Premier Nets $7.5 Mil. by Spanning Gap

NEW YORK — Premier Talent Associates’ theory that booking agents should be able to relate to young talent has paid off with a $7.5 million take last year. To establish the rapport between agent and performer, Premier Talent’s Frank Batu- tona, president, and Dick Frieberg, vice-president, are working with a staff of 24, all of whom are under the age of 30. The under-30 formula works especially well for Premier Talent, said Batutona, because many of the young performers have managers who are also under 30 and who are also closer and with more understanding with agents of their own age. The accent on youth has given Premier Talent a strong competitive position in the agency field and it now represents about 140 acts.

Premier Talent has now spread its activities from a rock group base to areas that include writers, composers, session producers, television producers, radio and TV commercials, and more. (Continued on page 4)

Brutal Murder Stirs Trade Move to Aid Dr. King Dream

NEW YORK — The record industry reacted quickly and optimistically to the assassination of the Rev. Martin Luther King and the civil disorders that came in its aftermath. Record companies moved fast with donations and assignments of royalties to Dr. King’s Southern Christian Leadership Conference (SCLC), and record store owners, whose shops were looted or razed, were making plans to get back into business.

Max Silverman, for example, owner of the nationally famous Waxie Maxie’s in Washington, was devastated by fire, expressed no bitterness and was going ahead with plans for the new store in the South Capitol area. Silverman, who had the oldest jazz and soul record store in Washington’s Seventh Street ghetto area, said “I heard from people all over the country. I had to lose it all to get famous.”

Atlantic Donation

On the record company end, Atlantic Records contributed $35,000 to the family of Dr. King and contributed $5,000 to the Southern Christian Leadership Conference. The $35,000 contribution to Mrs. King was an advance royalty payment on the new Solomon Burke record, “I Wish I Knew (How It Would Feel To Be Free).” Atlantic re-released the record record this week at the request of civil rights and station owners. The firm is setting aside a 5 cent per royalty on all sales of the Solomon Burke record, which was released this week. The $5,000 contribution to the SCLC was an advance royalty payment on the Hudson’s Choral record “I Have a Dream.”

Instruments: Same $8 Note

By RON SCHLACHTER

CHICAGO — The over-all musical instrument sales picture is generally comparable with last year at this time, a billboard industry spot-check made last week revealed. Some dealers reported modest to moderate sales gains. Where decreases were reported, dealers frequently put the blame on a guitar sales slump.

Several dealers said that what the musical instrument business needed right now is the stimulus of a new, hot recording group using original instrumentation.

By MIKE GROSS

(Amanda Records). Atlantic re-released the record this week at the request of civil rights and station owners. The firm is setting aside a 5 cent per royalty on all sales of the Hudson’s Choral record “I Have a Dream.”

Jukeboxes Buy $53M Singles From 1-Stops

By RAY BRACK

Chicago and eastern operators bought $53 million worth of singles from one-stops in the U.S. during 1966, accounting for 42 percent of the typical one-stop’s total singles sales volume. Pittsburgh and Los Angeles one-stop sold $164,800 worth of singles to jukebox operators in 1967. These are three of the major factors in Billboard’s recently completed annual survey of the jukebox industry. The survey is part of our annual business poll of the Coin Machine World at large. Highlights of the poll will be published in Billboard’s annual Coin Machine World Directory to appear in May.

The one-stop survey, attracting 115 per cent response, showed that 80 per cent of all sub-distributors regularly do business with jukebox operators. The typical one-stop supplied $120 worth of singles per jukebox in the U.S. during 1967, or $2.30 worth of singles per jukebox per week. (Continued on page 74)

Oldie Singles Beat Clock—Stay Alive & (Selling) Well

By CLAUDE HALL

NEW YORK — Record companies are continuing to reap rewards from singles long after they’ve fallen off the Hot 100 chart. These dollar-earning oldies range from the recent “Light My Fire,” by the Doors on Elektra Records, which is selling 650 copies a week, according to Steve Harris, Elektra national promotion manager, to the much older “Daddy’s Home,” by Shep and the Limelighters on Roulette Records. Atlantic Records estimates it is selling 50,000 oldies a month.

Morris Levy, Roulette president, pointed out that the best thing about these old singles is that you can charge 40 cents each for them “and you don’t have to make a deal . . . there are no free goods.” Too, a good-selling oldie is not necessarily a past top 10 hit record. “Louie, Louie” is reported to be the biggest selling oldie of all time, and Sam Goft, sales manager of Scepter/Wand Records, said the single is moving at the rate of 2,000 copies a week. The king of the oldies, according to the Kingsmen on Wand, has sold more than 50,000 singles since dropping off the chart.

The areas where oldies are most in demand, according to Bob Rolontz of Atlantic Records, include New York, Philadelphiaw, Los Angeles. Detroit is not a good oldies market. Atlantic is moving about 30,000 oldies a month. These include “Mack the Knife, by Bobby Darin, and (Continued on page 55)
Sophisticated Soul.
Jack Jones
A strong taste of pop-rock in his
decidedly different new Victor single.
"FOLLOW ME"
c/w "Without Her" #9510
Ranwood, to Release 21 Wall Top Sellers

LOS ANGELES—Ranwood, a division of Capitol Records, has announced the release of 21 Wall Top sellers. The list includes a wide variety of artists and genres, including soul, R&B, jazz, and rock.

Madeline

The remainder of Wall's catalog, which did not develop into commercial hits, will be repackaged in another fashion.


Ranwood general manager Larry Wall has signed a one-year agreement with the Record Club for his new label, "Love Is Blue," and the company will also issue a General Recorded Tape (GRT) for most of the singles in 4- and 8-track and in cassette.

The corporation president Irving B. Green pointed out that this past March was the month that the company's distribution in its 21-city network, with Isaac, to Pacific on the west coast, and the following:

- "In the Days of Our Lives," "Isaiah Lewis," both with southern flair, "I'm Going to Get You," and "Weirdo." These were all more than 1,000 copies.

Phillips scored the most chart placements this week, with 11 numbers. Since the beginning of the year Phillips has entered 32 titles, and is now 2-million seller, "Summertime Blues," "Will You Love Me Tomorrow?" and "Can't Help Myself Give." In "I'm Gonna Make You Love Me," and "Cinderella Rockefellers.


Merch. Execs Return After Europe Talks

MERCURY Record Corp. vice-president and general manager, Louis Simon, and Mercury's international sales manager, Paul Mauder, have been in the international trade for the past month.

When Simon and Mauder return to their respective posts at Mercury, the company will have its largest international expansion ever.

"History of Rhythm & Blues," "Is This It?" and "New album by Otis Redding ("Voinl, Sun & Dave (Stax), and Booker T & The MG's (Stax)."

The exhibition at Atlantic-Ato during the first three months of the year were led by million sellers, "Can't Help Myself ("Since You've Been Gone") and "250 Degrees of Fahrenheit." Other artists who had hot singles during this period were Percy Sledge, "Sweet Inspirations," Rascals, "Be Good To Your Feet," "Soul" by Larry Fudge, "Soul" by Archie Bell, "Soul" by Sun & Dave (Stax), "Soul" by Ollie & The Nightingales (Stax).

The catalogue within the next few weeks are new albums by Flip Wilson, "Moods," and Archie Bell and the Drells.

BLISSFUL MELODY SELLER

The Blissful Melody is a seller on the label, and is expected to score on this week's, second quarter, sales chart.

Mercury product manager, Al Simons, said, "Our material has really been in the groove," and the team is expected to score on this week's, second quarter, sales chart.

Merkury product manager, Al Simons, said, "Our material has really been in the groove," and the team is expected to score on this week's, second quarter, sales chart.

"Royalties Without Copyright," an arrangement of works, and Russian arrangements covering use of copyrighted works.

Copyright and the Copyright Office, 401 Henry C. Duren, of the University of Wisconsin, Madison, for Copyright Registration. The first registration of "Isaiah Lewis," "Gonna Make You Love Me," and "Chandelier Rockefellers."

A special insert sleeve, depicting scenes from the original film, will be included as an added commemorative salute.

Decca's sales force is being supplied with promotion kits which include a background story of the production, "The Oklahoma!" anniversary, fact sheet, record and tape orders, forms, sales literature, and window displays.

The company is also initiating a radio and TV campaign with special emphasis to radio on the high school and college level.

Both of Decca's promotion activities will be coordinated with the company's national ad campaign, as well as the Richard Rogers organization, for the "Oklahoma!" 5th anniversary Silver Anniversary Drive on the musical.

Diamond Joins UNI Records

NEW YORK—Neil Diamond, the troubadour, singer, has chosen UNI Records as his label for his next album. Diamond, who had been recording for the Bang label, will sign a contract with UNI, with the option to produce his future albums on his own label, "Diamond & Company."

For release in the fall, will be "Brooklyn Road," a three-minute autobiography chronicling Diamond's life with the New York Giants, King County in Brooklyn.

Screen, TV, Branch Formed by A&M

LOS ANGELES—A&M Records has announced the formation of a new branch, to be known as A&M Productions. It will be headed by Peter F. Shank, who will serve as chairman of the new company.
underground on top with all allied record

toronto — allied record corp. is the first canadian record company to go with canadians and current trend of "underground" lps. its first venture, "underground," released last fall by allied and well enough to warrant a second release by international sales. "underground," the first of all allied's own records, now available in stores.

commercial efforts include: a 30-minute special, "underground," on paramount network radio, week beginning may 1; the "underground" lpiffs; and the "underground" theme song, "brand new day," written by jerry wheelock and danny zander shared in the creation. the promo is the "underground" theme song, "brand new day," as written by danny zander and jerry wheelock, and has been recorded by some of the most successful acts in the industry.

the "underground" lpiffs are being promoted with interviews, live concert performances, and special features in national and local radio and television spots.

the "underground" theme song was written by danny zander and jerry wheelock.

the "underground" lpiffs are distributed by allied music publishing corp. in the united states and by allied music international inc. in canada.

george m! doodles along—
but it comes out a dandy

new york—in the beginning there was george m. cohan playing himself. then there was james cagney on the screen playing "yorky doodle dandy" and no one else. george gray on the stage as "george m! a new musical which opened at the palace theater in new york on wednesday, april 11. it's a tribute to the song-and-dance man who so much of this thespian's art has spanned for so many years.

as far as the new musical is concerned, it traces the career of george m., remembering his 50-year-old songs and of course the "46th street," which is a song that's been sung by george m., which has spanned for so many years.

the soundtrack album will be on sale soon in atlantic records. in addition to the cream, another album will be featured on the album. all the music is owned by the american music publishing league.

the film is scheduled for national release in may.
The Story of the New Moby Grape Extra Special Super Double Album Bonus Package.

"Wow."
This is real Moby Grape. Which doesn't mean there's ever any unreal Grape. But it's different from any other Moby Grape. If it can be—it's more serious and more fun at the same time. "Naked If I Want To" (Can I Walk down your street/ Naked? If I want to?), "Motorcycle Irene" (Super-powered, de-flowered, Over-eighteen Irene). "Just Like Gene Autry; A Foxtrot" (Featuring Lou Waxman and His Orchestra and starring ARTHUR GODFREY, Banjo and Ukulele) (NOTE: This band is recorded at 78 R.P.M.).

