Music City 'Needles' Mono & Spurs Stereo

By ELIO TIEGEL

LOS ANGELES—The five-store Music City chain here is using a promotional compatible diamond needle as an incentive to spur sales and eliminate monaural sales.

When a customer asks for a monaural record which the store carries in stereo only, the customer is offered a Fideltion diamond needle—which usually lists for $6.95 to $9.95—for $1.98. The needle can be used only with ceramic pickups, and this fact is cited on a coupon which the customer gets when he buys the stereo record. The customer then takes the coupon to a service desk and selects his needle.

According to vice-president Ethan Caston, salesmen earn double commissions on monaural sales. This is an effort to clean out monaural product.

The chain chose to offer needles as a stereo stimulus "in order not to lose the mono sale," Caston explained. "We're not pushing the promotion," Caston continued. The store is on a mono elimination program involving four steps:

1. Initially eliminating those items which are poor sellers.
2. Eliminating those LP's that sell six copies in six months.
3. Eliminating LP's that sell two copies a month.
4. Only stocking product which does not have a stereo counterpart.

Caston estimates the chain has been selling from 50 to 80 needles per week since the drive began when record manufacturer's equalized the mono-stereo LP price two months ago.

The store's sales personnel have mixed emotions about the (Continued on page 10)

Warn Against Stereo Play On Mono Units

By RAY BRACK

CHICAGO—The major phonograph needle manufacturers do not agree with Columbia Records' assertion that stereo records may be played on monaural phonographs without damage. Spokesmen for Flexiflo Chemical Corp., the Reo- t Corp. and Fidelitone agreed that recent statements by Clive J. Davis, vice-president and general manager of CBS Records, should be clarified and qualified. Davis said recently that stereo records "... can be played on today's mono record players with excellent results. They will last as long as mono records played ... (Continued on page 38)

New $ Line for Classical?

By AARON STERNFIELD

NEW YORK—Vanguard's $3.50 list price on its new Cardinal Series of classical and semi-classical records may be a major step in establishing a new pricing structure for the industry.

The move comes a week after Elektra's announcement that its new classical line, Checkmate, will carry the $3.50 list. Both classical labels are stereo only, and both employ the new Dolby noise reduction system of recording.

Herb Corsack, Vanguard sales manager, explained that the new price was arrived at by the new firm of the Independent group, whose full list product moving slowly and budget product failing to give adequate profit margins for the manufacturer.

Speeding up the price change is the recent price equalization development, with monaural and stereo listing for the same price—$4.50.

Corsack pointed out that with the space of new low-priced classical lines offering top quality product for $2.50 or less, classical sales in the full list area have been hurting. And while certain artists will continue to sell at full list, Corsack explained, the bulk of the product is difficult to move at $4.79. (Continued on page 43)

Chappell Erupts Into Rock; Pushes BMI Pace in U.S., U.K.

By HANK FOX

NEW YORK—Chappell Music, traditionally a mainstay among old-line ASCAP publishers, is entering the rock music field with a vengeance. The giant publishing American division is stepping up its BMI activity.

The company, through its British division (British Chappell), has already formed Bondoza Music, a BMI firm, and two U.S. writers have been signed here to channel material to Bondoza for world-wide exploitation.

In addition, American Chappell has completed negotiations for a partnership deal with independent producer Bob Yoroy to set up and finance New Image Productions (NIP). NIP will produce both rock and R&B masters. According to reliable sources, Chappell is mapping plans to convert NIP to an American BMI affiliate.

Chappell will remain the Tiffany of the show music business," said a company spokesman, "but the company realizes that there is a contemporary music business in rock 'n' roll and R&B, and we're pursuing that end through our BMI affiliate." The spokesman, however, declined to reveal when the American BMI firm would be incorporated.

Chappell officials reportedly have been hesitant to push their BMI activities, especially at a time so close to the death of Louis Dreyfus, who together with his brother Max, founded the mammoth operation. Louis Dreyfus, a long-standing member of the ASCAP board of directors, was a vehement opponent of BMI. With the opening of a BMI outlet, Chappell further reduces the roster of BMI holdout publishers. Only a few remain without BMI ties.

Chappell is also spurring its operation in the classically oriented music and books-on-rec field. A new partnership firm, with Vernon Duke, has been established for Duke's compositions. Duke will pen material under his real name, Vladimir Dulitzky. In addition, negotiations are in progress for the release of several (Continued on page 10)

Sitar Sales Soar in Folios, Instruments

NEW YORK—"Three thousand music folio sales in seven months for an instrument may seem relatively small, but for an instrument which up to a year ago was considered a mispronunciation of another instrument, sales are topping all expectations."

"I don't know anything about the instrument. I don't advertise it; I just put it in the window and it keeps selling."

These are a couple of the comments on the Indian sitar which typify the response of the musical instruments industry at the dealer, distributor and publisher levels. Since it was reported that Beagle George Harrison had gone to India for sitar lessons, dealers who began stocking the instrument have found sales multiplying sharply.

"It's not going to parallel guitar and drum sales." (Continued on page 16)
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
HOLLYWOOD, Fla. — Columbia Records pigged its 1967 national convention which ran from Thursday (27) to Saturday (29) at the Diplomat, which seats more than 600 people. Columbia’s New York office brought 8-track stereo tape cartridges, and its tape cartridge play- backs demonstrated the company’s new Ballyhoo Touring Presentation which moved from the signing of Bob Dylan and Johnny Mathis, and the acquisition of the trademark rights to “Fanny Girl,” which stars Columbia and Burton Stevenson.

He also cited the continued success of Andy Williams as a Columbia artist, who recently retracted a deal with Columbia and signed a new one for 600,000 copies of his “Born Free” album. Davis projected a 1 million dollar plus sales LP in the fall of 1968, and said the company is “superior in the present disk over any form of tape,” and claimed that the hit of this year’s electronics convention in New York was Columbia’s compact stereo phonograph business, which has sold over 1 million dollars for you (the distribute- ors). Davis is aiming at a continuing leadership of Columbia.

Two Questions

In order to attain these goals, Farris said, “Your company must first be answered: ‘Where are we going?’ and ‘How do we plan to do it?’”

Farr pointed out that reality demands fresh arrangements and new approaches and that a commitment to sound leadership demands the distributors’ best participation as a member of Columbia’s highly motivated team.

American electronics buyers

(Continued on page 10)

NEW YORK — ABC Records has announced the distribution of Riversides Records and its sister labels, Jazzland and Battle Records. Negotiations were conducted by Larry Newton, vice president, and Jesse Selter, president of the National Mercantile Corp., which banks on Columbia Records.

Working closely with Selter to repackage and release Riverside, Battle, Thiele, ABC, A&R, head. Thiele has assigned Balmoral Impulse, ABC, jazz label, for seven years, and he was instru- mental in launching ABC’s new BlueWay label.

The three Riverside labels will carry a $3.79 list for both mono and stereo. This pricing concept was between the now es- tablished $4.79 list for regular product and the $2.50 low price tag — it is relatively new. In the last two weeks, Elektra and Vanguard have come out with $3.50 lines (see page 1, story) but the Riverside pricing is new for a major label.

Newton said he will appoint a sales manager for the three la- bels, and that the new man will report to Howard Stark, ABC Records Division vice-president. Riverside, founded in 1954, had been operated by Orpheum Productions. The label in- cludes material by Thelonious Monk, Wolf Bill Davison, Bill Evans, Gil Evans, and Barry and Etta Montgomery and Charlie Byrd.

LARRY NEWTON, left, ABC pres- ident, and Jesse Selter, presi- dent of the National Mercantile Corp., sign the contract to add the ABC distribution family of labels.
Music Industry Hit by Bands, Blackouts, Blazes in Detroit Riots

By RAY BRACK & EARL PAGE

DETROIT—The music industry's share of the loss in this stunned city's $1 billion rebellion-related damage was made last Thursday (27) by the Detroit riot area.

Property of record manufacturers and distributors was not damaged, but, like all other local firms, their operations were severely disrupted for three days (Motown Records Corp. offices, located in the extensively damaged area, escaped damage for two bullet holes in the personnel management offices).

• The nationally known State Shop, a retailing and one-stop operation on Hastings in the center of which is known locally as the "old Negro area," was destroyed by fire. The outlet was owned by a 25-year-old Negro who "wouldn't play," ("The Mad Russian").

• A. 25 record shops were reported destroyed or damaged, but they were not direct targets of arsonists and looters, however, but burned when surrounding structures were set afire.

• Eight jukebox routes were badly damaged and 30 units (jukeboxes and 200 games were destroyed or badly damaged).

• The owner of a major jukebox distributor, was looted, losing several millions of equipment and a safe containing $1,000.

• Jukebox revenue dropped to zero as Gov. George Romney ordered the closing of all taverns and "Soul Brother" signs were canceled. The casting of "The Clear Day You Can See For Miles," which was in rehearsal, was curtailed.

Several record outlets escaped damage by posting the familiar "Soul Brother" sign out front.

But the firewall to who is Negro, did this," reported Tom Mudd, manager of Consolidated Record One-Step, added, "but we weren't but Mudd added that other stores in the area posted "White Friend"

(Continued on page 6)
Two Country and Westerns now playing.

VAN TREVOR
'You've been so good to me'
'Sunday morning'

JOHNNY DOLLAR
'The wheels fell off the wagon again'
'Watching me losing you'

A date single double feature.
16 New Members to NARM; 6 Associate Members Added

PHILADELPHIA—The National Association of Record Merchandisers (NARM) has registered 16 new members in the first two weeks of the new fiscal year, which began July 1, the largest number of new members to affiliate with NARM. The new member companies will be participating in their first NARM midyear meeting slated for Sept. 5-8 at the Hope Festival Hotel in Lancaster, Pa. Six associate member companies have also been added.

The newly named companies are Apex-Martin Co. (New Jersey One Stop) of Newark, N.J.; Delta Records, a subsidiary of Phoenix; Bandstand Record Service, Philadelphia; Carpathian Enterprises, Norcross, Ga.; Central Valley Record Racks, Sacramento; Consolidated One Stop, Detroit; Dixie Supermarket Service, Mobile, Ala.; Double B Records and Tape Corp.; Galvan Distributing Co., St. Louis, Mo.; General Record Service, Seattle; Hello Records, Metairie, La.; Marshall-Mangold Distributing Co., Baltimore; Mechanical Promotions of America, Los Angeles; Neth Distributing Co., Los Angeles; Ohio Appliance, Inc., Cincinnati, and Summit Distribution, Chicago.


CLUB REVIEW

No ifs, ands or maybes—Marilyn Maye is Dynamic

NEW YORK—“Put On a Happy Face” was Marilyn Maye’s first number at her dynamic Copenhagen opening last Thursday (27). The RCA Records star showcased her new form as she belled out such numbers as her latest single “When We All Get Together in the Fall,” and her biggest hit, “(Walking) My Baby Back Home.” Then she asked the audience to join in, but her request was not alluring enough, diagrammatically resonated the number by herself.

The show’s numbers were a spirited ‘T’m Getting Married in the Morning” and “Rock-a-Bye Your Baby,” which picked up intensity as it moved to a very powerful climax. But, Miss Maye also demonstrated her sensitive feel for softer material, as on the shining “When the Sun Comes Out,” and “Some Beautiful Morning,” another meaningful ballad.

Another high point was the driving collection, which began and ended with “I’m Gonna Talk to You,” and “You’ve Got Mine, I’ve Got Mine.” The headliner maintained the high tempo throughout the performance with her last two numbers, her romping single, “Cabaret,” and an affective, emotional “What Now My Love,” which she dedicated “If It Takes Forever” in the middle. Sammy Turner accompanied her on the piano and conducted his arrangements, which showed an excellent feeling for good advantage.Comic Murray Roman also was on the bill.

FRED KIRBY

White Whale Label Spouts to Canada

NEW YORK—White Whale Records has set up its own label in Canada and will distribute White Whale there.

The label’s first Canadian release will be by the Brothers. The label’s slogan, “Put On a Happy Face, Together,” will be taken off the Quality label and placed on the White Whale label.

ABC TO HANDLE, PRODUCE JUDY GARLAND RECORDS

NEW YORK—ABC Records and Group V have signed a production and distribution agreement for Judy Garland’s first release, for rights Miss Garland’s records, which will be released on the ABC label.

Group V will produce the records, the first of which is “Judy Garland: The Singer,” for which Garland will be executive producer. The album will be recorded live at New York’s Palace Theater, where Miss Garland is starring.

N. J. Webber is producer and Bob Thiele and Sally纪检通缉犯, A.B.C.Ad, chief, will work the sessions.

ABC Ad, chief, will work the sessions.

6 Acts Rack Up $4 Mil. Gross for Expanding Koppelman & Rubin

LOS ANGELES — Koppelman & Rubin, the company that handles old publishing, company disc production output, will gross $4 million in 1967, the company’s initial effort with a jazz-associated musician, Gary Klein, Koppelman & Rubin’s West Coast vice-president, adds to the session, designed to boost sales of “What About the Posey pin.

20 Writers

Ninety per cent of the material, Mr. Koppelman adds, is cutting is from K-R’s own publishing coffers. Miss Klein’s latest, “Someone Happy,” was written by two young writers carefully hand-chosen by Koppelman and signed to a contract with the group’s West Coast affiliate, and reprinted the past two years of young writers carefully hand-chosen by Koppelman and reprinted the past two years.

Miss Klein is about to start work on a new LP, which is expected to be released in late summer.

Lewis Labels in Putting On & Cutting Down Programs

SHREVEPORT, La. — The Jewel-Paula-Roni labels of Stan Lewis are both trimming artists and expanding facilities, according to Joseph Tyner, vice-president and general manager for the six-label ite corporation.

We plan to cut down on the number of artists we are using and concentrate promoting on 10-15 artists. We have also been trimming our mono inventory so that we have a smaller number of artists to work with.

According to Tom White, MGM Records. business manager of artistic direction, this means more artists are leaving heavily on stereo product, but MGM Records is more likely to buy masters and move forward with the release material. These artists will be moved away from Little Anthony and the Imperials to the Rolling Stones and other more successful artists.

We don’t know yet where the new labels will be set up, but it is expected to be in Los Angeles. The labels will do away with the Rolling Stones and other more successful artists.

The record company now has 6 pop artists, 1 country, 15 girl groups and 10 pop artists, who will be asked to contribute new songs.

Lewis Promotions is planning a short commercial to be sent out to radio stations in the South.

HICKORY BOYS ACT VIA LP

NASHVILLE — For the first time, Hickory Records is introducing an album by a group of country artists instead of a single. The album, on the label’s Rocket Records, is slated for late August release. Produced by Wesley Rose, the LP was arranged by Jim Hall and Ray Stevens.
POW!!
IT'S HAPPENED

"YOU'RE MY EVERYTHING"

THE TEMPTATIONS

GORDY 7063
Executive Turnable

Continued from page 4

the Center of Creative and Performing Arts at the New York State University and later was with the rental department of Carl Fischer, Inc. Kleiman, a composer, orchestrator and arranger, was music director of the Clinton Playhouse.

Moe Shulman has joined the professional staff of E. H. Morris Music. For 14 years, Shulman had been with London Records handling promotion of singles in the East. . . . Ed Rosenblatt, formerly manager of Main Line Distributing Co., Los Angeles, has joined AdM Records as an executive administrative assistant. He is responsible for the tape cartridge and reel-to-reel tape division.

Reorganization of the sales and promotion staff structure at Columbia Records of Canada sees John Williams, formerly Montreal branch manager, appointed to the newly created post of director of merchandising and promotion. The new post will co-ordinate the activities of distributors by directing merchandising programs and providing sales aids and display materials, and his bud will work in conjunction with the sales and marketing department. Jacques Gagne, previously French-language a&r producer, takes over the responsibilities of Montreal branch manager. In Ontario, Charles Cameron, formerly Ontario promotion manager, is now in charge of all singles sales activities. Harry Dunnette is now responsible for sales of all classical product, stereo tape and cartridge, and Bob Martin will handle all promotional activities in the province.

George R. Freifeld has been named product manager for computer and instrument tapes at Audio Devices Freifeld comes to his new post as a sales representative with the company for 14 years. He will be responsible for the marketing of computers and instrument tapes. . . . Dominick Sacacal is Audio's new product manager, having joined the production department. Although he will be responsible for the marketing of computer products except for cartridges and cartridge tapes. . . . Max D. McCollough has been promoted to Atlanta district sales manager for Audio. He came from the Atlanta sales staff to his

DAVIS GROUP GOES ALL THE WAY WITH UA

NEW YORK—United Artists Records has signed the Spencer Davis Group for exclusive global distribution. Prior to the agreement, the group was represented in the U.S. by United Artists, and by Pye Records in the U.K.

The British singers, about to embark on a North American tour, have recently re-formed. In addition to Spencer Davis IV, the group now includes the brother of the original team, Phil Saw- tcher and Eddie Hardin now make up the band. Formerly known as Winwood, the group is now named up under the name Traffic, and is managed by Leigh Hulme.

The Spencer Davis Group have clicked here in three singles—"Jackie Chans,""Ring of Fire," and their current "Somebody Help Me."
The impact of their enormous TV exposure ("Our Place," every Sunday, CBS Television Network) will be felt all the way to your cash drawer.
BUDDAH GIVES BIRTH TO A SUPER STAR!

TONY BRUNO

Presented & Produced by Artie Ripp

SMALL TOWN, BRING DOWN

B/W HELAINA

BUDDAH BDA-7

1650 Broadway, N.Y.C.
SKEETER DAVIS’
COUNTRY SMASH GOING TOP 40!

"WHAT DOES IT TAKE
(TO KEEP
A MAN LIKE YOU
SATISFIED)"

#9242
Jazz in Garden
Lists Rest of
Summer Fare

NEW YORK—The program committee for the Museum of
Modern Art's "Jazz in the Garden" series have announced the
program for the remainder of the summer. Appearing Thursday (3)
will be Barry Harris and the Webb City All Stars, and Lee Konitz-
and Marshall孕妇, who will be on stage Aug. 10. Making up the Aug.
17 program is the band Mystery. Errol Garner. In the Criss Quartet,
Aug. 24 program is uncertain and Freddy Hubbard will round out the
10-week series Aug. 31. Hubbard was scheduled to finally open the
program on June 24, but the concert was canceled due to
seriousness of the program.

Ira Gitler, New York editor of Downbeat, which co-spon-
sors the series, said that some recordings have come out of the series,
including CDs from Art Tatum (Columbia) and Teddy
Charles (Warwick). The series has been going for about five years and was
co-sponsored by the defunct Metronome magazine.

Ella's Next for Cap
In Religious Groove

NEW YORK—Elaine Fitzgerald, who recorded a
religious album, "Brighten the Corner," for Capitol a few months ago,
had recorded her second LP for Capitol scheduled for Christmas
release. The album will consist entirely of religious tunes.

Upcoming on Miss Fitzgerald's recording schedule are a
country album, and one to be recorded with Frank Sinatra.

KAPP RECORDS' sales and merchandising
program for its July-August releases, is made up of a
handful of display units in-store promotional piece that ships flat and shows eight
LP faces, country music stuffer with an independent pocket-size catalog with a
catalogue on product breakdown, and a 24-
page consumer catalog, updated, and
categorically broken down.

