Cap. Artist Royalty Switch

By ELIOT TIEGEL

LOS ANGELES—Capitol has changed its system of paying artist royalties, with new contracts now being drawn on the wholesale price of recordings rather than on suggested retail.

All new artists are being signed under this arrangement, with the label's roster of established performers having received a mailing suggesting they too, fall in line with the new thinking.

Francis Scott III, the label's business affairs director, called the new pay-off system a "consistency of logic." "There's not a lot of consistency and logic to the method," he said.

Scott believes royalties on the manufacturer's price to the distributor, rather than on a suggested list, which varies from store to store and city to city, is a more realistic, workable system.

NARA Parley Seen Landmark for Group

By CLAUDE HALL

ATLANTA — The 12th annual convention of the National Association of Radio Announcers (NARA) this week is expected to be one of the biggest and best in the organization's history. A golf tournament Tuesday (9) and Wednesday (9) starts off activities, followed by a barbecue at Otis Redding's Ranch in Macon, Ga., Wednesday night. Officials events get under way Thursday, and Warner Bros. Records will host a luncheon. ABC Records hosts a cocktail reception at 6 p.m., Decca-Brunswick Records is giving a dinner at 7 p.m. and there will be an Otis Redding show at the Municipal Auditorium. Members can attend.

Friday's events include a breakfast by Duke-PM, a luncheon by Atlantic, MGM Records, cocktail reception by RCA, and dinner by SCA Victor. There will be an all-star variety show at the Municipal Auditorium.

MGM Records hosts a luncheon Saturday, and business events of the afternoon includes the election of new officers. At 2 p.m., Capitol Records hosts a cocktail reception, the black tie dinner that night, however, is the major highlight of the convention. Bill Cosby is emcee; Ella Fitzgerald will be honored as Woman of the Year, Harry Belafonte will be honored as Man of the Year, and Cosby will receive the annual Golden Mike Award.

Columbia Records hosts a luncheon Sunday, Motown Records will sponsor a reception for new officers that afternoon at 2:30. A NARA Gospel Caravan show at Municipal Auditorium winds up the convention.

Exhibits will be open daily at 10 a.m. Hospitality suites will be open daily at 6 p.m.
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”

RCA VICTOR

“TURN THE WORLD AROUND”

“Make the World Go Away”
Industry Sets Up Organization to Prevent Encroaches of 'Racial Strife'  

NEW YORK — The music/record industry effort to prevent further racial violence, erupting in U.S. cities, has now taken the form of an organization to be called the National Anti-Racism Movement. Legal counselors for the Foundation, Curtis and Johnson, have drafted the necessary terms of petition to the New York State charter for the new body. Directors of the Foundation are Clyde Otis, who launched the project a few weeks ago, Clarence Avant, DelShields, Benjamin B. Moses and Howard Cook.

Records whose lyric content are related to the "Take a Look" theme have been released by Continental Records and RCA Victor, and Liberty and ABC Records. RCA's involvement is due in part to the fact that the western region is so active in the situation.

In the talking state, reports television workshops, that the NAACP, the Nashville-based trade association, is planning a national country music convention in Los Angeles and the creation of a NARM board, consisting of new members in the 11 Western States.

Alarmed by the situation, a committee consisting of Foundation members Johnny Bond and Chuck Berry, responsible for keeping the CMA informed of talks planned.

Country & Western Academy Eyes TV, Branch and Convention Moves

LOS ANGELES — The Academy of Country and Western Music, producers of the annual awards, has notified its members that the new theme, "American Country Music," will be the theme of the academy's next awards show. The academy has also announced that a new branch, the Western Academy of Country Music, will be created to oversee the activities of the new theme.

Workshops Planned for NARM Meeting

LANCASTER, Pa. — Workshops planned for the upcoming meeting of the National Association of Record Merchandisers, Inc., will be held at the Hyatt Hotel. The workshops will cover topics such as marketing, sales, and record store management.

London Wraps Up Regional Meets in 25-LP Package

NEW YORK — London Records and its regional distributors have introduced a 25-LP package of their most popular records. The package includes the latest hits from the band, The Rolling Stones, as well as albums from other major artists.

RCA Pub. Entry Points Out Trade’s Total Involvement

NEW YORK — The importance of record companies’ total participation in all phases of the music business has been pointed out in a report submitted by RCA Victor, Liberty and ABC Records. The report states that record companies are involved in various activities, including record production, marketing, and promotion.

Meets: Mfr. Burden

The burden of manufacturers’ sales meetings has grown virtually unbearable to the wholesale segment of the record business. The frequency of the meetings — their very number — places such demands on the'lleries that the conduct of their business is constantly interrupted.

As Armon Hechtsch, leading Minneapolis distributor and record merchant, states, “It's getting to the point where a record man needs to own an airline in order to keep up with manufacturers’ sales meetings. One week there's a flight to Vegas, another week entails a trip to Miami, followed by trips to Los Angeles, New York and Chicago.”

The manufacturer wants a captive audience — distributors undisturbed by other activities including the blessings of rival manufacturers. It becomes increasingly difficult to conduct such an attitude. The time has come for the manufacturer to make some concessions to the distributors.

It is known that NARM executive director Jules Malanud has given some thought to the problem. He confesses that the only reason some co-operation, Malanud and the manufacturers and distributors could come up with a plan which would materially ease the problem.

It is too late to think of relief during 1967. But the time is perfect to think about a sensible schedule for 1968. Constructive action on this matter, and some frank conversation at the NARM meeting, will be in the best interest of manufacturers and wholesalers.
**SWING WITH SOCIETY**

**'Maverock' Disks Attack Hippies**

By MIKE GROSS

NEW YORK — A splinter group of the love-and-flower generation is beginning to emerge, its songs and politics participation as opposed to withdrawal. Its agenda is on the joy of living.

The music of this new cult is being played by a group of young men who are attempting to reach the teenagers who are currently anti-social and anti-drug. And is attempting to reach the teenagers who are currently anti-social and anti-drug.

Philosophical rock moved into the big time last week when the release of Columbia Records' Chris Wilson's "All the Joy" and "Inspiration Road." And later this summer Wilson's 'optimistic poetry' will be showcased by CBS-TV on a half-hour show.

**Vs. Drug Users**

Wilson, an 18-year-old from Brooklyn, is in total disagreement with the teenagers who dig直升机 who are continually putting down society. He says that the use of LSD for a mellow trip is no more palatable to me than cutting off your legs. But Wilson's solution is to bring them back to where they are.

Wilson will be appearing at the Cafe Wha in Greenwich Village and was heralded with "Today's teenagers are alive and very healthy. His songs are of God and His joyous, monumental beauty."

In addition to the two songs on his first Columbia single, Wilson will have all of his own compositions in the hopper.

"The Future Belongs to the Children," "The Things That You Do" and "Waves Against the Sky." The songs are produced by Martinique Music, a CBS affiliate. He's managed by Nicholas DeMartino and Bob Hughes, and represented by General Artists Corp.

Last week Wilson and Hughes attended the CBS Radio Conference national sales convention in Hollywood. They are now looking back to New York, stopping off in key cities to continue their record and spread the optimism of philosophical rock.

**RCA's Nilsson Push Schedule Is Revamped**

NEW YORK — RCA Victor has revamped its promotion schedule on Nilsson, the management is taking a big push on the West Coast, because of the unplanned takeoff of a single cut from his forthcoming album.

Unbeknown to Victor, the single "You Can't Do That," a poppot of 11 Beatles tunes, was aired on KRLA Monday, and started a flood of interest in the song and where the disk was available. KRLA played Nilsson as a "Mood II," a single for a day and then revealed his by name. This time the disk had reached the San Francisco disk jockeys and Victor then decided to up her schedule to release hard back the single with the title "Ten Little Indians." He then scheduled its promotion push on Nilsson for October to coincide with the release of his first LP, "Pan- demionium," and followed it by "The Story of the Author," Victor's executives decided to up their interest in the single with the single while interest in the new single was building with the company of "You Can't Do That.""

**More Songs to The Aberbachs**


The Aberbachs, who have the material by Ferdi Filtch, Jess Mac Robinson, Carl Sigman and many more writers.

**Roulette, Trinity Tie**

NEW YORK — Roulette Records last week sided with the New York distribution to Trinity. Beta had handled the line.

**Executive Turntable**

David Skolnick is the new national sales manager for United Artists' upcoming economy label, Uart Records. In addition, he will have the same title for the tape division. Skolnick will report to Mike Lipton, UA's vice-president and director of marketing, had been sales manager for Capital Distribution. Following the move to UA's Vista Division, his duties will be reassigned to other members of the organization.

David Anderle has been named director of West Coast operations for Kapp Records. He had taught at the University of Southern California, he headed the music department for Autostereo, and was West Coast head of talent acquisition for MGM Records. He also headed his own personal management firm, Directional Management.

Joseph Lorde has been named director of management information services for MGM Records, replacing Joel Figel. who has left the company. Lorde will report to Tom White, director of business affairs. Lorde joined MGM in the international division before taking over the division's role into film sales and distribution. He spent a year in West Coast and the Middle East with the MGM Film Division and is currently studying in the Middle East. He will be in charge of record industry research.

Perry Cooper has been named assistant to Tom Rogan, Liberty's East Coast promotion head. Cooper was program director for the station the last three years. Once a leader of the psychedelic movement, Pierre Dubord, formerly French-product promotion representative at Capitol Records (Canada) Ltd.'s Montreal branch, is now in charge of French ad. He will be responsible for discovering and recording French-Canadian talent and releasing material from affiliates in France. He replaces Jules Gauthier, who has left the company. Frank Henry, previously sales and promotion representative for Capitol and Angel product, is now in charge of promoting all Capitol and affiliated product in Quebec and the Maritime.

A. William T. Smith has been appointed vice-president, Australian Operations, of the CBS International division. Prior to his new appointment, Smith was managing director of the Australian Record Company. While he remains head of the Australian Record Co., his additional responsibilities include directing the operations of the CBS International division in New Zealand, the Philippines, Malaysia, Singapore, Hong Kong, and all other territories of the Far East and the Pacific, including the Australian Record Co. when CBS purchased it in 1960. He immediately became managing director and the following year launched the CBS branch of the ABC Club.

Robert W. Kervstoff has been designated director of marketing for the CBS Los Angeles, in charge of all CBS Los Angeles music and show business departments and the special events of the year. Kervstoff was formerly president of Kay Musical Instrument Co. Both are Chicago area firms. .. Mike Gershman has joined Rogers, Cowan & Brenner, public relations consulting firm, and will head the expanded music department in Beverly Hills, Calif. Gershman had represented such artists as the Dave Clark

(Continued on page 19)
The kind of single record folk dream about.
A smash hit!

"I HAD A DREAM"
by Paul Revere and The Raiders
featuring Mark Lindsay

Where the dream team is.
On COLUMBIA RECORDS
COLUMBIA RECORDS NATIONAL SALES CONVENTION at Hollywood, Fla., is addressed by Goddard Lieberson, left photo, president of the CBS/Columbia Group, and Clive J. Davis, right photo, vice-president and General Manager of CBS Records. Other photos show Bill Fair, left, vice-president for marketing of CBS Records, presenting J. J. Harris, director of Audio Products and Accessories, with the Paul E. Southard Sales Achievement Award for "continued excellence and outstanding contributions to Columbia Records and our industry," and Paul Southard, left, president of Southard & Co., receivers of the Masterwork Audio Products Merchant of the Year Award to Tony Martell, sales manager of Columbia Records New York Sales Office, as an audio memoir Marvin Park, left, and Shelly Rudin took on.

Col. Convention's Grand Finale: Barbra Repacted, Awards, Show

HOLLYWOOD, Fla. — Columbia Records national sales convention wound up at the Diplomat Hotel here Saturday (29) on several high notes: 1) the keynote address by signing of Barbra Streisand to a five-year contract; 2) awards presentations to artists, salesmen and engineers; and 3) an all-star show featuring line-up of artists from the Columbia and Date rosters.

The new pact with Miss Streisand, announced by Goddard Lieberson, president of CBS/Columbia Group who also was ence of the all-star show, marks the first time that Columbia has brought back into the Columbia Records fold spinal artists whose contracts had expired. The other two are Andy Williams and Bob Dylan.

Miss Streisand, who has won several gold record awards for albums that have had sales of over one million, is now contracted to make three motion picture musicals: "Funny Girl" for 20th-Fox, "Hello, Dolly!" for 20th-Fox, and "On a Clear Day You Can See Forever." Miss Streisand's Los Angeles studio, won an award for the best selling song "Just Like Us," and "Midnight Ride" and "The Spirit of '97," and one for the mixing of Andy Williams' "The Shadow of Your Smile." The award for editing "The Shadow of Your Smile" went to Weiss of Columbia's New York studio.

In addition to the winners of Columbia's Sales Awards in contests, in which the contestants were salesmen, sales managers, regional and district managers, field promotion managers, local promotion managers and operations managers, a number of special awards were also announced. The Outstanding Distributor Award was presented to the Columbia distributor in Cincinnati in the Masterwork division, the Outstanding Distribution Award was given to the distributor in New Orleans. The New York distributor won this year's Merchant of the Year Award for Masterwork Audio Products.

J. J. Harris Cited

The Paul E. Southard Sales Achievement Award was presented to J. J. Harris, director of Audio Products and Accessories. Mr. Harris is the fourth to receive this award since it was established by the company ten years ago. The award was presented to Don Law, artists and repertoire producer of the Kapp Records label, "Just Like Us," "Midnight Ride" and "The Spirit of '97," and one for the mixing of Andy Williams' "The Shadow of Your Smile." The award for editing "The Shadow of Your Smile" went to Weiss of Columbia's New York studio.

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Six Schools Given $3,000 in Music Clubs, ASCAP Grants

NEW YORK — Six colleges and universities have been awarded Merit and $500 each in the Fifth Award Program for Educational Institutions for the Promotion of American Music. The program was sponsored by the National Federation of Music Clubs and ASCAP.

Stockholders of Pickwick Vote A 3 for 2 Split

NEW YORK — Stockholders of Pickwick International, Inc., voted on Monday (31) to split the 406,124 outstanding shares three for two and to change its authorized capital stock from 1,250,000 shares at 40 cents par value to 2 million at par value of 25 cents each. At its annual meeting at the Manufacturers Hanover Trust Co., the corporation retained its current directors and elected Bernard Grosman, the board.

The stock split amendment becomes effective at the close of the Sept. 1 business day, with Sept. 15 the date of distribution. The firm's stock was split five for four last September. C. Leslie president, and chairman, told shareholders of the conclusion of deals with Dor Records and Mercury Records, and the purchase of Barths-Feinfberg, Inc.

AF Bows 9-Album Release Backed by a Heavy Pitch

NEW YORK — Audio Fidelity Records announced a nine-album fall release program, backed with a strong merchandising effort.

The new product includes releases by Jo Battle, the Dukes of Dixieland, George Bentley's debut album on the label, Alan Burke's (syndicated television interview) album, and "Corvair Italiano," which features Tony Arden, Johnny Desmond, Tony Cabel, Angelo Di Pippo and Ted Atwell.

The last-named album was recorded at New York's Manna Restaurant and is being released through the cooperation of Restaurant Associates.

Classical product in the First Component Series includes three works by Schubert and a J. S. Bach organ album.

The promotional efforts include streams, window displays, a distributor sales program, personal appearances and radio and TV exposure of artists in the program, and a trade and consumer publicity campaign.

The Jellis album will be promoted by the artist when he speaks at the "Today" and "Merv Griffin" shows.

New album and singles program of the label will be announced in a few weeks.

Beechwood Sets Workshop For Neophyte Composers

LOS ANGELES — Beechwood Music plans establishing a good workshop to develop a stable of composers from college and other untapped regions. The BMI firm believes the music industry is heading toward a period where "good" non-rock songs will take on greater meaning and the workshops, to be conducted here in the fall by Herb Hendler, Beechwood's vice-president and general manager, will be designed to develop serious composers.

Hendler left Sunday on a three-week trip through the South, with New York's ultimate stop where he will huddle with BMI executives to gather information on the collection society's successful Broadway showings.

For the past two and one-half years, Beechwood, owned by Capitol Records, but with success in placing its copyrights with other labels, has concentrated on developing a nucleus of contemporary writers. Now, Hendler and Francis Scott III, Capitol's business affairs chief, believe the time is ripe for developing Beechwood's strength in other areas.

"We will go to the colleges or any place where there might be a source of raw material," Hendler said last week. Candidates for the workshop will be judged on their potential and potential of their already written compositions, either lyrically or poetically. Hendler envisions bimonthly workshop meetings at which the results of the workshops will be offered discussion, instruction on how to write songs.

Staff producers, of whom a number are also Beechwood scribes, will be invited to discuss songwriting and offer criticism of the compositions in the students' hands, who can include original works and potentially the inclusion of their own compositions,

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THE YOUNGBLOODS
Generating strong love vibrations on the Coast and spreading East

"GET TOGETHER"

From their album "The Youngbloods" LPM/LSP-3724

RCA VICTOR
The most trusted name in sound

#9264
WASHINGTON — Legislation to extend expiring music and movie copyrights this year, pending passage of the copyright extension bill, is in the hands of the U.S. Senate, and this week's major hearings on the question of copyright liability of community antenna system (CATV) operators.

Sen. John L. McClellan (D-Ark.), chairman of the Senate Committee on the Judiciary, has accused the subcommittee of full Judi-

Weaver State

The Senate has not yet form-

4


develop a bill to reform the CATV copyright moratorium.

In previous years, Senate and House subcommittees have been in agreement on this issue, but the bill was always defeated on the floor of either the Senate or the House. The Senate has not yet passed a bill to extend copyright on music and movies for more than a year, pending passage of the copyright extension bill, which is in the hands of the U.S. Senate, and this week's major hearings on the question of copyright liability of community antenna system (CATV) operators.

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Weaver State

THE SOUL SOUND IS ON STAX-VOLT

BOOKER T. & THE MG’S
Groovin’
Stax-224

OTIS & CARLA
Knock On Wood
Stax-228

OTIS REDDING
The Glory Of Love
Volt-182

EDDIE FLOYD
Love Is a Doggone Good Thing
Stax-223

STAX ‘67
The Sounds Of The Year!
DISTRIBUTED BY ATLANTIC-ATCO
**Mono Price Hike Triggers U.S. Probe of Disk Trade**

*Continued from page 1*

**Hill Fight Is Shaping Up Over Postal Bill**

WASHINGTON — A fight is shaping up over the postal rates recently proposed by the House Committee on Post Office and Civil Service. If the full House Committee approves the bill, a number of congressmen have promised to introduce bills that would reduce the class rate of 7 cents for letters and postcards to 5.5 cents for all airmail effective January 1968 — while third-class rates would go up less than a penny over a three-year period.

On fourth-class special educational and cultural materials, including records and films, the subcommittee would cut rates from 10 cents the first pound and 5 cents each additional, to 11 cents the first pound and 6 cents each additional. Rates for advertising of educational materials — including books, records and films — would go into a special third-class category with a bulk rate of 7 cents per pound for 1968 and 6 cents minimum per piece by 1970.

The subcommittee has set up a special category for movies and advertising service for newspapers and businesspersons, on a space-available basis, with a surcharge of 50 per cent over regular mail rates. It also changed a previously adopted amendment which would reduce first, third or fourth-class mail rates for inserts in newspapers to 3 cents for subscriptions in the second class publications. But the final decision will be left to the committee for subscriptions inserted in the publications retail.

The bill's critics say the third-class rate will come as a surprise to some and added that the increase in rates would go for a three-year period. The Postmaster General had asked for an increase of 10 cents the first pound and 5 cents each additional, to 11 cents the first pound and 6 cents each additional.

**Executive Turntable**

*Continued from page 4*

Five, Frankie Laine, Buddy Rich, Spanky and Our Gang and Judy Collins.

Doobid B. Barskin, formerly artist and talent executive with Warner Bros. Pictures, joins Capitol Records as artist negotiator. He reports to Francis M. Scott III, vice-president, business affairs, and will also serve as national Publicity and general manager of Concord Electronics Corp. He had served as director of operations since 1964.