"Grape Jam."
These are jam sessions with The Grape (and other rock musicians sitting in). The music in this album just happened—at various odd hours all through the sessions for the "real" album. Just laying it down the way it happened—when the mood struck. Finding out again that music can be fun, and that the fun can be shared...

The Package.
This is a fantastic package with a strong selling appeal. Including one of the wildest jacket designs on the rack. "Wow"/"Grape Jam" is priced to sell for only a dollar more than a single album. With a music concept that's bigger than most 2-record sets. Repeat—this is real Moby Grape.

"Wow"/"Grape Jam"—for only a dollar more than a single album. The sound of Moby Grape. On Columbia Records.
Cap. to Handle Park Fest Disks

NEW YORK — Capitol Records last week announced that Raye & Ripley, George Halford, Maxine Brown and the Ramsey Lewis Trio, recorded by Music Images at last summer’s Festival of the Image, will be distributed by Capitol. All records will appear on the Music Images label created for the series—Festival Recordings, which Capitol plans to release weekly. The festival normally features about 20 pop and jazz artists in 15 minutes each, with more than a million persons in attendance.

Newark, the president, formerly music director at Audio Art, where he was vice-president, is a concert and theater producer. The company, which is active in record, film and TV production, packaging, and production, has signed composer-arranger Charles Foz to an exclusive recording contract and is producing a piano and harp record.

The company also has signed a contract with CDV TV of France to produce an entire Hemispheric and Far Eastern distribution for the CDV catalog. The contract covers 15 cartoon, documentary and comedy programs, and five music programs, totaling more than 110 hours of recorded music and soundtracks.

WB-7 Sets Up Stable of New Writer-Acts

LOS ANGELES—During the past six months as part of its efforts to attract new artists, Warner Bros.-Seven Arts has developed a corps of young writer-actors.

“Today is the day,” the writer-actor announced, “when W-7 is officially, in pointing to albums created around songs by David Blue, the new LP-Kyle Parks, Randy Newman, Arlo Guthrie, Mason Williams, Alan Dinsmore and others.”

Additionally, W-7’s roster is bolstered by such established composer-performers as Anita Kerr, Lee Hazlewood, Jacques Brel and Charles Aznavour.

Mason Williams and Randy Newman, for example, have co-authored songs for years, with their works being accepted by other performers.

David Blue’s vocal style is similar to Columbia’s Bob Dylan, one of the most widely accepted of the folk composer-performers.

Unison Gap’s ‘Girl’ Awarded Gold Disk

NEW YORK — The Union Gap’s Columbia single of the song “I Don’t Want to Be a Widow,” written by Jerry Fuller, follows the West Coast’s number one group “The Lonesome Road” as the recipient of a gold record.

ILL TO EASE TAX ON WRITER

WASHINGTON — Composers and authors should be taxed at a higher rate, rather than the step regalia tried in the Senate Bill R. Kupferman (R-N.Y.) believes. He has introduced a bill to slow down the processing of income taxes. The bill, if passed, will give the tax department gains treatment to authors and composers who sell their work on commission. This would give the songwriters and authors the benefits allowed to inventors when they sell their creative products profitably and patents should be treated equally.

Tetragrammaton Adds 25 Distributors

LOS ANGELES — Tetragrammaton Records has negotiated to distribute its records across the U.S. to handle the firm’s products.

The distribution network includes Record Merchandising for the West Coast, Alpha in New York, S&R in Chicago, Toe in Miami, Schwartz Bros. in Washington, Main Line in Cleveland and Rosen in Philadelphia.

Capitol Records

Stan Gortikov, right, president of Capitol Records, at a luncheon for Capitol personnel at Hollywood’s Brown Derby, with the group’s manager, Tom Shanaberger.

Senate Tunes Out on Excise Tax Bill on Disks, Players

WASHINGTON — An attempt to restore the rollback wartime excises on records, players, radio and TV sets, announced in Senate debate on the Administration’s tax-reducing bill.

Sen. Mike Monroney (D-Okla.) proposed that the excise be put into the House-originated bill, which was considered and passed by the Senate last week with a vote of 10 percent in some the excise surtax provision added to the extension of excise on telephone service and automobiles.

The bill went to conference. The House, in its concurrent companion, defeated 62 to 13, with 25 senators not voting. The bill would add $376 million, Sen. Monroney calculated. A higher cigarette tax and other “luxury” taxes would make revenues of over $1 billion and offset the need for an excise on income, the senator said.

“We are taxing the hobbies a bit, and particularly the phonograph records, which is one of the biggest booming businesses we have. We have to keep certain limits the records that I buy and don’t sell. We have done it for so many years ago.” The common fallacy on record pricing was corrected during copyright hearings on the revenue

Dunhill Banks on King-Sixx Single For AM Airplay

LOS ANGELES — Banking on the growing acceptance among broadcasters for lengthy albums, Dunhill Records is positioning for AM exposure for a 7-minute 20-second single.

The song, an excerpt from the vocal debut of British artist Richard Harris interpreting the theme song, “MacArthur Park.” It was recorded for the performer’s debut Dunhill LP.

(Continued on page 74)

PAMS Expands Into Disk Field

DALLAS—PAMS, Inc., the Bill Marks-owned agency here, will begin producing records for a major record company during the next six weeks. Meeks, who produces jingles for radio stations such as WABC in New York and KAYA in San Francisco, among others, said a second 10-truck studio would be available Monday (15), in addition to his regular studio.

“We will have two major studios and will be doing record dates not only for record producers in the area but producing our own records,” he said. Meeks considered last week naming one of his groups the IRS Singers, which made up of singers featured on identification jingles on radio stations around the United States and abroad.

OVER THE COUNTER

As of Closing Thursday, April 11, 1968

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The shares quoted compiled for Billboard by Merrill Lynch, Pace & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

15-Year-Old in Conducting Debut

LONDON—Oliver Knussen, 15, made his conducting debut April 7 at the Royal Festival Hall when the London Symphony Orchestra played his “Symphony No. 1.” The orchestra’s principal conductor, Istvan Kertesz, was absent through illness.

Oliver is the son of Stewart Knussen, principal double bass with the LSO. He has written more than 60 works, but this is his first symphony, composed between May and November of 1966 and lasting 24 minutes. He received the Central School of Music and Drama Prizes in 1966 and 1967 for his string quartet and 243 sonatas for two large orchestras, and Leonard Bernstein is including a movement for his “Mass” in a New York TV concert.

Indie Producer Is Signed by Col.

LOS ANGELES — James Guercio, independent producer, has signed a contract with Columbia Records to produce all projects and two major sessions for the label.

Guercio, who produces a wholly owned subsidiary of Guercio Enterprises, will use its logo on all records produced by Guercio for Columbia.

Guercio produces the Buckinghams for Columbia.

AUGUST 19, 1978, BILLBOARD
REV. DR. MARTIN LUTHER KING JR.

IN MEMORIAM

WE HOPE HIS LIFE & DEATH
HAVE NOT BEEN IN VAIN

1929 - 1968

CALLA RECORDS
Executive Turntable

Arthur Shimkin has joined CBS Records as director of children's books and records. In his new capacity, Shimkin will be responsible to Walter Dean, administrative vice-president of CBS Records, for planning and directing the development and advertising in connection with the distribution of book-and-record products for the children's market. Shimkin comes from the rights department of Warner-Lambert, free-lance rights and illustrations manufacturers and package designers, and distributors and dealers. Shimkin had previously been associated with Simon & Schuster. He was first in charge of the Art and Book Records. He also produced the children's musical, "Young Abe Lincoln."

Sid Heller has been appointed pop ad producer on the West Coast for RCA Records. Heller reports to Joe Reisman, newly appointed manager and executive producer on the West Coast. For the past three years Heller has been independent arranger/conductor. Before that, he was employed by Mercury, Capitol, MCA and Decca. He had his own label office in Chicago, where he continued a campaign in behalf of country music and Nashville as the center for promotion of country music. He was also in charge of the RCA label for Decca's country catalog, Chicago, and worked with Kitty Wells, Webb Pierce, Patsy Cline, Brenda Lee and others. He also produced duets with the Four Aces, Al Hibbler and Red Foley. In 1959, Cohen established his own labels: Todd and Bria.

Mike Marrone has become controller of Kama Sutra Records. Marrone, who had been in the MGM accounting department for the past eight years, has been chief controller for the company, will be in charge of all business and financial affairs for Kama Sutra. In addition to Marrone, Kama Sutra has added a new sales staff and a distribution department to supervise royalties payments by both their record and music publishing companies.

Paul Barry has been appointed vice-president of the 20th Century-Fox Film Corp., and chairman of the board of directors of the 20th Century-Fox Film Corp. Barry will supervise the worldwide music publishing activities for the company. Prior to joining 20th Century-Fox, Barry was with Columbia Records and in personal management. Barry's music publishing experience includes a stint as professional manager at the Edwin H. Morris Music Co., and the 18-year period as executive vice-president of the BMI and NAB Music Companies. The firm was sold to Gene Autry, and Barry continued management of Autry for several years thereafter.

Jerry Parker has joined London Records' New York sales staff. Parker recently served as a national director of LP sales and marketing at ABC Records, and most recently was associated with MGM Records as vice-president and Southern district manager.

Robert B. Jackson joins Capitol Records as its controller. Previously, he was a vice-president and assistant controller of the Hollywood controller for the CBS-TV network.

Sim Cory has been promoted to creative services director at Warner Bros.-Seven Arts. For the past eight years he has been the label's editorial director, coming to WB from Capitol. In his new position, Cory will handle all promotional activities, including operations, public relations, radio and television promotions, and promotional exploitation aids. He reports to Joel Friedman, marketing vice-president.

Thomas F. Muschler, vice-president and general manager of the H. R. Basford Co., San Francisco distributor of Zanith, Gibson-Easy, Chrysler Airtemp and multi-brand phonograph records and parts, was elected president and chief executive officer, replacing Willard H. Minter, who moves to chairman of the board. Muschler was formerly president of Perrin & Associates, Chicago, and vice-president of Kent & Eckling, Chicago.

Henry Mancini has retained Ray Lawrence to promote the Easthali, Northridge, Twin Chris and Southdale catalogs in the West.

Art McKeown has been appointed sales promotion manager for Stereodyne Canada Ltd., He was formerly in sales promotion and general administration with RCA Canada Ltd.

George H. Pass has been appointed sales representative for Disc jockey Associates in the Midwest. He works out of Minneapolis.

Bill Robinson has resigned from Capitol Records after a 15-year stay. His departure as engineering director stems from the conclusion of an investigation of engineering personnel changes at Capitol.

Howard Sherman has joined Morton D. Wax & Associates as an account executive. Sherman has been with Walt Disney Productions in New York for four years. Also appointed was Miriam Perez, formerly assistant to Barry A. Fiedel, recently promoted to firm's general manager.

Frank Sorkin has been appointed a business representative of Musician's Union, Local 47, in Hollywood.

Joe McHugh has resigned as sales manager of TeleProm Industrys' broadcast division. He has not announced future plans.

RCA's LP to Hail Naras

NASHVILLE—In a special salute to NARAS, RCA Records plans to release an album by Jim Ed Brown on which he sings the country Grammy winner "Kris Kristofferson's Baby." The album, "Country's Best on Record," will include winners of the 1964 "Battle of New Orleans," "Tom Dooly," "El Paso," "Fancy Way of Laughing," "Big Bad John," "King of the Road," "Take Me Back to Tulsa," "Gentle On My Mind." There is an 11th song on the LP, "Flowers on the Wall," recorded as an outtake for the contemporary song winner a year ago.