Jazz Beat

By ELIOT TIEGEL

"My only groove is moods," explains Nina Simone, who
enjoys playing for audiences in her songs, but tries to avoid being categ-
ologized as any particular brand of performer. Undeniably her reputa-
tion has been built on a strong association with earthy blues tunes, but she
tries to avoid any tagging. "The minute they say I'm a blues singer I change. I like the wind."

Her act bejes her own impressions. On stage she whips up a
frenzy of soulful proclamations of songs which touch on electric
nerve endings. She makes her audience quiver.

One tune which has a soothing shock effect is a modern
tune written in collaboration with Gil Scott-Heron. The song is "Backlash Blues" and it depicts many of today's double
standards. "I'm going to sing about the race problem," Miss Simone
says sternly. "My people need me. Nobody's really singing about
the race problem. It's needed. I know it does good because I feel
my audience knows I'm not just an entertainer. I'm a colored
woman! Don't you think bringing things out into the open is good?"
as she asks.

The vocalist has been singing protest songs for the past two
years. Her first attempt at this form of blues message was "Mississippi
God Damn." "I started singing it after seven little girls died in
that Birmingham church blast. I couldn't help writing it; it just
came out."

She recalls the initial audience reaction to this tune, which also
appeared into a tune, which the people were shocked. They really
didn't know whether they like it or not." In her current book of songs
there are no social or political commentaries including "Hold No
Miss Simone categories "Georgia Rose" as a social song because it
tells about an interracial relationship.

The blues is the theme of her first album for RCA for whom
she has recently begun recording. She would also like to cut an
album of love songs, one of the volatile topics around which blues
tunes are written.

"We all need to start believing in love again," she said
between periods of singing, "To sing in a love song is more
so technical; so rigid. We need to be love-dovey again. I think
we need a lot of that. We need to feel the music with
love. Love is desperately needed in the world today. I'd like to try
to convince people that it's not so bad to fall in love again."

Musically she feels that to solidify a love song one or two
she believes. "Music can calm the savage beast. Then realizing
how much of a cliché that was, she continued, "It's true, it's music, it
is one of the arts in which the people are reawakened."

Explaining her analogy for moods, Miss Simone noted the
starts her act slowly, "to calm people down" and then she'll
sing several songs as a medley. Then she does only two or
three songs is sure that when she waters the tune, she's used the right amount of
persuasion.

Hip Fairy Tales Set by Impulse

LOS ANGELES—San Francisco radio personality Al Col-
lin and Steve Allen have collaborated on an Impulse album of hip fairy tales. Collins originally
recorded "Little Piggy, "Little Red Riding Hood" for
the early 1950's. These two "children's stories" plus
parodies on "Jack and the Beanstalk," "Goldilocks" and
some new Allen material, in-
cluding the "Power of a Flower" and "The Jazz Mass at
St. Paul's," are included in the project. The all fairy tales have
been updated, Collins said.

The LP features a small group of local musicians in-
cluding vibist Terry Gibbs, Allen on regular and electric
piano, and drummer Hal Blaine, waiving the blues be-
hind Collins' narratives.

Jim Ramsay, Los Angeles, CA 90013
EDDY ARNOLD

does another "World" song with the hit sound of "What's He Doing in My World" and "Make the World Go Away"

"TURN THE WORLD AROUND"
% "The Long Ride Home" #9265
How Pop Music Business Creates New Musical Instrument Markets

...Continued from page 1

said Guy Freedman, who formed the Wan-

fried Corp. With East Indian Arjun Wenczy, to

import the sitar to the U.S. During the last six

weeks, the company has sold some 200

sitar to more than 60 dealers. "We've done this," said Freedman, "without much effort on our

part. Because of the wide publicity Ravi Shankar

and the Beatles (with their "Revolver" and "Stg.

Pepper's Lonely Hearts Club Band") have

generated, dealers are calling us more than we're

calling them.

Cautions on Stocking

Although many dealers were impressed with

their first exposure to the instrument at the Na-
tional Association of Musical Merchants show in

Chicago, they have been cautious about stock-
ing the sitar.

"Most dealers," Freedman said, "initially ordered

two or four sitars, but the reorder pattern has

been extremely successful.

Record exposure is credited by most dealers as

being the prime factor in fostering interest in

the sitar. According to Macey Lipman of World

Pacific Records, sales of Ravi Shankar disks are

booming. Shankar is considered the world's fore-

most sitarist. While his last two rec-

cordings, "In New York," and "In London,"

have made the Billboard New Action Albums

list during the past two months, "In New York" this

week is on the Top LP's list at 194. In addition, his Capitol recording with Yehudi Men-

ukin, "West Meets East," is among the best-sell-

ing semi-classical albums.

Beutis Major Factors

But the reorders in great numbers from the

Beatles. Following their recording of "Norwe-

gian Wood," sitar and simulated sitar effects

were picked up by many of the other rock greats.

Thanking part, more than 12,000 copies of the Rolling Stones,

Byrds, Hollies, Yardbirds, among others, the

news of this instrument, new to the Western

world but in use for some 700 years in India, spread throughout music circles. Noted jazz mu-

sicians such as Herbie Mann and Gabor Szabo have
toured India and have released albums bearing the Eastern influence. And Chet Atkins has

included two bands featuring the sitar on his

1's a Guitar World" album. Also, dealers

report that many sitar sales have sprung from sales of a sitar music folio published by Peer

International. According to Al Kugler, Peer sales and promotion manager, dealers have

ordered more than 3,000 folios—mostly to people who
didn't own the instrument. Ed Lions, owner of

Porter Electronics, Chicago's outlaying-chin in up-

state New York, initially ordered 10 folios with-

out stocking the sitar. "To the best of our

knowledge," Lions said, "one in our market

owned a sitar, but in one day we sold 100 copies.

Sold Out on Reorder

Lions reordered 25 more and again was im-

mediately sold out. A check of musical instru-
mment stores selling the folio reveals that many

guitar players are buying the book. Dealers re-

port that guitarists are attempting to improvise

the sitar sound on their own instruments. These

musicians, most of them with a combo, are the

most potential sitar buyers, dealers say.

Porter Electronics, which airs a nightly pro-
gram on local radio, ordered two sitars and ran a

few spots promoting the item on the program.

"Within 48 hours, we had sold both instruments

and we were paid in full for two additional

ones. We have now ordered another six sitars," said

Lions.

But with no advertising or promotion, and with no

knowledge of the instrument, Eddie Myers of

Terminal Music in New York ordered two sitars.

But with a keen business sense, he placed

them in his window and quickly sold both.

At Manny's in New York, one of the first

dealers in the nation to carry a line of sitars, business started slowly. But with the wave of

publicity and upsurge in Shankar album sales, the store now sells 25 sitars per month.

According to Mike Serao, one of the store's

salesmen, half of all sitar sales are for the elec-
tric model. Currently one company, Danelectro,

manufactures the electric unit, but reports other

manufacturers are reportedly considering produc-
tion of electric models. Price for the Danelectro

unit is $295, while the range for the imported

items is $150-$500 depending on ornamentation

and number of resonating gourds.

Courses Help

In California, considered one of the best sell-
ing areas for the sitar, the World Pacific Rec-
dords school runs courses on the sitar and Indian

music appreciation. The courses have boosted sales of the instrument. Ravi Shankar

conducts a course at the school. According to

Macey Lipman, the school has imported, by air-

freight, 45 sitars, with another 45 on the way.

At Music City, a nearby record and instrument

outlet, the instrument department has just begun

to stock sitars, and according to Henry Spleven,

who runs the music department concession, sitars are continually moving.

HANSEN OPENS

DENVER OUTLET

DENVER—The large music pub-

lisher, Hansen Publications, Inc., is opening a major dis-

tribution center here, the firm's first between Chicago and the

West Coast.

Dr. George Reynolds, educa-
tional director, will head the new operation. Hansen, head-

quartered in Miami, has dis-

tribution centers in New York, London, Paris, Tokyo, Mexico City, Seattle, Miami Beach and

Atlanta.

YOUTH FROM WATTS area of Los Angeles tour the Thomas Organ Co.

plant at Sepulveda, Calif., prior to taking jobs with the firm.

Thomas president, Joe Benaron, right, launched the hiring project in response to President Johnson's Youth Opportunity Council appeal.
The Heat's On...ABC

2 New ABC singles to make sales even hotter!

THE SHAKERS
"ONE WONDERFUL MOMENT"
ABC 10960
They wrote the smash
"SUNDAY WILL NEVER BE THE SAME"

THE TAMS
"MARY, MARY, ROW YOUR BOAT"
ABC 10956
Breaking big!
One of their best!
**SPOTLIGHTS**

**POP SPOTLIGHTS**

**TOP 20**

**DIANA ROSS AND THE SUPREMES—REFLECTIONS** (Prod. Holland-Douzier-BMD)—Both Diana Ross getting top billing for the first time. The Supremes will quickly carry this easy rock right up to the Top 5.-(N.-B.M.I.-)

**HARPERS BAZAAR—ANYTHING GOES** (Prod. Lenny Waronker) (Writer: Porter) (Hear 'N' There, ASCAP)—The Cole Porter classic gets a fine easy-beat update set to the "Bridge Song" group that should prove to be their biggest hit to date. All programming fill.

**DONOVAN—THERE IS A MOUNTAIN** (Prod. Mickie Most) (Writer: Leitch) (Peer Intl/Hi-Count) (By Donovan)—Produced by Mickie Most, this infectious rhythm entry with a calypso beat should keep the artist in the winner's circle on the Hot 100. Loaded with programming.

**TOP 60**

**TOM JONES—SIXTEEN TONS** (Prod. Peter Sulli- van/Writer: Lewis-Kessin) (Nouveau Fonte, BMI)—Changing the pace from his recent ballad hits, Jones should scale new heights with this driving treatment of the Tennessee Ernie Ford hit of the 50's. Culled from his hit LP by popular demand. Fill: "Things I Wanna Do" (MCA, ASCAP).

**THE FIVE AMERICANS—ZIP CODE** (Prod. Dale Howard) (Writers: Rabon-Edel-Durnell) (Jetstar, BMI)—This new Johnny Money hit has the rhythm and production right in the groove. Fill: "Sweet Bird of Youth" (Jetstar, BMI). Abram 123

**THE AMERICAN BREED—DON'T FORGET** (Prod. Bill Bill) (Writer: Goldfinger) (Screen Gems-Columbia, BMI)—Hot on the heels of "Shake a Little" another winner comes this goofy groover, penned by the Goldfin- King and given a solid workout by the group. Should prove to be their success. First hit. Fill: "Short Skirts" (Yugghot, BMI). Atco 808

**THE BLUES MAGOS—I WANNA BE THERE** (Prod. Brill-Will and Art Pollockman) (Writers: The- heim-Sala) (Anagna-Rangani, BMI)—Hard driving dance beat and strong vocal work should quickly help this rock entry surpass the group's recent chart item "One by One." Loosened with discotheque appeal. Fill: "Summer Is the Man" (Anagna, BMI). Mercury 72797

**THE KINKS—WATERLOO SUNSET** (Prod. Shel Talmy) (Writer: Davies) (Nomis/Hi-Count, BMI)—Continuing their British invasion roll this infectious soft rock ballad has all the earmarks of a hit. Same item. Here should hit fast and fill: Two Sisters (Nomis/Hi-Count, BMI).

**BREA AND THE TABULATIONS—JUST ONCE** (In the WATETIME) (Prod. Bill Bill) (Writers: Payton-Coates) (Beo Cool, BMI)—Wailing blues entry by the girl group with a chance to replace their recent two-sided winner on the Hot 100, and go on to a high position. Smooth vocal performance is tops. Fill: "Hey Boy" (Beo Cool, BMI).

**CHART**

**TOMMY HUNT—SEARCHIN' FOR LOVE** (Prod. George Tobin) (Writers: Bailey-North) (Fat Cat, BMI)—Blues wailer Hunt has latched onto a hot piece of ballad material and he works it out for all it's worth. Should prove to be a hot seller in the R&B markets. Fill: "Complete Man" (Hastings, BMI).

**DYNAMO 110**

**TOMMY HUNT—SEARCHING FOR LOVE** (Prod. Paul Robinson) (Writers: Kalmer-Ruby-Hammerstein II) ( abortions and rhythm and blues classics gets a rocking good workout by Jackson and Brown and should quickly rise to the top of the 45 charts, while making a solid dent in the Hot 100. Fill: "Tennessee Waltz" (Cavalcade, ASCAP).

**WAND 1662**

**COUNTRY SPOTLIGHTS**


**THE STELLER BROTHERS—YOU CAN'T HAVE YOUR KATE AND EDITH, TOO** (Prod. Bob Braddock) (Writers: Braddock-Putman) (Tree, BMI)—Clever play on words by the boys should attract as much attention as their recent Top 10 winner "Ruthless," and ride just as high on the country charts. Fine vocal delivery. Fill: "Walking in the Rain" (Dot, BMI). Capitol 14475

**DOTTIE WEST—LIKE A FOOL** (Prod. Chet Atkins) (Writer: DeVaney) (East Star, BMI)—Good rhythm entry with full change of pace chorus. Her smooth vocal treatment makes this a hot follow up to her "Paper Moon." Should prove to be a good Top 5 seller. Fill: Once You're Gone) (Tree, BMI). RCA Victor 9267

**VAN TREVORNO—STAY OUT TO ME** (Prod. Stan Shulman & Dick Heard) (Writers Trew-Heard) (Summertime/Harmony Hill, ASCAP)—Marking a new career label, Trevor offers a beautiful and playful country ballad, which he penned along with Dick Heard. Should be heard frequently. Fill: "Yester-Young" (Summertime/Harmony Hill, ASCAP).


**JOHNNY DOLLAR—THE WHEELS FELL OFF THE WAGON** (Prod. May-lee Deering & Dick Heard) (Writers: Buzzco) (Maybell, BMI)—Clever rhythm material smoothly performed by Dollar makes this a sure thing. Fill: "Hello- lder for the top off the country charts. Good programming fare. Fill: "Watching Me Losing You" (War, BMI). Capitol 4566

**CHART**


**THE JEANS—THE WALK** (Prod. Jerry West) (Writers: Home Folks) (Deram, BMI)—A major item. Fill: "It's My Turn" (Home Folks, BMI). Deram 85111


**R&B SPOTLIGHTS**

**THE CRIMES—THAT'S YOUR MAN** (Prod. Paul Robinson) (Writers: Kalmer-Ruby-Hammerstein II) ( abortions and rhythm and blues classics gets a rocking good workout by Jackson and Brown and should quickly rise to the top of the 45 charts, while making a solid dent in the Hot 100. Fill: "Tennessee Waltz" (Cavalcade, ASCAP).
The Golden Age of DOT Records
1967
The DOT
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Join the Golden Age of Dot Records
NEW YORK — It’s a pity that some of the younger crop of singers weren’t on hand at the Royal Box here Tuesday night (25) to watch Al Martino perform. The experience would have been enlightening.

The Capitol recording artist, who’s been around nineteen years, does everything right. He’s relaxed and casual, but never sloppy. He comes across, and clear, but he doesn’t belt. He communicates with the audience in a special, one-to-one way that scarcely a dozen words. He uses very few gestures, but every one counts.

Martino sang 18 numbers, most of them from his Capitol releases, and all of them in the standard songbook.

His big ones were his strong record sellers—“Spanish Eyes” and “I Love You Because.” And he also scored with his latest chart records, a sweet folk ballad from the album “The Morning” and a convincing “Daddy’s Little Girl.”

He sings “San Francisco” in a class with Tony Bennett, and he realises the song’s dual of “Stand By Me” and “Mame.”

Multi-Level Firm Is Formed by Keene

ST. LOUIS—Ken Keene has formed a firm to deal in talent management, booking and promotion. The new firm is represented by the banner of Ken Keene Talent Productions here.

Keene’s current talent roster includes Mary and the Classics, teen-age group, and Narvel Felts, who records for the Hi label, distributed by London Records.

The Capitol Singers, two girls and three men, provided a pleasant and unobtrusive vocal background on most of the numbers.

The arrangements by Harry Klass and Pete DeAngelis were admirably suited to Martino’s talents. AARON STERNFIELD

NEW YORK — Ed Rubin, co-owner of the famous-photographs on campus, said that demand for R&B acts for college appearances ran from only 100 in 1967-68 to 750 in 1968-69.

“If it’s amazing,” said Rubin, “but when you consider the improvement of R&B on current rates, the phenomenon is explainable.”

In the fall of 1968, a number of R&B acts for the college audience included Stevie Wonder, Smokey Robinson and the Miracles, the Temptations, the Four Tops, the Four Seasons in another package. A popular R&B act was the rock-combo for dancing and a top-name R&B personality to do two shows in some evenings. None of the combos usually get $300-$400 and the price between $4,000 to $6,000, said Rubin.

Regarding psychedelic music and light shows, Rubin stated that there is not too much demand for an R&B act to present. However, Ashley books Vanguard’s Country Joe and Fish, who will appear during the year at the New York University at Stony Brook, N.Y. This type of act is most popular in and around metropolitan areas, and especially in the Entertainments Los Angeles and San Diego,” Rubin said. “I would hate to predict what this trend will be, but a good nature would score at schools in the South and West.”

R&B acts like to play colleges because it’s easier and college students are an enthusiastic audience, said Rubin.

Rubin feels that a rock act has made such strides in the contemporary music scene because it has experienced widespread acceptance in night clubs and summer theaters. While R&B acts play all-white in the South, there have been booked R&B there and in the schools.

In booking, Rubin says he deals with mostly with the students. Complaints that administrations were getting in the way of what the kids wanted decreased in recent years. “The college officials, it seems, were finally realising for the most part the students select their own programs,” said Rubin. College packages start anywhere from $2,500 to as high as $12,000. One college in Southern California had an entertainment budget of $120,000 per school year that was rarely being used until recently, Rubin said. This is representative of several smaller schools in the country that have not been booking talent until the last few years. These schools are found primarily in the South, Midwest and New England.

“Every market is growing,” Rubin said, “and colleges are springing up everywhere. But the solo act is the most popular in not too many booking situations, said Rubin. Not to be overlooked are the junior colleges, which reportedly plan to form their own block booking program similar to the one that has been successfully among four-year schools for a few years.

The junior college block booking would take in schools in the South and New England as a start.

Seth London Has Voice That Sings On Bright Side

NEW YORK—Seth London, an engaging young singer with a physical resemblance to Red Buttons and a vocal style somewhat similar to Eddie Fisher, opened this week at the Intrigue here.

His MGM single, “Look at the Bright Side,” has been getting a lot of radio exposure and has been doing well on middle-of-the-road stations, and it was a big winner Wednesday night.

London’s wholesome, unspoiled quality would probably have more effect in a larger room and to a larger audience only a dozen patrons were on hand.

With the exception of “It’s Not Unusual,” London’s repertoire consisted mainly of vintage material. A few more contemporary numbers would help.

London has a pleasant, soothing voice, but he can become the occasion arises.

With better arrangements and a little more live experience he could have a promising recording career.