Jay Fankull has been appointed national record manager for Liberty Records. In his new role, Fankull has been promoted to Western regional credit manager.

Y. L. Chang has been head of Maruwa Electronics Corp., Hong Kong, Muntz Stereo-Pak exclusive tape cartridge agent.

Charles V. Bredek has been named general manager of RCA Camden Records, a division of RCA Victor. He was most recently associated with RCA Victor as a promotions manager. He will be general manager of the company's entire line of musical instruments.

**2 New Roles for Beechwood**

Beechwood has become associated with Price-Stern-Sloan, the Beverly Hills publisher of "humorous trend" books. The first venture spotlights the Association of Film Composers and the Beechwood repertoire, but not, so far, the court's decision. The Beechwood list will seek to expose all the literary facets of an artist. Comedians, signed to Capitol, will find a new outlet for their monologs via the low priced book market. Beechwood's LS-61 has effectively sold through gift shop.

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**Contest by Sound of Youth**

NEW YORK — A national youth talent contest with record contracts, tours and scholarships among the prizes will be run by Sound of Youth, Inc., this fall. The new firm, which was formed by composer-conductor Sid Bass, Bette Crampton, Bill Davidson, and Ben Dobbs, will conduct the Sound of Youth, USA program through local community groups, such as city and state Junior Chambers of Commerce, Chapters. The contest will work up to a national competition with a TV show planned.

Sound of Youth is approaching national sponsors to tie in with the promotion, as well as the American Federation of Musicians, the American Federation of Radio and Television Artists, and the American Guild of Authors, Composers and Lyricists. The headquarter offices will offer a complete package of sound and visual materials for group use. The package will include a promotion album, publicity photos, phonograph records.

The contest will be open to boys and girls ages 16 to 19. Prizes will include record contracts, a free concert tour of 20 key American markets, scholarships and bonds or cash from the Sound of Youth Education Fund.

**More Name 'Outsiders' Lured to Disk Grooves**

Brenner recently signed the Edge of Your Father's Moustache, a band of garage night club kids who recently released an album reviewed with the "Your Father's Moustache" at the recent American Recordings Convention. The radio program, the "Your Father's Moustache" as a surprise feature, featured the band.

Brenner also finds disk outlets for his young heroes to hit the airwaves. "We're not soliciting clients who can't sing or play a musical instrument," he insists. "In this respect, the song is the record, not the record cover."

The most recent signing for the Columbia division is a band of British artists who has been featured on several international occasions, including the "American Bandstand," "Sunday Night All Stars," "I Love My Country," "The Bob Newhart Show," and "The Tonight Show." The band's recent album released in London, "The Time Machine," is a collection of songs by the band's lead vocalist, a former member of the "Wishbone Ash" group.

Brenner doesn't confine his disk activity to the star level. He also is closely involved with the young musical groups at Columbia. He has been recently involved with the "Mama's Boy," a group of young talent at the "American Bandstand," and the "Aguilas," a group of young talent at the "American Bandstand."
the new Joan Baez album...

with orchestra / arranged and conducted by Peter Schickele
VRS-9240 Mono & YSD-79240 Stereo

including her latest single
“BE NOT TOO HARD”

35055

Personal Management: Manuel Greenhill
Folklore Productions
176 Federal St., Boston, Mass.

EXCLUSIVE ON
VANGUARD
RECORDS
Musicans Studio Hours Ruling
Hits Wrong Note With Schroeder

By CLAUDE HALL

PENSACOLA, Fla. — The musicians union is making it "awfully difficult" to create a hit record today, according to Don Schroeder, head of Papa Don's Records, which recently signed a $1 million deal to put the Beach Boys on the road. "If you can record a record in less than three hours today, you're lucky," he said.

Decca Expands on W. Coast With Bow of New Office

LOS ANGELES — Decca Records opened its expanded West Coast administrative facilities Wednesday (2), with Gil Rodin, West Coast ad director, hosting the festivities. While the label has had office space here for some time, the new set-up, at 1777 N. Vine Street, Hollywood, is the first Decca permanent offices in the area. To open the opening, the West Coast force had signed the SunDowners and the Cakewalkers.

Producer Meaux Is Eying Set-Up Move to Nashville

NASHVILLE—Haley Meaux, veteran independent recording producer, is "thinking seriously of moving here, opening a recording studio, and bring more r&B to the city," he says. While he has studios in Houston and Amarillo, said he probably would move one of those studios to Nashville and work full time in independent production here. "I'll work with all the studios, but not for any of them. Meaux added. He is based temporarily in the offices of Audrey Williams on Music Row, which has been working closely with her in establishing an independent production firm.

The Louisiana native said all sorts of "maverick" producers were offered deals, not only for records but for movies and television as well.

"Whether I move or not, I definitely will set up offices in Nashville," Meaux added. "I don't know, and we were interested in working with him," Meaux said. Meaux cited the move here of r&B pianist-writer Bob Wilson from New Orleans as an example of the potential here.

He's the greatest r&B man in the business, Meaux has said. "He's done sessions with me in New Orleans and in Texas, and he can really do things in Nashville if given the opportunity," Meaux added. "If we let people know that Nashville does all kinds of music, we'll get more business and everyone will come here."

Monument Ties With S. A. Pubs

LOS ANGELES — Monument has tied in with Fermta Records and South American publishing rep. Ainsworth are the American label's six companies.

Enrique Lespande, president of Fermta, will begin covering local language versions of such Monument copyrights as "Single Girl" and "Satin Pillow." The Fermta organization will also acquire foreign rights to the catalogs of Byrds and Matamoros plus special titles from Max-Son and Alabam Records. The Byrds and Matamoros catalog are controlled by Monument from the perspective of Ainsworth's South America office's six publishing outlets.

LOS ANGELES — Monument has begun honoring its foreign licensees with "Golden Master" awards. The first to achieve a No. 1 sales position in their markets with product. First recipient is Meco of the Philippines for its efforts on the "HLR the Blackburn single, "Two of Us." Last January, another Meco label identity international.

BENNY GOODMAN, center, talks with Loren Becker, left, vice-president and general manager of Command Records, and Robert Byrne, Command ad head. Goodman, recently signed a tour which will be released in late September. Distributors will hear cuts from the album in regional sales meetings in Los Angeles Friday (4), Chicago Monday (7) and New York Wednesday (9).

UA ACQUIRES 'LA MANCHA'

LOS ANGELES — United Artists has acquired the film and recording rights to the Broadway musical, "Man of La Mancha." A reported bid of $2,250,000 plus other financial arrangement is involved, including a $500,000 guarantee for the soundtrack LP.

UA has been touring the country and recently ended a 16-week stay here.

From The Music Capitals of the World

NEW YORK

Bobby Darin, Atlantic artist, to England next week for TV appearances and then to Montréal to headline Princess Grace's annual Red Cross charity ball Aug. 25. Johnny Tillotson, MGM artist, will appear at the Wisconsin State Fair, West Allis, Wis., Thursday (20). Steve Lawvere and Easy Justice will record for Decca in New York for their album, "A Night in Paris." Arthur Goren's management has produced her first single, "I'll Think of You" on the Columbia label.

Nashville Pub Is Backed by 'Paul'

NASHVILLE—Paul Stookey of Peter, Paul and Mary, is backing a new publishing firm here to "keep young talent in the city."

"Stookey is trying to bridge the gap between what Nashville has been doing and what the music capitals are doing," said William Diamond, who operates the Stookey label which will operate the publishing company, Lynn-Way. Lynn-Way, which will be affiliated with BMI, will deal in all facets of music from rock to country.

Time Accents Atl.'s Life in Soul Area

NEW YORK — Time magazine's July 28 issue carried a story on Atlantic Records effort in the soul area.

The article "The Turkish Tycoon Who Deals with Atlantic's Aretha Franklin, Wil- son Pickett, Percy Sledge, Otis Redding, Steve Cropper and Dave and Carlos Thomas. The label's expose was published in the May issue of Rolling Stone, with Wesler and Neshui Ertugel also were included in the story.

Terry Phillips, representing College Fund Music, signs a deal to write writing contract for the BMI, which in turn wrote "Apple's" first single, "Punch." Currently high on the charts.

Valley Installation

NORTH HOLLYWOOD, Calif.—Valley Recording, a new studio here, has completed installation of a new Scully master recording system. The studio has an introductory rental ef-

AUGUST 12, 1967, BILLBOARD
NEW ALBUMS FOR AUGUST

RCA VICTOR
The most trusted name in sound

NEW POP

Christmas with Old Souls

Duster
"Old Blue," "Hi" and "Billy the Kid." LP3829.

Floyd Cramer Classic of '67

La Ronde
First modern recording of one of Puccini's most melodic operas, "Il Tabarro," with an all female cast. LP3835.

Norma Jean
Includes "Dream Lover," "It's a Sin to Feel Good," "Nights in White Satin," "Such a Night." LP3856.

Norma Jean
"More Than a Memory," "Frosty the Snowman," "Rudolph the Red Nose Reindeer." LP3872.

IN THE MOD
The Beatles sound of brits in such numbers as "My Love," "Help!" "I Want to Hold Your Hand," "I Should Have Known Better," "Ticket to Ride." LP3876.

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3882.

IN THE MOD

IN THE MOD

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3887.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3890.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3893.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3896.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3899.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3902.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3905.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3908.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3911.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3914.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3917.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3920.

IN THE MOD

IN THE MOD

IN THE MOD
"I've Got a Secret," "It's a Sin to Feel Good," "Loves Me, Loves Me Not," "Nights in White Satin." LP3923.
Jazz Beat

By ELIOT TIEGEL

Joe Williams, once billed as a man who shoots the blues, says there is no particular significance to shooting the blues. "Some of the kids seem to think it's the way they're done in," Williams says he doesn't shoot all the blues tunes he sings and he doesn't think other blues performers do either. For the six years he was with Big Joe Turner, he says, "The way the blues are done in is the way they were invented." Williams' powerful voice boomed out in front of Basie's own dynamic band. So much so that Basie's have greatly broadened out of the exclusive blues bag to include pop music, but he has been generating back to what he does best: band work. His sound was heard coming through impressively with the New York-based Thad Jones-Mel Lewis band on United Artists Records. And during his jazz club bookings, Williams digs into a program of blues and popular songs full out.

"I enjoy fine harmonics behind me," he explained one afternoon in Los Angeles. "They give me a chance to throw phrases out and then get out of the way of the accompanying harmonics can make a sympathetic statement." While a major ingredient of a blues tune is its simple melody, Williams believes the potency of the blues are the story lyrics.

"I like 'Nobody Knows the Way I Feel This Morning.' " "Get Out of My Life Baby," I'll always love the 'Wee Baby Blues,' and of course 'Roll Em Pete.' " 'I've Got a Girl Who Lives Up on Hill,' " Williams began. "That line sounds pretty sad, but it's done in a swing way... what do they say... jocularity?"

Williams explains that the blues may be happy despite the sad connotation of being blue. "Shake, Rattle and Roll" is an example of a happy blues. "It's the way the blues are done in" he says. "The Blues are the same way, I talk about life. He tells his woman to get out of bed and fix him some food because he's got to go to work. He's complaining that the money he makes goes quicker than he can get it. My woman is sad and full of sorrow."

Ray Charles, Williams says, is excellent in conveying happiness through blues. Selecting one Charles hit, Williams said: "'I Say to Myself,' Says Mr. Ray. "'I say I'll sing that out and do it the last day at the 14,000-seat Spectrum. Spivak originally produced the first Quaker City Jazz Festival last May.""

"Happy Valley, the 38-year-old singer who has been singing professionally since 1935, "It happened the other night," Williams recalled. "I was doing 'Nobody Knows the Way I Feel This Morning.' My plans got wet and heavy and I think everybody else did too."

(Continued on page 63)

Brief Solos

Herb Spivak, owner of Philadelphia's Shoebox Jazz Theater, will plug the second annual Quaker City Jazz Festival on Sep. 30. Announced for the bill are Dave Brubeck, Stan Getz, Herbie Mann, Sarah Vaughan, Arthur Prysock, Miles Davis, Groovy Fycik, Ramsey Lewis, Mongo Santamaria, Dionne Warwick, Cannonball Adderley, Ivie Anderson, Sonny Stitt and Flip Wilson.

Spivak has scheduled a number of familiar names for the second and final day at the 14,000-seat Spectrum. Spivak originally produced the first Quaker City Jazz Festival last May.

"Bobby Scott, arranger - composer, speaks to students at Northeast Community College on Long Island about music and how it relates to young people. His talk was sponsored by New York's anti-poverty program - The Four Tops will perform Sunday (13) at the second annual jazz festival."

"Howard Lactraft, former Knob Sunday DJ, has joined KJCB-FM with a Sunday stereo jazz show in Los Angeles."

"Johnny O'Neal, former bassist for the latest all-time great"

"Charles Mingus, is back in town for the annual Los Angeles Jazz Festival, He is named chairman of the Arts Commission for the year."

"Richard (Grove) Holmes and his trio are featured at the Los Angeles County Museum's third annual jazz concert Monday (14)."

"Avant-gardist Ornette Coleman, while in San Francisco, told Ralph Gleason the reason he likes music "is that it's like walking down the street naked."

"Laurie's Singer on A Promotional Trek"

NEW YORK — Laurie Records vice-president Murray Singer. who is making a promotion push on oldies, is making the rounds of one-stops, record distributors, rack jobbers and dealers.

Singer is promoting the Laurie catalog which includes oldies such as "Run Around Sue," "Earth Angel" and "Tie Me To Three," by Gary (U. S.) Bonds; "He's So Fine," by the Chiffons; "Hushabye," by the Mydines, and a "Little Bit of Soul," by the Jarmels.

(Continued on page 65)

Germans Get Chance Again

On Copyright

WASHINGTON — German citizens unable to comply with U. S. copyright registration requirements during the disruptive war years from 1939 through 1956 will now be allowed to bring certain of their musical, literary and artistic works within the protection of U. S. copyright law.

President Johnson has signed a proclamation giving the affected German citizens of one year, beginning July 12, 1967, to apply for U. S. copyright registration or renewal. The German copyright holders will have to prove that they have already enjoyed the work they wish to register or renew between Sept. 3, 1939 and May 5, 1956.

Skylar Transferred

By Peer-Southern

NEW YORK — Peer Southern's New York staffer, Sonny Skylar, has been transferred to the West Coast to work with professional manager for the firm, Billy Walker.

Skylar joined Peer-Southern in the New York office in 1960, and more recently was their Brazilian representative. He is also an songwriter, having penned "Bennie Mucho" and "Amor."

Chartbust Hires

Koppelman & Rubin

WASHINGTON — Chartbust Music Corp., has hired Koppelman and Rubin to produce rock material for release by Cameo Records.

Chartbust also assigned Bobby Poe and Vernon Sanders to produce the Chartbust feature release on Bell Records, and the Butlers on Parkway Records, and Papa Don Schierer to produce Jimmy Jones for release on Bell.

Tabbert Killed

CINCINNATI—Monie Vance, the president of the Queen City Jazz Band, was killed Wednesday afternoon (2) when his car hit a telephone pole. The driving was struck head-on by another vehicle. The body of Vance was recovered from the telephone pole and the car was left in the road.

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(Continued on page 63)

Anthologist Buck

Buys U. K. Firm

LOS ANGELES — Mono Records of England has been purchased by jazz anthologist George Buck Jr. of West Columbia, S. C. The 10 LPS in the catalog document New Orleans jazz.

Buck's 18-year-old company is called Jazzyology and collects classic forms of the music. It recently expanded with the purchase of California-based icon Records, Jon has been releasing New Orleans Dixieland on his own two labels, Jazzology and CHBR. His new artists include John Andy, Jimmy McPartland, the Original Salsboons and We Three Kings, with catalog material by the Bell Weezy Jazz Band, the Excelsior Jazz Band, George Lewis and the Easy Riders Jazz Band, Buck's company is headquartered at 204 Beverly Drive, West Columbia, S. C.

Records Produced

To Drink Wine By

NEW YORK — Victor Wolfson is producing a two-record set in Europe offering an in-depth look at the history of jazz.

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PERFORMANCE OUTSTRIPS THEORY!

THE RESULT - TWO SOLID SELLING ALBUMS.

PAINT IT BLACK
The Soulful Strings

MELLOW YELLOW
Odell Brown & The Organ-izers

THERE'S A WORLD OF EXCITEMENT ON CADET
Growth—In Guitars or Gimmicks?

BY BRUCE WEBER

LOS ANGELES—Growth of the amplified instrument market over the next five years, predicted several major retail executives in this region.

But they agree it may happen only in the amplified guitar market and not in what most retail merchants label "amplified gimmick" instruments.

Without benefit of gimmicks, the amplified guitar is giving most instrument retail outlets a "big band" sound in the cash drawer. To classify other amplified instruments, and that includes drums, horns, organs, etc., as an economic boom in today's teen-dominated Southern California market, draws an amplified "phonylo" from both independent and chain-store merchandisers.

Expensive "They're all gimmicks," said one retailer, "and most of them are too darn expensive."

Lean Trends have been changing as rapidly as the stock market, especially when the mass market is up. Several distressed retailers who are looking at least 1967 sales figures, says a chain independent, are on the economic yo-yo. All retailers say amplified guitars are up, other amplified instrument sales are low or non-existent, and sales in general are good.

Dealers that were predicting a 17 per cent growth rate at the beginning of the year have revised the figure to about 7 per cent.

"The amplified guitar has four or five more years of peak sales remaining, at least, while many of the other amplified instruments are not to be taken seriously," declared Howard Judkins, sr., owner of Judkins Music in Gardens Grove.

"Manufacturers are trying to come up with new sales ideas, but they're putting too much emphasis on 'gimmicks' and not enough savvy to instrument improvement," he said.

The current down-trend business atmosphere also curtails

Says 5-String Has Arrived

NASHVILLE—"The five-string banjo is not a coming thing anymore. It's here.

This is the opinion of Sonny Osborne, five-string style of the Osborne Brothers country music group. Osborne has just designed a small-neck banjo for the Vega Co. of Boston and has authored several instruction books on the five-string banjo.

"There are two vital parts of a good banjo," Osborne said. "One is the fingerboard, the other is the tone ring." Osborne said his design for Vega has a bell-brass tone ring specifically engineered except that it is a sound out of the instrument.

"Because of the high strings on a banjo, contrasted to the low-string profile of the guitar, a generally smaller neck is desired," Osborne said. This gives the player better finger control over the strings, but the new Vega banjo will have an "original ebony fingerboard."

"Now we are playing the five-string banjo now," he said. "There was a time when few players would ever dream about buying a banjo, but now, with the noise levels of the instrument, and in the music, it is not so difficult as it once was."

Osborne was fingering an old Gibson banjo as he spoke. He explained that it had been lying unused for some time, and that he had not picked it up again until the Vega company gave him a new Vega banjo.

The current design was done with the help of one of the best luthiers in the country, to be marketed shortly. It was demonstrated for the first time at the Chicago Music Show in June.

NEW FROM SWITCRAFT is this battery-operated "Studio Mixer" designed for full-color display in the music store. The unit, model 3077L, is a small, solid-state unit combining a 100-megohm audio frequency mixer/amplifier, which may be used with phonographs, microphones, electronic instruments and/or tape recorders. It permits recording sound on sound, fades music and voices, records voice over music or mixes voice and program sources from several locations.

MORE POWER TO the pop musician was plentiful at the Music Show. Sound isolated and attracted the special voice projection unit, a two angular horns have 75 per cent efficiency for 3,000 people. Equipment retail at $250.

South Dakota Pop Festival

STOUX FALLS, S. D.—A pop music festival patterned after the big event at Monterey, Calif., was held here July 24.

The event was sponsored by KISD radio and attracted bands from Kansas, Oklahoma, Iowa, Minnesota, North Dakota and South Dakota.

Ray Ford, KISD program director, said that among the groups present were the Red Dogs, Blue Things, Fabulous Rambles, LTD. from Omaha, the Silverlens, Steve Ellise and the Starfires and Those of Us. Movies and slides were shown and a fashion show was staged. Advance tickets, at $1.50, were sold out before the event.