The album will be produced by Felton Jarvis, a frequent Grammy winner. Brown was a NARAS winner in this year in two categories.

MRS. JIM REEVES accepts the RIAA gold record for her late husband's million dollar best-selling RCA album, "Distant Drums." With Jim Reeves are Bob Moore, division vice-president, pop, and Chet Atkins, division vice-president, nash in RCA for Nashville.

Take a Look to Issue Seal on Cited Records

NEW YORK—The board of directors of the Take a Look Foundation has issued to subscribe for 35,000 shares of the company's common stock, options selected by the Foundation to be programmed on television stations as public service features. It was also voted to ask prominent figures in the entertainment field who have already released records that were endorsed by the Foundation to make an intense effort to have these discs programmed on television stations in the hope of reducing the outbreak of violence in several cities across the country.


Recently, Liberty Records recorded Jackie DeShannon's "What the World Needs Now Is Love," the request of the Foundation.

MGM to Handle Ross' Heritage

NEW YORK—MGM Records will distribute independent Ross Manor records as well. Before setting up his own company, Ross worked for such labels as "Sunny," with Bobby Hebb; "Sunday Will Never Be the Same," with the Drifters; and "The Twelfth of Never," with a group he discovered; "98.6," with Keith, and Mr. Dream record. He also discovered Jay & the Techniques, and the Tonight Show.

TV Promotion on Nelson and Pipers


Challenges in the New Colony suit are substantially the same. The New Colony claims that Cameo-Parkway recorded 10 songs, to which New Colony claims exclusive publishing rights, and that Cameo-Parkway has failed to pay mechanical royalties.

Cameo lost a round in Federal Court here last Friday when the judge dismissed the label's suit against Super K Productions, formed by Barry Shimkin, and Kama Sutra Publishing, the plaintiff had brought it under a prior contract for the Ohio Express, now on Kama Sutra.

Peterson Forms Pete Records; Inks 1st Artist

LORNO AGE—Pete Records, a subsidiary of the Peter Co., a film and TV commercial producer, has been formed by Chris Peterson, president of the parent company and the new firm. Gogi Grant, first artist signed, will receive a small share of the profit from "Made in the Ground," from her forthcoming album.

Peterson said the label will offer catalog albums as well as new artists. Miss Grant's record, the label's lead release, based on Sahl's "Chains of Love," "Alone in the Dark" and the "Long, Long, in the Dark," was filed in the American justice on a suit for $400,000. Royalties and all records, tapes, acetates, masters, stamps, molds and other matter relating to the records involved. The suit was brought by Universal Records, a subsidiary of RKO Pictures.

Mark's Records Pact With CAM

NEW YORK—Edward B. Marks Music Corp. has renewed its contract with Creation Artistic Music (CAM) and acquired the U.S. rights to Italian songs "Casa Bianca" and "Da Bambino," a CAM, a Rome-based firm, owner of 55 marks catalog in Italy.

The next two years, prize-winners at the recent San Remo Festival, are being shaped into English versions by Noreen Karmik Scurfield of "More," and Jackie Sharpe.

Current soundtrack successes for Marks through CAM are: "Treasure of San Gennaro" for "Buddhist," "The Birds, the Bees and the Italians" on United Arists; and the "Battle of Algiers," also on UA. Records scores to "Seven Golden Men" is soon to be released.

Greif-Garris Will Handle Fame in U. S.

NEW YORK—Greif-Garris Management has contracted for exclusive U.S. representation of George Fame, Epic artist on the English label, and will company Fame in the artist's British tour with Count Basie. Greif and Sid Garris will bring Fame to the U. S. for a short tour at the end of May. While here, Fame will test for a film.

AF, Parallax Deal

NEW YORK—Audio Fidelity Records will distribute the Parallax label. Parallax is owned by Don Liston, Cincinnati independent producer, who has recorded Surdi Groove, a Cincinnati group, and will soon release a single by Jerri Jackson.
At $35. an ounce this record is worth $52.50!

We waited for the right moment to advertise Tommy's latest hit. But now we know that it's headed for solid gold. Its market value is increasing every day.

"MONY, MONY"

Tommy James and The Shondells

50- Billboard
51-Cash Box
51-Record World

Guard against inflation!
Longhorn Fest 1-Nighters

By BARRY CANDY

AUSTIN, Tex. — George Wein, producer of the Newport Jazz Festival, has announced that the Texas edition of Wein's jazz festival, the 'Longhorn Jazz Festival' will be changed from a three-day blast in Austin, to three one-day celebrations in Dallas, Austin and Houston. The festival dates are Dallas, July 12; Austin, 13, and Houston, 14.

For the past two years the festival has been presented in Austin and was not financially successful. The Longhorn Jazz Festival last year drew 10,000 persons over the three-day period.

By changing the format to three one-day festivals in three parts of the State, and using singer Dionne Warwick as a featured attraction, Wein predicted a total turnout of between 20,000 and 25,000 jazz fans this summer.

Other artists on the festival bill will be the Cannonball Adderley Quintet, the Thelonious Monk Quartet, the Wes Montgomery Quartet, the Herbie Mann Quintet and the Gary Burton Quartet.

Wein said the Jos. Schlitz Brewing Co. will underwrite the festivals again this year.

IN MEMORIAM

REV. DR. MARTIN LUTHER KING JR.

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London's Phase 4 Stereo Entering the Swing Phase

NEW YORK — London Records' Phase 4 stereo line is swinging to the swing era with a new series of albums. The project will be kicked off with an album by Harry James re-creating his big band classics like "Two O'Clock Jump," "Chihuahuhia," "I Cried for You" and "I Had the Craziest Dream," among others. The James album was produced in Tuttii Camarita's Sunset Sound Studios in Hollywood.

Following the James project, Duke Ellington is set for sessions covering a selection of his top songs. The sessions are scheduled for the Sunset Sound Studios Monday through Wednesday (22-24).

Crusin' for the new series developed out of the favorable response accorded the recent Ted Heath Phase 4 LP, "Swing Is King," issued during the company's January national sales meeting, and incorporating such titles as "Woodchopper's Ball," "One O'Clock Jump," in the "I Cried for You" and "Two O'Clock Jump," Heath has now a second volume in his Phasings series.

London has planned a heavy point of sales merchandising campaign as well as a sustained promotional drive at the FM radio audience.

---

Ivy and Java Rights to ABC

NEW YORK — ABC Records has acquired the soundtrack rights for two forthcoming pictures, "Love of the East" and "Java and East of Java." "Ivy" is produced by Palomo Productions, company division of ABC headed by Sam Clark, group vice-president for national television for the American Broadcasting Companies. As producer-head, Larry Newton, ABC president, represented the label in the negotiations.

The film stars Sidney Poitier and Abbey Lincoln, with a score by Elmer Bernstein, features the off-screen voice of B. B. King, Nat "King" Cole, Raydio, Sammy Davis, Patstil and West, ABC artists, composed a song which they perform off-screen.

"Java," starring Maximillian Schell, Tina Louise, Christian Marzano and Brian Keith, features an off-screen performance of the songs used by the ABC stations, ABC group. Frank DeVil composed the score.

WMTS Marks 1st Yr. of Country Hall

NEW YORK — WMTS radio of Murfreesboro, Tenn., will mark the first anniversary of the Country Hall of Fame by starting broadcasts from the shrine Friday (12). WMTS will broadcast from trailer-studios at the Hall on a permanent basis.

Programming from the portable studios will remain unchanged and feature live "in- Phillips. The station, owned by Tom L. Phillips, with the Country Rees of Jim Reeves Enterprises, is a 5,000-watt clear-sounding service five States in the Mid-South.

Dot, Venezuelan Rep in New Pact

LOS ANGELES—Dot has re-signed for Venezuelan representation with La Victor S.A. The two companies have been working together 10 years. The agreement gives the Dot product all product appears on the Dot logo covers the parent label, plus new songs, television and the Steed label.

Dot artists, Graces, and other Dot-distributed labels in the U. S. control their own foreign distribution.

Rangel Into Distrib

SAN ANTONIO — Rangel Music Co., headed by Manuel E. Rangel Sr., a retailer of Latin records in addition to music under their own labels, Cordano and Rangel, has opened Rangel Record Distributors, a wholesale firm handling Latin-American records.

---

NEWPORT FEST CITIES GUTHRIE

NEWPORT, R. I. — The Newport Folk Festival, to be held from July 13-22, will feature a tribute to the late Woody Guthrie.

In an all-day folk music, dancing and storytelling program to be included in the program's Children's Day, July 24, will be hosted by Jim Kweskin and His Jug Band.

---

Yesteryear's Country Hits

Change-of-pace programming from your librarian's shelves, featuring the disks that were the hottest in the country field 5 years ago and 10 years ago this week. Here's how the Billboard's chart in the music publishing company.

COUNTRY SINGLES—10 Years Ago

April 21, 1958

1. Oh, Louisiana Morn Can't Stop Loving You (0:19:00) (RCA Victor)
2. A Case of You (Mercury)
3. Johnny Cash (Sun)
4. Smoke of Lost Love (Sant)
5. When I Walk Home (RCA Victor)
6. Coming in the World (Capitol)
7. I've Loved You from the Start—Ray Price (Columbia)
8. With Her in My Mind—George Jones (United Artists)
9. Honey in the Honeycomb (Columbia)
10. A Mist of Your Mind—Fats Domino (Decca)

COUNTRY SINGLES—5 Years Ago

April 20, 1963

1. Bill—Bill Anderson (Disc)
2. Summer—David Sharpe (RCA Victor)
3. I Run Away (RCA Victor)
4. Love's Got a Hold on You (Mercury)
5. The Yellow Bandana—Faron Young (Dove)
6. I Don't Need Me Guss—Carl Butler (Columbia)
7. No More Over Me—Merle Travis (Sage)
8. George Jones (United Artists)
9. I Want to Walk with You—Ray Price (Columbia)
10.苓 O'Clock—Marty Robbins (Columbia)

5 Publishing Cos. Bow on W. Coast; Battiste to Double

In a drive to get involved with rock 'n' roll, Gordon Music Co., a 41-year-old publishing firm, has formed a new music company, ASCAP. Mel Gordon, president of Jeby, recently signed songwriting contracts with former, with the Leaves, and Budgie, singer, with Jeby and Warner, and BMI, ASCAP, the two major companies. BMI, with ASCAP, is the music publishing company.

nye will draw material from Gordon Music Co. and Fidelity, Warner, and BMI, ASCAP.

Basketball player Elgin Baylor of the Los Angeles Lakers and composer Morty Jacobson have formed Main Event, Inc., a music publishing company.

Diane Lampert and Fred Stuart have formed Anneaduce Music Publishing Co., BMI, with Dick Michaels of Clark-Michaels Productions, to handle rights of Lamardine's initial release will be by singer June Sparrow.

Argosy to Release 1st LP, a Souvenir

NEW YORK—Argosy Records, a new company affiliated with Music Publishers Inc., will release its first LP, "The Fall Guys in Person," a collection of performances by the Sahara in Las Vegas by Bill Ramsey. The album will be limited to nightclubs and lounges. The Fall Guys will release a single shortly on another label.

