to the federal government and 8½ cents to the State government. The vending company also listed machine maintenance and labor costs as problems in the vendor in the Nevada market.

"Converting machines to fit the longer cigarette is an additional maintenance expense," Sutton revealed. "Labor costs are increasing steadily, too. A driver-salesman servicing the machines used to be paid about $100 per week, but now he gets about $150 per week plus fringe benefits — thanks to the Teamsters Union."

"Without the price increase," he said, "cigarette vendors in Nevada would be in serious financial trouble."

Rock-Ola's New Phonographs Also Shown in New Orleans

NEW ORLEANS — Rock-Ola distributors from 14 States gathered here at the Royal Orleans Hotel last week to see the new phonograph line and hear of the company's ambitious expansion plans.

Executive vice-president Ed Doris introduced the new line and related other phases of Rock-Ola's product development. Dr. David R. Rockola, assistant to the president, spoke on the firm's success with cold canned drink vending units. Hugh J. Gorman, vending division sales manager, reviewed the Chicago manufacturer's plans for expansion into other areas of vending.

Also addressing the group were George Hincklier, advertising and sales promotion manager, and Les Eisele, music division sales manager.


Jukebox Copyright '68 Rock-Ola Models Stress Accessibility

They were very impressed with our testimony and the way we presented our case. And they did not like Section 116, which was revised before the House passed the proposal.

"I'm often asked, 'Is there any need at this time for a concentrated effort to see Senators voted in favor of the House version?'" asked an operator in the audience. "I'm often asked this these days," Granger responded, "and the answer is, it is the best reason for the Senate not to accept it. Naturally, our opposition is still talking.

$2,500 Fine

Another question referred to the penalities for violation of the Jukebox Regulation or misuse of a certificate or altering a certificate.

"I'm often asked why the location is liable and they are not," Granger continued, "unless the idea is that the owner of the jukebox, in which case be would be in the same position as an operator.

Both Clinton Pierce, a former MOA president and now head of the Wisconsin Music Merchants Association, and Lou Casola, president of the new EMCOA and also formerly head of the MOA, opened the discussion into the case. "We hope to get a 60-day grace period to operator when they place a machine on location."

"If there were cases where you would need to put a jukebox in a bar and not have a certificate for it," said Casola, who heads up the MOA legislative committee.

"We have every reason to believe the copyright people will not wait when they begin administering the law, once it is passed. The background music regulations are subject to American Society of Composers, Authors and Publishers, (ASCAP) and Broadcast Music, Inc. (BMI), licensing fees for years now and this works smoothly," Casola offered.

Granger, in commenting that the session here was one of the mostresponsive he had conducted during his many years operating around the country this year, said, "The MOA office has received hundreds of complaints on the House bill and any operator who wants to know what we can do will be able to receive a copy.

The MOA office address is: Music Operators of America, 228 North LaSalle Street, Chicago, Illinois 60601. The phone number is (312) 726-2810.

NEW YORK—Some 100 distributor and manufacturer personnel were present as Rock-Ola exhibited its two new models for 1968 at the Summit Hotel here July 14-15. Trade introduction of the line is scheduled for next month.

Easy accessibility is the keynote to these machines. Distributor reaction was favorable. Norman Goldstein, vice-president of Monroe Coin Machine Exchange, Inc., said: "These new Rock-Ola machines are the finest I've seen. They're going to make a lot of distributors, operators and mechanics very happy with their new service, features, and other innovations."

Joseph Robbins, of Empire Distributing, Chicago, returned Goldstein's comments saying: "The accessibility and other new maintenance features on these new Rock-Ola machines will boost orders high for them when they're available.

Talks

The two-day meeting included a round of sales talks for Rock-Ola officials, distributors, and operators, as well as product presentations. Leo Reich, Rock-Ola photogaph sales manager, spoke on sales and product introduction for operators, and Dr. David Rockola, assistant to the president, talked on the "History of the Coin Can Drink Vender." Ed Doris, Rock-Ola executive manager, also gave talks.

A second distributor showing was scheduled for New Orleans July 19-20.


Mississippi Operator Dies

MORING, Miss.—Albert Ajax, owner of Ajax Vending Service here, died July 2 of an apparent heart attack. He was 37.