Vox Names New Product Expert

SEPULVEDA, Calif. — A former rock 'n' roll group manager, record producer and writer, James L. Katie, has been named product specialist for Vox Guitars and Amplifiers.

Katie will oversee Vox publicity for dealers and will set up demonstrations with musical groups interested in Vox equipment.

Norman-Leonard on Industrial Kick

NEW YORK—Norman Leonard Music, Inc., a recently formed firm which claims to be the music for eight industrial shows, including industrials for Quaker products and General Electric. One of the shows will be staged at a cost of $15,000.

"The amplified instrument trend is a craze," Sears, the world's largest retailer, stocks few amplified instruments and prefers to specialize in records. Any amplified instrument that sell are usually guitars, Sears spokesmen reports.

"As a result," he said, "we just don't stock too much amplified equipment other than guitars."

Maurice Batter, owner of the two-store Music Man Co., doesn't see much future in some amplified instrument lines. "We just don't have much call for amplified instruments in either of our stores," said Batter, who owns stores in suburban Torrance and in economically poster Palm Desert.

Batter sells a complete line of instruments in both stores, but sees new trend developing. Business, he said, is better.

Dave Jaros, sales manager for the two-store Westchester-Ingleswood Music Co., reports sales in amplified guitars are up about 30 per cent while sales in other amplified lines are down.

"If there is any trend in amplified instruments today," Jaros said, "It's in amplified guitars. The more expensive ones at that."

COBINATION COMBO ORGAN and harpichord, premiered at the Studio Show, is available from the Rocky Mountain division of Allen Organ Co. It's called the instrument and is available in $995 and $695 models.
New Combo Organ Line From WMI Corp. Starts at $345

EVANSTON, I1l.—A complete line of transistorized combo organs has been introduced by the WMI Corp., to be marketed under the Teisco trade name. Prices start at $345.

The five-model line consists of instruments suitable to the demands of everyone from beginners through professionals. Low-priced models, "B," "C," and "C-1" are 49-key instruments with tone and control features applicable to rock groups. Higher-priced models "D" and "G-2" are 61-key instruments with additional features. All the models are completely self-contains with self-storing legs.

WMI has also introduced a new guitar amplifier display for dealers. The unit has space for eight guitars and four amps and is said to be ideally sized to meet the display needs of all store sizes.

WMI is the exclusive importer of Teisco Del Rey guitars and CheckMate amps. Information about the company's products may be obtained by writing: WMI Corp., 1221 Emerson Street, Evanston, Ill. 60201.

Rowe Has New Pick-Up Book

TOLEDO, Ohio—Rowe Industries has issued a new catalog for its 1967-1968 line of DeArmond electronic pick-ups and controls for stringed instruments.

Newest aspect of the line is the offering of quick-disconnect cable attachments for nearly every pick-up and control. New pick-up models include units which convert acoustical guitars to "built-in" styles. New pick-ups for 12-string guitars and Autoharps are also shown. The DeArmond line has pick-ups for flat-tops, tenor guitars, ukuleles, mandolins, violins and bases as well. Copies of the catalog are available from Rowe Industries, 1702 Airport Highway, Toledo.

Another Vox exclusive:

Electronic Guitars!

Vox busts the industry wide open with a daring new idea—electronic guitars. The world's first guitars with built-in distortion, Wah-Wah, E or G tuner, bass and treble boosters; even repeat for percussion! All made possible through the miracle of miniaturized electronic modules—contained in every electronic guitar.

They've put Vox years ahead of the industry. Vox electronic guitars—the new frontier in music. Together with Vox's new, strong line of amps, organs, drums and sound accessories, they represent the biggest goldmine in music sales history.

Get Vox and get in on the action. Vox: It's what's happening.

WMI CORP. has made available this new display to dealers. It holds eight guitars and four amps.

Grass Experiment With Ampeg Units

NEW YORK — The Ampeg Corp. has presented equipment totaling $2,400 to Jubilee artists the Blades of Grass on an experimental basis.

The equipment is made up of an electronic experimental sound system (three amps and three sound columns) not yet available on the market. The group will meet with Ampeg officials later to report on the performance of the system and further lab research and analysis. The equipment is being tested in live performances.

JIMMY BRYANT, country guitarist, has been signed by Vox as a product consultant. The imperial artist will advise Vox engineers on development and design of sound equipment. Other Vox artists using Vox equipment are Marty Robbins, Weylon Jennings and Jean Shepard.

Say You Saw It in Billboard

AUGUST 12, 1967, BILLBOARD
**TOP 20**  
**POP SPOTLIGHTS**

*DEAN MARTIN—LITTLE OL' WINE DRINKER ME* (Prod. Jimmy Bowen) (Writers: Mills-Jennings (Moss Rose, BMI)—The Robert Mitchum country hit is made to order for Martin. The Bill Jones arrangement provides a perfect complement to his easy-going delivery, and should quickly break. The bonus is the title cut. Also: Flp: "If You Could Only Be Me" (Screen Gems-Columbia, BMI). Mercury 72714

*THE ROYAL GUARDMEN—WEDNESDAY* (Prod. John Green) (Green-Dion) (Producers-Dion-Rooney, BMI)—With even more sales potential than their recent "Airplane Song," this groovy rock item, should continue the group's impressive streak. A fine comeback. Flp: "Right On Right On" (Sonny Bono, BMI). LaBlac 3397

**TOP 60**  
**Spotlighted to reach the top 60 of the Hot 100 Chart**

*PAUL REVERE & THE RAIDERS—I HAD A DREAM* (Prod. Mark Lindsay & Terry Melcher) (Writers: Lindsay-Melcher) (Down, BMI)—Driving rock ballad carries a powerful vocal weight, is a change of pace for the group and should quickly work its way to a high position on the Hot 100. Flp: "I'm Not a Girl, You Know" (Maelon, BMI). Capitol 3974

*THE SEEKERS—ON THE OTHER SIDE* (Prod. Tom Springfield) (Writers: Springfield-Osborne-Sage) (Chappell, ASCAP)—Folk-gospel version produced and sung by Tom Springfield, or "George Girl" fame, has even more potential that the group's previous number one, "I Can't Help Myself." Flp: "I Wish You Could Be Here" (Charing Cross, BMI). Capitol 847

*JACK JONES—OUR SONG* (Writers: Clarke-Hinds) (Black, BMI)—Seemingly on the verge of a big hit, this song has proceeded with assurance and in its own way. Flp: "The First Time I Met You" (Black, BMI). Kapp 847

*THE ARROWS—WITH YOU GIRL* (Prod. Al Kash & Ester Seiden) (Writers: Robinson, BMI)—"The Graduation Day" group adds more of a beat with this smooth rock finder right in the teen bag. Vocal treatment is tops and should quickly be riding high on the Hot 100. Flp: "A Love For All Seasons" (Kati Kri, ASCAP).

*PETE, PAUL & MARY—I DIG ROCK AND ROLL* (Prod. Albert Sosey) (Writers: Seosey-Okan) (Pepasram, ASCAP)—The folk-oriented trio is really at it as they rock and groove with a powerful piece. Flp: "The Great American Song" (Pepasram, ASCAP). Warner Bros. 7067

*THE MYSTERIANS—DO SOMETHING TO ME* (Prod. Pa-Go-Go Prod.) (Writers: Calvert-Marriner) (S Jerry, BMI)—After Albert Sosey's debut, this top discotheque item that should quickly work its way to the top. Flp: "If the Music Doesn't Get a Groovy Vocal</p>
VOYLE GILMORE, left, Capote and the wife of the label's Bobbie Gentry celebrate the click of her "Ode to Billie Joe" single and her birthday July 27 at Hollywood's Villa Capri.

Supreme Quits; Ill Health Cited

NEW YORK—Florence Ballard of the Supremes has withdrawn as a member for reasons of ill health, according to a spokesman for Tamla-Motown, the group's recording label. Cindy Birdsong of Patti and the Clangers and Miss Ballard. This is reportedly a permanent arrangement, but Miss Birdsong has not been signed as yet. Miss Ballard is a patient at a Detroit hospital. No word has been given for her hospitalization. Motown executives are said to have divested and arranged it with Miss Ballard regarding her withdrawal.

Garland's Magic Makes Palace Theater Glitter

NEW YORK—The remarkable Judy Garland made the Palace Theater glitter again with a fascinating homecoming performance on Monday (1). They are part of the 10-week Cleveland Summer Arts Festivals first of its kind in the city's 121-year history.

Lionel Hampton held auditions at the Cleveland Music School Settlement. Winners in vocalization and all other categories appeared with Hampton at neighborhood centers

Nightly performances are given in music, opera and dance at 10 neighborhood recreation centers. Music workshops, as well as those for dance and theater, are held in 14 centers. Among the talent at the festival is Bill Doggett, Duke Ellington, Laura Green, Clark Terry orchestra, the Young-Holt Trio, Carmen McRae, the Woody Herman Orchestra.

Talent Plans Set To Begin Freshman Year in 68

MIAMI—Plans for the first Intercollegiate Jazz Festival, formerly the Intercollegiate Music Festival, have been announced with the finals to bow in May 1968 at the Municipal Auditorium here.

The new IJF will focus on college jazz talent, and has dropped the individual vocalist competition from the program. However, Robert Yde, director of the IJF, said the vocal groups will be eligible. Single vocalists were excluded because of the Broadcasting System. This, too, hinges upon sponsorship, according to the director.

Arrangements for the judges have also been changed. Only one judge is expected for the 1967 program will return for the judging in 1968. He said that this arrangement will continue from now on in an effort to keep the IJF impartial and fresh. ABC Records' impulse label will be releasing the finals from the 1967 Miami program on an LP this fall. So far, he said, some labels have shown recording interest in the first annual IJF, and the judges have participated in various studios, and a vocal group, a combination group and an orchestra will each compete in the national finals.

Sponsors for the 1968 IJF will again be the Sero of New York, the IJF said, that vocalists, and others, and World Airlines. ABC Records also planned for a 60-minute TV special during the finals, pending the acquisition of sponsors and a network commitment.

By CHARLES BARRETT

Goulet Sets Ind. Record

NEW YORK—Robert Goulet, in the first week of his eight-city concert tour (July 24-30), set a box-office record at the Starlight Theater, Indianapolis, of $74,047.60. On the other hand, the singer in a recent Bob Melvina and the Clangers. Goulet, who records for Columbia, followed the Indianapolis engagement with a one-week appearance at the Theater Under The Stars, Atlanta (Aug. 4-6). He then played the Fillmore Auditorium, Detroit (Aug 7-12), Morris Mechanic Auditorium, Baltimore (Aug. 14-19), Music Circus, Lambertville, N. J. (Aug. 22-23); Oakland, Calif. (Aug. 24-25); Inglewood (Aug. Conn. (Aug. 28-Sept. 2); War- rington, Pa. (Sept. 6-9), the Wintergarden, R. I. (Sept. 4-10); Melodyfair Theater, Buffalo (Sept. 12-17). Goulet, who is continuing his tour, draws a packed house every night and the last seven dates are comedians Norman Crosby and the Clangers.

Sighnings

Bobby Goldsboro has signed a contract with United Artists Records. He has also re-entered into an exclusive agreement with Decca Music, Inc., a BMI affiliate, for the production of his own recording company. . . . Albert Airstein, who is currently with the L.A. Philharmonic Orch. Bob Thiele, who guides Imago on their new label, will be releasing an October release for his new label, Alcam. Paul旹. Bessons, who has signed with Action Pac, a new Los Angeles label, their debut single is called "I'm Ready For You." . . . The Daring Sisters of Canada have recently signed with Stargl and Stargl manages both acts. . . . Patrick Farrell and Paul Byrne, who are billed as Patrick and Jonqui and Composers' Records. They have just been given a contract with Columbia Records, to A&M. Herb Alpert will produce all of their records, which will probably be released late next year. . . . Pat Sullivan signed to PDA Rec- ords, a newly organized company. Her first release couple's "This Is How I Feel About You" and "Look What You've Done." . . . Writer-singer, Marcus Blaum is a Warner Bros. Records. His first album, "Beverly Ann, actress-model-singer, to RCA Victor. Her first single, "The Legend Of John Henry," and "He Won't See The Light," have been released. . . . J. J. Johnson is an artist and to Irving Music as a composer, producer, the Association's clack disk. . . .

Bruno, the indefatigable and al- most always in demand, much-dance man John Bubbles and Jackie Vernon, dead-pan singer and comedian. The pair scored with his self-directed joking, jobbing, and on. His debut record for United Artists Rec- ords is "A Man and His Water- fell" whose show runs through Aug. 26. - ROBERT SOBEL

Cream Looking to Sweater U.S. Image

NEW YORK—The Cream Atlantic artists, will open at San Francisco's Fillmore Auditorium Aug. 22, kicking off the first leg of an eight-week tour.

From the Fillmore, the English group will go to Boston for a date at the Cross Town Bus Club, then to New York; winding up their visit with two weeks of one-nighters. Their second LP will be released this month.
Hirations

WALLINGFORD, Conn.—For nearly two-and-a-half hours, RCA Victor trumpeter Al Hirt and his band presented a bright, spontaneous and continuously alive performance at the Oakland Music Theater Sunday (30). With a sprinkling of humor and a lavish serving of talent, Hirt whipped up a repertory various from a medley of his hits to stirring blues renditions.

In addition to the vast amount of material Hirt utilized, his emphasis on the individual talents of the members of his group deserves special credit. After hours of introductions of each and others at intervals during the show, the musician performed two solos. The band includes Pee Wee Skipper (clarinet), Mike Orehowski (trombone), drummer Fred Snoddy, guitarist Wayne D'Allaire and Ellis Mar- salis (on piano).

Among the standout numbers were Skipper's bluesy "Tin Roof" and D'Allaire's organ rendition of "Slaughter on Tenth Avenue," and Fred Snoddy's "Night Life." Hirt, swinging with trumpet, seemed to thoroughly enjoy the festivities and was also quite entertaining about the circular stage. He blended humor, fielding questions on some songs, and his musical agility and adroitness on trumpet to and from a close rapport with the 3,100 house. Performance on "Juba," "Cotton Candy," "Sugar Lips," "Music to Watch Girls By," and his renowned "When the Saints." Hir also depicted himself as a NASHVILLE Home Base of Lanson & Guy Mitchell of Nasvhille—Snooky Lan- son and Guy Mitchell, who made their mark in the past in the music industry have moved to Nashville looking for a comeback in the record indus- try.

Lanson, former Det artist who sang for a number of years on "Your Hit Parade" and the "To- day" show, will now do all his bookings out of Nashville. He said his recording plans were uncertain at this time, but it's thought that he planned to be- come involved. Lanson is booked by GAC's Tony Papa, and opens a two-week stand at the Cabana in Dallas Mon- day (7).

Mitchell, former Columbia Records artist, has signed a con- tract with Starday and is now working on his first session. He, too, is making his home in Nash- ville.

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Peter and Gordon, the popular London duo spin a special kind of album for Capitol, the "London for Tea" (2747M; 27473). It features, of course, their recent single, "Sunday for Tea" and it's backed up by another number, "London at Night." The album is an eclectic mixture includ- ing an unusual variety of number, from the title song of "The Jokers" (which they sang in the film) to popular and country numbers such as "Good-by My Love" and "Please Help Me I'm Falling." Peter and Gordon insist on a guitar that matches their voice—a Gibson Guitar, the choice of professionals.

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MR. C

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"I looked back"
\"A world of love\" - 9262

RCA Victor

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<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label/License</th>
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<tbody>
<tr>
<td>1</td>
<td>LIGHT MY FIRE</td>
<td>Neil Diamond</td>
<td>Columbia</td>
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<tr>
<td>2</td>
<td>ALL YOU NEED IS LOVE</td>
<td>The Beatles</td>
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<tr>
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<td>I WAS MADE TO LOVE HER</td>
<td>Dusty Springfield</td>
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<td>4</td>
<td>PLEASANT VALLEY SUNDAY</td>
<td>Ray Price</td>
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<tr>
<td>5</td>
<td>MERCY, MERCY, MERCY</td>
<td>Duane Eddy</td>
<td>Capitol</td>
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<tr>
<td>6</td>
<td>CAN'T TAKE MY EYES OFF</td>
<td>Maxine</td>
<td>Riva</td>
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<td>7</td>
<td>A WHITER SHADE OF PALE</td>
<td>John Denver</td>
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<td>8</td>
<td>WINDY</td>
<td>The Association</td>
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<td>9</td>
<td>CARRIE ANN</td>
<td>R. Dean</td>
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<td>A GIRL LIKE YOU</td>
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<td>12</td>
<td>SILENCE IS GOLDEN</td>
<td>The Four Tops</td>
<td>ABC</td>
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<td>MY MAMMY</td>
<td>Dion &amp; The Belmonts</td>
<td>ABC</td>
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<td>Brenda Lee</td>
<td>Imperial</td>
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<td>WHITE RABBIT</td>
<td>The Four Tops</td>
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<td>SOUL FINGER</td>
<td>Barry White</td>
<td>RCA</td>
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<td>I TAKE IT BACK</td>
<td>The Caroleers</td>
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<td>THANK THE LORD FOR THE NIGHT TIME</td>
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<td>20</td>
<td>COLD SWEAT</td>
<td>Gladys Knight</td>
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<td>Jack &amp; the Greenwoods</td>
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<td>42 TO LOVE SOMEBODY</td>
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<td>WORDS</td>
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<td>IN THE CHAPEL IN THE MOONLIGHT</td>
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<td>ABC</td>
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<td>26</td>
<td>UP, UP AND AWAY</td>
<td>The Association</td>
<td>Epic</td>
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<td>27</td>
<td>LET THE GOOD TIMES ROLL</td>
<td>The Association</td>
<td>Epic</td>
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<td>28</td>
<td>SAN FRANCISCO WEAR SOME FLOWERS IN YOUR HAIR</td>
<td></td>
<td>ABC</td>
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<td>29</td>
<td>MORE LOVE</td>
<td>The Association</td>
<td>Epic</td>
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<tr>
<td>30</td>
<td>MAKE ME YOURS</td>
<td>The Association</td>
<td>Epic</td>
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<tr>
<td>31</td>
<td>COME ON DOWN TO MY BOAT</td>
<td>Nova</td>
<td>ABC</td>
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**Billboard Hot 100—A to Z (Publisher-Licensed)**

**Bubbling Under the Hot 100**

Compiled from national retail sales and radio airplay data by the Music Popularity Report of Broadcast Research, Billboard.
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Radio-TV Programming

Drake Blasts Record Men for Tabbing Him "Tight"-Play Addict

BY CLAUDE HALL

NEW YORK—Bill Drake, programming consultant who has been at WOR-FM New York, the CBS-owned and operated radio station in New York City, declared on Aug. 15, according to Radio Trade Journal, that record companies are "screwing the public out of $20 billion the first week of every month" by releasing singles and albums at the same time.

Drake, who has been in the radio business for 35 years, said that the record companies are "screwing the public out of $20 billion the first week of every month" by releasing singles and albums at the same time. He said that record companies are "screwing the public out of $20 billion the first week of every month," according to Radio Trade Journal, and that radio stations are "screwing the public out of $20 billion the first week of every month" by releasing singles and albums at the same time.

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PERSONALITY PROFILE

Hummel's TV Show Humming With Disks

MIAMI — Jim Hummel knows at least one bandstand record TV show that spins more records in an hour than his WQAM radio show—his own TV show. Under the air name of Rick Shaw, a byword with Miami teens, Hummel hosts a 6:40 p.m. radio show on WQAM. Under the same name, he has a 7:30 a.m. daily show on WLBV-TV. The TV show plays a minimum of 16 records each show; but "you're lucky to get 13 or 14 records played during an hour on a radio station that's loaded with commercials," said Hummel.

Hummel is not only a highly rated deejay on radio, but his TV show on channel 9 on the ten thousand audience of the area. The show is patterned after the NBC-TV "Today Show," but aimed at teens. It's not a typical TV bandstand; there's no body live in the studio but Hummel. Ninety per cent of the show is taped outside the studio in his own home. Hummel's "Where the Action Is" TV show of Dick Clark's.