Shondells TV Film

NEW YORK—A TV film of Tommy James & the Shondells performing their Roulette single "Money Money" is being issued simultaneously with a new 45, Roulette has entered into art for the film, a cutting-edge scene and distribute TV promotional films of Roulette recording stars.
100% NASHVILLE

100%

BUFFY SAINTE-MARIE

Her new single:

Soulful Shade of Blue

... and watch for her forthcoming album—
"I'm Gonna Be A Country Girl Again."

VANGUARD
Lili Marlene

an all-time great, up-dated
on a new hit single by

Al Martino

b/w "Georgia"
Produced by Tom Morgan
P-s-s-s-t! want a sure shot winner...

"IMPOSSIBLE MISSION:
(MISSION IMPOSSIBLE)

by

Soul Survivors

%w "Poor Man's Dream" 1016

A GAMBLE-HUFF PRODUCTION

CRIMSON records

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SEND FOR D.J. SAMPLES • MA 7-4647
"OKLAHOMA!" is having its 25th birthday this year and everyone will want this original Broadway cast album.

www.americanradiohistory.com
Decca and The Restaurateur

OR

How Mikos Theodorakopoulis savors our April releases.

"All day long at work," he says, "It's the same thing. Never on Sunday, Never on Sunday, Never on Sunday. When I buy records for myself I like to get all different kinds."

That's where Decca comes in. From rock to renaissance and back, there's something on the Decca label for almost everyone. Lots of it on tape: 4-track, 8-track Cassette and reel-to-reel.

Although Mr. Theodorakopoulis prefers opera, he occasionally buys some of our Top 40 releases too. "I like to listen to the lyrics because they're all Greek to me," he explains.
MARCH RELEASES FROM A&M RECORDS

CLAUDINE LONGET
"Love Is Blue" SP 4142

TOMMY BOYCE & BOBBY HART
"I Wonder What She's Doing Tonite?" SP 4143

BILL DANA—JOEY FORMAN
"The Mashuganishi Yogi" SP 4144

PETE JOLLY
"Herb Alpert Presents Pete Jolly" SP 4145

WES MONTGOMERY
"Down Here On The Ground" 3006

AVAILABLE ON A&M STEREO TAPES
Bosley at Head Of "Kaplan" Class

NEW YORK — "The Educators of Hyman Kaplan," a pleasant musical with sterling performances by Tom Bosley in the title role and by the rest of the cast. The charm exuded by the actors can large be traced to these performances rather than any special qualities in the music.

Bosley as a garrulous Russian Immigrant is magnificent as he battles forces seemingly aligned against him, including an impene-trable judge, a country cousin who has founded anarchy charge and the long-suffering Bertha of Har-al. Kaplan, whom he wants to marry, to another, Hal Linder, a survivor from England at the First Act curtain.

Among the many fine characters actors around, Kaplan's friend, Sam Pinsky, and mayor Kowalski at the night school teacher of Kaplan's wife, Leila (Miss Minus) and an interesting collection of other characters.

Some of the musical's best numbers occur in the fast moving second act, including "Old Fashioned Husband," the big number for Linden, whose portrayal is masterful, a departure from the other excellent Broadway characterizations he has to his credit.

"The Day I Met Your Father," a Shakersque mixup, is delightful, as is his "I Never Felt Like It" in My Life," in which he tries to cheer his fellow immigrant swaying deportation at Ellis Island. The latter selection turns into a good production number staged by Judson Rogers.

Miss Minus has two more serviceable numbers in "I Will" and "The Day I Met Your Father." The show, based on stories of Leo Rotten, has book by Benjamin Bernard Zavin with music and lyrics by Paul Nautt and Oscar Brand. But the best number of "Hyman Kaplan" lies in Bosley and the other characters, ad lib by the veteran George Abbott.

(An original cast album has not yet been set.

Shering in Old Form in First N. Y. Date in 7 Years

NEW YORK — Happily, time has not dimmed George Shearing's sparkling talents. On the contrary, those who recall his last appearance here more than seven years ago, at Birdland and Basin Street East, will find, however brief, his unac-tuated style with its exciting understatements very much intact and stronger than ever.

Opening at the Rainbow Grill (9) for the start of an 18-night engagement, Capitol Records artist led a quintet in a selection of wide ranging tunes accented by his broad and witty arranging.

Unapologetically, in accordance with the Grill's policy, the jazz pianist geared his material purely to dancing. This smacked of compromise, not in perform-

Campus Dates

The Lettermen have added Montgomery Junior College, Rock-ville, Md., and Rutgers University to their schedule.

The edition set for an appearance at the University of Illinois, Normal, Ill., May 23, the University of Notre Dame, South Bend, Ind., May 26, University of Missouri, Columbia, May 31, and the University of California, Los Angeles, June 1.

Two numbers. The twin blues sung in the second act, "How Blue Can You Get," and "Sweet potato Pie" in a humorous and often pretty way. The intensity of his interpretations was telling. And there also was the Underneath It All voice of King and Guy to heighten the effect.

Before, but King had come out, Guy, in his first New York appearance, "I" in his own. And demonstrated his mettle. His "Let Me Love Little Lullaby" was a feature of his stint. At one point he jumped into an aisle and, playing duet, with tenor sax player, A. Reid and Bobby Fields, played his way up to "If You Were the Only Girl in the World," With his vocal style. The rest of Guy's group, also top jazz and blues numbers, was excellent.

As successful as Guy was in his first set, the Chicago artist proceeded with the promise of his second set. He obliged the charming audience with an en-joyable, "I Feel Like I Can't Do What I Want To Do," then walked off with a veritable. Although his voice in style remains that of the tenor he has been on hand for more than five years.

Who and Guy Stage A Talent Marathon

NEW YORK — The Who and Buddy Rich have arranged an unusual program at Fillmore East Saturday (6) and both acts were excellent. In the annos-

H businessman of Dr. Martin Luther King during his recent two spots on April 5 and 6, the Fillmore East decided to com-memorate his visit and scheduled each night, thereby supplying two hours of entertainment for one admission.

Buddy Guy opened but the Vandellas and the Supremes were not on stage. Musical Guest, John King, appearing at the Village's Generation, which was closed, joined in for

Pat Lundy Into Commercials Field

NEW YORK — Pat Lundy, Columbia Records artist, has moved into the jingles field with radio commercials for Seiko watches, Wink and Sport Cafe beverages.

Her entry into the field of singing commercials is part of a national advertising campaign for a personal manager, Buddy Scott, and press representative, The Music Man, Inc., who will be involved in all areas in conjunction with the release of her Columbia album "Pat Lundy... Ain't Nothin' But the Blues."

Makeba and Accompanist Sparkle in Coast Stint

LOS ANGELES — The Co-

American "Jazz Around the World," Nelson Ayers, has been offering live music as a means of presenting two major artists. The first two, featuring the exciting South African vocalist, the "surprise" performer was Sivuca, an internationally known guitarist-accordionist.

A highly appreciative audience sat through six of Miss Makeba's first offerings before they began to respond to her and the trio's efforts. The famous "Cock Slang" cracked the audience up and was followed by a moody "Who's That Lady Comin' In," switched from guitar to accordion and began singing falsetto" way up there," said one audience man to see sing in harmony, and was accompanied by Mary Farm, and more apparent. Sivuca's opportunity to present his work on his own was turned into a dream. He offered 12 songs, four in Afri-

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Making a Date with Audience As Folk Singer

NEW YORK — Tim Hardin, a key writer in folk circles, has returned to the concert stage in his first performance in nearly seven years. He had left off the nervousness clearly visible during the first act and paved the way for a more comprehensive ap-

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With all those LP's and EP's around, who needs HP's?

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We think you'll get excited, too.
About the new profits HP's will put in your pocket.

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The Motion Picture Featuring The Strawberry Alarm Clock and the Seeds

The Motion Picture from American International

The Original Motion Picture Sound Track

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The Seeds

Produced on the Original Motion Picture Sound Track

American International

PSYCH-OUT

A DICK CLARK PRODUCTION

Susan STRASBERG
Dean STOCKWELL

Original Music and Adaptation by Ronald Stein
ANAHEIM, Calif. — Disneyland’s Easter week entertainment policy turned to temporary groups to lure patrons and compete against teen-oriented rock bands at the Anaheim Convention Center and at the Hollywood Bowl, home of the Teen Age Fair.

Bob Jani, Disneyland’s entertainment director, slated a group of chart-riding pop groups around the huge park to perform in locations housing the house popular attractions.

Consequently, the Baja Marimba Band, and the Cowills worked on an excellent stage in the Tomorrowland area, with the Lovin’ Spoonful alternating with the Mustangs, one of the park’s house bands, located on the other side of a huge missile ride.

Adjacent to the Small World ride, where the park has opened a new live talent facility, the Five Americans from Dallas held the spotlight.

Scene. 20,000 filled the park on the opening night, Monday (8), with park officials estimating close to 250,000 visiting the facility during the Easter vacation period.

The park’s entertainment is geared to a teen and above audience — there are four times as many 13-year-olds visiting the park evenings than there are children.

Since pop group work three shows a night, their sets are relatively short. The driving rhythm of the Five Americans propelled a good number of kids and adults into the Tomorrowland stage.

The Spoonful’s musicianship drew a much larger audience to hear their country materials.

The Lovin’ Spoonful’s following clapped in rhythm and mouthed the words to many of their record hits while singing.

The Cowills family and the Baja Marimba’s ensemble playing in the largest audience area — four seats before the Tomorrowland Stage, was backed up by the best of the all outdoors locations.

Julius Wechter and his eight Baja associates blended a happy band of Dixieland — based on a foundation of clarinet, trombone, flute and marimba — with their own unique style, a blend of Latin music. They drew considerable laughs from youngsters and their parents at their Saturday night sash and buffalo.

The Cowills’ instrumental usage made a direct deal into hard driving contemporary music, with a good contrast offered when Miss Barbara Cowill and her daughter Susan, joined the family for “In Need of a Friend” and “We Can Fly.”

Disneyland’s own house groups, Bill Elliott’s 10-piece dance band, the Chaplin Ward Gospel Singers, and two Dixieland outfits of Love Lovers and Young Men Freight Train, provided the attraction for Monday.

According to talent booker Jani, this week will mark Disneyland’s 15th year in operations, as well as a major music promotion in popular music acts.

Judy Lynn, America’s Western Dancer, joined up to her party in her latest Columbia release. “Mister Jack” (Columbia 4-44489) is a fresh new Western tune with a wholesome, swinging sound. The flip side, “One More Time,” has “Green Paper.” Together, they’re a package that should be a winner. They’re backed by a guitar that’s the choice of “winners.” The producers, Judy’s choice of musical backing is a Gibson guitar.

(Advertisement)

Disneyland Hits With Pop Acts

HERE’S WHAT DAILIES SAID

NEW YORK — "The Education of Hyman Kaplan," a musical version of stories by Leo Rosten adapted by Benjamin Bernstein Zavlin with a score by Paul, a funny, warm-hearted off-beat musical.

NEWS (John Chapman): "... a slightly unctuous evening."

TUES. (Clive Barnes): "... a percentage bracingly off-beat musical."