Ajax was in the full-line vending business for 15 years and was the largest such operator in northeast Mississippi. He is survived by his widow, Betty, and two daughters. Mrs. Ajax plans to continue to operate the business.
III. Dues $50 Per Man

Continued from page 59

were struggling to find out where we stood.

"We did not meet and assess ourselves a fee of $1 per machine. This new plan of $50 per man is about the same thing and a lot more simplified. As far as the distributors, they pay about $500 a year anyway because each one has been contributing to a dinner at our meetings."

"We can expect to lose some members. When we went to dime play years ago we faced a similar situation but we all knew we ended up with more money. Those of you who are here, know the fight we had this year and you will be the nucleus of what we will have to work from."

It was not determined where the executive secretary would be headquartered. Casola estimated that the office would probably cost $6,000 a year, a secretarial assistant another $4,500 and that they would need $8,000 for the executive secretary. "A lot will depend on who the man is," Casola said. "He may be in Chicago and be in Springfield during the legislative session."

The membership approved Casola's recommendation that Springfield attorney James Melvin continue to represent ICMOA and be kept on a retainer fee. He will be asked to continue to review the ICMOA's bylaws and also will be asked to advise members on tax matters.

Reminding members again that he found too many Representatives and Senators who had never heard of the operator in their area, Casola urged ICMOA members to call up their Representative or Senator and let him have them if they're not going to use them themselves.

"Politicians constantly get requests for tickets and operators often buy tickets and never use them. Call your Representative and get to know him. Buy him a roll of stamps or some work for him during the off-season and when he's up for election."

Casola said a list of all Illinois General Assembly members will be mailed out to ICMOA members to help them. The various legislators voted on legislation this year. "You have to remember that at least 80 percent of the current Legislature will be back again," Casola said.

Harry Schaffer, Alton operator and vice-president of ICMOA, accepted the post of president of ICMOA, accepted the post of president until the election of new officers at the Oct. 29 meeting in Chicago during the ICMOA convention. Larry Cooper, Kansas City; August Heimer, Mascouta, and Les Montooth, Pacific, were named as a nominating committee.

Breakdown on Likely Sites

NEW YORK—In a recent study prior to introduction of a new product, the Pepsi-Cola Co. came up with the following figures:

There are more than 7,000 convenience food stores in the U.S. There are more than 32,000 supermarkets. There are about 26,000 variety chain stores and an estimated 12,000 drug stores.

Many of these operations, of course, are present and potential bulk vending locations.

Say You Saw It in Billboard

III. Association in Action

Continued from page 61

Trade Salutes Lou Casola

Continued from page 61

of Casola over the past three years, recalled how Casola contributed largely to the revitalization of the national trade association.

"I've never known a man more dedicated in this kind of work," Granger said. "He knows the meaning of the word 'service.' He knows the meaning of the word 'friendship.' And he believes the Biblical injunction, 'He that would first be last.' If a meeting were about to begin and chairs had to be moved in, Lou would be the first to grab a chair and start moving."

State Rep. Zeke Giorgi of Rockford, speaking on behalf of the mayor of Rockford, said, "Three men I've met in life have impressed me greatly, and Lou is one of the three."

Casola was forced to sit through the tribute dinner, and at the end he spelled 'staying. 'All I've done is because it was for such nice people." Olive sat silently with tears in her eyes.

III. Association in Action

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2. Completing Countdown Lites Center Target To Score 300 Points.

A. Out Lanes Score Special When Lit. Drives Free Ball To Increase Scoring Value Of Bottom Targets and Out Lanes.

B. Out Lanes Score Special When Lit.

3. Bell Leaking Prolong. With Countdown Completed. Launches Rocket In Back Box To Score 100 Points. 300 Points Or Special.

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JULY 29, 1967, BILLBOARD
Attention. Calling all music operators. Are your location profits in trouble? Better call in Super Jukebox, otherwise known as the mighty "Music Merchant" (MM). Faster than a mint at making money... more powerful than a magnet at getting customers over to play. Listen to these music operators who've seen the mighty Rowe AMI Music Merchant in action. "Amazing." "Incredible." "Fantastic." Super Jukebox changes right on the spot (Change-A-Scene), and really comes on... talking it up for more, more music ("Play-Me Records"). If you're having location profit problems, why not call in Super Jukebox to the rescue?