Current big groups and artists in Florida, according to Hummel, include the Bird Watchers on Mala Records, the Royal Guardians on Laurie, the Proctor Amusement Co. on Laurie, and Wayne Cochran. Cochran, he felt, was the biggest drawing attraction in Miami at this time. "When he appears at the world, a local pop music station, "he actually destroys the stage."

WXFY in Country

NASHVILLE — WXFY, Greenville, S. C., will move from 11 a.m. to 1 p.m. to 11 a.m. to 1 p.m. full-time country. Program director Bruce Cremore said the 1,000-watt station would be called "Home of the Radio Rangers."

WATM - TV 4 (WATM-WATP)

The station, which was founded to serve the daily audience of the area, was turned over to Caroline Publishing Co. in Providence, R. I., has been a prominent station for the past five years. The station's format is a combination of religious and country music.

Gene Crockett, program manager, saw the potential of the station and decided to move to the station. He also knew the song "Talkin' About Love". He had heard the song on the radio in the local area. A record by Dooley last January did very well in the nation.

"Three On the" WYLC and KLKC in St. Louis, he is master of classical music. The station, which is for the benefit of the Catholic stations, has been heard from the station.

More total rate periods released Thursday. together with the June-July show, with 119 and 130, have been released with a "Today" show. The show includes "Today's Sunset" and "Today's Total".

Ron Brandon has joined WLEE in Richardson, Va., and is handling an entertainment program, formerly with WAVS in Charleston, W. Va. He is the recipient of the station's year ago to help it switch to conventional programming. He is deafened and has been converted to the studio in the program. He is also a writer for Jack Stapp's Tree Music in Nashville.

B. J. Dick, the KBQQ in Burbank, the new 24-hour country music station, San Diego, has been converted to country music and has brought in Vernon Shindell, veteran deejay and performer, in the recording studio. His name, he said, would be known as "Today's Sunset"

Also new at WLEE in Richmond, Va., is B. J. Dick, daughter of the musical director. He's been program and music director for the station. Said the station: "We believe that WLEE in Philadelphia is doing a small role in the program."

WATM-WATP, the NBC TV station, is the first to follow the trend of the religious and country music stations. The show, which was started by Hummel, was called "The Radio Ranger."
Radio-TV programming

Drake Blasts Record Men

* Continued from page 28

this would run to 27 new records each week.*  

Basically, he felt his radio station policy isn't just to play the top few records, but he does adapt it to playing "losing" records. "The object is to play winners. It's good for us, it's good for the record companies. If you have a weak record on the air, it's obviously going to limit the amount of exposure you can give a strong record."

"I could never understand why record companies wouldn't be advertise their good product was being hurt by the amount of weak product sometimes played.

Fresh Product

Drake does believe definitely in playing new records, saying his station were spinning LP cuts by the Jefferson Airplane before the group's hit payday with the single. "You've always got to be keeping an eye on the air, good new records. . . "whether by a new or established artists. Otherwise your station wins up with a stale.

"Playing records by and for the hippies will not lead to a successful radio station," he felt, "for he believes the whole of San Francisco movement is a myth. Records are sold also too nar-

rowly aimed . . . "what's wrong is that these stations get the teen-teen listeners. You want them, too, but not exclusively. Younger kids like the oldies, however, who have the time and patience to dial. They aren't going anywhere anyway."

The object of Drake's radio is to please everybody without going after them. "You play the good records, the ones theTurkeys," he says, "You Keep Me Hanging On" by the Supremes, those are monster records that everybody likes."

Still aside from the "mon-

ster" ones, Drake's station does have winners. Tom Roundt, he said, picked up on "Oohs to Bee" early and began playing it under the assumption it was going to become a mon-

ster. The record hit the chart a week ago like gangbusters and it's still climbing. So, ob-

viously, is Drake.

WCAW's LP Play Clicks

CHARLESTON, W. Va. -- A one hit album by play policy.

While restricting the singles play list to the best and most popular hits is clicking for WCAW here, said Gary Brook-

hart, music and program direc-

tor. No longer, in fact, the formal station initiate a liner notes feature, including a brief read-

out of the tunes on an album, then playing one or two in a row, delivering a liner note, and even telling the listeners who cover the album.

London Group to Kick Off Shows

LONDON--A new promotion of football stadiums, and broadcasting 15-

minute weekly music programs before on May 19, the opening date of the new football season. Called Sportsound Ltd, the company's tape will be broadcast initially in 40 gardens in major British cities.

An estimated 10 million people will hear the shows before matches throughout the year. Each show will consist of pop records, competitions and interviews with artists by disk jockeys. Dave Cash is the manager, a young name. Sport-

sound program controller is Roger Watkins and Derek Web-

ster is the market director.

Triangle Adds Musical Profiles

NEW YORK--Triangle Pro-

gram Sales has just released 22 new musical profiles of such artists as Aretha Franklin, the Brothers Brothers, Lena Horn, the Boston Pops Orchestra, Al Hirt, Peter Nero and John Gary. Coby is to do "90 Minutes With Which, . . . pack-

aged" for monthly. There are 32 recorded in both mono and stereo versions here by WHF (Philadelphia) staffer Hal Woodard. The new program includes not only performances but interviews with friends and associates behind the scenes.

De Stefano Concert

COLUMBUS, Ohio--Tenor Giuseppe De Stefano will appear in a Franz Lest program in the Tokyo Metropolitan Auditorium on Sept. 29 at the opening of the 1. Hone Concert Series here. The Czech Philharmonic and pianist Van Cliburn will appear later in the season.

Billboard SPECIAL SURVEY For Week Ending 8/12/67

This Last Title, Artist, Label, No. & Pub. Weeds on Chart

1 I MADE TO LOVE HER Steve Marcus, Tama 5419 (Juke, B), 7

2 COLD SWEAT Little Richard, RCA 2437 (Fraks, B), 10

3 COLD SWEAT Little Richard, RCA 2437 (Fraks, B), 10

4 HYPNOTIZED Yes, AM-2095 (Motown, B), 11

5 MORE LOVE Smokey Robinson & the Miracles, Tama 5412 (Coral, B), 7

6 BABY I LOVE YOU Average White Band, Tama 2457 (Fraks, B), 2

7 WHAT YOU TESTIFY Parliament, Capital 207 (Gronoble, B), 11

8 WE GO AGAIN Le Minor, Black 4 (Coral, B), 11

9 BABY PLEASE COME BACK Home, U.S. 100 (Gronoble, B), 11

10 YOUR UNCHANGING LOVE Marvin Gaye, Tam 5413 (Coral, B), 10

11 FOR YOUR LOVE The Temptations, Tama 5415 (Coral, B), 10

12 SOUL FINDER Barry White, Epic 148 (East, B), 12

13 VELVET LAVA Lovely Lights & the Pops, Atlantic 3054 (Peps, B), 12

14 LET IT BE ME Marvelettes, Motown 74 (Motown, B), 12

15 TAKE ME (Any 4 I Want) The Supremes, Tama 5416 (Coral, B), 12

16 SWEETEST THING THIS SIDE OF HEAVEN 4 Marvin Gaye & Tammi Terrell, Tam 5419 (Coral, B), 12

17 AIN'T NO MOUNTAIN HIGH ENOUGH Marvin Gaye & Tammi Terrell, Tam 5419 (Coral, B), 12

18 THAT DID IT The Supremes, Tama 5416 (Coral, B), 12

19 NEARER TO YOU Barry White, Epic 148 (East, B), 12

20 GIVE ME TIME ROLLING & FEEL SO GOOD The Four 103 (Fraks, B), 12

21 COME ON LOCK IT TO ME Stevie Johnson, Capitol 1015 (Coral, B), 12

22 GLISSANDO Rusty & the Jets, Tama 5417 (Coral, B), 12

23 I'M NOT SORRY Odie Fields, Volt 122 (Coral, B), 12

24 FOR YOUR PRECIOUS LOVE The Supremes, Motown 74 (Motown, B), 12

25 SOOTIE ME Sam & Dave, Stax 218 (Kegs, B), 12

26 PRAISE THE LORD Al Green, Stax 218 (Kegs, B), 12

27 I LOVE YOUarena, Stax 220 (Kegs, B), 12

28 I CAN'T HELP MYSELF (That's How Strong My Love Is) Four Tops, Motown 74 (Motown, B), 12

29 I'M SO LONELY FROM YOU Carla Thomas, Stax 222 (Foster-Champion, B), 12

30 I DON'T WANT TO BLEED ANYMORE The Manhattans, Stax 220 (Kegs, B), 12

This Last Title, Artist, Label, No. & Pub. Weeds on Chart

1 REACH OUT Four Tops, Motown 440 (Motown, B), 6

2 BILL COSBY IS A VERY FUNNY FELLOW Bill Cosby, Warner Bros 1518 (Warner Bros, B), 6

3 ARETHA FRANKLIN'S GREATEST HITS Aretha Franklin, Atlantic 4153 (SD, B), 6

4 LISTEN Werner Bros, Atlantic 4153 (SD, B), 6

5 THE COPPER COLLECTIONS Werner Bros, Atlantic 4153 (SD, B), 6

6 LAST MINUTE ROMANCE Jimmy Record, Atlantic 4153 (SD, B), 6

7 THE QUEEN ALONE Don Covay, Tama 5419 (Coral, B), 6

8 UP AND AWAY Don Covay, Tama 5419 (Coral, B), 6

9 I'M SHYnard Ruffin, Stax 218 (Kegs, B), 6

10 ARETHA FRANKLIN GAVE ME LOVE Aretha Franklin, Atlantic 4153 (SD, B), 6

11 A LITTLE LUCKY ONE Little Richard, Tama 5419 (Coral, B), 6

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V o l 4 1 8 ( M ) : S 4 1 6 ( S ) 9 1 5 - 0 0 4 1 6 - 3 ; 9 1 5 - 0 0 4 1 6 - 3
C l a n k O M ( 1 2 3 1 ) ( U ) : O C S 1 4 1 1 3 ( S )
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L O V E - I N . . .
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B O R N U N D E R A B A D S I G N
A l b e r t R i n g , S t a c s 7 2 3 ( M ) : S 7 2 3 ( S )
( 8 3 3 - 0 0 7 2 3 - 3 ) ; 8 3 3 - 0 0 7 2 3 - 3
T H E K E N N E D Y D R E A M . . .
C h a r l e s V a n H e n e k s e , R o m a n C a n t o n e 9 4 4 ( M ) : A A S 9 4 4 ( S )
( 5 7 5 - 0 9 1 4 3 - 3 ) ; 5 7 5 - 0 9 1 4 4 - 3
T E S T P A T T E R N S . . .
T o m m y B o y a n e & B a b b y H u r t , A & M L P 7 2 6 ( M ) : S P 4 7 2 6
( 1 0 8 - 0 0 1 2 6 - 3 ) ; 1 0 8 - 0 0 4 7 3 5 - 3

★ ★ ★
T H E O L D H O N E Y S . . .
D o n A d a m s L i v e r , U n i t e d W h i t e s 2 3 0 4 ( M ) : U A S 6 0 0 4 ( S )
A n e w c o - o p t i o n n o w - y e a r , D o n A d a m s r e -
p e r f o r m s an e a r t h y a n d a n i m a l l y p e r c e n t a g e w i t h c r i p ,
and o t h e r L P ' s a r e l i s t e d u n d e r t h e i r i r e s p e c t i v e c a t e g o r i e s .

C O M E D Y S P O T L I G H T

D O N A D M I S L I V E R
U n i t e d W h i t e s 2 3 0 4 ( M ) : U A S 6 0 0 4 ( S )
A n e w c o - o p t i o n n o w - y e a r , D o n A d a m s r e -
p e r f o r m s an e a r t h y a n d a n i m a l l y p e r c e n t a g e w i t h c r i p ,
and o t h e r L P ' s a r e l i s t e d u n d e r t h e i r i r e s p e c t i v e c a t e g o r i e s .

G O S P E L S P O T L I G H T

A N A N G E L W O Z I S W I S E
J e f f F a r f a c h , A b b e y L a b o u r e r 2 1 2 1 ( M )
T h e L e f t e u f e r , a v e r y p e r s o n a l i z e d g r o u p ,
has r e c e i v e d s o m e g o o d p r o m o t i o n .
G o s p e l s a r e a h i g h p r i o r i t y f o r t h e g r o u p .

C O M E D Y S P O T L I G H T

D O N A D M I S L I V E R
U n i t e d W h i t e s 2 3 0 4 ( M ) : U A S 6 0 0 4 ( S )
A n e w c o - o p t i o n n o w - y e a r , D o n A d a m s r e -
p e r f o r m s an e a r t h y a n d a n i m a l l y p e r c e n t a g e w i t h c r i p ,
and o t h e r L P ' s a r e l i s t e d u n d e r t h e i r i r e s p e c t i v e c a t e g o r i e s .

B l u e H i l l Q u a r t e r s 0 3 0 4 ( M ) : C A 9 5 0 4 ( S )
S o m e o f t h e s e m o s t - h o t s t o y s a r e a r r i v e d i n t h e c o m e -
back l e t t e r f o r h o m e s .
C o m e d y c a t e g o r y s a r e a r r i v e d i n t h e c o m e -
back l e t t e r f o r h o m e s .
( C o n t i n u e d o n p a g e 3 0 )

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GET RICH QUICK!

BUDDY RICH & THE BIG BAND, just back from a record breaking tour with Frank Sinatra, is sure to break records with these great releases.

PJ-10113/ST-20113
PJ-10117/ST-20117

Make room for a great new single. Buddy teams up with his daughter Kathy.

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OF CHART-PREMISED PRODUCT,
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THE SOUND, MOOD AND STYLE
OF TODAY’S SALESWORTHY IDEAS
THIS IS THE YEAR OF
THE CHART-IMPERATIVES
FOR WARNER BROS.
AND REPRISE!
THE YEAR OF THE CHART-IMPERATIVES!

BUTTRESSED BY THE PENETRATING, ALL-OUT, PROMOTION OF A TYPICAL WARNER BROS. EXPLOITATION PUSH! -- INTENSIVE DJ, RADIO, TV EXPOSURE; CONSUMER EXCITATION VIA NEWSPAPER AND MAGAZINE ADS; COUNTER CARDS, WINDOW DISPLAYS, OUTDOOR BILLBOARDS -- AND THE UNCEASING EFFORT OF WB/R PROMOTION PERSONNEL!
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A double fold photo/record album MG21124/SR61124

join the gang!
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A Fabulous Story Of A Fabulous Company

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NEW YORK	CHICAGO	HOLLYWOOD	NASHVILLE	LONDON
Meet
The New
Romantic Voice Of 1967

Robert Cameron
FOR THE FIRST TIME
What’ll I Do
Little White Lies
The More I See You
I’ll Get By
It Might As Well Be Spring
My Silent Love
I’ll Never Smile Again
Polka Dots And Moonbeams
Love Letters
How Deep Is The Ocean

Also available: Two exciting singles from the album.
“I’ll Get By (As Long As I Have You)” c/w “My Silent Love”
“The More I See You” c/w “It Might As Well Be Spring”
Unusual Will Play Leading Role in New Opera Issues

By Fred Kirby

NEW YORK — Several unusual operas are slated for late summer and early fall releases, including Bellini’s “Beateirs di Tenda,” Lortzing’s “Zar und Zimmermann,” Tebalkovsky’s “Queen of Spades,” Britten’s “Midsummer Night’s Dream,” and Handel’s “Hercules” and “Jullie, et Moi.” Other important operatic sets listed are Borodin’s “Prince Igor,” Mozart’s “Don Giovanni,” and Rossini’s “Electra.”

Two works based on Sophocles’ Oedipus tragedies also are set for fall, including the first release of Off’s musical play of the same name. Risttenpalt’s three-LP package by Deutsche Grammophon, which features Askel Varvay, Richard Stolze and Keith Anger, Rafael Kubelik conducts the Bavarian Radio Symphony orchestra and chorus.

The other work is Strauss’ skorist’s “Oedipus Rex,” set for Turnabout. Karel Anson conducts the Cleveland, Luciano Pavarotti, Miss Vassay and Cornelius Ostpholt. Richard Beymer conducts the Lodon Symphony.

Handel Operas

RCA Victor has issued Puccini’s “La Rondinie” this month, also has the two Handel operas listed “Hercules” features Maureen Forrester, Theresa Stich-Randall, Leon Guilio, Alexander Young and harpsichordist Martin Isepp. Brian Prinsman conducts the Vienna Radio Orchestra. “Julius Caesar” features a New York City Opera Company cast headed by Miss Forrester, Beverly Sills, Norman Treigle and Beverly Wright. Miss Stich-Randall and Treigle also.

HUNTSTVILLE, Ala.—More Capitol classical records were sold here in a one-day promotion than had been sold over the entire southern territory in several months’ time, according to John Feffer, the firm’s district sales manager.

The promotion, called “International Music Festival,” resulted in the sale of hundreds of LPs, and additional exposure of this type of music in this space center of the South.

The entire Capitol of the World (C/O-W) catalog was utilized, and it was the first time Capitol with the RICO Record Department of the OEX, Store, Huntsville, and WBHP Radio. Most of the sales were in classics.

The promotion was built around the “German Hour,” an eight-year-old weekly radio show broadcast over WBHP, originated by Heidi Melendino. The German language show is primarily beamed at the preponderance of German scientists at the Redstone Arsenal and their families. Music has ranged from classical to folk to country to pop. “The German Hour” is broadcast every Wednesday from North Alabama, and has a large mail pull.

Radio newspapers and handbills were utilized along with in-store signs and displays to publicize the promotion. All store personnel were cosigned in the drive of European nations. All of this led to a take-off on the German Hour from the GREX Record Department.

New Album Releases

□ ASCH
The Child Development of Mississippi—Head Start, 77/24, 9636
□ ATCO GROUP
Various Artists—Gospel Songs, 78 850 (3)
□ ASHLEY
Marvin Gaye—What’s Going On—With Seals, 42003
□ ATLANTIC
Joe Harriott—Joe Harriott MAYS DOUBLE QUARTET—Folkways, 120 (2)
□ BROADSIDE
Charles Brown—The Great American Song Book—RR 305 (5)
□ CAEDMON
Pete Seeger—The Traveling Musician—Bijou, 1215 (16)
□ COLUMBIA
Violeta Pelez (En español) —Bossa Nova in New Mexico, 1228 (10)
□ COLUMBIA
Harold Lloyd—Bach: 36 Chorale Preludes—Bach Series, 1229 (20)

New York — Nonseuch Records is issuing its first four-LP package this month. The boxed set has the 46 organ chorister, who composed the complete “Organ Chorale in the Lord (Little Organ Book)” of the Westerham organ and the daechatsinkirche in the collection.

Each chorale prelude is paired with a matching cantata, chorale or church chorale, dating from the middle ages. Randy conducts the Gadenstickerchor choir in the recording. An excellent price for the previous Nonseuch multiple of more than 30. Each record is a five-LP package of Bach’s complete harpsichord concertos.

Checkmate Off to Jumping Start With 4 Recordings

NEW YORK — Elektra’s new intermediate price line Checkmate has gotten off to a good start with four fine recordings of standard fare with Charles Mackerras, Karl Rist- er and Leslie Jones, three outstanding conductors setting the pace. The store-only label has top sound through use of the Dolby Noise Reduction System and other cues of the masters.

The real coup for the new line may be the use of the Hamburg Philharmonic, which

Two Get Grants For Tanglewood

LENORE, Mass.—William Lane, 23, of Winter Park, Fl., and Victor Valascek, 32, of Minneapolis are studying at the Berkshire Music Festival in Tanglewood under $1500 fellowships presented by the ABC Radio Network. Lane will be a principal horn with the Buffalo Philharmonic this fall. Miss Malascek currently is principal flute with the Nashville Symphony. In her second year of study, she was a full-bright scholar at Berlin’s Hochschule.

He worked with flutist Aurele Nicolet. Lane has studied at the New England Conservatory in Boston under James Stagg, the Boston Symphony’s first horn.