POST (Richard Watts): "... a slightly unctuous evening."

DAILY COLUMN (Walter Winchell): "It is not my glass of hot tea."
they're big girls now
Progressive Rock Gives Life to Dead-Weight FM Radio Stations

By CLAUDE HALL

NEW YORK — Progressive rock formats are turning many "dead-weight" FM facilities into dynamic audience-grabbing radio stations with the potential for making money instead of just losing it. Many of these stations are now playing progressive rock and folk music in a variety of formats, including classic rock, alternative rock, and indie rock. The result is a significant increase in audience interest and listener engagement.

GLEN CAMPBELL, of Capitol Records, broke all records at the Nashville country music club in New York recently. On hand during the night were country stars Jo Bissett, Bobby Vee, and Slim Harpo, who flipped the coin to mark the beginning of the week.

Radio programming

PROGRAMMING AIDS

GRAND RAPIDS: WGRD music director Jay Walker — Best Pick — and Best Leftfield Pick is "Yummy, Yummy, Yummy," by the Ohio Express. Buddha.

PLINT, Mich.: WAMM music director Tony King — Best Pick is "She's Looking Good" by Wilson Pickard.

RICHMOND, Va.: WJCE music director Dick Reen — Best Pick is Taco — Best Leftfield Pick is "Listen to Your Heart" by Prince.

Cleveland: WTTR music director Mark Allen — Best Pick is "Oh, Boy" by the Everly Brothers. Best Leftfield Pick is "Once Upon a Time" by the Beach Boys.

LYNCHBURG, Va.: WLLW music director Jerry Rogers — Best Pick is "She's Looking Good" by Wilson Pickard. Best Leftfield Pick is "Takin' Care of Business" by the Ohio Express. Buddha.

JACKSONVILLE, Fla.: WAFV music director Ike Lee — Best Pick is "Yummy, Yummy, Yummy," by the Ohio Express. Buddha. Best Leftfield Pick is "Hey Bulldog" by the Beatles. Best Leftfield Pick is "Whole Lotta Love" by Led Zeppelin. Buddha.

FORT WAYNE: WLYV music director Ron White — Best Pick is "I Can't Help Myself" by Four Tops. Best Leftfield Pick is "Watch Out, Here Comes Satellite" by the Penguins. Best Leftfield Pick is "Let's Dance" by the Ohio Express. Buddha.

BOSTON: WORL music director Debra Stone — Best Pick is "Oh, Boy" by the Everly Brothers. Best Leftfield Pick is "Knockin' On Heaven's Door" by the Rolling Stones. Best Leftfield Pick is "Can't Help Myself" by Four Tops. Buddha.


RHYTHM AND BLUES RECORDS

HOUSTON, Tex.: KCOH program director Don Sundeen — Best Pick is "I'm a Man" by the Animals. Best Leftfield Pick is "Geed" by Sonny & Cher. Best Leftfield Pick is "Sueno" by the Ohio Express. Buddha.

COLUMBUS, Ga.: WOCS music director Ernestine Mays — Best Pick is "I'm Gonna Change My Style" by Turk and the Ohio Express. Best Leftfield Pick is "I've Got to Have You" by the Fantastics. Biggest Leftfield Pick is "Can't Help Myself" by Four Tops. Biggest Leftfield Pick is "Let's Dance" by the Ohio Express. Buddha.

BALLSTON, Va.: WNOE program director Charlotte C. Rice — Best Pick is "政府采购". Best Leftfield Pick is "Sueno" by the Ohio Express. Buddha.

COLUMBIA, S.C.: WCPC music director Jerry Storer — Best Pick is "I'm Going Home" by the Ohio Express. Best Leftfield Pick is "I'm Gonna Change My Style" by Turk and the Ohio Express. Buddha.

BETTY DOUGLAS, La.: WNOE program director and air personality P. J. C. — Best Pick is "I'm Gonna Change My Style" by Turk and the Ohio Express. Best Leftfield Pick is "I'm Going Home" by the Ohio Express. Buddha.

METRO, Wash.: WJCE music director and general manager Robert O'Dell — Best Pick is "I'm Going Home" by the Ohio Express. Best Leftfield Pick is "Sueno" by the Ohio Express. Buddha.

The biggest stories of the week were "Can't Help Myself" by Four Tops and "Sueno" by the Ohio Express. This is the biggest story of the year so far. Buddha.

(Continued on page 85)

Ga. Broadcasters Sound Off Via Mail in ASCAP Battle

ATLANTA — The Georgia Association of Broadcasters (GAB) last week mailed more than 600,000 letters to ASCAP members across the nation seeking a support in its battle against ASCAP, for lower rates. Ed Mullinax, general manager of WLAG and chairman of the music committee of the state, ordered that the letter asked for $100 from each ASCAP member.

"We tried to negotiate with ASCAP," he said, "but our talks didn't go very far. Our last offer was $300 per year, but they made an offer of only $90 per year. We said this was unacceptable.

The argument of the GAB is that a survey of more than 75 Georgia radio stations—mostly of them top-40 and country music stations—showed that less than 20 per cent of the music played was ASCAP music, as is the case with KMBZ in Kansas City. The station is seeking to pay one-half of 1 per cent of its money on rock stations playing less than 25 per cent ASCAP music; over 25 per cent, the GAB is willing to pay only 1 per cent. A lawsuit against ASCAP is supposed to be filed April 13 in New York by the American Society of Composers, Authors, and Publishers (ASCAP), Van Doove, Judge Sylvester Vahan.

Mullinax said that if 500 broadcasters replied to the GAB letter, the association would have enough signatures for its campaign. "We're already getting more than $100 per year for our music, but we still want to keep improving our offers," he said.

Tunes 'Work' for KMBZ 'Holiday'

By CLAUDE HALL

KANSAS CITY, Mo. — By believing in the song rather than the record, KMBZ's Jon Holiday has scored a house easy listening station here. The station took the station from an also-ran to the top of the market. A station manager of the station, said he worked 12 hours a day in the studio to make KMBZ the most successful station in the country.

And he's done this by hesitating to recognize a hit record in many cases, he searches for quality performances and many of the artists and groups who have come up with hit tunes do not follow KMBZ's standards for KMBZ.

HOLIDAY has named the...
SINGER presents
THE BEAT OF THE BRASS
starring
HERB ALPERT & THE TIJUANA BRASS
See this all-new Color TV Special!

Executive Producer for Singer: Alfred di Scipio
Produced & Directed by: Jack Haley, Jr.
Written by: Tom Mankiewicz
Director of Photography: Vilis Lapenieks

What's new for tomorrow is at SINGER today!

A Production of TJB Television, Inc.
in association with WOLPER Productions, Inc.

www.americanradiohistory.com
The IBS Meeting—Record Men at Work

In the audience, watching the record promotion men on the panel were other promotion men. The convention brought the largest turnout of record company executives in its history.

Most of the morning, however, was occupied with giving out records more than talking about them. Here, Mickey Wellick, left, of ABC talks with John Putnam of the Illinois Institute of Technology and Michelle Lewis and Rodney Gooden of the Hampton Institute in Hampton, Va.

The scene was hectic at the Decca Records display. In the background are Lenny Salidor, left, and Paul Jafius at work.

Record promotion men offer advice on records at the annual parley in Chicago. From left: Don Owens of Billboard, Sol Handwerger of MGM Records, Paul Brown of Paul Brown Productions, Marty Goldrod of Mercury Records, Pete Wright and Howard Bedino.

This was the first outing at the IBS for Buddah Records and Marty Thau and Barry Lane, center, of the record company took advantage to expound on the merits of the 1910 Fruit Gum Co. to student John Barnard of WPRB-FM, Princeton University, right.

From left: Deores Weaver, WTGR, Memphis State; Chuck Weggner, WJAC, Butler University; Doug Randall, WRSU, Rutgers; Al Avers of Dot Records, Mel Bly, vice-president of Viva Records.

Paul Brown, an independent record promotion man who was first among those to realize the importance for exposing records on campus, shows a George Shearing album to Duane Knapp of WIDR at Western Michigan University, Kalamazoo, Mich., at right.

Paul Brown, left, of Columbia Records hands an album to Richard Katz of WERD, Drew University. In the background is Fred Chassey of CCA Electronics.

Atco Records was on the scene: from left: James Brown, WBLSU, Brockwood College; Stan Pagonis, WFNS, Farris State; Gunter Hauer and Ralph Cox of Atco.

Ken Hogan and Janice Staton of State University of New York, Geneseo, sign roster of Gordon Bossin, right, of Bell Records.

From left: Dave Fischer of WNYU, New York University; Steve Felice, WPKN, University of Bridgeport, and Harold Childs of A&M Records.

Jim Brown, left, of Columbia Records holds an album to Richard Katz of WERD, Drew University. In the background is Fred Chassey of CCA Electronics.

Sol Handwerger of MGM Records tells Terrie Hemmert of Elmhurst College what the Music Factory is all about.

From left: Delores Weaver, WTGR, Memphis State; Chuck Weggner, WJAC, Butler University; Doug Randall, WRSU, Rutgers; Al Avers of Dot Records, Mel Bly, vice-president of Viva Records.

The scene was hectic at the Decca Records display. In the background are Lenny Salidor, left, and Paul Jafius at work.

Record promotion men offer advice on records at the annual parley in Chicago. From left: Don Owens of Billboard, Sol Handwerger of MGM Records, Paul Brown of Paul Brown Productions, Marty Goldrod of Mercury Records, Pete Wright and Howard Bedino.
They've Got A Great Thing Going!

Arranged & conducted by Johnny Pete. Produced by Curtis Mayfield & Johnny Pete.
Two Country Stations With Difference (Big)

ALEXANDRIA, Va.—Country music fans have a choice of two entirely different country music stations here, both owned by Carl L. Lindberg and managed by Howard Hayes.

Lindberg owns WPK, a daytime station here, and 18 miles away in Woodbridge owns WXRA-FM, which also covers Alexandria. But both stations not only have separate programming, they have separate images.

"There are two kinds of country music audiences," Hayes said. "One wants a friendly approach . . . companionship. This is what we do on the FM station . . . to build a rapport. On the AM station, they don’t have time to talk. We back announce the record, then into a jingle, followed by a commercial, and into a record quickly."

The operation switched to country music last October from a middle-of-the-road format that wasn’t making much of an impact. "There was already a country music station in the market," Lindberg said, "but we didn’t think they were doing it right. We knew what country music stations were doing in other markets and felt we could do as well. Right away, we began featuring our station in gas stations, bars, elsewhere, everywhere. I hadn’t ever seen a reaction like this."

He felt that the quirks of Alan Grissom, newsman who writes one-liners for use over jingles at Pepper Sound, have also given the AM operation certain character. "Listeners want to hear what he’s going to do next."

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

DEEJAYS Seeking New Pastures? Say so in Billboard’s

RADIO-TV JOB MART

A new classified ad service for radio personnel.
Reach the man who is looking for you.
Maximum exposure — minimum cost.
To make next week’s issue, mail your ad TODAY!

(Approximately 40 words)

If you want to get ahead in radio or TV, it helps to place your ad in the Job Mart. Try to reach the man who’s looking for you — before he reaches your station.

Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N. Y. 10036

PO Box 50, Billboard, 165 W. 46th St., New York, N. Y.