AARON STERNFIELD

TORONTO — Roy Orbison has been entertaining Canadians in the past six years, in Atlanta a couple of years, and a two-night stand the Club Embassy in Toronto (July 17-19). He left the show work soon, part of the diversification program that saw his recent appearance in the United States.

This is Orbison’s first Canadian tour. He was notified that his great news for club owners and patrons. On Monday (July 17) he was sold out to capacity and a three-day engagement to set in for the second show stretched a half-back deadline.

During telephone of appearing with a new group back in Canada, talks were held on the possibility of doing a headliner for a drive in Watermelon Man.

While on tour last spring, Orbison’s “Knock on Wood” drew a wild crescendo, and a big version of “1-2-3” from the same album was a fill in for a paddled “Shadow of Your Smile,” which was the hit of the Embassy manager Claude Goulde said he was ecstatic with Orbison’s success, even at a rumored $10,000 per week.

MGM Records, which handles Quality Records, had high praise for Orbison’s cheerful co-operation in attending in-flight radio station, doing press and TV interviews, attending a press screening of a movie, and meeting his fan club, while Quality’s sales staff reports that the appearance has stimulated sales of “Cry Softly, Lonely One,” currently charting.

KIRT MORGAN

JOAN BAEZ TO BEGIN A TOUR

NEW YORK — Joan Baez will begin a concert tour on Saturday (5), at the Forest Hills Music Festival. The concerts will run through Aug. 7, Saratoga, N.Y., and ending at Ann Arbor, Aug. 9, 10, Chicago Civic Opera House; Aug. 12, Cleveland Public Auditorium; Aug. 14, 15, Phila,- van Theater, Washington; Aug. 16, 17, Camden County Fair, Haddonfield, N.J., and Sept. 2, Monterey (Calif.) Fair Grounds.

August 6, 1967, BILLBOARD

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NEW YORK -- There's one problem with the Seeds—not only are they habit-forming, but you can't get enough of them. The GNP Crescendo Records group, a giant among the West Coast's flower music set, have been cultivating the scene here in various theaters and discotheques. Last week, they bloomed in the new Electric Circus psychedelic nightclub. Leader Sky Saxon led off with "Mr. Flowers," shifted into "The Wind Blows Your Hair," then into the driving social study, "Pushing Too Hard," that first brought the group to national attention.

The Electric Circus is an exciting, electrifying dance spot; the entertainment includes, in addition to music, a circus act, foot-loose gorillas and witches. But Saxon was even more electrifying as a performer. He gives a song something extra. Saxon, as a writer, knows few peers on the commercial scene; as a producer, he knows how to put things together commercially; as a performer, he can really tear up a crowd. On the last number of the show—"Up in Her Room"—he flung off his jacket and threw it away as part of a riot of action and song lasting about 16 minutes. The group is managed by former West Coast death-jazz lord Tim Hudson.

CADELL HUNT

ESP Brings 'Total Concept'

NEW YORK—ESP Records is introducing its "Total Concept" of presenting talent through agreements with Bags End in Pittsburgh and Mixed Media in Detroit. The firm also is negotiating a deal with Wha Wha in Greenwich Village here.

The format calls for films to be shown while the acts are performing and for films of the acts to be offered between acts. The acts also will provide the sound for films, such as love, science fiction, comedy and the like, which are being shown. Under the agreements, several ESP acts will appear at each club.

ESP is branching into the r&b field with the signing of the Devilaires, who will record at the Impact Studios here. Other new artists signed are Kurt Edelhag, Berger, Gunter Hampel, Mar, zette Watts, Alan Soutain, Gato Barbieri, James Zito, Peter Lemer, Steve Lacy and Jacques Cosmic. ESP also is considering branching into the country field.

Hugh Romney's first album for ESP will be on the new CIA label. According to ESP, the album means "every king" in Esperanto. The firm also plans an FBL label.

Simon and Garfunkel

CLEVELAND — Simon and Garfunkel got a standing ovation from a crowd of 9,000 at the Municipal Auditorium Sunday night (23).

The Columbia recording artists were introduced as "New York City's most popular college-educated group" and captivated with their comments as well as their songs.

Their old folk favorites, "Sounds of Silence," "Dangling Conversation" and "At the Zoo" as well as their new "Fakin' It" and "Mrs. Robinson," were greeted with applause and cheers.

WHKY Hal (Baby) Moore emceed. Bobby Jay and the Castaways played first.

JANE SCOTT

ONE-MAN-ACT IN CLUBS DEAD

LAS VEGAS — Broadway producer David Merrick claims that the "one-man-act" already is dead. "Entertainers must include production numbers in their acts, in order to maintain interest," he said.

**Talent**

Brook Benton signed to Warner Bros. Records. His debut side for WB will be "Laurea (What's He Got That I Ain't Got?)."... Don Costa, composer, arranger, conductor and record producer, has been set to record his first album for MGM/Reprise.... Curtis Blandon to Tower Records.... The Lamplight Farm to Laurie Records via Hugo & Luigi Productions. Also added to Laurie are the Lovin' Spoonful, produced by Neil Levitin, and Dean Furshott, produced by Guarardi Productions. George Lloyd, rhythm and blues vocalist, who uses the name of Round Robin, to Capitol. His debut single is "Ton of Joy."... Arthur B. Hancock III, to Monument Records. Hancock is writer for Combine Music, a Fred Foster company. Ustad Ali Akbar Khan, Indian sarodist, to Concord Music Society. His first LP is "Pras Deewa to Sunrie Ragas."... Albert Ayler, tenor sax jazz artist, to Impulse label. Bob Thiele, who guides the ABC subsidiaries jazz label, is planning an October release for Ayler's "The Magic Is Here," to Musicor. His first release couplets, "It Looks Like You," with "May I Get to Know You," to Impulse.

John Freno to Kapp Records. His debut LP is "My Heart's About Us."... "Mr. Flowers," shifted into "The Winds Blows Your Hair," then into the driving social study, "Pushing Too Hard," that first brought the group to national attention.

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"Everlasting Love"

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RISING SONS MUSIC, INC.
EASY LISTENING
TOP 40

1. "IT'S SUCH A PRETTY WORLD TODAY" by Andy Russell, Capitol 9197 (Funky)
2. "MORE AND MORE" by Andy Williams, Columbia 44883 (Indep't)
3. "YOU ONLY LIVE TWICE" by Nancy Sinatra, Capitol 44897 (Southland)
4. "DON'T SLEEP IN THE SUBWAY" by Andy Williams, Columbia 44906 (Seaboard)
5. "MARY IN THE MORNING" by Andy Williams, Capitol 44917 (Seaway)
6. "YOU WANTED SOMEBODY TO PLAY WITH" by Andy Williams, Capitol 44923 (Distributor)
7. "IN THE CHAPEL IN THE MOONLIGHT" by Andy Williams, Capitol 44929 (BROADWAY)
8. "NOW I KNOW" by Andy Williams, Capitol 44934 (STEREO)
9. "BRAMBLE BUSH" by Andy Williams, Capitol 44938 (Funky)
10. "EVERYBODY SAY PEACE" by Andy Williams, Capitol 44943 (New Sunset)
11. "UP, UP AND AWAY" by Andy Williams, Capitol 44947 (SFO No)
12. "I LOVE YOU" by Andy Williams, Capitol 44952 (NEW YORK)
13. "THE BACK OF MY HEART" by Andy Williams, Capitol 44958 (Hartford)
14. "DAYS OF LOVE" by Andy Williams, Capitol 44963 (8876)
15. "THE HAPPENING" by Andy Williams, Capitol 44967 (BRAZIL)
16. "NIGHT AND DAY" by Andy Williams, Capitol 44972 (BRAZIL)
17. "SAME OLD YOU" by Andy Williams, Capitol 44977 (BRAZIL)
18. "TIME, TIME, TIME" by Andy Williams, Capitol 44982 (BRAZIL)
19. "WONDERFUL SEASON OF SUMMER" by Andy Williams, Capitol 44987 (BRAZIL)
20. "THERE MUST BE A WAY" by Andy Williams, Capitol 44992 (BRAZIL)
21. "LOVE ME FOREVER" by Andy Williams, Capitol 44997 (BRAZIL)
22. "SORRY" by Andy Williams, Capitol 45002 (BRAZIL)
23. "HEART CRIES FOR YOU" by Andy Williams, Capitol 45007 (BRAZIL)
24. "YOU CAN'T LOVE A HEART" by Andy Williams, Capitol 45012 (BRAZIL)
25. "STOP AND THINK IT OVER" by Andy Williams, Capitol 45017 (BRAZIL)
26. "ONLY LOVE CAN BREAK A HEART" by Andy Williams, Capitol 45022 (BRAZIL)
27. "WHAT WILL YOU DO" by Andy Williams, Capitol 45027 (BRAZIL)
28. "ALONG COMES MARY" by Andy Williams, Capitol 45032 (BRAZIL)
29. "ANYONE CAN MOVE A MOUNTAIN" by Andy Williams, Capitol 45037 (BRAZIL)
30. "TENDER LOVE" by Andy Williams, Capitol 45042 (BRAZIL)
31. "YELLOW DAYS" by Andy Williams, Capitol 45047 (BRAZIL)
32. "LOVE'S CONNA LIVE HERE" by Andy Williams, Capitol 45052 (BRAZIL)
33. "LOVER'S ROULETTE" by Andy Williams, Capitol 45057 (BRAZIL)
34. "WHAT TO DO" by Andy Williams, Capitol 45062 (BRAZIL)
35. "ALONG COMES MARY" by Andy Williams, Capitol 45067 (BRAZIL)
36. "ANYONE CAN MOVE A MOUNTAIN" by Andy Williams, Capitol 45072 (BRAZIL)
37. "SOMETHING" by Andy Williams, Capitol 45077 (BRAZIL)
38. "TENDER LOVE" by Andy Williams, Capitol 45082 (BRAZIL)
39. "YELLOW DAYS" by Andy Williams, Capitol 45087 (BRAZIL)
40. "LOVE'S CONNA LIVE HERE" by Andy Williams, Capitol 45092 (BRAZIL)
41. "LOVER'S ROULETTE" by Andy Williams, Capitol 45097 (BRAZIL)
42. "WHAT TO DO" by Andy Williams, Capitol 45102 (BRAZIL)
43. "ALONG COMES MARY" by Andy Williams, Capitol 45107 (BRAZIL)
44. "ANYONE CAN MOVE A MOUNTAIN" by Andy Williams, Capitol 45112 (BRAZIL)
45. "SOMETHING" by Andy Williams, Capitol 45117 (BRAZIL)
46. "TENDER LOVE" by Andy Williams, Capitol 45122 (BRAZIL)
47. "YELLOW DAYS" by Andy Williams, Capitol 45127 (BRAZIL)
48. "LOVE'S CONNA LIVE HERE" by Andy Williams, Capitol 45132 (BRAZIL)
49. "LOVER'S ROULETTE" by Andy Williams, Capitol 45137 (BRAZIL)
50. "WHAT TO DO" by Andy Williams, Capitol 45142 (BRAZIL)

Billboard's Top 40 list is based on national retail sales and radio station air play listed in rank order.

Breaking

FUNKY BROADWAY
Part 1 & 2
OS64

DYKE & The Blazers

When played on a top 40 Station these are the results listeners respond by sales —

DISTRIBUTOR QUANT. SELL
Mercury, New York WMCA 70,650
Mercury, New York WMCA 10,100
Fontana, New York WMCA 45,200
Universal, Philadelphia WBWL-WFIL 37,000
Harmony, Cleveland WDOK 32,000
Stanfords, Alabama WDQI 26,500
Bill, Charlotte, North Carolina WDQI 24,700
Indie, SFO 24,000
Royal Disc, Chicago WDQI 24,000
Metro, LA 20,000

Coming Soon:
Funky Broadway LP OSILPM 5016
STEREO 6876 Also 4 & 8 track tape

7120 Sunset Boulevard * Hollywood, Calif.

MILLS MUSIC, INC.
1619 Broadway New York, N. Y. 10019

THOROUGHLY MODERN MILLS

THE SINNER
Robert Goulet . . . . (Columbia)

WHEN YOUR OLD WEDDING RING WAS NEW
De Angelis Singers . . . . (ABC)

JIMMY ROSELLI . . . . . (U.A. LP)

WANNA WALK IN YOUR SUN
The Wenchmen . . . . (U.A.)

DREAM STREET ROSE
Wayne Newton . . . . (Capitol)

CALL MY NAME
James Royal . . . . (Columbia)

MY SUMMER LOVE
Nina & Frederick . . . . (Alco)

YOU'VE GOT YOUR TROUBLES
Jamie & J. Silvia Singers . . . . (ABC LP)

Peter & Gordon . . . . (Capitol LP)

MARY LOU
Stewolf Five . . . . (Decca CNW)

IN NEW YORK CITY
8,000 SQUARE FEET PRIME OFFICE SPACE 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 location. For information contact:

HILMER STARK
Plaza 7-2000 (Area Code 212)
Call collect if out of city prospect.

BREAKING NATIONALLY
"WHEN WE'RE MADE AS ONE"
The Manhattanans

THE HOUSE OF SOUL CARNIVAL RECORDS
24 Bradford Place Newark, New Jersey

AUGUST 5, 1967, BILLBOARD
IRRESISTIBLE MAGIC
GOOD DAY SUNSHINE
B/W THE LOOK OF LOVE 864

CLAUDINE
1 3 8 LIGHT MY FIRE
2 6 11 I WAS MADE TO LOVE HER
29 71 ALL YOU NEED IS LOVE
3 1 1 WINDY
4 5 8 A WHITER SHADE OF PALE
4 2 3 CAN'T TAKE MY EYES OFF YOU
7 11 17 MERCY, MERCY, MERCY
8 12 12 WHITE Rabbit
24 51 PLEASANT VALLEY SUNDAY
16 5 2 LITTLE BIT O' SOUL
19 31 61 A GIRL LIKE YOU
12 12 20 I TAKE IT BACK
12 27 32 SILENCE IS GOLDEN
14 16 21 JACKSON
28 33 52 MY WAY
16 23 28 CARRIE ANN
11 4 4 SAN FRANCISCO
18 20 22 SOUL FINGER
9 7 9 UP, UP AND AWAY
22 22 27 FOR YOUR LOVE
21 21 26 MAKE ME YOUNG
47 65 BABY I LOVE YOU
23 25 25 MORE LOVE
18 62 THANK YOU LORD FOR THE NIGHT TIME
25 30 35 I LIKE THE WAY
31 32 42 IN THE CHAPEL IN THE
24 29 79 TO LOVE SOMEONE
4 35 45 HYPNOTIZED
3 10 COME ON DOWN TO MY BOAT
15 37 47 LET THE GOOD TIMES ROLL & FEEL SO GOOD
20 27 30 THERE GOES MY EVERYTHING
33 34 53 THE HAPPENING

37 39 49 YOUR UNCHANGING LOVE
46 78 WORDS
50 9 9 CMON MARIANNE
26 14 16 SOCIETY
43 34 60 (Wasan) TESTIFY
50 58 72 DON'T LET THE FALL ON YOU
64 BABY YOU'RE A RICH MAN
27 15 15 HERE WE GO AGAIN
55 57 81 OUT AND ABOUT

66 10 13 FAKIN IT

105 9 9 BLUES THEME

130 83 96 98 APPLES, PEACHES, PUMPKIN PIE
70 IT'S A HAPPENING WORLD
73 DON'T YOU MISS ME A LITTLE BIT, BABY
77 MADE ME WANT TO DO SOMETHING
81 COLD mvS
87 THE WORLD WE LIVE IN
96 YOUR SHOT (Jobete, BMI) 54

COMES FROM THE HEART OF A ROUNDUP

93 YOURS
97 I wanna Love You (Jobete, BMI) 42

100 I'M NOT SURE WHAT I'M SINGING

101 (Roosevelt, BMI) 46
MEMO TO CHARTISTS:

NEW DINO SINGLE!

"LITTLE OLD WINE DRINKER, ME!"

B/W

"I CAN'T HELP REMEMBERING"

"0608"
KCBH-FM’s "Wedding Clinks" by Eliot Tiegel

BEVERLY HILLS—KCBH-FM, the 50,000-watt stereo voice of this wealthy community, is very much a part of the listening scene to blare out the rock and roll hits that some listeners look upon as a distinctly clear signal, the station’s matriculation of the Lovin’ Spoonful, Bama Sisters, Beach and Village Stompers with keyboard giants and evergreen masterworks would be a major shock.

Notwithstanding, program director Hamilton Williams, one of the deep-voiced announcers (he’s been with the operation since 1959) says the switchover to a daytime pop format is to give listeners with suggestions from New York ad agencies as stimulating the programming of the station.

Since September 1966, the station has been reaching the up sounds of non-rockin-russoc audio tones between 6 a.m. and 5:30 p.m. "We up-tipped into this field," Williams explained. Initial phone contacts provided to management that a pop audience resulted in greater listenership than with a classical format.

The classical buffs apparently feel the music is a fixture in their homes and don’t want to get involved with the station, Williams offered.

A stereoconductor for four years, KCBH beams weeklyads from 6 a.m. to midnight with a two-hour later starting time on Saturday and Sunday.

"We are free to select their own material; there is no playlist, albeit the emphasis is natural," Williams noted.

The classics start with the Williams-hosted "Crescendo," emphasizing the 19th century and followed by Bruce Wendell’s "Enchantment of Music," a light classical offering. The "Concert from Coldwater Canyon" and "Concert from the Mountains" are hosted by the ever-present Williams.

The pop deejays include Don Jax, Barney Sullivan and Lou Epton. On Saturday, John Davis, the chief engineer, hosts "Folk Music Concert" from 8 a.m. to noon. For diversity, the station airs Webley Edwards’ "Hawaii Calla" Saturdays (the 6:10 quarter "with Jim Papadatos (which precedes "Hawaii") and the 9:20 quarter "with the Full Hour" Sundays from 8-9 a.m.).

"Concerto From Coldwater Canyon" broadcasts its 13th year and denotes the canyon over which the station’s transmitter-studios are located. The station hopes to go stereo 24 hours in the near future.

Yesteryear’s Hits

Change of programming from your librarian’s shelves, featuring the disks that have been around for 5 years or more this week. Here’s how they ranked in Billboard’s chart of that time.