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Leading Role
For Unusual

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The best selling classical LPs (as of February 9, 1967):

1. *Fidelio* (Chandos/Weber/Chinnici, London CMA 7217; RCA Victor 4217)
2. *The Vienna Symphony of Classical Music* (Decca London CMA 7217; RCA Victor 4217)
3. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
4. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
5. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
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12. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
13. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
14. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
15. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
16. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
17. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
18. *The Art oft Schuman* (Decca London CMA 7217; RCA Victor 4217)
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**Album Reviews**

**Special Merit Picks**

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

- **Continued from page 36**
- **POP SPECIAL MERIT**
- **GOSPEL SPECIAL MERIT**
- **POP SPECIAL MERIT**
- **LOW PRICE COUNTRY**
- **FOUL SPECIAL MERIT**
- **THREE-STAR ALBUMS**

**New Album Releases**

- **Continued from page 48**
- **FOLK**
- **CONCENTRIC**
- **DOT**
- **FIESTA**

**Special Merit Pick of the Week**

Billy Strayhorn, Duke Ellington's co-writer, passed away on November 15, 1967. His music has left an indelible mark on jazz and popular music.

**POPULAR**

Verma Parti: Voice of Devotion

**JAZZ**

**RHYTHM & BLUES**

**BASS ROOTS/CHICAGO–1959's**

Various Artists: R&B #14 (M)

Another good album by this young folk singer. Many of the songs are written about recent events. The singer's voice is quite pleasant and his instrumental accompaniment is excellent. The album is strongly recommended.

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Impact!

Hoyt Axton

San Fernando

His first powerful single - a take-charge doab! You've gotta hear this one. Single ships in a 4-color sleeve.
Country Music

Country Nightclubs Experience Explosions Across the Country

By CLAUDE HALL

NEW YORK—Along with a boom in country music radio stations, there has been a tremendous boom in country music nightclubs. Wendell Goodman, manager of Capitol Records artist Wanda Jackson, felt that country music had upgraded itself a lot in recent months through the addition of strings, fine arrangements. "Now there are plenty of decent nightclubs eager for the country artist."

One significant innovation in country clubs is happening in Phoenix. Jim Marsh started it as J&P's, a double club that features country music upstairs and rock 'n' roll groups in the cellar. The upstairs part seats more than 600. In the same city is Mr. Lucky's, owned by Bob Secora. "You walk in this place and it'll remind you of a plush casino in Las Vegas. . . red carpets on the floor. It seats 600 and is my choice club," he said. It, too, has a downstairs room for rock 'n' roll groups. Wanda Jackson has played both J&P's and Mr. Lucky's. She works about 20 days a month and her specialty is such clubs; she performs about 85 per cent of her shows in clubs like these, Goodman said.

Clubs Growing

Phoenix now has four full-time country music nightclubs; he said, "On a nationwide scale, the number of clubs is growing, and the audience in these clubs is growing." Wanda Jackson and Goodman were in New York a week ago for a weekend of shows at the new Nashville club here. The club has just been moved to a plush room in the New Yorker Hotel; it was formerly in a basement location. It seats 600 and is my choice club," he said. It, too, has a downstairs room for rock 'n' roll groups. Wanda Jackson has played both J&P's and Mr. Lucky's. She works about 20 days a month and her specialty is such clubs; she performs about 85 per cent of her shows in clubs like these, Goodman said.

One of the clubs cited by Goodman is the Frontier Room in Trenton, N. J., owned by Chuck G. and managed by Bill Thoratos. The club, which seats more than 600, is part of the 60-lane White Horse Bowling Academy. A bonus of approximately $5,000 is paid to the two upstairs performers, who are the group's arrangements. It is their performances that are broadcast live over a three-hour show on a local radio station.

The Coral Bar in East Paterson, N. J., has done so well that owner George D'Angelo is now paying a country music club in Fort Lauderdale.

One of the outstanding clubs in the nation, he said, is the Flame in Minneapolis. "Wanda Jackson set an audience attendance record for five days at the Flame three months ago," he said. She's scheduled to perform there again in August.

Other major clubs and sites, he noted, include the Panther Hall in the Dallas-Fort Worth area, the Caravan East in Albuquerque, N. M.; Taylor's Viewpoint in Portland, Ore.; Angelo's in Omaha, Neb. (seats around 500); and the Holiday Hotel in Reno, a full-time country club, but uses country artists occasionally. Jack Jackson's books through Jim Halsey, Independence, Kan.

500 Topline At Starday Fete

NASHVILLE—Artists from many labels helped entertain the more than 500 persons who were guests of Starday at its seventh annual all-family barbecue and picnic at Five Coves Farm on Old Hickory Lake (Tenn.).

Boot Randolph, Monument; Billy Walker, Monument; Country Charity Drive, RCA Victor; Jamie Ryan, Columbia; Stu Phillips, RCA Victor; Lynn Anderson, Chart; Darrel Glen, Columbia, and Warren Robb, Starday.

The industry-wide celebration is hosted each year by Starday's Don Pierce, Hal Needham, Jim Wynn, Charity Dick and Tommy Hill.

Nashville Scene

Lynn Anderson, 19-year-old half of a mother-daughter country music team, is apartment hunting in Hollywood. She has been named a regular on the Lawrence Welk show, and will move her headquarters to the Coast. She will plans to record here. . . . Jimmy Dickson cut his first Decca session 15 minutes after signing with the label. He departed Columbia after many years with that label. Decca is rushing its first release. Rita Faye has cut her first session at Capitol under Kenso Herston. . . . Tommy Dunlop, long-time member of the Bob Wills band, died of a heart attack in San Diego at the age of 57. The CMA-sponsored Music City Pro-Celebrity golf tournament got a big boost when Don January and Lou Graham won consecutive PGA outings. Both are scheduled to play in the October event here. Junior Samples has a scheduled appearance at the Springfield tournament. The Wilburn Brothers, during their six-month leave from road tours, will devote considerable time to the Loretta Lynn rodeos. . . . Wayside Records Co., of Maynard, Mass., has its own mobile office which hit the road Aug. 1. The camper unit will travel around the U. S. to all country stations, headed by Lou Cashell of the Wayside label.

Bill Anderson has 14 scheduled appearances this month, most in the South and Midwest. He will also appear in the free late-night show, "The Back Owens show, with the Twitty Sisters, Randy Diamond and the KSOP Wranglers, played to a capacity audience at Salt Lake City's Lagoon Resort, with standing room only. It was one of 10 country spectacles presented by KSOP each year. . . . Billy Walker, Monument star, was unable to attend his own "day" in Chattanooga. He was killed by a horse and developed blood poison. The show went on, however, and Billy talked to the deejays via phone from his sick bed.

(Continued on page 39)

HEART ATTACK

is only part of the 'heart problem'

The heart problem is more than just heart attack. It is a broad complex of heart and blood vessel diseases, including stroke, a major killer and disabler. Among other disorders are high blood pressure, hardening of the arteries, rheumatic fever, inborn heart defects and congestive heart failure.

Together these diseases kill close to a million persons in the U. S. each year. They are no respecters of age or sex. They cost our economy an estimated $6.2 billion a year.

The cardiovascular diseases strike in many ways. One effective way for you to strike back is with a gift to your Heart Fund.

Give . . . more will live

HEART FUND

AUGUST 12, 1967, BILLBOARD

Hugh X. Lewis in Kapp country.

Kapp Records.

Hall of Fame Concert Hall

NASHVILLE—The Young Americans, a pop group, broke out in impromptu song during the group's visit to the Country Music Hall of Fame and Museum this past week. They marched out, vocalizing in harmony. They were among the nearly 4,000 visitors (3,925 paid) who made the Nashville shrine. Among the others were visitors from South Africa, England, Belgium, France, West Germany, Sweden, Italy, Greece, Poland, Uruguay, Panama, under the 1967 Schipper's annual program. The Schipper's annual program. The Schipper's annual program.
Key Goes Full Blast Into Disks

NASHVILLE—Jimmy Key, long-time Nashville record promoter and booker, has moved into the recording business full-scale as an owner, record producer, and artist's bureau and publishing firm. Key has just established an office for his Key Talent Agency in Las Vegas, the first Nashville booker to set up shop in that city.

Key has re-established his Riceland recording label, and has signed such artists as "Grand Ole Opry" star Billy Grammer, who left the Epic label, Chase Webster, formerly with Hickory, Helen Carter, a member of the Carter Family which records for Columbia, Linda Manning, formerly with Roullette and Al Terry. "We are going all out in the recording business," Key said. "We won't be leaving matters to other labels." Key said he bought the label wholeheartedly into the recording business. "We have to stick to agency work and publishing. "The major labels are so big and busy that they need to devote time and energy to good artists who need promotion," he added. "We intend to do that." Key also said he is expanding his business. He has signed Claude King, who was with JNN, and RCA Victor recording artist Mike Hoyer, who now records for United Artists; Chase Webster; James O'Quinn and Margaret Lewis. He also is signing new writers.

Key said the reason for the Las Vegas office is twofold: to expand the type of artists he is booking to other facets of music—rock 'n' roll, rhythm and blues as well as country—and to give Nashville artists greater exposure on the West Coast.

"Las Angeles is saturated with agencies," he explained, "so we're setting up shop in Las Vegas." He said he had found a man for six months in the agency business who went there, and Key will divide his own time between the two cities.

The first recording released by Rice will be Linda Manning's "Bonjour Tristesse," published by Hrinkans, the Key publishing firm. A Grammer record will be released shortly by his staff.

Key also has added two associates to his Nashville office: Gene Norrell and Rick Key, his son. He also has added two gifts to the office staff.

"The publishing company is going great, too," he said. "We have good songs by Burt Ives, Tom Hall and Jimmy Newman, just to name a few."

Key ultimately plans to have 10 artists on his label, and to have written and artists and writers as "he can handle" in his other businesses.

He has hired John T. Talley, to handle promotion and national sales for Rice. Talley is a personality at WENO radio.

**SHOW FEATURES PHOTOS ON DISK ALBUM JACKETS**

NASHVILLE—A unique one-man art show, featuring pictures on record album jackets, was displayed at the Parthenon here this week. The pictures were all the work of Jim Moore, an industrial photographer with whom he had been a partner until recently. The pictures are the set of the RCA Victor album covers.

Moore began shooting pictures of gospel groups as a hobby, and eventually sold his work to several of the quarters to do pictures for their albums. John D. Loudermilk asked that he do a picture for his Victor album. Chat Atkins then began utilizing Moore's talents for pictures of most of the Victor artists, and Moore has done about 20 album covers in the past several months.

Art directory at the Parthenon (a replica in this city's Centennial Park is called the Parthenon of Athens) arranged for the one-man showing.

**Connie Smith Swing Clicks**

NASHVILLE — Connie Smith, RCA Victor recording star, is setting attendance records in a promotional swing, "The Best of Connie Smith," which was displayed at the Parthenon here this week. The pictures were all the work of Jim Moore, an industrial photographer with whom he had been a partner until recently. The pictures are the set of the RCA Victor album covers.

Charlie Lamb, manager for Miss Smith, said she played to "a tremendous" crowd at the Grand Ole Opry last night in the less than 100 seats in the auditorium.

"It was the largest show since the band played in the last 20 years," she said. In a record store promotion in the same city, "they sold everything but the displays," Lamb added.

In another swing to Kansas City, Miss Smith played three shows and packed Fairwell Park Park at each attendance, smashing all existing records. This show, sponsored by KCNO, was promoted by Glenn George and Ted Kramer. Appearing as the only professional act in the package, Miss Smith played to 300 three times.

The "Summer of Connie Smith" will be concluded with similar shows and promotions in Atlanta and Indianapolis.

She opened at the Nashville night club at the New York, Friday (11).
PERFORMANCES THAT REALLY DELIVER TOP SALES ACTION!

"TOO MUCH OF YOU"
Lynn Anderson
CHART #1475

"WORLD'S BIGGEST WHOPPER"
JUNIOR SAMPLES
CHART #1460

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"THE WORLD OF JUNIOR SAMPLES" CLP 1005

CHART RECORDS
806 16th Ave. So.
Nashville, Tenn.

AUGUST 12, 1967, BILLBOARD
Introducing A Fresh New Talent, With A Great New Record!!!

Tom T. Hall

'I Washed My Face In The Morning Dew'
Thanks DJ's for playing these songs from the pen of Ray Griff: after the laughter—where do I go from here—at sunset baby—I'll leave the singin' to the bluebirds—lost in the shuffle—corner of despair—I'll follow each rainbow—wait till the sun comes up—ever good reason—mr. moonlight there goes my world—it's the wine that's talkin'—something special to me—she means nothing to me now— shadows of your heart—cup of disgrace—move a little farther along—you bring out the best in me—bulldog—a taste of love—the house is empty—sleepy hill—the other side of the mountain, etc.

BOOKINGS: JIMMIE KLEIN AGENCY, 1014 17th Ave. So.—NASHVILLE, TENN. 37204

AUGUST 12, 1967, BILLBOARD
**Armstrong's Musical Magic Conquers Antibes Jazz Fest**

**By MIKE HENNESSY**

**JUAN-LES-PINS, France—** At 67, Louis Armstrong may not be hitting those top 182 quite so often, but he can still teach the younger generation of jazzmen how to do things when it comes to generating excitement and coming on strong to please the public.

And if his solos today are fewer and further between, he never seems to lose his command of musical magic every time he takes a bow, a beautifully timed encore.

Without any doubt the Louis Armstrong All Stars dominated the 8th International Jazz Festival at Antibes-Juan-Les-Pins (July 22-27) and their concerts on the last two nights of the Festival, in which they had the stage to themselves, were acclaimed by an audience of 4,000 people.

Armstrong's triumph once again demonstrated that jazz festival audiences don't simply want jazz—they also demand to be entertained. And Armstrong, his musicians and McCracken, the Jewel Brown, are positively entertaining.

**Surprise Bonus**

An unexpected bonus on the final night was the appearance of French singer Sacha Distel who joined on guitar with the Armstrong band on his own "Good Life" and the blues, "Take Me Home to New Orleans."

The Festival opened on July 22 with the inauguration of Sidney Bechet Square in Juan-Les-Pins when Claude Luter and many of the musicians who played with Bechet during his French heyday played some of the soprano-saxist's tunes beneath the Bechet statue in the square. The Festival ended with a New Orleans-type street parade from Juan-Les-Pins to Antibes.

Armstrong's band, which included Claude Luter's band was featured in the opening concert and scored heavily with Bechet's million-selling "Les Oignons"— notably for the fine flute and tenor work of Michel Roques—and (Continued on page 40)

**Background Music Is Exploding Into Foreground in W. Germany**

**By OMER ANDERSON**

**DUESSeldorf, W. Germany—** Background music is becoming an important growing market in this advertising industry. The Duesseldorf studio of Muzak-Musik fuer Millionen GmbH serves about 600 clients, including the Rhein and Ruhr a daily program of music.

Clients have ordered two (and soon four) programs tailored to them from the Duesseldorf studios of Muzak-Musik fuer Millionen GmbH. Programs are piped into restaurants, supermarkets, restaurants, reception rooms and factories.

German studies confirm the American finding that background music is a big business; music and buys more. Program 1 is tailored to retail stores. Program 2 is for offices of 10,000 employees. Program 3 is for light industries. Program 4 will serve heavy industry.

Muzak follows the North American Muzak formula, tailoring its programming to the specific type of enterprise, with the aim, in the case of offices and factories, of relieving fatigue and increasing productivity.

Muzak reports highly favorable acceptance of its programming by between 87 and 92 percent of employees in enterprises served by Muzak-Millionen.

West Germany has become the hub for expansion of Muzak background music on the Continent. Duesseldorf and Munich are the major centers for Muzak programming and distribution in Germany.

After previously remaining independent of franchisers, Muzak, in 1963, took a substantial minority interest in the Muzak GmbH of Berlin, its representatives in Munich. Since then, Muzak has expanded on the Continent.

It has granted franchises in Belgium, Denmark, Finland and other countries. Muzak expects soon to be operating in every country in Western Europe. Muzak executives find that the American background music formula needs very little adaptation to foreign settings. It is being accepted on the Continent on virtually an "as is" basis.

**London of Can. Meet Displays 110 Albums**

**MONTREAL—** London Records wound up its centennial year lastest-ever conventional meeting here with Gabriel Lodge in the Laurentians, with an impressive roster of guests from the parent company and affiliates abroad and at home. Albums were introduced to branch managers and sales representatives from across Canada.

Among the highlights of the meeting was the presentation by Jupiter Records, leading French-Canadian independent, which had a nifty selection of foreign masters on hand to introduce them to the London team. The assembly, including Donald Lautrec, Marc Gelinas, Les Sinot, John Ulric and Bob Clarke.

Negotiations are now under way for U. S. release of English-language product by Les Statiques, one of the hottest young French-Canadian groups. Gelinas, too, is going bilingual with an English version of his latest French-Canadian entry, "La Ronde," which is among the top 10 in France.

**Piano* Picks Up On Grand Scale**

**TORONTO—** "Grand Piano," the Toronto-produced album of stride piano duets by Willie (The Lion) Smith and Don Ewell on the Exclusive label, has been picked up by one of England's leading independent jazz labels, 77, and by the Swagbe label in Australia, while release in France through Trezor. A new series of negotiations and Saba in Germany has expressed interest. The album is selling well as an import in Switzerland.

The album was a Billboard jazz chart special merit pick, received excellent reviews in the New York Times, High Fidelity and The New York Sunday Times, is slated as LP of the month by Hi Fi Stereo, and the Smith-Ewell combination, created for a CBC-TV special and nurtured at the Golden Nugget Saloon in Toronto, is reportedly doing excellent business at the Village Gate in New York.

**22 Songs of Italian Origin Set for Remo**

**SAN REMO, Italy—** Twenty-two songs of Italian origin will feature the 18th San Remo Song Festival organized by ATa from Feb., 1 to 3, 1966. The Festival's artistic director will once again be Gianni Ravera who has held the post for six years.

Again the two winners of the Castrovorese New Voices Contest will automatically participate in the contest and an ad hoc press officer Giovanni Bironi.

Following the controversy last year when it was suggested that there were too many songs (100), ATa has decided to limit the number to 22. Eleven songs will be presented on each of the semi-final nights.

For the first time the votes awarded to the songs will be announced and first, second and third prizes will be awarded on the final night. It is also likely that the jury will include representatives of leading newspapers and of publishing and recording companies.

The Castrovorese New Voices contest, which helped launch talents such as Gigliola Cinquetti, Bobby Solo, Iva Zanicchi and Anna Rita Spalin, will automatically participate in the contest and an ad hoc press officer Giovanni Bironi.

Following the controversy last year when it was suggested that there were too many songs (100), ATa has decided to limit the number to 22. Eleven songs will be presented on each of the semi-final nights.

For the first time the votes awarded to the songs will be announced and first, second and third prizes will be awarded on the final night. It is also likely that the jury will include representatives of leading newspapers and of publishing and recording companies.
Liberty Forms Italian Company

Barcelona

Sando Shaw (Hispavox) made his first move, releasing a TV show "Noches del Sabado," premiering on U. K. TV. Noche scored a big success...

Composers of Liberty, S.A.E., representing the EMI group, have signed a prestigious contract with RCA Victor, agreeing to a five-year rental. RCA Victor will manage the company's operations in the U. K., while Liberty will continue its operations in Spain. The agreement includes the sale of Liberty's recording catalog to RCA Victor, effective immediately.

WERNER H. SCHRUEPING

BRUSSELS

Top sellers on the Polydor label here are "The Most Beautiful Jazz of All Time" by the Bees Gees, "Fugue of the Night," by the Who, "Strange Brew," by the Cream and "Purple Haze," by the Jimi Hendrix Experience. "That's My Kind," Ibelco reports, is doing well. The latest Ministry of Musique disk with the advent of the group's TV series on Belgian TV. "Lapin," is reported as the latest single "Alternate Title" by "Fugue of the Night," by the Who. Noelia on Barclay is getting a lot of play. "Isle of Bicycles," by Michele Mathieu, "Simon & Garfunkel," "Chick Corea," "Not, Now, Never," by Jean Giraud and "The Man Who Sold His Soul," by Bob Dylan. The producer, the French singer, Jean Michel-Jarre, is getting a lot of play. The song "Isle of Bicycles," by Michele Mathieu, is reported as the latest single. The producer, the French singer, Jean Michel-Jarre, is getting a lot of play.