Check the number of insertions you wish:
One Issue $5.00 Two Issues $10.00 Three Issues $15.00

Amount enclosed: $ . . . (Payment must accompany order)

Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N. Y. 10036

Radio-TV Job Mart, Billboard, 165 West 46th Street, New York, N. Y. 10036

AMERICAN magazine

RADIO-TV Job Mart MARCH 15, 1969

POSITIONS WANTED

24 years old, married, twenty-4 hour days, recently separated from
an air experience test, but long in the business. Phone (718) 359-2484.

WANTED: D.J. or news staff needed this summer. Full
benefits, compensation, vacation, etc. Must have
experience, minimum of four years, any TV or
radio experience a plus. Please call (516) 545-7300. N.Y.6.

POSITIONS OPEN

Radio announcerMoore with experi-
ence. Commercial, newscast writing as well as de-
livery. Very hygienic, pleasant personality. Please
call (212) 840-1000, ext. 308. Job available now.

TOM DAWES (The Cyrkle) stars on Coral
electric sitar

The Coral Sitar has the same neck, same action, same play strings as a guitar . . . BUT THE SOUND IS SOMETHING ELSE.

The Coral Electric Sitar is manufactured by

THE CHERRY BOMB CORPORATION

118 W. 73rd St., New York, N. Y. 10023

Ad in Billboard

Advertising deadline is April 10, 1969.
Camden Records
America's Greatest Entertainment Value!

New for April

**LOVE IS BLUE**

Every one a powerhouse! Love Is Blue, Scarborough Fair, The Ballad of Bonnie and Clyde, Mission: Impossible Theme. CAL/CAS-2203

**The Glory of Love**

Movie tunes and chart items like The Glory of Love, It Must Be Him, Be My Love. Also, Love Me Always. Yellow Bird, Holly. CAL/CAS-2221

**THE MELANCHOLY STRINGS**

With many Berlin favorites. Blue Skies, How Deep Is the Ocean (How High Is the Sky), The Song Is Ended (But the Melody Lingers On). CAL/CAS-2220

**SONGS MADE FAMOUS BY JIM REEVES**

Am I Losing You, Blue Side of Lonesome, Distant Drums, Four Walls. He'll Have to Go, If It Really Is Over, Welcome to My World. CAL/CAS-2216

**SAN ANTONIO ROSE**

San Antonio Rose, When My Blue Moon Turns to Gold Again, Listen to the Mocking Bird, Cold, Cold Heart, Green Fields. CAL/CAS-2205

**THE STAMPS QUARTET**

Give the World a Smile, Singing in My Soul, Walk and Talk with Jesus, He Bore It All, Love Leads the Way, Living for Jesus. CAL/CAS-2193(e)

**Shari Lewis with Lambchop**

Excellent educational, but also fun album. Tells how to know left from right, good manners, phonetics, plus songs and games. CAL/CAS-1096

**MEXICO LINDO**

A brass ball with such fine tunes as Ay Ay Ay, Wade in the Water, The Bramble Bush, Pata Pata, A Bend, others. CAL/CAS-2197

**JOHN GARY**

His second Camden album. John does tender ballads like I'm Yours, That Warm and Tender Glow, Mine, Linger Awhile. CAL/CAS-2199

**Benny Como**

You Are Never for Away. CAL/CAS-2218

**Norma Jean**

Norma Jean's many fans will delight in this one. What Locks the Door, A Woman in Love, Pick Me Up On Your Way Down, more. CAL/CAS-2213

**Mancini Plays Mancini**

His second Camden album. Till There Was You, A Mild Blast, Flirters' Ball, A Shot in the Dark, Bluesy, In a Mellow Tone, Kelly's Tune. CAL/CAS-2158

Other Recent Camden Best Sellers

**THE PIONEERS**

End of the World, Made Famous. CAL/CAS-2216

**SONGS MADE FAMOUS BY CODY BAYNE**

Fine renditions of such hits as Bonnie and Clyde, To Sir, with Love, Theme from "Valley of the Dolls," Live for Life, others. CAL/CAS-2210

Copyrighted material
Love Is A Best-Seller

Suddenly You Love Me

The Tremeloes

Two exciting new hit albums.

Radio-TV programming

PROGRAMMING AIDS

- Continued from page 22

MEMPHIS, Tenn.: WDKA program director Bill Thomas—Best Pick is "Don't Sign The Papers," by Jimmy Delphi, Karen; Best Leftfield Pick is "I Am the Star, Gandy; Biggest Leftfield Happening is "I Still Love You," by Four Larks, Tower.

HOUSTON: KCON program director Don Sundeen—Best Pick is "A Beautiful Morning," by the Rascals, Atlantic; Best Leftfield Pick is "Headlines," by Denny Wilson, Philips; Biggest Leftfield Happening is " Ain't No Way," by Aretha Franklin, Atlantic; Biggest Leftfield Happening is " Keep On Walking," by Prince Phillip. (Arthur Bell & Drell " Tighten Up" still a monster. Broken on KCON several months ago.)

COLUMBIA, S. C.: WOIC program director Charles Derrick—Best Pick is "Like A Flower," by Freddie Scott, Gone; Best Leftfield Pick is "Want You Work It Out," by Kip Anderson. (WOIC is and has been No. 1 general market here in Columbia, S. C. and this is me to tribute to rob because we do not and just, people and have been for years.

ST. LOUIS, Mo.: Katz—Best Pick is "Lover's Holiday," by Peggy Scott & Jo Jo Benson, SSS International; Best Leftfield Pick and Biggest Leftfield Happening is " So Why," by Sylvia Thomas. (Watch Jimmy Hold new record.)

RICHMOND, Va.: WANT program director Ben Miles—Best Pick is "I Don't Want to Love; Artic; Best Leftfield Pick is "Love Control," by Perry Perry; Biggest Leftfield Happening is "Lover's Holiday," by Peggy Scott and Jo Jo Benson, SSS International. (Kandy Lee Cross has the 1 to 3 afternoon slot on his WANT radio and is doing great. Also on April 1 WANT began its new music format.)

COLUMBUS, Ga.: WOKE deejay Ronald Allen—Best Pick is "A Toast To You," by Louis; Best Leftfield Pick is "I Guess That'll Make Me A Lover," by Brothers of Soul, Boo; Biggest Happening is "A Lover's Holiday," by Peggy Scott & Jo Jo Benson, SSS International; Biggest Leftfield Happening is "I Got A Sure Thing," by Dolly and the Nightingales, Stat.

BALTIMORE, Md.: WELLE operations manager Chuck Blake—Best Pick is "Dine A Doren," by Carla Thomas, Stat; Best Leftfield Pick is "Scoobie Dee," by Calvin Arnold, Venture; Biggest Happening is "Hold On," by the Radiants, Chess.

COUNTRY MUSIC RECORDS

SAN ANTONIO: KRBK music director & deejay Dale Ketcher—Best Pick is "Sweet Rosie Jones," by Buck Owens, Capitol; Best Leftfield Pick is "I'm Easy to Love," by Stan Hitchcock, Epic; Biggest Happening is "He Ain't Country," by James Bell, Bell.

BURBANK, Calif.: KBVY program director Bill Ward—Best Pick is "Ain't Got Time To Be Unhappy," by Bob Luman, Epic; Best Leftfield Pick is "You May Be Too Young For Memphis Baby," by Pauline, Dublin; Biggest Happening is "What a Way To Live," by Johnny Bush, Stop; Biggest Leftfield Happenings are "Empty House," by June Darrens, Columbia, and "He Ain't Country," by James Bell, Bell. (Outstanding mail response on the new Ray Price album and good reaction to the new Roger Savage single "Cucumber Album," Imperial.)

CHARLOTTE, N. C.: WWOK production manager and deejay Rudy Hickman—Best Pick is "Happy Times Are Here Again," by Buck Owens, Capitol; Best Leftfield Pick is "With Pen In Hand," by Johnny Darrell, United Artists; Biggest Happening is "Mental Journey," by Leon, Ashley; Biggest Leftfield Happening is "Wild Blood," by Del Reeves, UA. (The new Del Reeves LP "Running Wild" is getting lots of airplay, lots of requests.)

DENVER: KLAQ music director & deejay Con Schader—Best Pick is "With Pen In Hand," by Johnny Darrell, United Artists; Best Leftfield Pick is "Drinking Champagne," by Bill Mack, Kapp.

SACRAMENTO, Calif.: KXOL station manager and program/music director—Best Pick is "The World the Way I Want It," by Tom T. Hall, Mercury; Biggest Happening is "Sunday," by Roger Scott, Shelter; Biggest Leftfield Happenings are "You Better Sit Down Kids," by Ray Drusky, Mercury, "It May Kill Me," by Joanne Bos, MTA, "Sweet Talker," by Carol Deeb, United Artists; "Loving You Has Made Me Banana," by Guy Marks, ABC. (Place emphasis on stereo and it's good to see people like Atlantic and London coming through with stereo singles.)

STEREO RADIO

TULSA, Okla.: KRAV-FM deejay Bill Miller—Best Pick is "Goin' Away," by the Fireballs, Atco; Best Leftfield Pick "If the Whole World Stopped Loving," by Val Doonican, Decca; Biggest Happening is "Unicorn," by the Irish Rovers, Decca; Biggest Leftfield Happening is "Loving You Has Made Me Banana," by Guy Marks, ABC. (Place emphasis on stereo and it's good to see people like Atlantic and London coming through with stereo singles.)

STEREO RADIO

WASHINGTON UNIVERSITY, Clayton, Mo.: KFHR (AM) program director Newton Foote—Best Pick is "A Beautiful Morning," by the Rascals, Atlantic; Best Leftfield Pick is "How'd We Ever Get This Way," by Andy Kim, Steed; Biggest Happening is "Do You Know the Way to San Jose," by Dion & The Belmonts, SSS, Biggest Leftfield Happening is "Pictures of Matchstick Men," by the Status Quo, Cadet Concept.

EDITORIAL

Historical Forum

The excitement about Billboard's Radio Programming Forum continues to grow. The Forum promises to be the first educational music programming meeting of its kind...the type of meeting that demands the presence of every progressive-minded radio man, whether he be a deejay, sales man, or program director or the station manager himself. The topics and the speakers will appeal to all in our business. Yet, while the tone of the Forum will be educational, the format will be that of the shirtsleeve workshop type where you'll have a chance to not only learn from the best and most successful men in the business, but discuss your problems with them.

All formats will have full representation and no aspect of programming a radio station or a radio show will be left uncovered. Billboard will make this the major radio meeting of the year...a radio forum that you can not afford to miss.

APRIL 20, 1968, BILLBOARD
The Charts are beginning to look like a family affair

Meet the members of the family

Mercury Record Productions, Inc., 35 E. Wacker Drive, Chicago, Illinois 60601
We Proudly Congratulate

LESLIE BRICUSSE

for

"TALK TO THE ANIMALS"

"BEST SONG"

ACADEMY AWARD

From the 20th Century-Fox Presentation
and Arthur P. Jacobs Production

DOCTOR DOLITTLE

Song Published by

HASTINGS MUSIC CORPORATION

A Subsidiary of ROBBINS-FEIST-MILLER
WHAT BRINGS THE BEATLES, DONOVAN, BRIAN JONES & CILLA BLACK TOGETHER FOR A SUMMIT MEETING?