POP SINGLES—5 Years Ago August 4, 1962
1. Roses Are Red—Bobby Vinton (Epic)
2. Breaking Up Is Hard to Do—Frankie Avalon (ABC-Paramount)
3. Sealed With a Kiss—Brian Hyland (RCA)
4. The Wah-Watusi—Olivis (Camco)
5. Makin’ the Party Jive Stevens (Mercury)
6. Speedy Gonzales—Pat Boone (Dot)
7. I Can’t Stop Loving You—Ray Charles (ABC-Paramount)
8. Loco-Motion—Little Eva (Dimension)
9. The Stip-pons—David Rose & His Dix (Dot)
10. The Brides—Doctor Kidder—Richard Chamberlain (MGM)

R&B SINGLES—5 Years Ago August 4, 1962
1. You’ll Love a Good Time—Barbara Lynn (Jame)
2. Bring It on Home to Me—Sam Cooke (RCA Victor)
3. I Can’t Stop Loving You—Ray Charles (ABC-Paramount)
4. Luther—Shirley Brothers (Wind)
5. Roses Are Red—Bobby Vinton (Epic)
6. The Wah-Watusi—Olivis (Camco)
7. I Need Your Loving—Don Gardner & The.imies (ABC-Paramount)
8. Party Lights—Claude Clark (Cancer)
9. Hardship—Sam Cooke (Dot)
10. Snap Your Fingers—Joe Henderson (Voll)

WCMF-FM Adds Names

ROCHESTER, N. Y.—WCMF-FM, a pioneer in stereo broadcasting, has added another two dis- k jockeys, just added personalities to its programming. The station features Easy Listening music throughout most of the day. Hired by manager Jack Hannah, who recently took over the operation of the station, are Jim Taylor, Pete Scaffidi, and Vince Mason. The station, which broadcasts 7 a.m. to midnight, had been programming music without deejays.

ABC’s Emery Cuts TV Pilot

NASHVILLE—ABC Records artist Ralph Emery has cut a pop-country videotape pilot, seeking distribution. Emery, also an all-night disk jockey on WSM, features Sue Thompson, Johnny Cash, June Carter, and Junior Samples and the Jordainers on the pilot.

"We’re getting to Nashville off the ground with a new type TV show," Emery said. He said a nation-wide advertising campaign on a TV network, and individual spots on station programming will be in the air. The pilot, which opens with a pop-sound theme, utilizes ABC, with four violins and three horns. Emery plans to utilize such established stars as Teresa Brewer, Patti Page and Brenda Lee on the series if it materializes.

AFTRA NAMES NBC’ER BRANDT

SAN FRANCISCO — Mel Brandt, an NBC radio and NBC-TV staff announcer the past 20 years, is the national presi- dential candidate of the American Federation of TV and Ru- dier Workers of America, the union’s annual convention. He has been NBC’s newscaster in New York local the last 18 months.

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

AUGUST 5, 1967, BILLBOARD
34
The Five Americans have come with one, with extra Zip. It's easy as 1-2-3, except it's faster. That's the advice of the postmaster.

You guessed it, the title is "ZIP CODE" b/w "Sweet Bird of Youth" AB-123

BY

THE FIVE AMERICANS

We hope you will help us, by putting ZIP in your charts.

FOR BOOKINGS CONTACT:
BANKERS MANAGEMENT
AND SERVICES, INC.
825 OLIVE / RI 2-6111
DALLAS, TEXAS 75201
CALL COLLECT

A PRODUCT OF ABNAK MUSIC ENTERPRISES, INC.

THE FIVE AMERICANS
FAN CLUB
c/o ABNAK MUSIC ENTERPRISES, INC.
825 OLIVE / RI 2-6111
DALLAS, TEXAS 75201

John Abdnor, Sr., President

"Foreign licensees contact: Publishers' Licensing Corporation, 40 West 55th Street, New York 10019, (212) 581-7970."
**Gospel Music**

**Down to Earthers Stage Their 10th Annual Sing-Out**

ALEXANDRIA, Tenn. — The 10th annual session of the Down to Earth all-day gospel singing was held here Sunday (30), the only one of its kind in the country.

Six top professional groups appeared on the program beginning at 10:30 a.m., and continuing all day. There was no admission charge. The program is sponsored jointly by the Alexandria Lions Club and the Nashville Tokenites.

Appearing for the eighth time were the Singing Le Fevres of Atlanta. Backing them up were the Chuck Wagon Gang, the Swanee River Boys, the Segro Brothers and Naomi, the Frost Brothers and the Rudy Sisters with Jennifer Miller.

In between the professional acts there was congregational singing, using Inspiration No. 23 as the official song book. An estimated 12,000 were on hand for the singing at the fairgrounds, which underwent an overhauling just for the event.

Visitors brought lunches which they spread on the ground for the singing session.

"There was no truth to that story," Price said. "I merely worked a few dates with Jack McFadden, just as I worked with any other booker. I still have a few more to work with him."

Price said he is now working on setting up his own agency, and plans to continue freelancing in the meantime.

**Battle in Houston**

HOUSTON — There will be 12 local rock 'n' roll bands selected to appear in the "Battle of the Bands" at Houston's first Teen Fair to be held in the Astrodome Aug. 4-13. Auditions will be held in the next few weeks at the Hollaballoo here.

**Shaped Notes**

Morn Spears, one of the most revered gospel singers, is improving from her illness, and may be able to make a song before the near future. The Spear Family recently played a benefit in Savannah, Ga., to 4,500—in the rain.

Jake Hess and the Imperials worked throughout Kentucky at membership meetings of the Rural Electric Association. Jake is now representing two publishing companies, Music Lister Publications and Manna Music.

Johnny Frost of the Frost Brothers worked with the Imperials through July. The Harmony Four Gospel Quartet with Bob Scott has just completed a tour of Haiti.

TWO GOSPEL MUSIC BUSES are badly damaged as the Oak Ridge Quartet bus runs into the rear of the Spear Family bus in Illinois. The frame of the Oak Ridge bus was bent so badly the bus was a total loss. One person was slightly injured.

**Col.'s Price to Form Agency**

NASHVILLE — Ray Price, Columbia recording star, now is doing "freelance booking." Price with Danny Boy has both the pop and country charts, said he is making his appearance known to all other bookers, and will function that way until he can establish his own agency to book himself.

Price had been booked by the J. Hal Smith agency for a number of years, but recently broke with this organization and there were reports he was signed by Omak on the West Coast.

"There was no truth to that story," Price said. "I merely worked a few dates with Jack McFadden, just as I worked with any other booker. I still have a few more to work with him."

Price said he is now working on setting up his own agency, and plans to continue freelancing in the meantime.

**Canaan**

The Florida Boys, prominent in gospel music, present this latest album for your listening appreciation. This is a delightful example of the proficiency of this group of men in their full time singing ministry. There is polish in their musical style as they light candles of faith for their Lord.

On this record: Happy Tracks — The Eyes of Jesus — His Grace Is Buffusion — Unfaithful God's Way — I'm on the Right Road Now — I Came Here to Stay — Welcome Home — The Good Folks In My Life — Without God I Found a Savior — Love Is the Key.
SPOTLIGHTING!

THE LATEST IN GOSPEL

ORDER FROM YOUR NEAREST DISTRIBUTOR OR
PATHWAY RECORDS
P. O. BOX 850
CLEVELAND, TENNESSEE 37311

a great label is talent

HEART WARMING RECORDS
136 4th Ave. N. • Nashville, Tenn. 37219

"You Can't Have Your Kate and Edith, Too"

That's just the icing on the kookie new hit by
The Statler Brothers

Where the single action takes the kate
On COLUMBIA RECORDS®
One Hurt as Buses Collide

Jesse James Rides Again!

Jesse James "Believe in Me Baby"

(20th Century-Fox 6684)

No. 1 in San Francisco and climbing fast in
Baltimore, Washington, Richmond, Philadelphia,
Cleveland, Dayton, St. Louis, Milwaukee, Seattle.

AUGUST 5, 1967, BILLBOARD
WPIX - FM, 2.9, 5.1, a place where markets. The (Tiger) Ovens has done a lot for country music, but has failed to get in touch with the radio stations, and his time to pay their debts by helping him celebrate today.

* * *

Florence (Fagita) Katz, hostess of the B’nai Shalom program heard each Sunday on WPIX - FM, has been syndicated to stations all over the country. The firm has its own full-time syndicated radio show, besides considering time in more than 40 markets. 

With the resignation of Carter S. Jones, new general manager of WYGC in Atlanta, Bob Van Camp has been promoted to operations manager of WYLG in New Orleans. Replacing Castle as program director of WYLG is Ronald O’Quinn, formerly with WYLG.

CASTLE

Murray Lang, formerly with the MCMN in Los Angeles, is the new program director at XERB, an R&B station in Los Angeles. Rick Lawrence, former deejay, has been named the station’s music director. Good Buena, now assistant program director of KROK in Los Angeles; he’s been assistant national program coordinator for chain. The line-up of the new country music operations: Syrah, C.N., is new program director; Sonny Ledet; Jim Sims, Johnny Gardiner; Howie Castle, Rick Ryde; and Tom Brann. The 1,000 watt station has been around the block...Recently, up and coming program director Ken Jack would like to receive Hot 100 records. SEND TO WOOG, P.O. Box 487, Grayson, Ky. Jackson says: “We are 5,000 watts with a good pop sound, but have been slipped in the outing of deejay copies of the hits.

* * *

WFMY, Dayton Beach, Fl., has promoted night personality Dave F. Leslie to program director of the 1,000-watt station, he’s been music director .

Gardner, president of Friendship, Inc., is the new personality 6:30-10:30 p.m. on WFLY, Boston, he’s been at WBIC, Indianapolis.

**

Gary Fuller has been appointed program director of WBTC, Tuscaloosa, Ala. Jack Garrett has been moved to a new post as chief announcer of the Hot 100 operation.

Michael J. Longfellow has been appointed program director of KSK-FM, Fresno, Calif.; he’s been sales manager of KNX-FM in Binghamton, N.Y. He would be sales manager of Mrs. William B. Williams sat in on WNEW-FM in New York last week for vacationing Parn McCriskin of the all girl Earle Fanning station. Mrs. Williams’ competition? Her husband on WNEW. Mrs. Williams would have a ready personality about eight years ago.

**

Bob Van Camp has now been with WYLC for more than 20 years; he hosts the early morning show. Bartow J. Steward has been appointed the new post of station manager of WNNY, Hartford, Conn. Sherr- wood comes from WTRY in the Albany-Schenectady-Troy, N.Y. area where he had been a manager.

Radio-TV programming

**

Continued from page 34

music format, has joined KFWM in the same city doing the 10-1 a.m.

Art Ford, personality with WPX-FM, stereo Easy Listening format stations in New Mexico, has been appointed national program director for Invictus Corp., a subsidiary of Teen Clubs Interests, which licenses the Hubbalee Teen Stations chain all over the country. The firm has its own full-time syndicated radio show, besides considering time in more than 40 markets. 

For will continue his WPX-FM show.

STRAW

Jeff Straw, who bills himself as the James Bond of the deejays, has joined WAAB in Worcester, Mass. Aug. 12 is Buck O’neill’s birthday, and Eddie Briggs of the Buck Owens Enterprises at 401 Broadway Avenue in Bakerfield, Calif. (Area Code 213-322-0632) is lining up the second annual world’s concert honoring the country artist. Anybody wanting to help and/or participate should get in touch with Buck O’neill. (The Tiger) Ovens has done a lot for country music, but has failed to get in touch with the radio stations, and his time to pay their debts by helping him celebrate today.

* * *

Billboard SPECIAL SURVEY for Week Ending 8/12/56

TOP SELLING R&B SINGLES

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<th>Last Week</th>
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<th>Title, Artist, Label, No. &amp; Pd.</th>
<th>Works on Chart</th>
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<td>1</td>
<td>1</td>
<td>I WAS MADE TO LOVE HER</td>
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<td>2</td>
<td>2</td>
<td>MAKE ME YOURS</td>
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<td>(What a Woman) TESTIFY</td>
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TOP SELLING R&B LP’S

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<td>1</td>
<td>1</td>
<td>HERE WHERE THERE IS LOVE</td>
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<td>2</td>
<td>2</td>
<td>REVENGE</td>
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<td>I NEVER LOVED A MAN THE WAY</td>
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<td>KING AND QUEEN</td>
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<td>TEMPTATIONS LIVE</td>
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<td>2070 (Zira)</td>
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<td>1110 (Barnett, BMI)</td>
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<td>29 29 NINA SIMONE SINGS THE</td>
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SCHOOLS AND SUPPLIES

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Radio-Television Telephone

Biloxi, Miss. 38506

Biloxi, Miss. 38506

W квартире на пляже
British Record Sales Climb 9%; April Production Up

LONDON — British manufacturers in March and April increased sales to the home market, with April U. K. record production showing an increase over a year before for the first time since June 1966, Board of Trade statistics reveal.

Record companies had sales worth $6 million in March — a 9 per cent jump from March 1966. Home market sales were up by 4 per cent and exports, which accounted for 18 per cent of the total, rose by 37 per cent. Total production of records that month amounted to 6,861,000 — a 900 per cent hike over the same period of 1966.

In April, manufacturers sold 54,910,000, a slight increase over April last year. Domestic sales climbed by 5 per cent, but exports, which accounted for 15 per cent of the total, went up by 2 per cent. The industry pressed 6,462,000 records in April, a production increase of 3 per cent compared with April 1966. Albums continued to increase their market share with 2,596,000 LP’s pressed in March against 2,491,000 a year earlier, and in April 2,735,000 were turned out compared with 2,468,000 in April 1966.

Rouvaun Leads Double Disk Life

TORONTO — RCA Victor’s “exciting new discovery,” Rouvaun, is also, in Canada, Spartan Records’ “creating new discovery.” Immediately following the release of Rouvaun’s “Vesti La Giubba” and “I Want You More” in Canada, Spartan used Rouvaun’s “What Now My Love” and “Shadow of Your Smile.”

Sparton’s national sales promotion manager and divisional manager, Jack Jones, went to the West, Joe Parisi, says that protests from RCA Victor here prevented Spartan from clarifying the situation, and that Norman Proven, president of the Canadian Artists of Oakland, Calif., confirms that Spartan is free to release in Canada any Rouvaun product not contracted to RCA Victor, and that the artist was added to the Rouvaun’s list in Canada to record especially for Spartan.

Sparton argues that the Canadian company expressed interest in the artist last January when a demo tape was submitted, well before the artist’s world and debut at The Dunes in Las Vegas then which attracted the interest of other record companies.

Keyboard into Classical Field

NEW YORK — Keyboard Records is entering the regular classical field with the first of a series of albums of music of Tiber Serly, a protege of Bartok. Keyboard is a subsidiary of Forrest & Thomas, creators and producers of music for several uses, including premium albums.

The composer’s next album will include music of Bartok as well as his own. Planned for the future is a recording of Bartok’s “Piano Concerto No. 1,” which Serly completed after Bartok’s death.

On the current Serly disk, mezzo-soprano Carolyn Stanford is soloist in four songs from Debussy, Brahms, and Wylie’s “Strange Story.”

Pate-Marconi Artist Mathe Altery was a guest recently at the Royal Palace of Monaco where she dedicated her latest disk, “La Valse de Monte-Carlo,” by Georges Auric, director of the Opera, to Princess Grace. Princess Grace, left, receives the specially packaged disk from Miss Altery.
The board of directors on School Band Contest with second excerpt called show business magazine for and friends have a Lynn Radio, Crystal Lake, have elected at the Regal Minton, scheduled for new single, prizes."

"Psyche Pscene." is as much of Indiana. The new Summit Distributors at a concert as Mr. Kelly's. His riot at the Fillmore "live" in London House July 23-

"Green, Green, Green," by Jay and Kesh instrumental album in every retail store. His "Pumpkin Pie" by Jay and "Green," with Johnny Kelly's in Iceland, and their first disk "To My Mammy." The new EMI's publishing company, EMI's publishing company, with the British label's British head. 

Stevie Wonder had his first disk under a 10-year contract with Bang. His next single, "The Cool Room," is 89 minutes long. Louis Armstrong and the All Stars played to capacity houses at Dublin's Adelphi. Promoter Join Moloney is seeking Frank Sinatra. Tony Bennett is already booked for February. The first peak exposure for pop on Irish television for several months, "The Go-Go Show," will run for nine weeks and feature many of the country's hottest disk jockeys. Yorene are credited with putting Johnny Kelly's "Black Velvet Band" back on No. 1. It's the biggest summer in his memory for folk disks. Major Minor will release Trube prod. in Britain, starting with Danny Doyle's "Step It Out Mary" (Tribune). "An Irish Soldier Laddie," which coupled his two Irish triumphs, "Down The Road," which distributed Music For Pleasure reports sales of albums are "well above our original target" after their first year's operation. KENT STEWART

"Fantasia" and "It's the Little Things" in "Curio, Cara," and the Young Rascals have Italianized (Continued on page 38).
**SYDNEY**

At a special ceremony recently at the Hotel Australia, Adelaide, South Australia, the general manager of Radio Station JKA, Mr. K. R. Parham, presented the third series of awards for outstanding talent in the Australian Record Industry to Australian Top Talent Awards. The awards were chosen by JKA management executives and disk jockeys, from Australian record releases up to and including May 31, 1967, and covered the following categories:

1. Best Male Vocal—Johnny Young for his recording of "Kiss Me Now" (Clarion Records).
2. Best Female Vocal—Bev Harrell for her recording of "What Am I Doing Here With You" (HMV).
3. Best Australian Composition—George Young and Harry Vandy of the Easybeats for "Neule in a Haystack" (Columbia).
4. Best Vocal Group—The Twisters for their recording of "Neule in a Haystack." (Columbia).
5. Best Instrumental—The Arlon Mix for their disk "Kommotion."
There's not much dancing than the Dant's flock the psychedelic groove, but Samba" salute for the teen material that follows.

Frankie Live is on a comeback streak with 'ES' slick on the BBC label to its already near sold-out audiences. The memorable "That's My Desire" opens the set that includes a lot of other solid material.

FUTURE

The Seeds, GNP Crescendo
GNP 3038 (M); GNP 2038 (S)

if for nothing else this one should make it or packaging, fortunately, inside the pack.

The happy feeling is caught in the band's own material.

JAZZ SPOTLIGHT

MUJ LIVE AT THE LIGHTHOUSE

Astrid von Pape Ph. 7488 (M); Decca 75876 (S)

The group's activity heightened with each new disk. This one marks the quartet's four

recording "live" theme date with song range

from standards such as "The Shadow of Your Smile," "This Is Your Life," "Speak No Evil," "The Shadow of Your Smile," "This Is Your Life," "Speak No Evil," "Georgia on My Mind," and "R맋e."

CHILDREN'S SPECIAL MERIT

BORN FREE

Joe Williams and his band's Children's Hour are one of America's most popular children's music groups. They have recorded more than 20 albums, but their recent album "Born Free" is their first for children.

The album is a musical celebration of the animal kingdom, featuring songs about different animals from around the world.

JERUSALEM OF GOLD

Various Artists, Med-Ari BAN 45-32 (S)

This stirring authentic disk is a fitting tribute to the world's most sacred places, where

Judaism and Christianity have flourished. The album, which is a collection of meditations on themes such as love, peace, and

JAZZ SPOTLIGHT

AL ZEPHY IN NEW YORK

United Artists, UA 5083 (M); UA 3583 (S)

Al Zephy is a Latin-American singer who's already made his mark in Central and South America. This debut album on the United Artists label should help with similar

success in the U.S. The album is a collection of love songs and ballads, including "Day by Day," "And Then There Were None," and "I'll Be Seeing You.