Mike Rennessen

Caracas

Eighty persons (delegates and wives) are expected to attend the Congress of Latin American Record Manufacturers to be held Sept. 25th at the Hotel Mirador. Attendees are expected to discuss issues related to the Latin American music industry, including copyright law, distribution, and the impact of new technologies on the industry. The Congress will be attended by representatives from various Latin American countries, as well as international organizations.

Mike Rennessen

International News Reports

WB of Canada Opens Oct. 1; 3 Indie Distributs Are Set

MONTREAL — Warner Bros. Records of Canada, Ltd., formally opens Oct. 1, with a salaried staff of four employees. The company will be located in Montreal and independent distribution branches will be set up in Toronto, Montreal and Vancouver. All branches will handle WB-Reprise-Loma and Vogue of France. Warner Bros. of Canada has represented.

The company's branches are being established as separate firms by three veteran distributors. The Thomas Rathwell Group will open the distributorship in Toronto, with Thomas D. Jacob and Jack Levis. Levis also represents the Maple Leaf Disc Company and Cape Jones will handle the Warner Bros. catalog for the eastern office servicing Alberta.

Compo, which has been very active in Canada for many years, has expanded its branch disc distribution. According to Phil Franklin, managing director of the company, the new Canadian company will seek to sign artists outside Canada and will release Canadian recordings.

The East German spokesman was asked whether the ban also applied to Louis (Satchmo) Armstrong, a great favorite in East Germany. "No. "There are not exceptions," he said. A number of prominent American and European jazz organizations and artists have already been excluded from East Germany, including Carmen Jones, the Albert Mangelsdorff Quintet, the Swingold Singers, and the Dutch College Swing Band.

Despite the worsening relationship between East Germany and the West, the Eurovision Song Contest is expected to go ahead as planned.

From The Music Capital of the World

Barcelona

The soft-pasted voice approach still used so successfully by the three companies in all their musical and musical programs cannot be emulated by the eponymous voice approach. The songwriting is following the trend started by Radio Swingle, with its smooth, flowery melodies. Many songs are written for the high-quality, non-personal voice that is heard so much in the United States.

Detail Not Revealed

In a meeting with Belldisc, Italians, president Antonio Cassetta, said distribution of all Liberal product was assigned to the newly formed Belldisc company. The agreement was not disclosed, but it is understood to be a mutual arrangement. Belldisc and Liberty, with Liberty representing all Belldisc property outside Italy, will be welcomed in the U. S. with open arms.

Business and Pleasure: Cap Of Can. Meet

TORONTO — Capitol Records (Canada) Ltd., recenty (July 16-21) held its annual summer meeting in Montreal. The big event was to be the presenta- tion of a new and exclusive new product and new sales plan presentations with the pleasures of a day at Expo, a reception for several Canadian artists, and the issuance of a press kit of LP's at the artist's jazz club.

Edward Lehman, vice-president and managing director of the Canadian company, play host to such special guests as Robert Klein, international merchandising manager from Capitol in Hollywood, Robert E. London, national sales manager of "Stardust" and "White Christmas" may be played only when translated into German and re- corded by East German orchestras and artists. East Germany started U. S. diplomats in West Berlin by rejecting a "Vatican Protest Program" featuring folk singer Joan Baez, Bob Dylan, and Pete Seeger.

The program, called "The America Experience," is to speak for Americans who are not against the Vietnam war. But the East Germans would have none of this either. The East Germans have also had Moral Rearmament-conceived- "Crisis." The East German Reds have been ruthless, too, with Western classical, East German classical artists are no longer permitted to record with Western orchestras and artists. This means that the East German VE label no longer publishes. Likely, it will distribute Mercury's heritage.

(Continued on page 69)

The New Vaudeville Band

has made a triumphal tour in Italy, and has clinched the success of "Winchester Cathedral" and "Pee-K-A-Boo." and "Finchley Central."

"Winchester Cathedral" is also available in 14 Italian cover versions.

Peer Italiani Edizioni Musicali srl.

Edizioni Southern Music srl.

Piazzetta Patti 2 — 1 — 20122 Milano, Italy

Tel. 664.038

(Continued on page 69)
Armstrong's Musical Magic

- Continued from page 58

Germany's Manfred Schoof Quinet which featured versatile array of soloists playing a solo jugenstil.

Britain's Alex Welsh band kick off the year with a jazzy covers album, a tour de force by the Stars of Faith Gospel Group which draws a tremendously enthusiastic response from fans.

A musical set by the Teddy Wilson Quartet was characterized by fine solo work from the melody, rhythm and swinging originals contributed by the leader.

The move of the Festival in the idiom of contemporary jazz was underlined

by the John Handy Quartet. On the final night, Stars of Faith, Curson and Handy were again featured, this time following the Bellairs' Nashville Jazz Band from Austria, which played extremely

impressive duets by the Jean-Claude Naude big band. The high performers were join in on the scene by some other heads, like the Rudi Zorman, played charts in both bands and Gill Evans styles with perfect mastery.

Ted Curson's set, in which the leader was augmented by the fine French pianist, George Arvanitas, had the audience jumping in their seats and them roaring for more, and finally, John Handy cupped the bowl by a combination of the "Tears For Ode Miss," a jazz portrait of a race riot.

VENICE always exercises a deep fascination for the world-wide public.

Master recordings of two hit songs dedicated to this famous Italian city are still available for some territories:

VENZIA NO" (non cambia min)

— Venice Never Changes —

and

"NIGHT GONDOLA SERENADE"

For dealings and requests of sample records, please apply to:

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Tel.: 864.038
FOR THE FIRST TIME, NON-ITALIAN SONGS OF NON-ITALIAN ORIGIN ARE ADMITTED TO AN ITALIAN SONG FESTIVAL. EIGHT OVER 24 TOTAL COMPETING SONGS CAN BE OF FOREIGN ORIGIN, ACCORDING TO FESTIVAL OF ROSES RULES, provided they have Italian lyrics and are unpublished on September 30, 1967.

A 20 MILLION PEOPLE AUDIENCE WILL ATTEND THE THREE-NIGHT SHOW, THROUGH RADIO AND TELEVISION.

NO ELIMINATION SYSTEM, NO SEMIFINALS, BUT THREE FINALS.

4 MILLION RECORDS SOLD IN ITALY FROM THE PREVIOUS THREE ISSUES OF THE FESTIVAL OF ROSES.

When the summer hits exhaust their sale push, the Festival of Roses — the only strong promotional vehicle of the Autumn — will launch your new releases.

5 prizes: first, second and third place, plus special trophies from the Press and the European Tourism representatives.

Popular juries are organized under the responsibility of the Tourism and Show Ministry, in collaboration with the Tourism Provincial Institute of Rome.

Organized by: I.S.A.—Piazzale Clodio 61—Rome, Italy.
Tel. 35.39.96—Manager: Maria Louisa Pisan.
From The Music Capitals of the World

**Continued from page 12**

cently signed to United Artists, will appear at Utopia on the last two weeks of February. "Our Gang," on vacation until Aug. 16, has received two weeks in the respondents.

Their first EP will be released shortly after the album, and the quartet will be in Germany in March. (Photo: Larry Wilcox has contributed "poses" of his family, canoeing." "Whispers," a new oral mouthpiece with the agency, is selling as an LMH.

**JAZZ BEAT**

**Continued from page 14**

happen? "Two or three times a night. When things are going right—

What is his most powerful song? "Would you believe "Every Day is My Birthday?"

Joe Turner was responsible for "turning Williams on" to the blues. "I heard him do "Wee Baby Blues" many years ago, I think it was in 1946. He was about a tall, lanky old man and a man about as much he desired her. And then from on I became a fan of Joe Turner's."

Williams has written a lot of the music. "My life is this "Every Day is My Birthday" and "One Night," but that side of his personality is hardly known or mentioned by the singer. A backing harmony section of the vocals of the band—when ever he does, the blues, like they are in jazz—

are his foundation.

**MUSICIANS STUDIO HOUR**

**HITS WRONG NOTE WITH SCHROEDER**

hurt the record business in general."

"Fortunately, I've got five gigs on the go," says Tommy Coggins by bass, Bobby Emmons on organ and piano, Jack Sproles on drums, and Chips Moman on guitar. The group's name comes from the initials of "Sterling Sounds in Memphis. I'm batting 1,000 there. These guys know what they're doing. There's we're not coming out until we hit the record, so they're buckling down and trying really hard trying for me."

The group is booked in the music business as a performer for "Nero-Ye-Jay Records in 1958; they have another artist on the label." Melanie" on the label. A hit. Later, while attending the University of Tennessee, Schroeder began working with Richard Bong, a Nashville-based producer. "I spent a lot of time in Nashville. However, it was Johnny Philpott who gave him his start in radio, teaching him the business. He actually helped me put together the line-up of people for "You Are My Friend," and those stories include big names like everyone and every record on the album." Schroeder has been working with Mercury Records, began

**Philips is promoting the German release of its new Buddy Holly Bu- chen" as a headlining act for the 1960's-style big band."

 Kurt Wenkel is in the new Philips recording of "You Are My Friend," and the band is probably the best modern band to come out of Germany in recent years. "Ardia has released "With a Little Help from My Friends," by the 

Young."

Fritz Erdmann, who produced the single, is an experienced producer—who has worked with many of the major personalities in European music, including The Princes are promoting "soft ball" and "Blue Eyes" with schmaltz." Erard has recently signed in Germany the band's "All Star, Need Love," which held the premieres on the EMI''s new program "Our World." The group's first program of its own, "The Voice of Tijuana" (for EMI), was well received by the German media. Deutsche Vogue has released a single and a B-side from the album, and the group has received critical acclaim.

**STARDAY**

London, England

Bobby Lewis has signed with EMI through a new arrangement for the Bell, London team. The group is reportedly appearing at EMI's Studio session label, Command Records, and will also have its own logo with EMI from October 1968. The group will be managed by a new manager from the Bell sessions and will be stereo only, starting the Bell sessions near Christmas. These leads are the first to be launched by EMI since Tanzman-.Side.

President Alvin Bennett handled a delegation of Irving's sons to the group and has been attending the Philips sales and promotion meetings on a regular basis.

Philips managing director Sir Kenneth Leek was included.

London wholesaler Liggins is hoping that the group's Right his exhibition at the Cafe Royal, Aug. 20-24. On Aug. 20, the group will play a series of engagements at the EMI's Studio session label, Command Records. The group is expected to be launched by EMI in the next few weeks. The group is scheduled to release its first album in June.

Robert E. Lewis will be in charge of the group's publicity and promotion.

**Germans Chance**

**Continued from page 14**

U. S. copyright law authorizes the publisher to claim a substantial portion of the royalty which is based on the copyright owner. The right to publish any material protected by copyright is subject to the copyright owner's consent.

Matt Monroe's manager Don Black wrote "Can't Forget Me," which has been recorded by Twenty-one new names will play the school's competition. only to four acts which played the set in every band, trying to find my own." He decided to concentrate on a career in pop music. "I used to play on the bass guitar for the band in Penasco and went to work as a deejay on WHRI in the Florida Keys. I went over to WNYVR there. He got his first record contract last year with a chart record of "Sweet Dreams" by Mighty Atom. Later, Schroeder went to Nashville-based producer and writer, with whom he worked as a songwriter, and partner of the record label, Bill "Herb" Wilson.

**MIKE HINNESSY**

**Syrad**

National promotion is planned to launch the Beatles' "Sgt. Peppers Lonely Hearts Club Band." EMI will hold a National Beatles Week which begins in the United States. Special Beatles store displays, national TV, radio and press competitions are planned to coincide with the launching, ... a C. W. T. S. landmark event in the EMI sales.

All Watts, general manager of Aus- tralasia, EMI, has been invited to the CBS Convention in Florida, and the Australian EMI "Battle of the Bands" was won by "The Bakers." EMI will trade in the CBS. Their prize is a 1,000 record contract and a personal, and a professional English session record. Local Columbia has a wiggle with EMI and "All My Loving," an English single, and a series of TV commercials for commercials.

CBS has issued the single "The World Is Waiting for the Sun." All Garrett, star of the BBC TV series "Tell Us Down Our Part," the Fairclough Station has not played the disk but included all rights agreements for distribution. ... Nancy Sinatra's single "You Only Live Twice," which has been restricted by the pub- lisher, has been doing quite well. This is a winner for Reprieve.

**Garrett Records has a winner with the single "The World Is Waiting" Modern Milford," radio and press has been used to preview a promotion of the movie and has been named by Billboard magazine, FESTIVAL Festival. The film will not be released. The single will be available to listeners until late this month around Australia. The song is to be played on the release of the soundtrack by rejection of the song and playing the songs from "Millie." EMI has sold the Thistle Million on ABC Records.

EMI will launch a new budget series of singles called "Only You." The label, the 129 album will include material from EMI and Capitol... More than 1,000 bookings filled," with the sessions of Royce Plaut and Eric Clapton. Royce Plaut... My Little Girl," with the sessions of Royce Plaut and Eric Clapton. Royce Plaut...
**TAPE CARTRIDGE TIPS**

**by Larry Finley**

One of the most interesting articles on today's stereo sound can be read in the August issue of *POPULAR SCIENCE* and is titled: "Today's Stereo Sound: How They Capture It on Records." It is based on Enoch Light's PROJECT 3 label and is a great tribute to Enoch Light as well as to his chief recording engineer, Robert Fine, and his assistant producer, Rule Nuyen.

All of Enoch Light's PROJECT 3 albums are available exclusively on both 4 and 8 track stereo tape cartridges with ITCC. The first of the real-to-real PROJECT 3 releases from ITCC will be available within the next 30 days.

This week's new releases from ITCC include thirteen 4 and 8 track cartridges from SCEPTER/WAND, ATCO, PROJECT 3 and MUSICOR.

MUSICOIR releases, also exclusive with ITCC, include the new George Jones album, "Love Bug" and two cartridges by Th Platters, "I Love You a 1,000 Times" and "Going Back to Detroit." 

Comedy albums, too, are starting to enjoy excellent movement off of the dealers' shelves. Among the top-selling comedy albums in the "Laurels" is Redd Foxx's "Redd Warms." JUBBLE'S catalog is exclusive with ITCC.

The new original soundtrack album, "Doctor Doolittle," which 20TH CENTURY-FOX has been one of the best-selling soundtrack albums of all time, will be available soon. ITCC is planning on releasing it on a day-and-date basis with the record album. This soundtrack, as well as all the other 20TH CENTURY's soundtracks, is exclusive with ITCC for 4 and 8 track stereo tape cartridges.

The latest Herb Alpert and the Tijuana Brass cartridge, "Sounds Like," continues to lead sales in the A&M line. ITCC is delivering this outstanding cartridge, as well as the new "Sandpipers," "Test Patterns" (Tommey Boyce and Bobby Hart), and the latest Chris Montez hit, "Foolin' Around."

The entire A&M line is available from ITCC in both 4 and 8 track in the new four-color packaging.

**TAPE CARTRIDGE**

**CARtridge Speedway to Success For Center Owner in Montreal**

**MONTREAL** — John Israel, owner of the Car Stereo Center here, is a strong candidate for the tape CARTRIDGE industry's Horatio Alger Award. Israel, who opened his operation 18 months ago with a capital of $750, grossed more than $220,000 in the last month solely from the sale of cartridges and playback units, with a $60,000 inventory in his shop.

It all started four years ago when Israel, a wholesale bakery salesmen, had a Muntz 4-track unit installed in his car when he was on vacation in California. When he returned to Montreal, he and his friends exhibited a curiosity in what was then a novel gadget. When enough friends demonstrated enough curiosity, Israel decided to supplement his earnings as a bakery salesman by adding a sideline—tape cartridges.

He set up a deal with a Winning distributor to handle tapes and playback units in Montreal, paying from $13 to $15 per tape and selling them from $15 to $18.

Although he had no electronic or mechanical background, he soon found himself in charge of "tape units on cars. His training was simple; he merely removed the unit from his own car, traced the wiring, put it back, then removed it again—repeat the process until he became proficient.

Working out the trunk of the car, John Israel was able to move enough Muntz to open his own store. In 18 months he signed a lease of a 1,600-square-foot shop in a shopping center in suburban St. Laurent. Here's some of what happened in the last 18 months. He got the Muntz franchise.

He was named a subsidiary distributor for Capitol tapes.

3. He recently was named Tennis distributor for Eastern Canada.

4. He bought three cars, had them custom painted, and dispatched them to all ports of metropolitan Montreal for use as demonstrations.

Israel set up a Tape CARTRIDGE Club a year ago. Membership is $10 a year, and it entitles the member to a 10 per cent discount on all product, a free annual cleaning of the playback unit, and free service. To date he has 151 members.

Radio spot announcements and newspaper advertising were tried by Israel, but neither proved fortuitous. Instead, he worked to build up a mailing list—1,000 to date—with mailings going out once or twice a month.

Stock car races are another valuable sales promotion tool. Israel sets up a booth at all stock car races in the Montreal area, has a demonstrator car on hand, and makes his pitch to the fans. It works.

Most local card dealers don't want to be bothered with tape manufacturers. Israel works closely with these dealers, who can offer playback systems at a 10 per cent discount. Israel sells through the customer to the Car Stereo Center.

He also works with the car rental agency. Most of the playback buyers are of French rather than English extraction. Israel feels that his tape sales could easily double if tape cartridge products of French-Canadian artists were available in any variety. While record protests of these artists exists in sufficient quantity, little is available in cartridge form. And, Israel points out, these customers won't settle for a commercial import; it must be in the patios.

Car Stereo Center stocks nothing but playback units and tapes. The store did try radios

**RCA Adds 13 Releases; Total: 545**

**NEW YORK**— RCA Victor's August release of 13 stereo 8-track tape cartridges brings its catalog to packages available for 25.

Featured in the new releases are Edith Arent, Henry Mancini, and Elvis Presley, with Jimmy Rushing and the Glenn Miller Orchestra. The Glenn Miller Orchestra, and Variety Packs, not available in LP form.

The Red Seal entry is the Twin Pack of Charles Munch Conducting the Boston Symphony Orchestra in Berlin's "Symphonic Fantastique and Overtures." The Camden product features "The Living Strings" and the Living Marimbas. For a while and did fairly well, but Israel felt it detracted from the prime product.

Little of the product here (Continued on page 66)
Here's what's happening now

at your GRT distributors

4 & 8-TRACK STEREO CARTRIDGES

GET RICH TODAY

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Tape CARtridge

MGM Adds Reps to Cover Wide Fields

NEW YORK—In a major ef
fort to reach markets outside normal record distribution channels, MGM Records' Play-
Tape expert has hired 12 nation
al representatives in the elec
tronic and appliance fields. Mel Brandt, said he's now lock-
ing for more representatives outside record channels.

"The addition of these repre
sentatives has brought a sub
stantial increase in sales of both Play-Tape players and the 2-
track cartridges for the unit," Brandt said. He spent several
days correlating merchandise for the firm's 18M company
system in Bloomfield, N. J., two weeks ago, then found the nextMonday that he was al
ready behind 90,000 cartridges in
sales.

About 40% of this were orders from his new repre
sentatives, all contacted
through the recent Electronics Industry Association show in
New York.

"We've found it a very suc
ce ssful policy to select repre
sentatives with specialty ac-
counts," he said. In one area,
for example, MGM Records has
 two accounts. One calls on
photography and drug store ac
counts, the other hits mass mer-
diщs as such as department
stores.

Cartridge Speedway to Success

shows a page from 64

Irish Magnetic

Tape in Giant

Ad Campaign

NEW YORK — Irish Mag-
netic Tape, manufacturer of re-
cording tapes, is launching the
most extensive national adver
tising campaign in the firm's
history. The campaign will kick
off in September and continue
into 1968 with a series of adver-
tising themes.