左至右：Brian Jones, Donovan (new mustache), Ringo Starr, John Lennon, Cilla Black and Paul McCartney

GRAPEFRUIT

ENGLAND'S NEWEST SUPERGROUP, DISCOVERED, DEVELOPED AND RECORDED BY THE BEATLES' NEW COMPANY, APPLE.

"ELEVATOR" B/W "YES" E-70005

EXCLUSIVELY ON

NEW YORK BEVERLY HILLS: A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y.
SOUL SAUCE

B. B. King, held over at the new Village club, Generation, with "Lucille," his guitar, has formed B. B. Productions in Memphis, which is making productions in the early stages. B. B., for "The Blues Boy" is "Payin' the Cost of Being the Boss," and is good time with his new LP, "Blues On Top of Blues." He also did a film with Sidney Poitier, "The Love of Ivory.

SOUL SLICES: Chess artist Jack Harris ("No Kind of Man") started his own label, a new label in Memphis, B. B. for "The Blues Boy" is "Payin' the Cost of Being the Boss," and is good time with his new LP, "Blues On Top of Blues." He also did a film with Sidney Poitier, "The Love of Ivory."

As an Evening With Solomon Burke, a session with Solomon Burke and Atlantic artist Pat R La Belt and the Blueheaves at the Brooklyn Academy of Music, May 3, will be followed with a new single by B. B. Burke, with Dusty Springfield and Eddy Harris, (Okeh)....

...George Goldner's first rock pop single, "A Love Like You," who's recorded under the Chess Artists label...

...5 Starsteps and Cubie, Buddha soul team, were spotlighted on Jimmy Jepson's radio show on WDAS, Philadelphia. .....

...Billy Davis, musical director and producer, and former Chess a&d director, is in Chicago producing Billy Stewart and Little Milton. .....

...Joe Tex, Dial artist, is in Memphis at American Studios, working on a new release, to be out on the Memphis single will follow. .....

...Jimmy McCloud, United Artists jazzman on the Soul, State label, has moved to Philadelphia, in a fund-rising drive. McCloud, a jazz organist, is stepping out with his new UA album, "Greatest Organ Hits."

RHYTHM & BOOM

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PLEASE ACCEPT OUR APOLOGY...

IT'S OUR GREAT NEW FOLLOW-UP TO "LA LA MEANS I LOVE YOU"

"I'M SORRY"

THE DELFONICS

HERE'S SOMETHING YOU'LL NEVER BE SORRY ABOUT

DISTRIBUTED BY AMY RECORDS INC. 1776 BROADWAY N.Y.C.

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HOLLYWOOD - Capitol Records has recruited a band of independent r&b producers and increased its r&b output. The producer, a help producer Wayne Shuler, has already led to the signings of New Orleans producer Joe Banashak.

Banashak, whose credits include "Land of a Thousand Dances," "Mother in Law," "Like It Like That," and many of the early R&B successes on Motown Records, formed Banashak for Imperial Records, has recorded "Lover and a Friend." By Bobby Williams, on its Associated label, the Hollywood Jills will follow "Love and a Friend." Banashak has also signed with George Soulé and Tommy Couch of Jackson, Miss.

Abbott to Capitol

NEW YORK — Mike Abbott, former head of the r&b promotion at Atlantic Records, has joined Capitol Records as r&b promotion manager. Abbott was responsible for launching the careers of Gloria Gaynor and Nino Rota and founded the Jet Set label for Jimmy Castor's record. It's Not What You've Got, It's What You Give, Abbott, who will join the New York staff, will report to his new position at r&b promotion manager Ron Graniger in Hollywood.

the release of "That's How Much," by Eddie Houston. Already released by Shuler in an expanded role with Motown's O'Neal and Genesis Productions of Detroit, the record "Lover and a Friend," by Jerry Jackson and Henry Boatwright's "I Can Take or Leave Your Loving."
AND YOU SAID
IT COULDN'T HAPPEN HERE

A long time ago in Egypt
The Pharaoh had a million slaves.
He beat them to death in the desert sun
To build him a fancy grave.

What a terrible thing to do.
What a terrible thing to do.
But that's just history
and anyone can see:
IT COULD NEVER HAPPEN HERE!

Then close by the river Jordan
The gentlest of men was born.
They nailed him to a cross on Calvary hill
With a crown of razor thorn.

What a terrible thing to do.
What a terrible thing to do.
But that's theology
and anyone can see:
IT COULD NEVER HAPPEN HERE!

Now how many men remember
The maddest murderer of all?
His victims cried out over six million strong
And the world never heard their call.

What a terrible thing to do.
What a terrible thing to do.
But that was Germany
and anyone can see:
IT COULD NEVER HAPPEN HERE!
IT COULD NEVER HAPPEN HERE!
We'd never let it happen here:
No!
IT COULD NEVER HAPPEN HERE!

Three tears for a mighty nation:
Too soon her glory turned to shame.
She spent all her dollars on bullets and bombs,
And pennies on misery and pain.

What a terrible thing to do.
What a terrible thing to do.
But that's insanity
and anyone can see:
IT COULD NEVER HAPPEN HERE!
IT COULD NEVER HAPPEN HERE!
We'd never let it happen here:
No!
IT COULD NEVER HAPPEN HERE!

1968 by Gary Geld and Peter Udell.
NASHVILLE—For the first time in its nearly 43-year history, the "Grand Ole Opry" canceled Saturday night (6) due to racial tensions in the city.

The scheduled Friday night "Opry" also was called off at the request of city officials.

The program, which first went on WSM radio Nov. 29, 1925, has never been preempted, making it the oldest continuously show in the history of American radio. Only in the early 1940s, when 30 minutes of the program was deleted for a "freewheel" show by Franklin D. Roosevelt, had its format been altered. However, the show on that wartime night might still have played a packed house.

WSM officials played a tape of an old "Opry" broadcast to fill the five hours originally programmed.

Patrons, many of whom had come long distances to see the show, were refunded their money, and were given an impromptu treat Saturday afternoon when Roy Acuff handed together as many artists as possible to perform in front of his music store near the "Opry." House. All those who had particulars tickets to the "Opry" were taken on a guided tour of the building including the Grand Ole Opry stage.

A Double Blow

Cancellation was a double blow to officials who had planned a special "Opry" ceremony honoring interim President and Earl Scruggs, who were observing their 20th anniversary on the program and their 15th year of affiliation with the same sponsor, Martha White Flour. Fans from 31 States who had purchased tickets to the Saturday night show, "I heard there was trouble in the city, and heard a curfew had been imposed, but not thought it would take the "Opry" off," said one from Mississippi.

Paradoxically, the "Opry" was perhaps the first institution in the South to adopt an integrated policy. Long before it became "the law of the land," WSM officials had a plan to open doors to any visitor.

Also was the first night for the new manager of the "Opry," E. W. (Bud) Wendell, who had been named just a day earlier to succeed Olinger Nix.

Wendell made it clear that all of the "Opry" artists who had made plans to be on the show will be credited with an appearance. "That's only fair," he said.

The move, of course, was not the only entertainment fare affected. Both the Beach Boys and Peter, Paul and Mary were canceled out of scheduled bookings at the Municipal Auditorium but they will be back in the second time around for Peter, Paul, and Mary. Originally scheduled a couple of weeks ago, the first show was called off due to a "real" and while band area.

Record retailers in the downtown area also suffered by the shutdown. The Ernest Tubb Record Shoppes and Buckley's, both of which do the bulk of their business on Saturday evening, took heavy losses for the day.

Show Biz Renewal Rate on Color Syndications Up 2%-

NASHVILLE—Show Biz, Inc., the largest TV production headquarters, has discovered that television stations specializing in musical programs, reports a renewal rate of 100 percent this year of its color syndications. This is a 2 percent increase over last year.

The firm, which in the past has had a renewal inability, has risen from relative obscurity in 1960 to a TV-owned production house which has made incredible contributions to the development of the country music industry.

Little is known about Show Biz that only a handful of people in the industry are aware that the company is 10th floor of the Baker Building.

But shows produced by this company currently are carried on more than 350 TV stations across the country every week. Many stations carry more than one program.

Shows produced and syndicated by Show Biz include: The Porter Wagoner Show (country), The Wilburn Brothers Show (country), Gospel Singing Jubilee (gospel), Music City, U.S.A. (pop-country) and The gospel show.

The primary claim to fame is in the country field. The Wagoner and Wilburn shows are the two most widely syndicated country and western programs in TV history, and are believed to be more marketable than all other such shows combined.

"By exposing good country music to millions of people, Show Biz has created a remarkable phenomenon," said Mrs. Jo Walker, executive director of the Country Music Association.

An audience of millions view these programs weekly.

Wayside Starts 2d Yr.; 11 Acts, 35 Distribns Set

MAYNARD, Mass. — Wayside Records is starting its second year with a set roster of 11 artists, 35 distributors throughout the U.S., and a promotional campaign. The campaign is used by Lou Casella, Wayside's president, and Richo Richie Johnson, national promotion head, in exposing product and artists to radio stations and deejays. The pickup contains posters, pictures and flyers of artists, and is mailed out to station and deejays.

The primary claim to fame is that the company is the first to have a country music record with a price of $2.95. The label was good enough to be offered to an all-country line.

Wayside, which has issued its first album, "Country Music by the Wayside," will issue three singles a month with a variable album release schedule. Seven singles will be produced in Nashville.

The company's artist roster includes Jimmy Strickland, Kay Arnold, Tommy Cash, Bobby Butterum, Jerry McKinnon, Gayle Holly, Linda K. Lance and Tootsie and the Grand Ole Opry's Nextel's Toonie's Orchestra.

"The addition of a band might hurt an artist the first time around," said Hubert Long, president of the agency, bearing his name. "But if the group is good and looking for uniformity, it really adds something to a show, the price is forgotten and there will be bookings." Long said some artists carry bands, however, which add nothing to the show, and the results are negative.

One of the problems facing the artist is advance bookings. "If he is booked as a single, and brings his own group, he still receives the contract price, and must dig into his pocket to pay the musicians. More artists have shown a willingness to do this, to add class to their shows."

Tanner, Wayne and Bobby Lord currently are recruiting top musicians to complement their shows. The shows are not only performed but produced. Porter Wagoner, the retinued masters of the group which appear not only on the road but on his syndicated TV shows.

George Hamilton IV, with his "morning show," is preparing immeasurably. They develop a "feel" for the artist, and improve their delivery. Jim Ed Brown has just come up with his band, the Gems, and the results are excellent. Sonny James' Southern Gentlemen are a fixture. Others with their own bands include Skeeter Davis, Loretta Lynn, the Osborne Brothers, Flatt and Scruggs, David Houston, Ferlin Huskey, George Jones, the Gavers, Hank Williams Jr., Wilma Lee and Stoney Cooper, Roy Drusky, Jim Ed Brown, Sonny James, Hagard, and scores of others.

There is no threat, as yet, to put "house" bands out of business. But, with improvements in amplifying systems and acoustics, the logical move is toward the good band.

Capitol Inks 'Goober' Lindsey

NASHVILLE—George Lindsey, "Goober" of the Andy Griffith TV series, has signed a contract with Capitol Records and cut an album here under the direction of Kelton Herston.

"The album is part comedy, part straight-country singing," Lindsey said. He has performed musical comedy on Broadway, and has sung country songs in his club act and at rodeos.