International Spotlight

OTIS REDDING LIVE IN EUROPE... Vol 416 (M); 416 (S) (FLD 1001-16; FLR 1001-16)

LETS LIVE FOR TODAY... Grass Roots, Don Hill 5020 (M); Don Hill 5020 (S) (FLD 0003-10; FLR 0003-10)

BEST OF THE BEACH BOYS, Vol. 2... Capitol T 2700 (M); D 2706 (S) (300-0709-2; 300-0709-2)

THE SOUND OF WILSON PICKETT... Atlantic 8145 (M); SD 8145 (S) (180-0814-5; 180-0814-5)

ARE YOU EXPERIENCED... Jimi Hendrix Experience, Reprise R 6261 (M); R 6261 (S) (180-0814-5; 180-0814-5)

GROOVIN... Young Rascals, Atlantic 8145 (M); SD 8145 (S) (180-0814-5; 180-0814-5)

CANNED HEAT... Liberty LRP 3226 (M); LT 7526 (S) (60-03524-3; 60-03524-3)

BACH ON STEREO...Zwischen-Phonos' Bad-Grohn, Nonesuch H 1166 (M); H 1166 (S)

DONALD BYRD... Various Artists, Nonesuch H 1167 (M); H 1167 (S)

WORKER S WORKS ORGAN... Hanon Steam Men, Nonesuch H 1170 (M); H 1170 (S)

JAZZ

DO IT NOW... Brother Jack McDuff, Atlantic 1484 (M); SD 1484 (S)

HERE IT IS... Four of the Quartet's Blue Note, Decca 4997 (M); E 12000 (S)

SPOKEN WORD

PAUL NERUDA Reading His Poetry (in Spanish). Cadence T 9115 (S)

MOTION SOUL... Various Artists. ESP 1056 (M)

FOLK

RASHO SINGS, Vol. 3 Robbie Robertson, Takoma T 1012

BLUE LIGHTSEY... Lightsey's Hopkins, Javel LP 1000 (M)

BLUES

LEGEND OF THE BLUES, Vol. 1 Various Artists, JMG JAMS 106 (M); JMG JAMS 106 (S)

INTERNATIONAL

A RAILAR SENORES Spanish-Hispanic Group, Decca DL 7409 (M); DL 7409 (S)

THE BEST IN TANGO... Various Artists, RCA Victor International FPM 101 (M); FPM 101 (S)

THREE-STAR ALBUMS

The threestar rating indicates those

albums are generally popular within each record's music category.

POPULAR

DAYS HAVE GONE BY... John Fahey, Takoma T 1014 (M); T 1014 (S)

TOBE SUITE FOR TWO GUITARS... La Monte Young, Takoma T 1203 (M); T 1203 (S)

THE PSYCHOSYNTHETIC CASSETTE OF CHAOTIC PROGRESSIVE CONSCIOUSNESS... Takoma T 9103

SPOKEN WORD

BEATRICK BOB SOUNDS... Tommy South, Spotlight SS 1016

INTERNATIONAL

AN ETHNIC FESTIVAL... Various Artists, Hillcrest 5900 LP'S M/S

SEE ALBUM REVIEWS ON BACK COVER

AUGUST 5, 1967, BILLBOARD
COME ON OVER TO THE LIBERTY SIDE

THIS L.P.
LRP-3523 • LST-7523
ON ITS WAY
NON-STOP
L.A. TO N.Y.
TOP TEN
ALL MARKETS

WE CAN FLY! UP AND AWAY
THE JOHNNY MANN SINGERS

UP-UP AND AWAY • SOMETHIN' STUPID • MONDAY, MONDAY
GO WHERE YOU WANNA GO • THIS IS MY SONG • I GOT RHYTHM
YELLOW BALLOON • PORTRAIT OF MY LOVE • JOEY IS THE NAME
DEDICATED TO THE ONE I LOVE • RELEASE ME

COME ON OVER TO THE LIBERTY SIDE
HOLLYWOOD, Fla.—Two operas on the CBS label are part of a 17-album August classical recording issue that include lists of the CBS/Columbia orchestra here last week. The release also includes 13 EPs of new and seven sets on the low price Odyssey label.

The two CBS operas, both two-record sets, are Henegger's "Joan of Arc" with first listing, and Berg's "Weozeck." The Henegger work features narrators Vera Zorina and Alice Clunes with Seiji Ozawa conducting the London Philharmonic Orchestra and Chorus. Pierre Boulez conducts the Paris National Opera Orchestra of France with features baritone Walter Berry and soprano Isabel Strauss.

Three by Ormandy

Tillid L. Columbia pressings are by Eugene Ormandy and the Philadelphia Orchestra including the premiere of Carlisle Floyd featuring violinist Isaac Stern. Beethoven's "Symphony No. 9," which was part of last year's complete Beethoven symphonic package by the Philadelphia Orchestra, is being issued. Soloists are soprano Lucine Amara, contralto Lili Chookasian, tenor John Alexander and bass John Mackurdy with the orchestra. The third Philadelphia set contains a march collection.

Rudolf Serkin is piano soloist in a Brahms album with the Cleveland Orchestra. Szell and the Cleveland also perform incidental music to "Der Schneemann" by Schubert on another disk. Piano Concerto No. 4, album one, is the New York Philharmonic.

French Songs

The program contains two-opi disks, one in mono. The mono one is the first recording of Peter Moedl, Joseph Kraus and Werner Soprano, and soprano Isabel Strauss. The second listing, and Berg's "Weoveck." The Henegger work features narrators Vera Zorina and Alice Clunes with Seiji Ozawa conducting the London Philharmonic Orchestra and Chorus. Pierre Boulez conducts the Paris National Opera Orchestra of France with features baritone Walter Berry and soprano Isabel Strauss.

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Catalog Firsts by Westminster

NEW YORK—Several catalog firsts are included in the 24-album fall release of Westminster. The release includes 10 titles in the Collector Series and three in the low-price Music Makers series.


"Varga Listing

Violinst Ruben Varga plays his "Prelude" and "Four Cafe prices" and other first listing Pacatani's "Introduzione and Variations on 'Nel Cor Piu Non Mi Sentii,'" as well as Pacatani's capriccio as well as at the Cesati Bach partita. Maurice Durufle and Leonard Modeste's "Durch-Chevalier plays the organs of France's Soissons Cathedral and Bainville Church in music of Louis Vierne and Charles Tournemire." Two albums are slated of Italian arias, one by soprano Teresa Stich-Risch, and the other by baritone-baritone Norman Tru. They are pre- featuring containing arias from "I Purtini," "La Sonnambula," "La Boheme," "Federico," "Don Pasquale," "Mefistofele," and "Tosca." Truett's album is a "Volta da Boccini," "Don Carlo," "Macbeth," "L'Amore dei Tre Re," "Zauberflote," "La Gioconda," "La Joie," and "Faust." Pianist Edith Farnady plays list in three Collectors series titles and one in the regular Westminster line. This line also has two Mozart disks, one with the Allegri String Quartet in two quarters and the other by Brian Priestman conducting the Vienna Radio Orchestra in two albums of "Volta di Fou Ts'ong." Round Out Series Rounding out the regular release is a disk of three S. Bach sonatas for cello and piano with cellist Bernard Greenhouse and pianist An- thony Newman. The Collector Collectors Series pianist Egon Krenz is in four of Bach-Busoni transcriptions, and the other two with Bach-Fuschi, aren't Petrillo, one of Bach-Busoni transcriptions, one Buxadelle - transcription, and one is in Petrillo. Hermann Scherchen conducts the Vienna State Opera Orchestra in "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake." The other is four features which violinist Jean Fournier and cellist Antonio Fargi. Argeo Quadri conducts the same orchestra in a "Swan Lake."
A New Price In Offering!

By the same token, he continues, the product which wholesalers for 95 cents to $1.05 and sells over the counter for $2.50 or more, has no business offering the manufacturer enough cushion.

So price, he maintains, gives the manufacturer a safe profit margin and is not too high to scare off the buyer.

Corson feels that low-priced labels like RCA Victor or Columbia will eventually become $3.50 lines, or else the majors will establish new lines like A and Arthur Tabachnick, and guitarist John Williams.

Catalog Firsts

By Westminster

Continued from page 42

Rivkin plays two MacDowell concerts with that orchestra under Dennis Stevens, as well as the final Collector Series album has Marcel Marceau performing his organ music.

The Music Guild release includes two volumes of French march music with Desire Donydene conducting the Mosique des Gardiens de la Paix de Paris Orchestra. Many of the works are new in their version. The other set has Claude Monteaux on flute and Walter Trampler on harp in a new set of damore in Telemann and C. P. E. Bach, notably of which New York is currently listed.

Romantic Musical

Continued from page 42

"Das Lied von der Erde," while Stanley Weiner will be soloist for his "Violin Concerto." Bass Jerome Hines will be in his first leading role in his sacred opera "I Am King," which will open on March 30. The first performance will be the world premiere of the opera with full symphony orchestra.

Selected dates for the season are for soprano Jan Arthur, bass singer Armin Mars, and soprano Sylvia Harbuck, and musical director John Williams.

The headline for the next page is "Billboard Special Survey For Week Ending 8/5/67"

This Week Last Week Title, Artist, Label & No. Weeks on Chart

1. "MARCH" NORDZIUS IN CONCERT (2-LP) Hulton, Columbia MCL 357; M25 757 (14)
2. MAHLER: SYMPHONY NO. 8 (2-1/2 LPs) NBC Sym. (Vic..ln), RCA Victor LM 2576 (M); 2576 (M) (12)
3. My FAVORITE CHOPIN Short MGMs, RCA Victor LM 2578 (M); 2578 (M) (10)
4. ARTURTO TOSCANINI CONDUCTING BETHOVEN SYMPHONIES, NO. 1, 4 & 6 (3-1/2 LPs) BBC Sym. (Toscanini), Seraphim ID 6015 (M); (10)
5. A TOSCANINI TREASURY OF HISTORIC BROADCASTS (2-1/2 LPs) NBC Symphony (Toscanini), RCA Victor LM 6713 (M); (7)
6. "ORPHANS:" CARMENA BURANA New Philharmonic Orch. (Guallagur), Angel 36333 (M); S 36333 (1)
7. HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boito), Angel 36420 (M); S 36420 (3)
8. MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Kirkeby/Symphony, Angel 36505 (M); (2)
9. BETHOVEN: COMPLETE NINE SYMPHONIES (12-1/2 LPs) 49 Symphonic Soc. (Karajan), EMI 1920 (M); (5)
10. RAVEL: BOLERO/RAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia MLM 5293; M 6011 (S) (7)
11. TCHAIKOVSKY: CONCERTO No. 1 in B Flat Minor, Richter, Columbia LM 2252; RCA 2252 (M); (6)
12. BETHOVEN: SYMPHONY NO. 5 HOW A GREAT SYMPHONY WAS WRITTEN New Philharmonic Symphony, Columbia MLM 5688; M 6448 (S) (3)
13. PAGANINI: LA BORINNE (12-1/2 LPs) 43 Italian Artists/Orch. (Beecham), Seraphim LP 6600 (M); (3)
14. "THE WORLD OF GREAT IRENE" 6E Philadelphia Orch. (Omarak/AMERICAN SYMPHONY, New York Symphony) Columbia MLM 6415; M 7015 (S) (3)
15. VERDI: UN BALLO IN MASCHERA (3-1/2 LPs) 17 (Bonfigli/Mozart/Mehta) RCA Victor LM 6719; RCA M 6517 (S) (2)
16. MAHLER: SYMPHONY NO. 2 (2-1/2 LPs) 14 Harper/Weiss/London Symphony (Solti); London CMA 7217 (S); CMA 2217 (S) (1)
17. GERSHWIN: Rhapsody in Blue New York Philharmonic, Columbia MLM 5413; M 6915 (S) (1)
18. WEST MEETS EAST 14 (Rubinstein/Mohamed/Seidman) Stereophonic RCA Victor LM 36418 (S); (4)
19. RODGERS: VICTORY IN CONCERT 13 (RCA Victor Symphony Orchestra, Richter) RCA Victor LM 2325 (M); CMA 2325 (M) (3)
20. BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia MLM 6388 (M); M 6985 (1)
Philharmonic Goes Abroad

NEW YORK — Grants of $150,000 from Trans World Airlines and $100,000 from the Department of State will enable the New Philharmonic to make a five-week tour of Europe and the Near East in September and October, as the first in a whole series of movies LeRoy Webber will make on the tour, the three years he will make an educational film for the world's 60,007 (Famous, ASCAP) industry.

The release is timed to coincide with the opening of the New Philharmonic season in New York in August for the 1957-58 season.

Among the concert dates are Belgium, Switzerland, Greece, Austria, Italy, Monaco, Germany, Denmark and England. The series will be the Philharmonic’s first to Israel and Denmark.

The two premieres will provide the world with half the cost of the tour with the remaining half be met by concert fees.

Concert Clearing: New Paths for Indian Music

NEW YORK — The idea that Western music and instruments are becoming increasingly receptive to Indian music was given a boost Friday (14) with the appearance of Bismahall Khan and Party of Philharmonic Hall. Bismahall, who plays the shehnai, a hundred-year-old instrument, and his four other shehnai players, who acted as musicians to his wailing instrument, and a man on the tabla, or drum. The shehnai was new for the Westerners as well as the Indian classical music.

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Films Boon to Country Music & Hall of Fame

NASHVILLE — Country Music is surging via film-videtape publicity with confirmations on the Country Music Hall of Fame and Museum.

Tommy Hunter, Canadian network personality, will be the first feature film star to receive a portrait for his contribution to the Country Music world. It is built around the Hall of Fame. Porter Wagoner, whose syndication is growing in popularity, has also done feature bits from the Hall of Fame, and these will appear in future shows. Bill Anderson also has taken a similar effort.

Another film special, being put together by Chet Hagan for a winter showing, has concluded its Nashville shooting. The special will tell the stories of the rock country music story, will include shots of the Hall of Fame, the "Grand Ole Opry," the Acuff-Rose dedication, and several of the artists on public appearances. The artists will be told by the characters of the film, left in the near future to play a date with Dean Martin at the Sands, NV.

"The act is authentic country," Hunter said. "We will not try the steel guitars, and the band was directed by Smokey Rogers. There are very few scenes from the country music. Most of the people are Pat Boone or Illinois, or somewhere else where country music is played."

Sinatra Racks Up $1.1 Mil. Gross in 11-Concert Tour

NEW YORK — Frank Sinatra's seven-city, 11-concert tour went into a second week with a gross of $1,172,526, and an attendance of 126,900. Ticket prices for the tour were scaled from $12.50 to $45.00.

Beginning on July 2 with a mammoth international appearance at Pittsburgh's Civic Arena, a total of 7,700 concertgoers bought tickets. The tour opened at Philadelphia's Convention Hall on July 6, grossed $234,035, the tour racked up the following box-office sales:

Cleveland's 9,800-seat Public Auditorium on July 6, grossed $109,120. Sinatra gave a matinee and evening performance on July 8 at the new auditorium at the Dade County Fair Grounds, which contains 8,200 seats in Madison, Wis., and grossed $120,418.50. Detroit's 11,700-seat Cobo Hall pulled in $106,332.50 on July 9, Chicago's 12,700-seat International Amphitheatre grossed $217,885 for concerts on July 10-11. Two concerts were given in Philadelphiia's 11,700-seat Convention Hall on July 12-14 and grossed $251,794. The 15 concert at Baltimore's Civic Center drew $125,500, grossed $128,780.

Among the stars who appeared with Sinatra were Sergio Mendes and Brasil '66, and comedian Pat Hearn. Each of the four concerts, augmented with a 12-piece string section, backed Sinatra.

Local arrangements for the tour were handled by Franklyn Fried's Triangle Productions, Inc., in Chicago, Detroit, Cleveland and Madison, Wis., and by the Feld Bros. Super Attractions, Inc., in Philadelphia, Pittsburgh and Baltimore.

GMA Gives Go Signal on Special LP

NASHVILLE — The Gospel Music Association, at its third quarterly meeting here last week, gave a go-ahead for the production of an LP featuring 14 of the top groups in gospel music.

A committee, consisting of Bob Byrns, publisher of Gospel Music Record; Marvin Norcross, Word Records; Maurice LeFevre; Mary Loman, Brook Spear, and LeWayne Satterfield, executors of the copyright of GMA, is busy obtaining clearances. Larry Westbrook, GMA attorney, has drawn up the clearance agreement for performers, composers, publishers and record companies.

The group plans to have the special release by the time of the National Gospel Quartet convention in October. An announcement says the best songs of the 14 groups will be on the record. All money from the sale will be used for the financial aid of the GMA. The Association also nominated new officers, to be voted upon at the Memphis convention this fall.

Vignettes Tell Story Of 'Fames Members

SAN DIEGO — Hugh Cherry, news director of KGBS, Los Angeles, has presented to the Country Music Association a series of vignettes intended to foster the memory of Hall of Fame members.

Cherry, long active in the country music field and a knowledgeable researcher, has put together the 60-to-70 second segments to tell a capsule history of both the performers and non-performing members of the Hall of Fame.

"It has a twofold purpose," Cherry said. "First of all, it will help the new breed of country disk jockey who has never been exposed to Jimmie Rodgers or even to Ernest Tubb and Roy Acuff. And it will also give these artists, living and dead, new exposure on the format stations.

Cherry devised the idea some months ago, and worked with Jimmie Edwards, also of KGBS and president of the Country Music Association, and a member of the GMA. He used the resources of the John Edwards Memorial Foundation at UTC to collect specific data.

The tapes, produced so that any country station can insert its own logo over the drum-roll introduction, will be reproduced by the CMA and mailed to member stations on request. Special background music will be written by John D. Loudermilk, a member of the board of CMA, and pressed by Paul Cohen, head of Kapp Records, and chairman of the CMA boards.

Cherry said he also utilized Bob Shelton's book "The Country Music Story," which he called the most dignified and carefully researched book on the country music history. Cherry noted that the vignettes can be used both as a public service and a program aid.

FLMER R. HYNERS, SR., NATIVE OF NASHVILLE, TO VISIT QUANTUM CHARTER.
OUR PRICE IS RIGHT... NOW!!

Ray Price

"I'm still not over you"

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HENDERSONVILLE, TENN.
(615) 824-6328
By BILL WILLIAMS

Eddy Arnold, having completed a nine-show engagement at the Pocilly, Ill., State Fair, played to an audience of some 20,000, according to Arnold's management company, Gildard Purcell Associates. Following the fair, Arnold performed to an SRRO audience in the Dane County auditorium, Madison, Wis.

When Marty Robbins reached No. 1 in the Billboard charts, it marked a milestone for Bob Johnston. It was the first Nashville session for the Columbia music director. Decca hosted a special reception honoring Johnny Wright and Kitty Wells in Atlanta (24).

Ron Peters, one of Nashville's successful new songwriters, scored twice in a week. He wrote the new Eddy Arnold single, "Turn the World Around," first cut out, and also a song by Dianne Dee, produced at Capitol by Ken Hurnton, titled "Before the Next Teardrop Falls." One is on Peter's Fingertiee emitting firm, the other on his Raleigh Music.

Louis Buckley continues drawing huge crowds with his record shop promotion near the "Opy" House. Tex Ritter and Sonny James both drew so many fans for an autograph session the program had to be moved out on the street.

Jim Ed Brown's "Pop A Top" is breaking pop in four major Southern markets. Brown's month-long tour of Europe in the fall has been extended for an additional week in Europe. He and Tex Ritter also broke attendance records (6,000) for the park concert in Nashville last week.