The theme for the drive will be "You Can't Buy a Better Tape at Any Price." Both con-
sumer and trade publications will be used to expand sales for the company's lines of re-
cording tape for professional, semi-professional and home use.

There's a lot of money to be made in
cartridge tapes. We can help you make it. We have every cartridge tape in
the books. And we have it in stock.

Which means we can ship everything
to you the same day we get your order.

Just call us collect. Or mail in the
coupon.
Pointing the Way To Needle Profits

By PAUL PAE
gen

WAUKEGAN, Ill.—Many record retailers are learning that there is not only extremely good profit margins in phonograph needles, but that, incidentally, outlets can gain a better image and added traffic when customers know they can rely on stores for the added service involved in supplying replacement needles.

Bruce Wight, president and general manager of Pfanstiehl Chemical Co. here, a 36-year-old manufacturer of needles, outlined the many prevalent mistakes dealers make in their approach to selling needles.

**Few Dealers Realize the Market Potential**

"The needle is one of the phonographs that must wear out if the unit is used," said Wight. "Few dealers realize the market potential in needles. The mark-up is fantastic. And, with more and more phonographs being sold every day, this is a growing market."

**Average Store Should Invest at Least $300**

"Many dealers fail to invest a suitable amount in needle inventory to take care of the wide variety of requests they are likely to receive," Wight said. "For the average-sized store I would recommend an inventory of about $300 at cost. Naturally, the size of the store and the amount of volume done could indicate a greater figure than this."

**Anyone Can Become an 'Expert'**

"Too often, only one person in the store or department knows how to handle needle replacement sales. The major needle companies spend large sums to provide the dealers with wall charts, cross reference charts and other aids. With a little effort," Wight explained, "anyone can become an expert in needle selling, and become a real asset to the store and the customer."

**Prominent Displays Tell Needle Message**

"This profitable segment of the store's business is worthy of adequate display space. Too often, customers really don't get the message that a reasonable foot of counter space devoted to a needle display unit will return excellent profit," said Wight. "Point of purchase material, window signs, mobil displays, all of this helps."

**How's Your Needle?**

"Many needle sales are lost simply because the dealer or clerk fails to suggest that the customer needs a new needle. This is especially true where someones brings back a record they claim is defective. Instead of merely exchanging the record an inquiry must be made as to how long has it been since the customer bought a new needle."

"The same point can be made for selling up to a diamond needle," Wight said. "A diamond needle only costs a few dollars more but the dealer can explain that a diamond point will outwear 10 or more steel needles."

**Let's See How It Looks Under the Microscope**

"Many stores have no facilities for testing worn needles," Wight said. "Most needle manufacturers supply microscopes which become a tremendous selling aid. When a customer actually looks through a microscope and sees for himself that his needle is worn or marred he is quickly convinced of the necessity of replacing the worn needle. A stylus inspection scope for the customer to use at home is also a good accessory item to stock."

**How Important Is Price If the Needle Doesn't Sell?**

"Cherry picking" — selecting what seems like the "big" sellers from various brands depending on price "deals" — is another error Wight mentioned. He said it is much better to first have a complete assortment on one brand and you will eliminate duplication, confusion and struggles that never sell."

**The Supplier: Key to Needle Profits**

Wight suspects that too many dealers don't know what factors to look for in choosing a supplier. "A supplier must give you full coverage, with special attention to the availability of new types," Wight stressed.

"No matter how new a cartridge is you can expect demands for "new" needles, because of the cartridge design said Wight. "The dealer should look for a supplier who can provide the new types. A supplier must also protect your inventory against obsolescence with full exchange privileges, because this is a constantly changing market."

"Suppliers must provide selling aids, such as point of purchase materials, needle measurement charts, cross-reference information, display and storage facilities. The supplier must also send out bulletins constantly informing dealers of up-to-the-minute information on new products, and above all, must provide fast service you can depend on."

"One last hint! Wight panes on is that no customer hunting a needle should ever leave the store empty-handed, even if it means something—even an incorrect needle. If you can't be certain what is needed, just say, 'I'm afraid I need a few days to decide. I'll call you when I find something.' Let the buyer remove the old needle first and compare it with the new one before opening the package."

"You have the customer's money and he will be back, this time with the old needle, so you can exchange the incorrect number for the proper one."

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**PICKERING**

was represented at the recent National Electronics show at Chicago by Ira Berger. He was assisted by Maria Borden. The firm offered to dealers a 12-pack of assorted style at $19 with a potential profit of $71.35. A 24-pack assortment was offered to dealers at $120 with a potential profit of $177.30.

**Scanning the News**

**Music City in downtown Minneapolis had Ed Ames in the store July 25 for an autograph party. During the event, the store put Ames album on sale for about half our at $1.19 for mono or stereo. Discount Records, Inc., is moving from 3990 Wilshire Boulevard to 200 Hills, Calif., to 300 N. Beverly Drive, Culver. With the move in a week-long record sale.**

**PERSONNEL MOVES: Philleshard has named Robert W. Stewart district manager for the Detroit region, succeeding Gordon.**

(Continued on page 68)

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**'Sound Conditioner' Speaker Development Is Introduced**

PALOS PARK, Ill.—A new concept in hi-fi speakers called "sound conditioner" has been developed by Musi-Cloud here. The effectiveness of the speaker unit is said to revolve around the mathematically designed enclosure.

E. James Mury, creator of the system and proprietor of the firm, says the details of the new system were worked out by a computer. He refers to the sound reproduction of the speaker as "total immersion." Mury said an omnidirectional sound surrounds the listener by converting the entire room, in which the system is installed, into a loudspeaker.

"Essentially, the sound conditioner does scientifically for loudspeakers what Stradivarius did for violins — make them sound superb," Mury said. Present techniques to reproduce good sound, Mury said, are based on the principle of bringing the sound inside the speaker box and out into the listening room. He claims the Musi-Cloud speaker controls the air to the rear of the cone and in its front to provide a swirl of sound "which fills every corner of the room."

In appearance, the Musi-Cloud sound conditioner is a conical horn placed in a trapizoidal piece of walnut so that it sits neatly into the corner of a room near the ceiling. Tubular pieces are fitted at each point to provide varied sound projection.

The Musi-Cloud speaker is 26-222, with Wood and champagne pearl. Power Transformer, cartridges, spin- dles, and accessories are shipped from our central Mid-West location near Chicago. The same day order is received and direct to you at low prices.

**DIRECT-TO-DEALER**

**Pfanstiehl**

CHEMICAL CORPORATION • BOX 498
100 LAFAYETTE AVE. • WAUKEGAN, ILLINOIS

Orders from the 1337 Diamond Needle

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**August 12, 1967, Billboard**
CLASSIFIED MART

DISTRIBUTING SERVICES
ATTENTION, RECORD OUTLETS: We have the largest selections of 45 rpm discs, 78s, and Compact Discs in the trade. Please call for free samples. All orders filled promptly. 18th Ave., Brooklyn, N. Y. A132

EMPLOYMENT SECTION
HELP WANTED
ALLEGRA MANUFACTURERS: Mariné period lead time, 169 W. 46th St., New York, N. Y. 10019. A122

EXECUTIVE SECRETARY TO RECORD COMPANY PRESIDENT: Attractive, poised, well-rounded woman. Six months experience, and salary history to date. Modern new building in midtown New York. Please send resume of experience, education, and salary history to date. 165 W. 46th St., New York, N. Y. 10019. A122

JUKE BOX MECHANIC WANTED: Will work 10 days on, 10 days off, daily 2:30 to 12:30. Apply 18th Ave., Brooklyn, N. Y. 10019. A122

PUBLISHING SERVICES
HOW TO WRITE, SKILL, PUBLISH AND PROMOTE YOUR RECORDS. Free samples. Phone 1-305-444-2587. Books, Tapes, Magazines, and 80 years experience. Results. A122

RECORD SERVICES
RECORD PRESSING
HIGHEST QUALITY AT A LOW PRICE.

INTRODUCING THE SHADOW CAPTAIN'S NEWSKILL and JUKEBOX COMPATIBLE TONEARM. FREE FLYER ON REQUEST. A122

zjk code helps keep postal costs down but only if you use it

CLASSIFIED ADVERTISING DEPARTMENT
BILLY BILLBOARD

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

NAME

ADDRESS

CITY

STATE

ZIP CODE

AUTHORIZED BY

AMOUNT ENCLOSED

Type of classified ad desired—check one:

CLASSIFIED ADVERTISING RATES
REGULAR CLASSIFIED AD: 30c a word. Minimum: $5. First line set all caps. Display Classified AD: 1 inch, $50. Each additional inch in same ad, $15.

FREQUENCY DISCOUNTS: 3 consecutive insertions, 10% discount. 6 insertions, 15% discount. 10 or more consecutive insertions, 20% discount.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

INTERNATIONAL EXCHANGE RATES

REGULAR CLASSIFIED AD: $1 per line. Minimum: 4 lines per insertion.

PAYMENT MUST ACCOMPANY ALL ORDERS
SEND CHECK OR MONEY ORDER TO: BILLBOARD, P.O. Box 67, Milwaukee, Wisconsin, 53201. Advertising Director: Billy Billboard. 188 W. Randolph St., Chicago, Ill. 60601, or phone 312-948-4800. In England, 70 W. 12th St., London, W. 1, England.

MAJOR ELECTRONICS' new portable K-800 features FM radio/ photo, battery or AC.

MAGNUS MOVED into the combo organ market at the Music Show, exhibiting this model with built-in amp, the C-100. It retails for $119.95.

CLASSICAL AD

Chicaco—The Fidelitone Co., Inc., with recent statements regarding the play of stereo records on mono phonographs, issued the following statement exclusively to Billboard.

"As a major supplier to the industry's leading cartridge manufacturers, we have long realized that the newer mono cartridges are being used for stereo cards. Most of the cartridge development today is towards magnetic cartridges. The newer mono cartridges are really modifications of the stereo units and present the same characteristics of higher compliance and lower output force of the stereo version.

"Several years ago Fidelitone introduced its line of compatible standards for our replacement needs. This provides the stereo needle tip radio of .0007 inches for all our microphone needles, mono as well as stereo. Thus a stereo record played on a Fidelitone mono needle will sound better. This needle fits the stereo groove.

"As a result of this, many Fidelitone dealers have suggested that their customers can play stereo records on their record players and enjoy the stereo. However, one word of caution is suggested.

"It should be noted that for the various models of older mono equipment is still being used. While 80 per cent of the popular needle numbers are new stereo, only 10 per cent of the best-selling mono needles are sufficiently compatible. This would require that our customers be cautioned. We feel that stereo records can be played on mono equipment, but we can not guarantee results. Stereo records should be limited to newer models that will not cause excessive wear, in record wear, in addition, the record buyer should be cautioned about the danger of misusing mono needles to play any record." "STEREOPHONIC CONDITIONER"

Continued on page 67


Seебurg Launches Distib Program

CHICAGO — The Seeburg Corp. has launched a concentration on a 4-track program in which company executives are calling on leading music stores and retailers in the top 50 U. S. markets. The company hopes to complete the appointment of dealerships for its new automated home record player in these markets by Sept. 1. The program is now 50 per cent completed.

H. C. Lemke, formerly in charge of marketing for Seебurg's Gulbransen division, has been named by Seебurg group President T. L. Merrick to head up the dealer appointment drive.

SEEN AT THE 1967 BILLBOARD

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MOA Begins ‘Grass-Roots’ Swing in New Orleans

By BOB BURNS

NEW ORLEANS—A surprising delegation from Mississippi swelled total attendance at New Orleans over the 100 mark as members of Music Operators of America (MOA) and their wives came to meet MOA President James F. Tolisano and Executive Vice-President Frederick M. Granger Jr. The occasion was the Deep South swing of the MOA executives in a successful grass-roots campaign to meet the people.

Robert Nims, AMA Distributors, New Orleans, acted as emcee at a cocktail party and dinner, held July 29 at New Orleans’ Fontanelleau Motor Hotel. The affair went off flawlessly, the only depressing note being the absence of Bob Rooney, who planned the get-together. Rooney, who suffered a heart attack in early July, is recuperating at home.

Ater cocktails and a steak dinner, the Louisiana-Mississippi operators heard Nims explain how several regional social affairs had been planned meeting in Myrtle Beach, S.C. and Atlantic Beach, N.C., before discussion of the normal hustle and bustle of MOA conventions, it’s a little hard for operators to talk with their officers on a person-to-person basis,” he said. “Social get-togethers such as this are the logical answer.”

“Dyannee”

The rigors of strenuous trips which have taken Granger from Chicago’s MOA headquarters and Tolisano from St. Petersburg, Fla., where he operates West Coast Music Co., to scattered points in Wisconsin, Illinois, Montana, Colorado and Louisiana, could not be detected. Nims introduced Granger as “the dynamic MOA executive vice-president”—and he lived up to the billing.

Granger outlined MOA membership benefits (some non-association operators were invited, then outlined the background and present status of the copyright revision problem. He deftly fielded questions from the floor, in explaining that the proposed bill for a $8 per box per year fee has cleared the House and will probably go to the Senate in the spring. Granger let the operators know where they stand, and that their grass-roots support, including the appearance of operator witnesses before the subcommittees, had helped “butt

(Continued on page 74)

MYRTLE BEACH, S.C.— The South Carolina Coin Operators Association had voted to increase its group hospitalization plan benefits, to extend its coverage to a group of 275 operators and their immediate families. The plan, which went into effect Sept. 1, will provide payment for the first $100 in hospital charges, plus $50 for the next $200, and $25 per day for the remaining $700. The premium is $8 per month.

The plan will pay $5 daily for doctor services while in the hospital. Presently it pays nothing toward in-hospital doctor general and drug expenses.

Premiums will be raised $3 for each new member and current members and $1 only in the case of employees who have only themselves covered.

Coverage

H. P. (Joe) Girond, Palmetto Distributors Assurance Co. representative, said he would begin traveling the State to explain the broadened coverage to members and non-members. He said he would be happy to recruit for the association since non-members can not get the coverage.

He told the association that the foundation of the improved hospitalization plan had been laid by the Association and the Florida Coin Operators plan, and that the two plans are compatible with the S.C. plan.

President Hal Shinn told the members that the association had acquired several new members by being able to offer the group insurance plan.

Shinn asked Fred J. Collins Jr. of Greenville to look into the possibility of getting enough SCCOA members to charter a plane to Chicago.

Shinn introduced Collins and first vice-president Royce A. Green Jr., who made arrangements for the annual convention and trade show to be held in Chicago in January.

The association decided to hold its annual meeting Oct. 14 in Greenville.

Communication

The after-dinner speaker was Jack Lawson, director of the South Carolina Tax Commission.

The main point of his talk was to encourage operators to “to tone down the language of communication” to the tax offices. He said that the tax officials would not always see things the way operators would like, but that

(Continued on page 76)
Mich. Firm Making Coin Pool Tables

KALAMAZOO, Mich. — Campbell Manufacturing Co., a seven-year-old firm headquartered in Chicago, is engaged largely in manufacturing coin pool tables, is entering the coin-operated phase of the business with three models and is now actively seeking distributors.

Located here at 242 Eleanor Street, the 65,000-square-foot factory is presently producing about 100 tables a day, according to president Byron Campbell.

Its coin-operated Carnival series models will measure 44 inches by 53 inches by 34 inches, 49 inches by 53 inches by 34 inches, and 55 inches by 53 inches by 34 inches. Campbell said the firm is using a cast slate base for the tables, distributed in vending games, pool tables, slate, end and epoxy resin. This makes a lighter and tougher slate, he said, "and enables us to offer an unconditional two-year guarantee."

Drawer

Another feature Campbell noted is an easily exchangeable coin drawer. "In about 10 seconds you can replace the coin-operated mechanism drawer with a flat, narrow dummy drawer. When necessary, we enable the coin drawers to homes owners this is quite a feature," he said.

Campbell, who said the coin-operated models employ the familiar Heath mechanism, mentioned other features such as Formica rail, rubber-backed felt, and slanting table. The cue ball is a fraction over two, he said.

Foreign Sales

While the firm has been supplying home pool tables to such retail companies as Ace Hardware, B. F. Goodrich and May, etc., Campbell said many shipments have been going to Vietnam Army bases. "We shipped 577 tables to the Army recently," he said.

Campbell is selling up European sales offices in Belgium and will have offices servicing North Africa soon. The firm has 10 various home pool table models and two coin-operated types available. Campbell has not considered a coin-operated bumper-type model, he said.

Mentioning that Sears had sold 36,700 home tables last year and is talking of sales of 100,000 in 1967, Campbell said the burgeoning home market will naturally win many people over to billiard, and make coin-operated tables increasingly profitable.

In addition to Campbell, the executive team is made up of vice-president Bryant Burton and Maynard Snow, vice-president in charge of production.

Rowe Picking PhonoVue Films

NEW YORK — Rowe has established a record sales service for its PhonoVue operation.

The service consists in pairing specific film subjects suitable for coin box machines. Full weekly will be several one-stop selections from strategic markets and will include newthinking of new releases which appear to be "chart material." The fitting PhonoVue film cartridge will be caked for the day selected by the one-stop "reviewer."

Vending News Digest

Macke Buys St. Louis Vending Firm

WASHINGTON—The Macke Co. has purchased Consolidated Vendall Corp., St. Louis, for an undisclosed amount of the Macke Co. shares. The new firm will be known as Macke Vendall Co. No changes are anticipated in operations. The Macke Vendall Co. firm has an annual sales of about $1.7 million. The Macke Co. expects its 1967 sales target to be about $2 million; the figure was $627,500 for the past fiscal year.

Illinois Cigarette Tax Into Effect

SPRINGFIELD, III.—While most vendors increased prices on cigarettes as early as July 1, when the Legislature voted in a new 2¢ tax, Macke Vending Co. has been holding off raising prices. The new cigarette tax has an annual sales of about $1.7 million. The Macke Vending Co. firm has an annual sales of about $1.7 million. The Macke Co. expects its 1967 sales target to be about $2 million; the figure was $627,500 for the past fiscal year.

P. Lorillard Establishes Records

NEW YORK—Sales of True and Kent cigarettes was cited for an increase in profits for P. Lorillard Co., which set new sales and

(Continued on page 72)
The Waitress and Barmaid: Are They Working for You?

By EARL PAIGE

Regardless of her title—"barmaid," "waitress," or combination "go-go girl/hostraw," she can mean the difference between big and small profit.

Her role, as the intermediary between the cash-spending patron and the jukebox, while always vital, was made even more important after the emergence of "Discotheque" a few years back.

Girls like Barbara Ordonez, pictured above in a white costume while performing in a south Chicago night spot, became an extra location asset. If they could bump and grind to pulsating music and could circulate among the customers between sets and serve drinks, they became doubly valuable.

For such as Barbara it means at least $25 a night plus tips. For the operator it means extra profits from the jukebox and games.

Even before discotheque, Al Gallant, owner of Mini-Matic, Inc. in suburban Orange County, California, was using dancing waitresses at such spots as the Black Cat. Here girls attired in black and leotards climb right up on the bar and dance daintily among the glasses.

The possibilities for combining girls and profits are endless. In Miami Sol Tabb, Mar-Tab Vending, ties in with a local newspaper called Tavern Window News. Each month the newspaper picks a "Tavern Queen of the Month" who is treated to an all-expense-paid vacation for two at a Miami Beach hotel. Tavern via for the plus publicity and owners spark their waitresses and barmaids to be standouts at promoting the jukebox in order to be nominated.

Tabb recently purchased a Polaroid camera for each route man, who now snap pictures of barmaids and waitresses. Each week in the album display panel of the jukebox the girls in photo tells patrons that her "favorite record is -T-1" adding up, according to Tabb, to at least 30 extra plays per week for whatever record is selected.

Now Tabb is expanding this idea into a contest to select a Florida Jukebox Week Queen. "If the

MAY OR MORGAN of Parkside Lounge

an all-expense-paid vacation for two at a Miami Beach hotel. Tavern via for the plus publicity and owners spark their waitresses and barmaids to be standouts at promoting the jukebox in order to be nominated.

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Now Tabb is expanding this idea into a contest to select a Florida Jukebox Week Queen. "If the

MARY JO MORGAN of Parkside Lounge

barmaid picks 'A-5' and it gets 40 plays for that week she has 40 votes toward being selected queen," Tabb explained. "We will have a first prize of $500, a second-place prize of $100 and the third place will get $50." Tabb is using 500 locations for the contest, set to conclude in September.

Mary Jo Morgan, pictured above at the Parkside Lounge in Chicago, is our candidate for "Illinois Jukebox Week Queen."

While waitresses figure importantly in stimulating jukebox play, they have an additionally important function in helping to select records, as the

GEORGE BERNARD, Chicago operator, poses with Mary Neipp and Donna Chapman (with stacks). Both girls hustle dollar bills for jukebox.

barmaid insists. "A-5" and it gets 40 plays for that week she has 40 votes toward being selected queen," Tabb explained. "We will have a first prize of $500, a second-place prize of $100 and the third place will get $50." Tabb is using 500 locations for the contest, set to conclude in September.

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GEORGE CHRONOS, proprietor of plush Dolphin Lounge, Hines, Ill., with two of his attractive waitresses

pointed out by veteran Chicago route collector Clyde Rowe.

Rowe, seen below with Maizain Canzoneri as they examine an opened jukebox at Biasettis Steak House, said, "The waitress is in the location every day. She knows what patrons ask for and keeps track of requests.

"It's a great help to operators when you can come up with requests. These can be requests from customers or they might be favorites the waitresses ask for. This keeps waitresses happy, said Rowe.

MARIAN CANZONERTI, seen here with Clyde Rowe, specializes in singing. "My voice is so fuzzy," she said, "that it makes people play the jukebox to shut me up."

AUGUST 12, 1967, BILLBOARD
NEW YORK — Roger Foltz, president of the New York Bulk Vendors Association, says that he has seen no move by authorities on bingo chips used as slugs since the investigation started, and indications are no action is in sight.

Foltz, along with National Vendors Association (N V A) president Irwin Nebel, and counsel for the N V A, Don Mitchell, presented the U. S. Treasury Department and Secret Service with evidence of slugs nearly two years ago, and the problem has been going on for nearly four years in New York State. Foltz said that the three would be conferring shortly to map a new plan of strategy. "Something's got to be done when vendors are losing some $75,000 annually due to slugs," said Foltz. Foltz indicated that he did not understand why the Secret Service, "were taking their time" on the matter.

In nearly 1966, the N V A presented the federal officials with a formal complaint on the slugs. The N V A has turned over a list of bingo chips manufactured to the Treasury Department.

The statement here seems to pivot on the question of does the manufacturer of a bingo chip violate a law if that chip is used by someone as a slug? Foltz said that the Secret Service is apparently reluctant to pursue the case.

The N V A claims that the slugs are damaging the moral of the youngsters who they think that can get vending material free. One manufacturer of bingo chips is Synthetic Plastics Novelty, Inc., a company for the company, Victor Cohen, said that he has been listening to the complaints of vendors for some time but has seen no concrete evidence or actual lost figures. Automatic Plastics packages its bingo chips for service in its chains and department stores. Cohen declined to say whether his firm had any plans to change the die or mold of the bingo chips.

Another slug being used in vending machines is the metal ring for gum balls, according to N V A. The N V A is gathering actual evidence of the slug rings and will present it along with documentation to the federal officials in Washington.

**Vendors Gain Edge In Calif. Tax Law**

The operators in this state won a victory at Governor Reagan's $1 billion plus omnibus tax increase went into effect Aug. 1, a state-duties bonded amendment puts operators on a parity with retailers, and an increase in the 5-cent sales tax, and industry leadership helped to change the percentage in the cigarette tax, now 10 cents per pack.

A special co-ordinating committee made up from members of the Independent Merchandising Association (NAMA) Western office and the California Vending Operators Council (CVC) held an operators briefing Friday (Aug. 4) in San Francisco and will hold one Tuesday (8) in Los Angeles.

Tuesday's meeting, to explain the many regulatory and administrative problems expected to arise out of the new measure, will be at 2 p.m. in the conference room, second floor, Kirkeby Center, 10883 Wibuhle Boulevard.

While industry forces were unable to gain a grace period before the tax went into effect, the pari passu increase in the sales tax, up from 4 cents to 5 cents, will give vendors immediate relief.

**Based on Cost**

Under provisions of an amendment sponsored by NAMA and CVC leaders, operators are considered consumers, and not retailers, of tangible personal property vended at 10 cents or less. The amendment states: "... All the items which will retail for 10 cents or less and which are actually sold through vending machines on or after Aug. 1, 1967, are hereby exempt from the combined State and local rate of 5 percent on sales of tangible personal property..."

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Charles Farren Named To Head NAMA Program

CHICAGO — Charles R. Farren, a veteran of the vending industry for the past 12 years and head of Farren Vending Co. in Tulsa, Okla., had been named program chairman for the 1967 National Automatic Merchandising Association (NAMA) convention here Oct. 28-29.

NAMA is scheduling four days of discussion meetings and workshops at the Conrad Hilton Hotel. The trade exhibit Universal has Jupiter Line

To evaluate their continuing interest in the vending field he was associated with the General Construction Co. of Tulsa.


Congress Hearing on Cigarette Filter

WASHINGTON — Robert L. Strickman, inventor of a new cigarette filter, and Grayson Kirk, president of Columbia University, which is developing the new device, are scheduled to testify here before a Senate commerce subcommittee hearing which begins Aug. 23. Sen. Warren Magnuson (D., Wash.), who has championed legislation that would require cigarette makers to declare the tar and nicotine content in cigarettes on packages and in advertising, is head of the subcommittee. The Strickman filter, said to sharply reduce nicotine and tar in cigarette smoke, will be made available to all cigarette makers, Kirk said.

NAMA Western Conference Set

SAN FRANCISCO — The National Automatic Merchandising Association (NAMA) will hold a two-day vending management meeting here at the Jack Tar Hotel Sept. 22-23. Topics to be discussed by speakers and workshop leaders will cover recruiting personnel, supervision, union relations, policy determination and communication with employees. Delegates are urged to make room reservations immediately. The hotel phone number is (415) 776-8200.

Columbia Filter May Add Penny Cost

NEW YORK — Industry spokesmen have estimated Columbia University's Strickman filter will add a penny to the price of cigarettes when and if companies begin using the said to be revolutionary new device. Columbia University, which is developing the filter and will license it to manufacturers, is reported to be stipulating that labels carry the Strickman name but could not mention the university on packages or in advertising. A number of cigarette makers are now said to be negotiating with Columbia U.

New Jersey Vendors Slate Meeting

ATLANTIC CITY — The New Jersey Automatic Merchandising-Good Times, Inc. and the State of New Jersey association, held its first annual sales meeting here Sept. 22-24 at the Seaside Hotel Motel. Golf, swimming and activities for the ladies are being planned. The 1968 board of governors will be elected and the business meeting will be held with representatives of all Industry authorities. President Jack Costello urged operators to make early reservations. The hotel phone number is (609) 345-1511.

Charles Farren Named To Head NAMA Program

portion of the convention will be in Donovan Hall at the International Amphitheatre. Approximately 10,000 industry visitors are expected.

The NAMA program will consist of five main topics: "Route- man Incentive Compensation," "Sanitation and Supervisors," "Routing and Supervisors," "Data Processing for Vending Companies," and "How to Improve Customer Relations." By installing Management Attitudes and Performance for Profit Planning."

Farren is a graduate of the University of Tulsa. Before entering the vending field he was associated with the General Construction Co. of Tulsa.

Vending News Digest

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in individual countries along with U. S. dollar equivalents and suggestions for tipping.

R. J. Reynolds Buys Food Company


Post Office to Up-Date Stamp Units

PHILADELPHIA—After becoming irritated because the stamp vending machine at the Pittsburgh, Pa., airport rejected the new 10-cent stamp, H. H. V المعارف, a Montgomery County here, contacted the U. S. Post Office Department. He told him he would like to replace such modern machines with models that will accept the new coin.

Charles Farren Named To Head NAMA Program

Charles Farren Named To Head NAMA Program

MICE: 2782 East Armistead St. Phone: Whittier 2-1200

IMMEDIATE DELIVERY VICTOR PEN VENDORAMA

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NORTHWESTERN SALES AND SERVICE CO.

Pittsburgh, White

CHARLES FARREN, Farren Vending Co., has also been selected to head the programs for the National Automatic Merchandising Association convention in Chicago Oct. 28-31.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (Reinvented) as well as other Northwestern machines.

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Coin Machine News

County Imposes 100-Machine Limit

SEATTLE, Wash.—Under a new ordinance approved July 24, to become effective immediately, no operator may operate more than 100 jukeboxes in King County. The King County Board of Commissioners approved the resolution which calls for a "location-music license" of $10 a year for each jukebox. The new ordinance also requires that any person who rents, leases, or places jukeboxes must have a "mechanical music-machine operator's license," which costs $250 a year. A fee of $1,000 will be charged by the county for a "mechanical music vendor's license" to engage in the selling of music machines. "Any locations that have their own machines may continue," said Charles K. Watt, county license director. "They would pay a $100-a-year stamp license for the machine. Anybody in the future who wishes to own a machine can make application to the director of licenses office and we will investigate," he reported.

Intent

Watt said the intent of the new ordinance is "to stop the entry of any kind of a syndicated organization that might try to take control of this particular area of the County is rapidly growing, unin- corporated area." Opposition to the new regulation came from William Higgins, who spoke out for the Northwest Coin Vendors Association. Watt said the other reason for this type of regulation, he stated, was that he has little interaction of operators in the county but the ordinance is a step in regulating the activities of the small number of coin-operated machines.

Higgins was critical that the new ordinance might prevent entrepreneurs from switching machines from one operator to another.

ABE SUSMAN

"Business Has Great Future" By EARLE PAIGE

DALLAS — "There's a great future in this business," said Abe Susman, who is the owner of the Street machines in the street in this city and for 16 years the owner of State Music Dist. here and Chicago. He believes that if the way everything has gone up and yet we're selling jukeboxes for the last 10 years ago.

"But it's a real business today. You have to know what you're doing. You need people who know how to program jukeboxes.

"Some of this stuff you hear on the radio is not going to play on a jukebox, but you can play it with what you personally like.

Better Image

"The image is changing, too. We're getting a better image and we're trying to do anything. There are so many laws and regulations.

"This business has been improving the young men into the business. The music side with investors. You'd think you could go to a mutual fund and say "I want to put my money into this music in your business and this much growth and get them excited too."

"Maybe we're involved with regulations and laws and they're not the same. It's not the same."

He mentioned a new ruling in Texas that clarifies the definition of billed persons and allows operators to locate poolside. "The music being subject to billed parcel regulation.

"We're starting getting more young men into the business. I have a young boy right now, Brad Pounds, over in our Houston office. He works with Earl Chatten.

"I naturally a lot of us have grown up in this business. You take Earl and his brother, Tom, who works here in Dallas. Tom's been in this business for 28 years. Earl's been in 25 years. That's quite a combination of experience.

"Vending

"The business is changing all the time. This cold cannot drink vending is going to be a thing of the past. Buy some of the private label brands for less than we pay the operators who are pricing cans at 20 cents in some locations.

"In other cases where they're getting 30 cents for cold carbonated drinks out on Padre Island.

"This is how the business is changing. I'm not the same in everything. You hear about this for a quarter pricing on jukeboxes.

MOA Begins ‘Grass-Roots’ Swing in New Orleans

• Continued from page 69

down" exorbitant performing artist demands.

"Future work by MOA also includes changing the image of the jukebox industry," Granger proclaimed. "The present image has been out of date for some 25 years.

Following Granger, Jim Toltjen, the company's vice president, announced plans for the new products that would be marketed as "penny arcades" and then updated the image by re-

Cleveland Coin International

"BIG BUSINESS
FONDED ON SMALL CHANGE"

Cleveland Coin International

Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, bulk, cigarette and other vending machines, background music equipment, kidde rides, etc.; plus comprehensive coverage of the rec-

Billboard Readers

get the news when it's news . . .

every week of the year.

Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, bulk, cigarette and other vending machines, background music equipment, kidde rides, etc.; plus comprehensive coverage of the rec-

Birmingham—Hot, humid weather here doesn't bother Abe Kaplan, of Kelly Vending Co., the city's largest vending organization. His use of refrigerated route trucks helps in con-

victing location owners that he observes maximum sanitation and food-cost control in every step of his operations.

Kaplan maintains his entire stock at his headquarters under a smoothly controlled atmos-

phere, with keen emphasis on humidity and temperature at the proper balance for all such products as bangles and chocolate-covered confections.

Delivery, however, was a dif-

ferent problem, inasmuch as during the summer months, Birmingham has a 100-degree weather and high humidity. Many local board operators con-

centrate on charmers rather than edibles during the summer.

But not Kaplan, who invested some $100 in a roof-mounted air conditioner unit. Equipped with an extra-power output, it can maintain the same tempera-

tures within his van delivery unit, as in his storage vaults at the warehouse.

Now, Alabama operator can deliver all merchandise in perfect condition, and use the truck as a sales vehicle of leverage in convincing location owners that he can supply all game and confection vendors inside during the summer.

When asking ads . . .
Say You Saw It in Billboard

NOVELEST BOURBON

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ferring to them as "family re-

creation centers." Toltjen also emphasized the vital need for schools to train mechanics and other technicians. The MOA president concluded by saying, "The trips around the country to meet you operators have been gratifying and most helpful.

An invited guest, Durel Black, spoke of the good being done by the Music Tots Fund. Black, a former Rock-Ola, Sea-

burg and ANM executive, is currently president of the New Orleans Music Therapy Fund, and also heads the New Orleans Jazz Club. Black said that coin-

machine operators contribute heavily to the therapy fund for experiments with music in con-

sequently educational programs.

Alabama Bulk Operator Uses Refrigerated Route Vehicle

By now, more than 500 loca-

tions in Birmingham and its sub-

urbs are familiar with the fact that Kaplan drives refrigerated trucks, and go along with the idea by placing their machines in his refrigerated truck.

The result has been an absolute minimum of food problems and other bottlenecks. In fact, he has found that the truck saves him a tremendous amount of money in lost sales due to spoilage.

NOTICE

Beautifully refinished bingos, made mechanically perfect, backed by experts and ready for location. We have a large stock of

NEW ORLEANS NOVELTY COMPANY

1950 N. 20th Street
NEW ORLEANS, LA. 70113
Toll: (504) 529-3232
Cable: NONOVCO

AUGUST 12, 1967, BILLBOARD
New Orleans Party Photos

FRED GRANGER, executive vice-president of the Music Operators of America (MOA), is seen bringing Deep South operators up to date on association doing at the beginning of a tour of the industry’s grass roots by MOA officials. Others in the photo are Mr. and Mrs. James Tolisano, left, and Mr. and Mrs. Robert Nims.

HOSTS MR. AND MRS. ROBERT NIMS, right, greet Miss Kathleen Rudell and Durel Black at New Orleans get-together. Black, a former distributor, spoke of the benefits derived from the New Orleans Music Therapy Fund, to which many operators in the area contribute.

FROM THROUGHOUT LOUISIANA AND MISSISSIPPI, 100 operators and wives traveled to the MOA grass-roots get together in New Orleans July 29. Here’s part of the crowd.

MOA OFFICIALS and their wives arrived together at the big New Orleans party last week. From left, Mr. and Mrs. Robert Nims, Mr. and Mrs. James Tolisano and Mr. and Mrs. Frederick M. Granger Jr. Nims, owner of AMA Distributors, New Orleans, is an MOA director. Tolisano is association president and Granger is executive vice-president.

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

AUGUST 12, 1967, BILLBOARD
Fischer.

Where operator’s service problems are now left behind.

- NEW, FIELD TESTED, TROUBLE FREE MECHANISM DRAWER
- NEW, DIE CAST LEG SADDLE FOR EASY INSTALLATION
- NEW PEBBLED CHROME CORNER CAPS
- DIE CAST LEG LEVELERS REQUIRE NO LIFTING WHEN LEVELING TABLE
- EXCLUSIVE WEDGE LOCK and Cushion assembly
- QUALITY CRAFTED THROUGHOUT TO PLEASE EVEN THE MOST SERIOUS PLAYERS

17 YEARS OF PROVEN SUPERIORITY

See your Distributor or write

FISCHER MANUFACTURING CO., INC., TIPTON, MO. 65081

THE REGENT SERIES

REGENT 1061 10" x 57"
REGENT 81C 9½" x 52"
REGENT 86C 8½" x 48"

NEW ORLEANS was a delight for the wives of Rock-Ola distributors during the recent factory meeting. Here Mrs. Shirley Waldman, wife of Walter Waldman, S. L. Steibel Co., Louisville, Ky. (left), and Mrs. Phyllis Franco, wife of Rubin Franco, Franco Distributing Co., Montgomery, Ala., pose on steps of Roosevelt Hotel.

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

AUGUST 12, 1967, BILLBOARD

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the NEW ROCK-OLA PHONOGRAPHS FOR 1968!

We’ll put them all together for you at your distributor open house! This year Rock-Ola goes all-out to make money for you with all new beauty...all-out accessibility... Watch for announcement soon...

ROCK-OLA all-out, all the way for profits!
POP SPOTLIGHT
GROWING!

LOUIS WALKER, Atlantic 6116 (S)

This album is a must for any jazz musician's collection. It features the trumpet of Louis Walker, one of the leading figures in the genre. The album is a great example of the style and sound that defined the era. This is a must-have for anyone interested in jazz music.

POP SPOTLIGHT
THE LOY GENERATION

INTERMEDIATE LP 11231 (S)

Albert Ayler plays a style of free improvisation that is both avant-garde and accessible. This album features Ayler's distinctive playing and is a great example of the experimental jazz scene of the 1960s.

POP SPOTLIGHT
THE BEST OF LONNY & CHUB

LP 6271 (S)

This album features some of Lonny & Chub's best-known tunes, including their signature song "I'm the Doctor." This is a great selection for fans of the duo's music.

POP SPOTLIGHT
THE BEST OF JOEY

LP 7579 (S)

This album is a great collection of some of Joey's best songs, including "I Feel Like Makin' Love." It's a must-have for any fan of Joey's music.

COUNTRY SPOTLIGHT
A BIRD NAMED YESTERDAY

SPECIAL OF THE OTHER

Doll Reeves, United Artists 6116 (S)

Sixup music is a style that is popular in the American South. Doll Reeves is one of the leading representatives of this genre. This album features some of her best-known songs, including "I'm the Woman." It's a great example of this style and sound.

RELIGIOUS SPOTLIGHT
THE STATE'S VOLT REUIE, VOL.

LP 7722 (S)

This album is a great collection of some of the leading voices in gospel music. It features songs from some of the top gospel artists of the time. This is a great selection for anyone interested in gospel music.

AB SPOTLIGHT
A SPOONFUL OF JAZZ

LP 7730 (S)

This album features some of the top jazz artists of the time, including some of the leading names in the genre. It's a great collection of some of the best jazz music of the era.

POP SPOTLIGHT
GOLDEN NITS—THE BEST OF

LP 6212 (S)

Lawrence Welk, Dot LP 3812 (S)

Lawrence Welk's nips are a popular feature of his shows. This album features some of the best of his nips, including his famous "Bluebell Waltz." It's a great selection for anyone interested in this unique style of music.

POP SPOTLIGHT
LETS LIVE PCY TODAY

LP 7731 (S)

The Commodores, R C A Victor 7722 (S)

This album features some of the leading voices in soul music. It includes songs from some of the top soul artists of the time. This is a great collection of some of the best soul music of the era.

POP SPOTLIGHT
SHAKE, RATTLE & ROLL

LP 8888 (S)

Bill Haley, Capitol 6212 (S)

This album features some of the leading names in rock and roll. It includes songs from some of the top rock and roll artists of the time. This is a great collection of some of the best rock and roll music of the era.