Stonewall Jackson, Columbia artist, broke records at Rock Hill Park in Shuburne, Ont. The old record was his own--Dave Dudley in Nashville to film an appearance on the videotaped "Grand Ole Opry" show. . . . Ernie Ashworth, who penned a whole group of his own songs, has a "moaner" in his "My Love for You." Jo Ann Johnson, Trend/Side artist has taken time off to have an eight pound, nine ounce son. Her current song, appropriately, is "To See the Kids." . . . Paul Perry, former program director at WENO radio, has resumed that job after having been with WMTS, Murfreesboro, for the past few months. Smokie Wilson is in Nashville for a session with National Records. His first release in "Dark Shadows." Brat Star Promotions will open an office in England early next week. . . . Mrs. Louise Scruggs is now undergoing surgery. Husband Earl Scruggs soon will be back on the road following his surgery. . . . Johnny Barton, Illinois artist, has taped another season of "Corn Belt Country Style," syndicated in eight midwestern markets.

B-W Music of Wooster, Ohio, is pushing a new release by Shirley Mae titled "When It Comes Right Down to Leaving." WVCF-FM, Kingsport, has gone from 18 to 24 hours country. Moniker Records will unveil a new fall release of 14 albums with promotions in the nation's major markets for distributor presentations. . . . Lefty Frizzell, Columbia artist, has signed a personal appearance contract with Aud-Lee attractions. Frizzell, when possible, will join Ralph Trent and Wilma Lee & Stony Cooper in traveling with the roadshow of Hank Williams Jr. . . . Ohio personality Jimmie Kish made a stop in Nashville, looking for property in Florida, and trying to fence with a major label. . . . Arthur B. Hancock III, has signed with the Monument Music label. His first single is "What of Tomorrow" b/w "You're Mine."
... moving across the nation at a great RECORD PACE!!

DAVE DUDLEY'S 'Truckers Prayer'

#72697

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CENTRAL SONGS, INC.

EXCLUSIVE BOOKINGS:
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NASHVILLE, TENN.
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<th>Artist</th>
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<td>1</td>
<td>SCT. PEPPER'S LONELY HEARTS CLUB BAND</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>6</td>
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<td>I NEVER LOVED A MAN THE WAY I LOVE YOU</td>
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<td>BORN FREE</td>
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<td>CLAUDINE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>17</td>
<td>MORE OF THE MONKYS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>18</td>
<td>I'LL TAKE CARE OF YOUR CASES</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>19</td>
<td>THE SOUND OF MUSIC</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>20</td>
<td>THE SUPREMES SONG RODGERS &amp; MART</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>21</td>
<td>HEY WHAT'S THE TRIBE OF LOVE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>22</td>
<td>PAUL REVERE &amp; THE RAIDERS GREATEST HITS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>23</td>
<td>INSIGHT OUT</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>BOB DYLAN'S GREATEST HITS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>MAMA'S AND THE PAPA'S DELIVER</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>S.R.O.</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>WHIPPED CREAM &amp; OTHER DELIGHTS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>THE BEST OF THE LOVING SPRENT</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>MORT GEFFE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>30</td>
<td>THIS IS MY SON</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>31</td>
<td>TOO MUCH</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>32</td>
<td>COLLECTIONS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>33</td>
<td>THE TEMPTATIONS GREATEST HITS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>34</td>
<td>GOING PLACES</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>35</td>
<td>THE MONKYS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>36</td>
<td>KING &amp; QUEEN</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>37</td>
<td>SPRING!</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>38</td>
<td>THROUDLY MODERN MILLIE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>39</td>
<td>CASINO ROYALE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>40</td>
<td>JUST FOR NOW</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>41</td>
<td>MAN OF LA MANCHA</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>42</td>
<td>JAMES BROWN LOVE AT THE CROWN</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>43</td>
<td>TEMPTATIONS</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>44</td>
<td>JANISIAN</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>45</td>
<td>LET'S TELL THE WORLD</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>46</td>
<td>BILL COSBY B.W.</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>47</td>
<td>THE LONELY BULL</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>48</td>
<td>WHAT NOW MY LOVE</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>49</td>
<td>DADDY'S LITTLE GIRL</td>
<td>&quot;Makin' Whoopee&quot;</td>
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<td>50</td>
<td>HAPINESS/DEAN MARTIN</td>
<td>&quot;Makin' Whoopee&quot;</td>
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Sound leadership.

Columbia backs its firm pledge to the record industry with a massive show of product strength for August.
Sound leadership.
Here and now.
Columbia converts its dynamic slogan into sales, sales and more sales.

Popular

Odyssey Records

EX Series

date Records

CBS Label
Masterworks

ML 6367/MS 6567
Glen Gould: Bach
Three Keyboard Concertos
Twelve Inventions
ML 6407/MS 7007
Glen Gould: Bach
Three Keyboard Concertos
Twelve Inventions
ML 6401/MS 7002
Greatest Conductors Conferred
Bach, Beethoven, Schumann
ML 6455/MS 7005
Stravinsky Conducts Firebird Suite, Petrushka Suite,
The Rake's Progress, L'Histoire du Soldat
ML 6433/MS 7033

Harmony Records

Ken Griffin: Ebb Tide
KEN GRIFFIN

Doris Day: Seek The Ry MV
DORIS DAY

Eugene Ormandy
The Philadelphia Orchestra
Conducts

For Point-of-Sales Impact . . .
A show of promotion strength with the most original, striking and colorful in-store material ever assembled!

A Full-Color Op Display
A major unit with psychedelic overtones that has three interchangeable hexagons for Pop, Country and Hot Teen product. Nine August albums are showcased in all—three in each category. One hexagon that rotates is used with the unit, while the other two are hung at the dealer's option and give a Tiffany lampshade effect. A tremendously versatile attraction that can be keyed to the specific market.

3-D Targets
Three displays-in-depth, compellingly colored and thematically designed to work as a whole or as individual pieces.

Special Tape Cartridge Display
A full-color easel-type promotion designed to highlight Columbia's strong TC4 and TC8 releases.

"Galaxy of Stars" Window Streamer for Tape Cartridges
Tape Cartridge Consumer Brochure
A complete repertoire listing of TC4 and TC8 product.

Be sure to see your Columbia salesman for the exciting series of TC4 and TC8 tape cartridges available.

Now more than ever . . . the leading label.

COLUMBIA RECORDS©
Tape CARtridge

Col. Audio Products Bows 4 - 8-Track Player Gear

Units Set for Japan Market

ją

TOKYO — Auto 4- and 8-track cartridge players to be marketed in Japan this year include Teikoku Densha, models CA-850 $79.16, PA-501 $91.11, PA-312 $73.05; Pioneer, model RK-858 $188.78; Teiko Onkyo, models CS-SE $78.88, CS-3E $76.88; Mecca Record Pak, model KL-855 $204, CA-856 $231, $94.44, MA-45 $62.50, MA-30 $48.61; Matsushita, model CX-801 $88.88; Kobe Industries Corp., model CL-855 Yamp, model Y-26 $97.22, Sanyo, model FT-688 $88.88; Hitachi, model CS-103 $87.50. Home model stereo 4- and 8-track cartridge players to be marketed in Japan also include Mecca Record Pak, models A-1201 $81.94, MF-12 $101.38; Teikoku Densha, model CA-815 $84.72; Victor, model CRC-100 $45.83; Hitachi, models TPQ-104 $63.88, TPQ-105 $102.77; Columbia, model FC-801 $94.72. Prices are retail, converted to U. S. dollars.

N. A. Phillips to Step Up Pitch

NEW YORK — The North American Philips Co. will step up the promotion of its 8-track reel-to-reel tape recorders which had a potential large audience in view of the $1.5 million budget for tape products during the year, will intensify the advertising campaign for the second half of the year. Part of this $530,000 will be spent in spot television between Thanksgiving and Christmas, with the remaining placed for dealer tags for local retailer support.

4-track color-malter advertisements will also be placed in special interest publications and in leading consumer publications.

Ala Cart to Do Material For 8-Tracks

CHICAGO — A new company has been set up to handle all the original material for tape cartridges. The firm, Ala Cart, Inc., will provide, under the title of "Ala Cart No. 1," in a separate 8-track stereo tape, material that will entertain children of all ages while on long trips. Ala Cart has also set up a "Communicants" division which will produce tapes with custom-mixed material, designed and in-the-field communication for salesmen on the road. The division will also produce tapes containing condensations of marketing presentations and sales training of general interest to a particular industry — kind of a trade magazine on tape. Experimental tapes for the fashion and beauty industry have been cut.

(Continued on page 56)

by Larry Finley

ITCC's releases in both 4 and 8 track come to more than 70 for the month of July. All of these cartridges are in new packaging, with a four-color picture label, shrink wrapped.

ITCC's distributors will be receiving the first production run of reel-to-reel tape by the middle of August. Plans call for 40 titles on 7 labels to be available for the Christmas-selling season. The interest in open-reel tape has increased considerably since the advent of the stereo tape cartridge as the public is more "tape conscious," and market surveys show a gradual growth in the sale of open-reel tape. The first releases will include Enoch Light's Project 3, Laura, Tico, Musridor, Starlady, Mainstream and Roullette.

ITCC will also be shipping its distributors blank cassettes on September 1st. As soon as there is more movement off the dealers' shelves of cassettes, ITCC will make available many titles from its vast catalog.

Present plans for further expansion of ITCC and its distributors include the production of the Playtape cartridge in Fairfield, New Jersey. Initial releases are scheduled for late October and will include a repertoire from 20 labels in the Playtape configuration.

The new ITCC Playtape cartridge comes as the result of many months of research and development, and the new cartridge will offer the very finest in quality. One great advantage to the record companies is that ITCC will be able to cover a "hit" record and have the Playtape cartridge on the market within 48 hours from the time of receipt of the master from the record company. Also, a revolutionary new packaging concept is being created for the introduction of the ITCC Playtape cartridge.

HAMBURG — Deutsche Grammophon is opening a big sales promotional campaign for cassettes on the Grammophon-Polydor-CBS labels. The drive is the first major effort by Grammophon to promote cassette independent from Philips, which has been master-selling sales campaign for all labels in Germany using its compact cassette system.

Deutsche Grammophon is distributing the CBS repertoire on cassettes produced in the Grammophon plant at Hanover by special agreement with CBS and is using its own and the CBS company. This is an experimental move by German CBS in the belief that the compact cassette sales justify, German CBS will take over its own distribution.

Grammophon's Hans Heinrich burst commits itself to cassette production on a major scale. Grammophon is offering cassette production across the board with the full range of material from its classical and pop repertoire.

For example, classical cassette releases include the Berlin Philharmonic under Herbert von Karajan in Brahms' "Eight Hungarian Dances" and Dvorak's "The Slavonic Dances" trumpet concertos by Adolf Scherbaum from the works of Brahms, Beethoven, Vivaldi, Telemann, Graupner and Johann Friedrich Fasch, and the Berlin Philharmonic under Ferdinand Leitner in Tchaikovsky's "Nutcracker Suite."

German CBS is represented by material from parent CBS reperoty, including the Philharmonic Orchestra of Antwerp, the London Philharmonic, the New York Philharmonic, The Metropolitan Orchestra under Leonard Bernstein.

Grammophon has released a total of 36 cassettes with Polydor, including MGG material. It is also reported that Grammophon has found that cassettes provide a second audio program, as well as pop material. The affluent Germans are proving to be a market for this same tape on disk and cassette. Some German shops are being coached to press dual sales. Results have far exceeded the expectations of the CBS company. Some trade strategies believe that the next logical development will be package offerings—disk and musicassette at a combined reduced price.

SNOW BUS GETS LEAR SYSTEM

NASHVILLE — In honor of Hank Snow's 30 years as a recording artist for RCA Victor the label has equipped his air-conditioned bus with a Lear Jet Stereo 8-CARTRIDGE system. The bus is used by the artist for his tours.
FRANKIE LAINESings
The Hottest New Song of the Year

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

10967
Exclusively on ABC Records

Written by Margie Singleton and Leon Ashley
**Tape CARtridge**

**Fonior to Establish 4 & 8-Track Duping Plant in France in 1968**

By MIKE HENNESSEY

BRUSSELS—Fonior will set up a duplicating plant for 4- and 8-track CARtridges in France by spring 1969. The company will duplicate French, Belgian and Dutch product for use in imported Japanese 4-track and 8-track playback units.

Fonior, the British Decca outlet in Belgium, is directed by E.W. Pelgrims de Bigard, who also has a controlling interest in the twin French companies AREA (RCA) and Societe Francaise du Son, the French outlet for British Decca.

The plant will be either at the French pressing plant at Tournouer or the Orne or housed with the recording studios in Paris.

A. E. Palmans, Fonior artistic director, said: "We plan shortly to begin importing the playback machines through Jaubert in Paris and will market these with imported American cartridges to begin with. The playback machines will retail between $60 and $80, including speakers. When we start duplicating we should be able to retail the 4-track cartridges at less than $4."

"We are hoping to interest French and Italian automobile manufacturers to install the playback unit in their more expensive models."

"The cartridges will be sold through record dealers and not through gas and service stations. We also hope to interest other European record companies in making their catalogs available to us for duplication."

Fonior will also market a small Japanese radio cartridge for use in the playback machines.

Cartridge tapes will be supplied by Audio Devices. In the meantime, Fonior is negotiating with several U.S. companies for the importation of American 4-track and 8-track cartridges.

"The local production of cartridges does not present a very great problem," said Palmans, "because they consist of only 16 separate parts which can easily be made in France."

Despite the reluctance of British Decca to enter the cassette market, Fonior also plans to expand its production of Philips cassettes in France and Benelux, entering the field with a Rolling Stones album as a market-testing operation.

**3 Japanese Firms Will Make Staar Cassette Unit Concept**

CHICAGO — Trade authorities returning from Japan report that three Japanese firms have negotiated for manufacture of the new Staar cassette player concept and five other major Japanese manufacturers are expected to follow suit.

The new player, developed by the Staar laboratory in Belgium, boasts four new patents in cassette playback technology. One of these is a proprietary tape inserting mechanism giving the player improved adaptability to automobiles. The key feature is front insertion of the cartridge into a slot similar to that of 4 and 8-track players. This is said to permit one-touch insertion of the tape cartridge.

Licensed to manufacture the player, pending approval of the Japanese government, are Aiwa, Teikoku Dempa and Matchita, Electric Industrial, Sanyo Electric, New Nippon Electric and Koke Industries are expected to obtain rights to the system soon.

Unlike the Philips cassette system, the firms manufacturing the Staar unit will be required to pay royalties.

**AMERICAN CRYStalined RECORDING TAPE**

manufactured by

**GREENTREE ELECTRONICS**

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

**CONCORD AM/FM RADIODIODER of Concord Electronics Corp., a self-contained cassette portable, provides a tape speed of 7% less with a suggested list of less than $150. The unit can be operated by battery or AC. A single control starts, stops and rewinds the tape.**

**American National Red Cross**

"Everything sounds better on. . ."

**AMERICAN CRYStalined RECORDING TAPE**

manufactured by

**GREENTREE ELECTRONICS**

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

**IN NEW YORK CITY**

8,000 SQUARE FEET

**PRIME OFFICE SPACE**

AT 1560 BROADWAY

Billboard is vacating 8,000 square feet of office space, newly modified this year and air-conditioned, to move to larger floor space. The space is available October 1, 1967. High ceilings and complete new lighting installations. Attractive and good location. For information, contact: HILMER STARK Plaza 7-2800 (Area Code 212)

**CAREER AHEAD...**

**AUGUST 5, 1967, BILLBOARD**
**NEW RELEASES FROM MUNTZ STEREO PAK!**

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

**TAPE CARTRIDGE**

**TOP LP'S**

- **151. ALL THE TIME**
- **152. CHANGES**
- **153. THE KINKS' GREATEST HITS**
- **154. WHY?**
- **155. DAVID BOWIE'S GREATEST HITS**
- **156. REVOLVER**
- **157. GOT LIVE IF YOU WANT IT**
- **158. THE IMPOSSIBLE DREAM**
- **159. THE WILD ANGEL'S DREAM**
- **160. JOHNNY REEVES' GOLDEN HITS**
- **161. IMPOSSIBLE DREAM**
- **162. SO MUCH FOR DREAMING**
- **163. GUITAR FREAKOUT**
- **164. THE SUPER-HITS**
- **165. BIC HITS HIGH TIDE**
- **166. A COLLECTION OF ORIGINAL BIC HITS, VOL. 2**
- **167. DIONNE WARWICK ON STAGE & THE MOVIES**
- **168. YOUNGER THAN YESTERDAY**
- **169. JAMES BROWN PLAYS THE REAL THING**
- **170. IT'S SUCH A PRETTY WORLD TODAY**

**FROM THE WORLD LEADER!**

**FOUR-TRACK CARTRIDGES**

- **4CL-5371. THE BEST OF ROBBY DARH**
- **4CL-2732. EXTRA SPECIAL—Peggy Lee**
- **4CL-3723. DADDY'S LITTLE GIRL—Mae Marnie**
- **4WA-1696. GEMINI CHANGES—Margaret King**
- **4WA-1697. THE MUSICMEN**
- **4BA-3033. ELOQUENCE—Oscar Peterson Trio Live at Tivoli Gardens**
- **4CA-600-199. BRAZILIANA—Luiz Bonfa & Mario Toledo**
- **4CA-600-229. TEXAS LEATHER & MEXICAN LACE**
- **10A-870. I'LL MAKE ALL YOUR DREAMS COME TRUE—**
- **10P-575. THE BEST OF ARTHUR PETERS**
- **10P-577. A CERTAIN SMILE A CERTAIN SADNESS—**
- **10Y-583. HAPPINESS—Connie Francis on Broadway Today**
- **10Y-585. THE LOVE ALBUM—Loisian Kazan**
- **14A-477. THE ZODIAC COSMIC SOUNDS—Cyrus Faryar**
- **14T-505. MORE THAN A NEW DISCOVERY—Sapir Nyro**
- **11Y-507. THE VELVET UNDERGROUND AND NICO—**
- **11Y-513. JAMES BROWN LIVE AT THE GARDEN**
- **11Y-513. ABSOLUTELY FREE—The Mothers Of Invention**
- **11Y-535. THE QUEEN ALONE—Colo Thomas**
- **11Y-535. ABSOLUTELY FREE—The Mothers Of Invention**
- **11Y-537. EVERY MOTHER'S SON**
- **11Y-537. THE BEST OF ERIC BURDON AND THE**
- **11Y-538. THE ANIMALS, VOL. II**
- **268-529. SOUL—Ray Bryant**
- **267-529. THAT'S MY KICK—Erol Brewer**
- **267-534. JOHNNY JEMIN**
- **267-534. JIMMY & THE DUFFY DUO—Jimmie Smith & Wsy Montgomery**
- **388-171. NINA SIMONE AND HER FRIENDS**
- **14Y-149. THEMES FROM THE GREAT MOVIE PICTURES—**
- **46Y-156. GRAND PRIX—Original Sound Track**
- **34Y-273. MY OWN WAY—Hank Williams, Jr.**
- **80Y-130. HOW GREAT THOU ART—Put Brown**

**FROM THE TOP OF THIS WEEK'S BILLBOARD LP CHART**

**CURRENT BILLBOARD POSITION SELECTION ARTIST LABEL CATALOG #**

1. **57. PEPPERS' LONELY HEARTS CLUB BAND—The Beatles**
2. **56. THE DOORS**
3. **55. JIM REEVES**
4. **54. RAY CHARLES**
5. **53. ANDY WILLIAMS**

**NEW MINI-PACK SINGLES**

- **JACKSON-Nancy Sinatra & Lee Hazlewood**
- **IN THE CHAPEL**
- **WORLD WE KNEW—Frank Sinatra**
- **LET THE GOOD TIMES ROLL**

**SAY YOU SAW IT IN BILLBOARD**

**MUNTZ STEREO-PAK**

- **M30 Car Stereo**

**4-AND 8-TRACK DUPLICATING**

- **DUBBINGS ELECTRONICS INC.**

**4 AND 8 TRACK DUPLICATING**

**when answering ads ... **

**SAY YOU SAW IT IN BILLBOARD**

**AUGUST 5, 1967, BILLBOARD**
on the same equipment, yet will reveal full stereo sound when played on stereo record players."

Thus Davis believes the advantage of consumers who own monaural players to buy, give and build collections of current records in the stereo versions, anticipating future ownership of a stereo phonograph.

Compliance

Needle experts side with Davis in encouraging all monaural equipment owners to buy records, however, eventually, but they point out that Davis did not specify what he meant by "today's mono record player." How many years must a mono owner be to have a threat to stereo disks? Will stereo records escape damage when they are played on mono equipment? The advantage is a great one if the new record player is played on stereo equipment, but the fact is that the needle of the mono player does not travel as much as the needle of the stereo player, and thus is less likely to be damaged. However, the tone arm of the mono player is not necessarily less damaging to the record than that of the stereo player. The mono player is, in fact, less damaging to the record than the stereo player.

SOUND OF MUSIC

Is Tape Really Superior?

CHICAGO — Ampex Stereo Tapes — with admitted bias — has carefully overtaken the discussion of whether or not tapes are superior to disks.

Ampex, of course, believes that tape is superior to disks. It concedes that disks are superior to tapes. It believes that tape is superior to disks. It concedes that disks are superior to tapes. It believes that tape is superior to disks. It concedes that disks are superior to tapes.

Ampex has published a brochure describing the capabilities of the new videotape duplicating process. The brochure is available from Amplivideo Co., 202 East 19th Street, New York 11, N.Y. The brochure states that Ampex has developed a new process for producing high-quality videotapes. The process uses a new type of recording material, a new type of recording head, and a new type of recording tape. The new process is said to offer superior performance over existing processes.

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Experts Warn Mono Play May Damage Stereo Disks

- Continued from page 58

down or there will be damage." The liner notes on the record state: "You really can't put a year on it because improvements come from manufacturers and new cartridges are on the horizon."

1. If possible, purchase a stereo phonograph in order to play stereo records.
2. Purchase a stereo cartridge for use in a mono phonograph if the phonograph is less than five or six years old.
3. Purchase a stereo needle for use in the newer type monaural cartridges.

"As an alternative," Wish said, "that last suggestion runs a very poor third."

"There are no specific guarantees that the playing of stereo records will cause damage to mono equipment. But we would state generally that mono cartridges produced over the past five or six years have been manufactured with basically the same horizontal compliance as stereo cartridges. It is possible that the new cartridges may be somewhat better than older cartridges. We believe, therefore, that any mono set over six years old should not be used to play stereo records. We believe that damage would remain great even if the changer and cartridge were replaced.

"With regard to the newer mono cartridges, we recommend the use of a .00125 long-play tip on a stereo record, certainly increases the protection against accidental scratching of the record by the needle on the record."

3M Sales & Earnings Up

ST. PAUL—For the first half and second quarter of 1967, the 3M Co. has reported increased sales and earnings. For the first six months of 1967, the company's sales were $307 million, compared to $290 million for the same period a year ago.

"The increase is a result of continued sales of many 3M products in nearly every field of human activity," said W. C. Bauman, chairman of the board.

"Demand is strong across the board, but it is particularly high in the electronics sector, where 3M is a major supplier of electronic materials and components," Bauman said.

"Overall, we are pleased with the performance of our business during the first half of the year," Bauman added. "We expect the second half of the year to be equally strong, aided by the continued growth in the electronics sector."

"We remain optimistic about the future of our business and are well-positioned to take advantage of the strong demand for our products," Bauman concluded.

Classified Advertising

REGULAR CLASSIFIED AD: .25 each; minimum: $5. First line set all caps. MINIMUM: 10 words or more. Display classified ad: $1 per inch. Each additional inch or ad, $1.50. Box name must accompany each add. Monthly rates: $1 per inch or ad. Display classified ad: $1 per inch. Minimum: 1 inch. Summer classified ad: $150; 64 words or less. Fall classified ad: $125; 64 words or less. Winterclassified ad: $100; 64 words or less. Spring classified ad: $75; 64 words or less. Telephone: 212-219-2019. Fax: 212-219-2019. Internet: classified@billboard.com

Classification

CLASSIFIED MATE
OPERATING A VERY PRIVATE AFFAIR

By RAY BRACK

CHICAGO—Jukebox music is a commercial commodity, but judging from the extent it's advertised to the public one would think it was private property. Jukebox operator advertising isn't what it once was and never has been what it should be.

Time was when manufacturers, distributors and operators did a little co-op advertising in local newspapers; ads were even provided from manufacturers. Bally had one of the best campaigns, in the 1950's (but it wasn't music), offering pinball patrons "a little let-up for a little price." Any operator could get mats free and buy a little local space. Not too many bothered.

Most operator advertising today is in the yellow pages and in tavern newspapers and journals. That advertising is great (or sometimes quite good) for getting accounts but it does not reach the ultimate consumer.

It's not that it cannot be done simply and inexpensively enough. Here are some examples that have come to our attention over recent months:

One-Stop-Op-Co-Op—This is a newspaper ad paid for jointly by a one-stop and his progressive jukebox operator accounts, plugging a new release. Hear "Blah Blah Blah" at your local entertainment center on the jukebox.

Radio-Hate—This is a newspaper ad informing the public that a certain new release, never to be played on radio for one objection or another, may be heard at your friendly tavern on the jukebox. This type of ad also applies to long jazz cuts that commercial radio can't touch, but which can be heard on Little LP.

On Location—Work with location proprietor to create a theme around which menu and jukebox programming are built for a week or so. Some suggested themes: Italian, Irish, British and other nationalities; artists, such as Sinatra; seasons, such as spring; holiday, such as ... and so on through sports, movies, Broadway ... The important thing is that this be advertised boldly in the location itself and perhaps in a co-op newspaper ad or radio spot with the location.

Reaching Kids—Sponsorship of away high school athletic events can be surprisingly inexpensive. One operator has picked up a season of partial sponsorship for under $200. He lets his youthful listeners know that the latest hits may be heard on the jukebox at the following locations. The locations can help shoulder this expense.

Down in Alton, Ill., Harry Schaffner, Schaffner Music Co., has a "golden phonograph." This machine is programmed with 200 million-dollar titles (the ad put two disks in each magazine slot). He moves the machine to a new location every week, advertising in advance at the next location: "Coming next week—The Golden Jukebox—Play Your All-Time Favorites." The special jukebox booth plays 30 per cent during the week, Schaffner says.

Next week: The promotional power of the barmaid.

ALSO IN NEW PLANT

United Billiards, a Game Business

By EARL PAIGE

UNION, N. J.—United Billiards, Inc. is nearly ready to begin production and make shipments from its new 60,000-square-foot plant here at 51 Progress Street and will soon introduce a new skill game. The firm is also introducing a new pool table.

"It will be a revolutionary game," said Arthur Daddis, president of the company, which has been operating out of three plants in Newark. "I can't explain all this now, but the unit all patent rights have been secured but we will definitely have two models of it at the Music Operators of America (MOA) show in October."

"I can tell you it will be a four-player and that we are coming out initially with a 6-foot and a 10-foot model and plan a 22-foot model."

New Concept

"No, it's Daddis cautiously, it's not a shuffleboard and it's not a shuffle alley. It's a kind of combination game that has been worked out by my two brothers, Gene and Manny, and me."

Daddis, who entered the business in 1937 and began manufacturing pool tables seven years ago, said, "It will use a ball, a larger size ball than most games but it will use it in a different way."

After Gene joined us the three of us got our heads together and started looking into the gap that exists in the game picture today. We have some ideas together and came up with this game."

Recreational Pool Table

"You know, Gene started in this business in 1931, and Daddis in 1931. I think this adds up to about 116 years of combined experience so you know we didn't go into making a completely different piece of equipment and laying this kind of money out without looking into it."

Gene Daddis, until recently product development man at American Shuffleboard, is described as the electronic designer among the Daddis trio and as figuring importantly in United's new Progress model pool table.

"We're calling this our Model 1967 and it's the first, really, before our new 1968 Japanese-made units. It's the Daddis game, the Daddis name was inspired by the address of the new United plant."

The firm, incorporated in the Progress model and Daddis units, adjustable cushions to make the game easier or more difficult (Continued on page 66)
Japanese Jukebox Has New Multi-Turntable Mechanism

CHICAGO — Nippon Columbia Co., Ltd., has developed a new 60-selection jukebox utilizing a "multi-turntable" system which moves the cartridge to the record storage instead of placing the record on the turntable.

The system, dubbed "MTS," is said to permit the play of a record within 4 to 10 seconds after selection. It also permits play of two sides of a record with only a minimum break, claims the Japanese firm. A conventional selector panel is used. Nippon Columbia has patent applications pending in Japan, the United States and the United Kingdom.

The new machine reproduces in stereo and has large-diameter speakers specifically designed for the unit.

Other specifications: Power source, 110 V.; power consumption, 2.8 watts; record changers, 15; simultaneous records, 17; 14 cm 78 rpm; record storage capacity, 30 singles; selection system, electric pushbutton with credit indication; memory capacity, 400 places; output, 20-watt maximum; pickup, 1-head; reproduction type, with diamond stylus; tone control, high and low-range tone control depends on the type, 2 by 30 cm, 2 by 10 cm; dimensions, 2,120 mm high by 850 mm wide by 590 mm deep, each ap- proximately 85 kg.

Marketing and pricing plans have not yet been disclosed.

Operators Hit in Detroit

• Continued from page 4 of Soul Brothers" signs and went unwarranted.

"Newark was child's play compared with this," said Jerry Adams at the Handler Co. Handler's downtown offices were untouched by the disturbance, but the staff was absent for two days. Operations were back to normal on Thursday.

The Motown operation was swinging again Thursday, though some of the personal were having difficulty getting into the area.

"Just a block away the street looks like there's been a war," said Motown traffic control manager Nick Motoli. "I've seen movies of aerial bombardments. That's what it looks like. But the strange thing about it is, you drive up our street, Grand Boulevard, and nothing is touched."

Hardest hit of Detroit's jukebox distributor was Miller-Newark at 5743 Grand River Avenue, where looters broke through a front window on Sunday (23) and carried away three jukeboxes. The next day looters struck again and carried away three billiard tables and a safe containing $1,000. "The neighbors saw people put the pool tables and the safe in the back and drive away," said Ted Donovan of Miller-Newark.

At Angott Distributing Co., Inc., on Puritan Avenue, manager Harold Christieansen Jr. said that three of his men had been standing guard every night with shotguns. This Worldtimer distributionship has a one-stop division.

Angott reported that on Thursday there were wide areas of the city that operators could not enter to investigate location loss because of snipers.

Arc Record Distributor's Henry Rich said that no orders were coming in from downtown accounts. "We're getting orders from suburban stores, but we have to hire cabs to deliver. At least 10 stores along our street were looted," said Dave Lasher at the New Deal Record Service, "but we weren't hit." Columbia Record Distributors, located in the suburbs, went largely untouched by the uproar.

Most of the staff was in Miami at the company convention. Their action was being disturbed.

Of the eight operators who sustained most of the location and equipment loss, Ed Bradley appeared to have suffered most. He estimated that half his route was destroyed. Operators James Menze, Max Kurta, Jim Hussey, Joe Kanterman, Harry Rich and Frank Allport reported exten- sive losses but had no specific information because they had not been able to tour their routes. Many operators hastily scribbled "we're open" signs and attached them to locations and equipment.

"It was just a race riot," said Motown's Molocci. "This an insurmountable loss." The black and white. They were fed up, and when things broke loose they got out and grabbed something."

Court Rules for Operator

NORTH TONAWANDA, N.Y. — Main Distributors here will receive licenses within a few days to operate coin-pool tables in six taverns in the Village of Kenmore, N.Y. Supreme Court judge ruled Friday (23) to overturn Kenmore's denial of license application for Main to operate the machines in that village.

Samuel Magistrate, counsel for Main Distributors, said that a hearing was held to query village officials about the denial action by the village board of trustees. Judge Arthur J. Cogrove heard the case and made the ruling. Magistrate claimed that the board acted arbitrarily and capriciously in its denial.

Kenmore has 30 days to ap- peal Judge Cogroves's decision. Licenses cost $26 annually per table, and Main Distributors filed application with Kenmore last April 20 and was told May 5 that it was denied. The tables were placed in six taverns in Kenmore, but re- mained unused pending outcome of the legal action. Ken- more, with a population of some 25,000, is a Buffalo suburb.

RECORD AWARD BALLOTS SENT

MOA MEMBERS

CHICAGO — Record company award ballots are being mailed out by the Music Operators of America (MOA) here. This poll of jukebox operators results in awards presented during the annual MOA convention banquet which will be held Sunday evening, Oct. 29.

Say You Saw It in Billboard

AUGUST 5, 1967, BILLBOARD
Vending News Digest

Bids for New Cigaret Filter

NEW YORK—Major cigarette companies are reported to be negotiating with Columbia University here for a new filter invented by former chemistry teacher Robert L. Strickman, who signed over the development of the device to the university after he was unable to interest cigarette makers on his own.

Among companies in the reported bidding are R. J. Reynolds, American Tobacco and British & American Tobacco. Columbia said it had scheduled meetings with five companies. Apparently, the university will make the filter available to the U. S. public health service for more comprehensive testing. The Sloan-Kettering Research Institute, a major cancer researcher, has also asked to see the filter.

Estimates are that it would take about three weeks to a month for companies to begin using the Strickman filter. It is being licensed on a first-come basis. Testing by the public health service will have no affect, it is said, on the introduction of the device.

Strickman, whose parents died of cancer, claims his device is three times more effective than existing filters and describes it as a white, non-toxic filter. It was reported that companies with large capabilities for producing charcoal or granulated filters are at an advantage in rushing out the new device.

Meanwhile, Windsor University, Windsor, Ontario, announced it was working on another device being developed by a team composed of Dr. Joseph Habowski, assistant professor of biology; Otto Brudy, the inventor, and Brudy’s son, Peter. Described as a “percolator,” and not a filter, the tiny plastic device uses an aerodynamic principle. Its inventor claims the device will remove 90 per cent of the alleged harmful effects in cigarette smoke.

Ariz. School Utilizes Vending

PHOENIX, Ariz.—The growth of vending, from $1.4 billion in sales in 1952, to an estimated $3.5 billion in 1964, can be appreciated at the new $1.6 million high school in Prescott, Ariz., which was built without a kitchen. Food is prepared at Prescott’s junior high school and delivered to the high school in individual packages daily.

Six leased machines from Yavapai Vending Co. handle the school’s requirements. Two machines dispense hot food, two serve drink and another pair dispense cold food. A flat fee of $425 per month is charged. Four other machines, one vending coffee and hot chocolate, another dispensing soft drinks and two serving ice cream, are handled by the caterer with no rental fee.
Prepare for Calif. Cigaret Tax Hike

By BRUCE WEBER

LOS ANGELES — Cigaret vending machine operators here are now making plans to comply with the State's new 7-cent cigare tax hike as soon as Gov. Ronald Reagan signs the measure.

Informal meetings have been held in Oakland and Los Angeles by the California Automatic Vendors Council (CVC) to outline the legislative program in which operators will be faced with a 10-cent-a-pack tax levy, an increase of 7 cents from the current State tax.

Clarence Landis, president of CVC, and Sid Kallick, western counsellor for the National Automatic Merchandising Association (NAMA), reported that more than 30 key operators and distributors on the results of lobby trips to the State capitol at Sacramento.

The key issue facing cigarette machine operators is not the tax itself, but how much the machine will be hit, and how much "lead time" will be permitted from the time the tax is enacted to the time the operators must comply.

"The entire matter," Kallick said, "depends on when the governor signs the measure. We'd like to get as much "lead time" as possible, hopefully a month.

In his special legislative bulletin to operators, Kallick said the governor has made the tax bill an emergency measure because the State is in need of revenue. "Millions are being lost daily because the tax bill has not yet been passed," Kallick reported. "The net effect of this will be to cut to a minimum the lead time that cigarette operators will have to change over and convert machines to reflect the new tax rate.

"Whatever the outcome on the effective date and the work being done to obtain as much lead conversion time as possible," Kallick said, "it is not expected that operators, because of the emergency nature of the tax, will have to change over and solve the problems, will have 30 days or more change-over and machine conversion problem.

Account Uncertain

"At this point it is still difficult to determine the amount of the increase," Kallick said. "The Senate bill levies a 7-cent tax increase, 4 cents to the State and 3 cents to the cities and counties. If the cities and counties portion survives in the Assembly, the final cigarette tax increase is expected to be 6 or 7 cents.

"If the cities' and counties' portion does not survive, we might well end up with merely a 3 to 4-cent increase, with all of the proceeds going to the State. "The final amount is expected to be hammered out in the Assembly or by a joint committee of both houses.

"The city and county portion of the 7-cent increase, as outlined by Kallick, would only go to those cities which do not impose their own cigarette tax. Charter cities, Los Angeles, which has a 4-cent city cigarette tax, is a forced city--cannot be forced to drop their own tax."

"It is felt," Kallick reported, "that if the State collects an additional amount for the cities, the present 38 charter cities who have their own tax would drop it to get the amount collected for them by the State."

"The bill could fall into line rather than force their cities to pay two cigarette taxes while getting the proceeds from one."

More Headaches

"Some other matters also be encountered in cities that do not drop their existing tax. They have to qualify for the State money," he warned. "It is possible that a few cities would not be able to pay two cigarette taxes while getting the proceeds from one."

Jupiter Names Three Dists

MIAMI — South Carolina, Pennsylvania, and New York cigarette vending distributors have been named by Jupiter Sales of America, importers of the "Jupiter" line.

Appointed, according to Jupiter's president Bob Taran, are Service Vending Co., 1224 State Street, Columbia, S. C.; D & L Combination, 722 Market Street, Harrisburg, Pa.; and 71 Distributing Co., 25590 Center Ridge Road, Westlake, Ohio.

The firms, respectively, are headed by Bernie Garcia, Arnold Taksen and Joe Di Salvo.

Prepare for Calif. Cigaret Tax Hike

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LOS ANGELES — Cigarette vending machine operators here are now making plans to comply with the State's new 7-cent cigarette tax hike as soon as Gov. Ronald Reagan signs the measure.

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New Building for Peach State Dist.

COLUMBUS, S. C. — Peach State Distributing Co. will move into a 25,000-square-foot, air-conditioned building Aug. 1. The new building contains 2,000 square feet of office space, 2,000 square feet of shop space, 10,000 square feet of display space, and 10,000 square feet of storage space.

The building has parking space for 75 to 90 cars, and four loading spaces on the platform.

"We have a complete parts department for vending, music, and games," said Jim Faulk, manager, adding that the firm will have an open house in October.

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**The Bluebook**

Valuation of Used & Reconditioned Coin Machines

**August 5, 1967**

The following average valuations, based on quotations obtained from selected, franchised distributors in key markets throughout the U.S., are published only for the purpose of indicating general trends. The averages are useful for application to any specific buyer-seller situation.

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### Pool Tables & Shuffleboards

#### All-Tech Industries

<table>
<thead>
<tr>
<th>Model</th>
<th>Size (in)</th>
<th>Low</th>
<th>High</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gold Crest (30&quot; x 6&quot;)</td>
<td>100</td>
<td>350</td>
<td></td>
</tr>
<tr>
<td>Gold Crest (45&quot; x 9&quot;)</td>
<td>325</td>
<td>700</td>
<td></td>
</tr>
<tr>
<td>Gold Crown (35&quot; x 7&quot;)</td>
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<td>395</td>
<td></td>
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<tr>
<td>Gold Diamond (4' x 8')</td>
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<td>475</td>
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#### Fisher Mfg.

<table>
<thead>
<tr>
<th>Model</th>
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<th>High</th>
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</thead>
<tbody>
<tr>
<td>Encom 101A (101&quot; x 57&quot;)</td>
<td>175</td>
<td>450</td>
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<tr>
<td>Encom 92A (92&quot; x 52&quot;)</td>
<td>175</td>
<td>375</td>
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<td>Encom 96C (106&quot; x 59&quot;)</td>
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<tr>
<td>Encom 96C (92&quot; x 57&quot;)</td>
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<td>No Avg.</td>
<td>No Avg.</td>
</tr>
</tbody>
</table>

### Official Sales of

**Sales of 64 Division of Miami, Florida.**

**Irving Kaye**

**New Yorker**

Johnny Billotta of Blotto Enterprises, Inc., Albany, says he showed several items in his line to the Bowling Proprietors of New York Annual Convention at Crossingers, Liberty, N.Y., recently. Irving Holzman, president of United East Coast Distributing Co., Great Neck, N.Y., is in Chicago this week conferring with the Williams Electronic Co., which he represents here. Al Simon, of Al Simon, Inc., here, is visiting U. S. Billiard Co. distributors throughout the West Coast and the southern States, and expects to return to New York in mid-August. Purpose of the trip is to see what other U. S. Billiard Co. distributors are doing and to hold informal chats. Simon is also a distributor for U. S. Billiards. Al D'Inzillo, Simon's right-hand man, reports an upswing in business on both the billiard and shuffle machines as compared to July, 1966. D'Inzillo says that he hopes to be able to get away for a vacation sometime this month, with plans to see Expo 67.

**Midway Vacation**

**Schiller Park, Ill. —** Profitable Midway Manufacturing Co. here will be closed down for vacation July 31-Aug. 8. The office and sales department will remain open.

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KATHY SAVIO does a high kick on hearing the news she's landed a key role in season stock. Her dad, Mike Savio, head of the Denver Wurlitzer distributor, Draco Sales, looks on proudly. Miss Savio has been pursuing her acting career in New York.

**August 5, 1967, BILLBOARD**
Import Jukeboxes Could Add International Spice to Show

Continued from page 60

The NAMA trade show, also reporting an increased interest on the part of exhibitors, will be held Oct. 26-30 at Chicago's International Amphitheatre. The convention programs will be at the Conrad Hilton here.

MOA Committees

A.L. (Lou) Pracek Jr., Bird Music Distributors, Manhattan, Kan., and Russell Mawdsley, Russell, Ill., Inc., have been co-chairmen of the 1967 MOA show.


John A. Wallace, Wallace & Wallace Music, Inc., Oak Hill, W. Va., MOA board chairman, is head of the reception committee.

Other members are James Tolsiano, MOA president, West Coast Music, Clearwater, Fla.; George A. Miller, Calif., Music Merchants Association, Oakland, Calif.; H. Harry Stodgrass, Serv- tomation of New Mexico, Inc., Albuquerque, N. M.; W. R. Lumpkin, Grytan & Lumpkin, Ashland, Va.


CHICAGO—Herman Seiden, 60, for 35 years a top engineer for Bally's manufacturing divi- sion, Lion Manufacturing Corp., died Sunday (23) at Presbyterian-St. Luke's Hospital here.

Services were held Tuesday in Stokely's Shoe Store, which Seiden owned, and his wife, Frieda. Seiden is survived by his mother, Mrs. Sarah Seiden, two brothers and sisters.

Seiden was known throughout the industry as one of its most capable engineering innovators. He was responsible for many of the new game ideas introduced by Bally through the years since the game Ballohy launched the firm successfully into the busi- ness.

Billboard Readers

WTVB and Jukebox Co. Team Up for Hit

Continued from page 32

as high as No. 14 on the sta- tion’s playlist. Big problem was lack of distribution of the rec- ord in the town (Albion). Jukebox in the area have featured the station’s playlist since it switched from Easy Listening format about five weeks ago. The playlist, Linder felt, has helped improve juke- box play in the area. On an- other front, the G. C. Murphy Dime Store reports selling twice as many records since it started distributing the radio station’s playlist.

The station is now consider- ing using the record of a Mich- igan group for its next jukebox promotion—the Surf Suns on Ben Records with "Still In Love With You." WTVB had been discussing the idea with Jerry Jaye’s "Let The Four Winds Blow" for jukebox promotion last week, but dropped the plans last month because they weren’t assured of distribution of the single in the area. Another rec- ord being considered for this type of promotion is "Apples, Peaches, Pumpkin Pie" by Jay and the Techniques. Jukeboxes in the area are already written out for the station that it is planning to give away a jukebox in a con- test soon.

Danes Dislike 10% Tax Hike

COPENHAGEN—A recent 10 per cent tax increase on cigarettes and many other com- modities has raised a stink in Denmark. The move raised the price of a pack of cigarettes from 68 to 75 cents per pack.

In the beach-making town of Hoeng, all businesses closed in protest. Here, anti-government demonstrations were staged in protest of the tax. But it is un- likely the government will change the new law.

Proven Profit Maker!”

CHICAGO COIN’S
4-PLAYER
CRISS CROSS
ski-ball

2 GAMES IN 1

take your change or return

CHICAGO DYNAMIC INDUSTRIES inc.

301 S. ELM ST.
GRAND RAPIDS, MICH.

2160 FANBUR ST.
MADISON, WIS.

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AAMCO

www.ballyhistorian.com

To Settle Estate

F.O.B. LAS VEGAS, NEVADA

19 USED COPITOPE

FILM JUKE BOXES

Complete with Film

Make Reasonable Offers To:

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BURLINGTON & MARSHALL, ATTORNEYS

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Beverly Hills, California 90210

AUGUST 5, 1967, BILLBOARD 65
Carolinians Hear Tax Man

MYRTLE BEACH, S. C.—The South Carolina Coin Operators Association (SCCOA) was to have met here at the Ocean Forest Hotel during the last weekend (29-30), following an evening of social activities, the Sunday business meeting was to include a discussion of a new insurance plan.

Jack Lawson of the South Carolina tax commission was to be the featured speaker on Sunday.

SCCOA President Hal Shinn explained that, while the association has had an insurance plan in effect for some time, many members have expressed a desire for major coverage. He has contacted a company and its representative will present the plan to members that the association has been the subject of an article in "Grand Stand Weekly Guide" and that copies are available from the SCCOA office.

The association has moved to 224 State West-West, Columbia, S. C. 29169.

**Schools: A Status Report**

**Continue from page 60**

- Michigan, to a low of 15 for New Mexico.

**Continue from page 60**

- As many as 40 per cent of these men," Moran said, "can be provided by operators. That is, they can be men now employed—hired directly by operators—who need additional training.

- The other 60 per cent would be provided by the unemployment departments of the states and the District of Columbia. Each unemployment office will be required to describ-

ing the curriculum of our schools and providing some general information.

- Moran added that only those persons who have made high scores on mechanical and electronic aptitude tests would be told about the school by unemployment officials.

- "If a person decided to accept," said Moran, "he would be given a copy of his tests. If I didn't think he had enough ability, I could refuse to admit him. If I did take him, it would be for a three-week trial period, which would enable me to decide whether I wanted to keep the man."

- Moran said he would be able to begin the program as quickly as 30 days after approval. I think chances of approval are pretty good," he said. "The government has agreed that there is a need for additional manpower in this field. Now they must find room for us in their budget.

**United Billiards**

- Continued from page 60

- and a new clothing which is 80 per cent wool and 20 per cent nylon. The unit has an illuminat-

ed mechanism.

- We're a little behind on our shipment and the Billiards Distributor (MOA) is working on this.

- New Pool Table

United Billiards is also moving into the home pool table market. Daddis said, and now has four home units to go along with its five-unit Model 55 series of coin-operated models and its newly introduced Progress table.

**Money Vender**

ENFIELD, England — A local bank has installed what it claims is the world's first money vender. A director of the said permits customers to draw $25 in cash at any time of the day or night.

- The customer activates the machine by placing a special voucher and a coin number in one drawer of the machine. When the voucher is pressed, the machine pays out, the money pops out.

- **MOA Programs Win Approval**

CHICAGO — The wide acceptance of a variable pension plan being offered by the Music Operators of America (MOA) has prompted the national organization to poll its membership on the need for a balanced retirement and investment program.

- Members who would like to investigate such a plan should contact MOA. Currently, the trade group is making available an income protection plan and a group life insurance plan.

**Empire Offers Bozo Barometer**

**Bozo Barometer**

The Greatest nickel grabber yet!!!

A Great Gimmick for Entertaining Your Patrons

A Real Money Maker for the Reasonable Price.

Customers Can't Resist Playing Again and Again.

(And bringing their friends to take this side-splitting curiosity tour.)

Whether played for kicks or seriously, the Bozo Barometer packs a lot of appeal into the small space it takes, insuring substantial profits from a minimum outlay.

**Bozo Barometer Features**

- Powered by regular household current
- Operates on 115 volt, 60 cycle current
- No electrical outlet needed, no cumber-

some cord.

- Can be mounted on hardwood stand or sit alone on counter top. Can be with

- tough, vinly-covered "JW" 1/4" weather proof soft felt bumpers prevent scratches or dents in 10" x 10" x 10"
- The right sized to attract people of interest with jumbo, 10" letters. Mainly designed for children, but fascinating to adults and younger com-

ponents.

- **Empire International**

**Division of Empire Distributing, Inc.**

Formerly Empire Coin Machine Exchange, Inc.

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**August 1, 1967, Billboard**
CoIn Machine News

SPRINGFIELD, ILL.

The big testimonial dinner for Lou Casola here July 15 charged the Holiday Inn East lodge with a holiday spirit and filled it to capacity with industry well-wishers. Among those who attended were the following: Chuck Harper and Bill Phillips; Allan Music Co., Chicago; Andy Franco, A&P Sales; Earl Paige and Ray Rees, Billboard Publications; Sam Castellin, Rockford, Ill.; Larry Hushour, the Dublin; Jack Burns and Dave St. Pierre, Empire Distributing, Chicago; Ronald Miller of the Fallon Club; Mr. and Mrs. E.W. Gilbert, Gilbert Music Corp., Bloomington, Ill.; Mr. Orna Johnson Mohr (Armany), was married a few days prior to the meeting; Don Knott, Knott Music Co., Galisburg, III; Kenneth Landberg, Lundberg Music, Cherry Valley, Ill.; Mr. and Mrs. Les Montgomery, Montgomery Music, Peoria, Ill.; Charles and Margaret SACO, Lex Nordic Music Co., Chicago; Don R. McDonald, McDonald Merchandising Co., Ottawa, Ill.; Clinton and Marie Pierce, Pierce Music Co., Brothersville, Wis.; Moses J. Proffitt, South Central Novelties Co., Chicago; Pete Robinson, Bud and Betty Hardman, Star Novelties Co., Springfield, III.; Mr. and Mrs. Fred Spidora, Singer One Stop, Chicago; R. Rockford, Ill.; Fred Skor, World Distributing, Rockford, Ill.; R. Rockford Williams, Williams Amusement Co.; Mr. and Mrs. James Whiting, Whiting Amusement Co.; Zeko Glorig, Rockford, Ill.; Mr. and Mrs. Fred Granger, Frank Reeves, Midwest Distributors, Rockford, Ill.; Chief organizer of the Casola tribute; Mr. and Mrs. Wayne Heath, A&E Entertainers, Arlington Heights, Ill.; Leonard Tillman, St. Louis, Mo.; Henry Lonnie and Warren Brown, Eastern Music Co., Inc., Chicago; Dick Giehn, St. Louis, Mo.; Henry and Thomas Barnett, Phoenix, Ariz.; Blackwell Caldwell, Harry Scherber, Scherber Music Co., Alton, Ill.; Rene Sandona, Rockford, Ill.; Mike Sarro, Rockford Music Service, Riverside, III.; Paul R. Nystrom, Bob and Nadine Kelley and Larry Logan.

RAY BRACK

WILKES-BARRE, PA.


NEW YORK

Willie McCarthy, president of the New York State Coin Machine Association, has been invited to attend the Police Chiefs Church banquet and banquet Wednesday (26) at Binghamton. A meeting of the New York State Operators Group was held Wednesday (19) at Roughgarden. A call was held between NYSCMA president McCarthy and State Senator La- verne (R., Rochester) was here recently to discuss the formation of a group in New York State to handle problems arising in the industry for 1968 season of the State Legislature. W. Browning, of the Bob Leach, Amhurst, Canada, placed in order for 12 assorted pieces from Mike Minues, dis- tributor, New York, during a recent visit, which included some used and machine buffs. Al Panuzio, son of Judge Manufactur- ing Co., concluded a class for the conversion of the Rowe Riviera Coin Machine to 100 cent coin brand machines Tuesday (18) at Kuyper Sales Co., here, a distrubit for Rowe. Several Rock-Ola representatives and out- of-town distributors said hi to dis- tributors on 10th Avenue here dur- ing the two-day Rock-Ola show at the Summit Hotel here Friday and Saturday. In Saturday's meeting, the party were Ed Doris of Rock-Ola, and George Hickey, Rock-Ola advertising and sales manager.

MONY secretary Sophie Seltinger was vacationing back and on the job today with her boss, Ben Chiofalo. MONY reports that they've heard nothing to the effect that the New York State Supreme Court would take further action on the operators tax this week, and an announce-

Second Edition Of Link-Letter

CHICAGO — Fred Granger, executive vice-president of the Music Operators of America, (MOA) has, voted the second edition of his MOA "Link-Letter," a regular communica-
tions medium to provide information to the national association and regional groups.

The second issue is devoted largely to providing information on association organization, including tips on organizational meetings, regular board meetings, preparation of by-laws, setting up dues structure and providing press information.

ITEMS OF SOME KIND WILL BE MADE LATER THIS WEEK.

Items of interest should be sent to BARRETT, BILLBOARD, 165 West 46th Street, New York 10036.

CHARLES BARRETT

WEST YELLOWSTONE PARK

Among visitors to last week's Montana Coin Machine Operators Association meeting was Peter Sacco and the St. Louis, Mo.; Jerry Probst, of the Stromme Distributing Co. of Salt Lake City, Utah, with whom he met some gun and hunting enthusiasts.

In Montana, fills the vacancy left by the late Morris Gisler at Cleveland Coin Ma-

Chicken Exchange. Solomon's mother was his wife. Sarah; two sons; two daughters, and a brother, Samuel.

Services were held July 23 at the Cook & Son funeral home.

SWEDES HAVE NEW SAVINGS VENDER

STOCKHOLM — A krona piece burning a hole in the pocket of a Swede may be dropped into one of the new saving machines appearing here.

The impulse saver steps up to the machine, drops in his krona coin (20 U.S. cents) and receives a stamp. These stamps are passed on a saving card, which, when full, is worth 15 kronor ($3). The saver signs the card when it is full and places it in a slot in the machine. The bank then credits the custo-

mier's savings account. The Swedish Commercial Bank is plac-
ing the machines in schools and canteens on an experimental basis.

WURLITZER SERVICE SCHOOLS at Roth Novelties Co., Wilkes-Barre, Pa., recently, drew 28 mechanics from 17 operating companies. Here, Wurlitzer's Hans Petefield (extreme left) conducts the session.

May 28, 1967, BILLBOARD

GIVE...so more will live....LOVE FUND

WURLITZER SERVICE SCHOOLS at Roth Novelties Co., Wilkes-Barre, Pa., recently, drew 28 mechanics from 17 operating companies. Here, Wurlitzer's Hans Petefield (extreme left) conducts the session.

ARMS FOR UNAIDED CHILDREN

COIN MACHINE NEWS

1966 CIRCULATION

1966 RENEWALS

1966 ADVERTISING

12.6% TO 24,271

5.05% TO 81.15%

36% IN ADVERTISER INVESTMENT

TO 12.6% OR MORE

INCREASED SALES

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NOvember 9, 1966, BILLBOARD

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COIN MACHINE NEWS
**Album Reviews**

**ROGER WILLIAMS GOLDEN HITS**
Roger Williams, Kapp KL 1350 (M); KS 3232 (S).

Sparked by his big single hits of "Some-where My Love," "Baby, It's Cold Outside," and "Let It Snow," Roger Williams offers a set that has the signature style of the singer/instrumentalist. The songs are rendered in a manner ranging from a gentle "Yesterday" to a Latin "Themes" with an added touch of a "Christmas". The classic "My Bonnie Lies Over The Ocean" is included in the set.

**OUR GOLDEN FAVORITES**

Ferrante & Teicher, United Artists UA 6556 (M); UA 6556 (S).

The ten's familiar, the repertoire that has made Ferrante & Teicher famous. Their "Smokey and the Bandit" theme is included as well as original arrangements of "Dream of the Blue Turtles", "Gaynora" and "Still"

**CALL IT LOVE**

Gundie Koldmann, Chorus, 4 Corners of the World; FCL 4242 (M); FCS 4242 (S).

The delightful Singer/Guitarist Chorus is the unit that has been recording for some years. Their album, "Call it Love," contains all their recent hits, including a sparkling "New York, New York". Other gems include: "Talk to Me Baby," a bossa nova beat that is great for the easy listening set.

**COUNTRY SPOTLIGHT**

ARRIVAL CHARLIE

Johnny Paycheck, Little Darlin' (M) ULI 4004 (S); SLD 8006 (S).

The hit single "Johnny Charlie" sets the tone for this album and shows the range of quality country music that this young talent can bring to the table. The songs are well-chosen and the arrangements are tasteful. The result is a highly enjoyable album that should appeal to fans of country music.