Herston said, "In his first session he managed to cut four sides."

Lindsey, a native of Jasper, Ala., was graduated from Florence State University, and formerly coached football at Huntsville high school. The LP is slated for an early summer release.

TRINI LOPEZ, cutting his first country album, gathers with Nashvillians Johnny Owen, of the Hubert Long Agency; Imperial Panny DeHaven, Hubert Long, and producer Snuff Garrett.

Artists Banking on Band Togetherness
Slim Whitman

"RAINBOWS ARE BACK IN STYLE"

66283

THE NATION'S NEXT #1 COUNTRY & WESTERN SINGLE

Produced By Scott Turner
A TRIBUTE TO Martin Luther King

Destined to be One of the Big Records of the Year!!!

"March For Freedom"

AL HAMBRICK

FOR DJ COPIES OR NAMES OF LOCAL DISTRIBUTORS
WRITE 1007 MURFREESBORO RD., NASHVILLE, TENN. 37217
FRONTIER RECORDS
John Hartford
The beginning of an era
It really got started with two NARAS Grammy awards this year: BEST C&W SONG—"GENTLE ON MY MIND", BEST FOLK PERFORMANCE—"GENTLE ON MY MIND"
Now it takes off with the new Victor single
"SHINY RAILS OF STEEL"
c/w Natural to Be Gone #9507

To be continued all summer long when John is a regular on the Smothers Brothers Summer Show (CBS-TV)
**Nashville Scene**

Dalton, Ga., was the first of the Atlanta suburbs to be added to a new series of special television shows, with its weekly newscast. The Balloon, which took part in the all-country show which featured such acts as Jerry Bradley, Bobby Bare, and the Righteous Brothers, was the first to be held in the Grand Ole Opry. The show was an independent production at Universal Studios. Dewey Groom, the Opry's new director, has been with the Opry for 10 years. Dewey has asked any artist in the audience to come up and sing a song.

Dottie West had a new promotion, "Country Girl," from the title of her hit song, "What's New, Pussycat?" West is back in their swing toward country-pop as of late. Linda Lou Wilson has been singing with the Opry for six months. Dewey has asked any artist in the audience to come up and sing a song.

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COMING INSIDE BILLBOARD MAY 25th

A Special Package Deal—to get your message across to the booming business world of London.

The global trendsetter in music and entertainment.
Industry leaders, business personalities and even Government officials will contribute to this on-the-scene record report. An in-depth picture of London’s entertainment complex...from teenage fashion...to musical instruments...from TV to concert halls, prepared exclusively by an expert reporting team.

You should be part of this package which will also appear in complete form in Britain's only music trade paper, RECORD RETAILER, AT NO EXTRA COST...A COMPLIMENTARY BONUS CIRCULATION OF 5,600.

You don't have to be a Cockney to understand the importance of London—only a businessman!

Contact your local Billboard representative now.

NEW YORK
CHICAGO
HOLLYWOOD
NASHVILLE
LONDON
CLASSICAL MUSIC

‘Creation’ Included in London Package

NEW YORK—London Records is issuing three two-record sets this month, including an Emanuel Ax release of Beethoven’s Piano Sonata “The Creation.” Six albums are slated for the low-priced London Stereo Trade Series.

Bellini’s “Norma” is another multiple set. As Silvio Varviso conducts the orchestra of Rome’s L’Accademia di Santa Cecilia, Fondazione Giordano Alva and Elena Sullotis in the title role, mezzo-soprano Fiorenza Cossutti is brought to the role of Adalgisa and tenor Juan Oncina as Orestes.

The third two-record package is the fourth album of Gennadi Rozhdestvensky’s Mahler cycle as he conducts the London Symphony in the “Symphony No. 9.” Karl Muenchinger conducts the Vienna Philharmonic in Schumann’s “Symphony in C.”

Ernest Ansermet conducts L’Orchestre de la Suisse Romande in two albums of Tchaikovsky. One album is paired with a Rossini-Renepighi suite. Violist Ruggero Ricci is featured in both albums.

Two Versions

Two complete albums of “Pictures at an Exhibition” are offered in another disk as pianist Christian Zacharias plays Mussorgsky’s original piano version and Zubin Mehta leads the Los Angeles Philharmonic in the orchestration of the (Continued on page 49).

CONCERT REVIEW

3 Opera Performers Give Stellar Recital

NEW YORK—Three of the leading top stars on the operatic stage gave an overpowering concert at Philharmonic Hall Sunday (7), drawing a merited critical response from the audience at a $25-seat top. All three, tenor Franco Corelli, mezzo-soprano June Anderson, and bass Donald Griggs, received calls for more giving evidence that they are needed. The leading operatic director of the Columbia Broadcasting System, had music matters well under control for the soloists and in the orchestra’s two selections the overtures to Verdi’s “La Forza del Destino” and Rossini’s “La Gazza Ladra.”

Stunning Vocalism

Miss Anderson is especially fine voice as the RCA artist sings “Sure, e bello” from Donzetti’s “L’Elixir di Love,” and sings two Rossini arias, “Tanti affetti” from “La Donna del Lago” and “A un dilette prati” from “Verdi’s “Aroldo.” The last aria, which appeared on her latest RCA album, was interrupted by applause before its flashy cabaletta, and was followed by an encore: “In quelle trine morbide” from Puccini’s “Manon Lescaut.”

Another Rossini aria also was displayed in her two earlier arias, with the orchestra’s selection a sheer delight. Miss Caballe has wowed the complete “Lucrèzia Borgia” for RCA.

Corelli’s wildly enthusiastic (Continued on page 51).

2 LP’s Out in ‘Electronics’

NEW YORK—Nonesuch is issuing a two-LP guide to electronic music this month, which will be packaged with a cross referenced 16-page handbook. Included are recorded examples of electronic song and music, a syllabus of electronic music theory, notes on other recordings, a glossary, bibliography, and an extended note, and the printed score of “Peace Three,” a new electronic work being released for the first time.

The new release, titled “In the World of Electronics,” was written, realized, and performed by Pauline Oliveros and Michael Krone. The record material was realzed on the Moog Synthesizer and utilized the Dolby A 301 noise reduction system in the engineering process.
**Sheet Music Out By Peer-Southern**

NEW YORK — Peer-Southern’s Serious Music Department has released the sheet music of seven new classical titles this month, including Peter Schickele’s “Concerto for Violin, Harp, and Cello,” which has been performed by the Philadelphia Orchestra, and “The Concerto for Violin, Piano, and Orchestra” by Haliey Keen Kastig of the Philippines. The concerts will include works by composers such as Mozart, Beethoven, and Chopin.

**Piano Soloists**

Piano soloists scheduled for the season include Peter Serkin, Van Cliburn, Janet DeMille, and Jake Bacher, who will be joined by Princess Irene of Greece in “Sea Songs” by Benjamin Britten. Among the other soloists will be violinists Itzhak Perlman, Zina Francesca, and Peter Sichkovsky. Concerts will be held at the New York Philharmonic and the Cleveland Orchestra.

**Circe Symphony**

*Continued from page 42*

Mstislav Rostropovich’s Symphony No. 8 is listed for Jan. 24 and 25 commemorating the bicentennial celebration of the University of Cincinnati. Participants will include works by Beethoven, Mozart, and Schumann.

**Opera Review**

*Continued from page 42*

As New York’s Metropolitan Opera opens its 2016-17 season, one of the central characters, Pietro Torrisi, the male lead in Verdi’s “Aida,” will be played by Roberto Alagna, who has previously starred in the same role in London and Milan. The opera is under the direction of James Conlon, who will conduct the orchestra.

**London Creation**

*Continued from page 42*

work. Askenazy also has a serious foothold in the classical music world. He is regarded as an LP of Brahms with Istvan Kertesz and the London Symphony Orchestra.

The Stereo Treasury Series is offering second volumes of Chopin’s piano sonatas with Wilhelm Kempff and operatic instrumental music with Sviatoslav Richter and the London Symphony Orchestra.

In other titles, Rafael Kubelik and the Israel Philharmonic play Dvorak, Ansermet and L’Orchestre Philharmonique de France, while Roberto Mancinelli conducts Beethoven, Schumann, and the Berliner Philharmonie. The March Quartet plays Kodaly and the Borodin Quartet plays Beethoven and Schostakovich.

**‘Giovanni’ Highlights Out**

NEW YORK — Deutsche Grammophon is releasing a disk of highlights of its complete Mozart “Don Giovanni” this month. The album features Birgit Nilsson, Martina Arroyo, Kari Gerity, Dietrich Fischer-Dieskau, Renee Fleming, and Marti Talvola with the Prague National Theater Chorus and Orchestra under Karl Bohm.

Rafael Kubelik continues his Mahler symphony cycle with the Bavarian Radio Symphony in the “Symphony No. 5” and the Berlin Philharmonic under the direction of Christoph Eschenbach plays Mozart in his latest pressing.

Herbert von Karajan and the Berlin have embarked on an eight LP series of works spanning from the mid-1930s to the mid-1940s.

The pressing also has Putzwald on tabula and Rajaram on tam-tam.
A COMPLETE COVERAGE OF THE HAWAIIAN ISLANDS

COMING MAY 18
AD DEADLINE APRIL 25

Includes a complete in-depth wrap-up of every Funspot in the Hawaiian Islands, highlighting the complete entertainment scene, hotel accommodations, convention facilities, recording facilities, talent bookers, entertainment schedules, the broadcast industry, and other major island products and industry. In short, complete coverage of the Hawaiian Islands, its industries and entertainment facilities; highlighting it as one of the major convention centers in the world; also a major vacation retreat for millions of people.

Your message in SPOTLIGHT ON HAWAII will reach the entire Billboard circulation, the heart of the world-wide entertainment industry, plus over 3,000 convention influencers around the world. Wire, telephone or write your space requirements to your nearest Billboard office, noted on the reverse side of this brochure. Remember, ad deadline is April 25. Ad specs and rates are also on the reverse side of this brochure.

SPOTLIGHT ON HAWAII, a special section within Billboard Magazine of May 25, highlighting Hawaii as a top entertainment/vacation/convention oasis in the world... underscoring live talent activities... the famed personalities who have their origin in the Hawaiian Islands... world famous stars who play Hawaii... names and contact information on talent buyers for the Hawaiian Islands... a calendar of attractions listing those acts which have been booked for the remainder of this year and where they will be appearing.

Top vacation/convention spot in the world. This section will include hotel accommodations and convention facilities in the Hawaiian Islands... the individuals responsible for handling group bookings and convention sales... listing of convention companies which have held conventions during recent years in the Hawaiian Islands and which have booked space for the immediate future, to help sell other companies on the importance of selecting the Hawaiian Islands as a site for the next conclave.

Multiple Island Funspots. This special will also cover the diverse entertainment and recreation facilities in all the Hawaiian Islands from the metropolitan city of Honolulu and its Waikiki Strip to the remotest interiors of the outlying Islands. Over 3,000 bonus distribution to convention influencers (people concerned with selecting convention sites and hotels for major companies) throughout the world.

Talent Buyers. SPOTLIGHT ON HAWAII will be distributed to all major talent buyers throughout the world.

In short, a complete coverage of the Hawaiian Islands. Broadcasting industry. Top 40 and easy listening stations in the Hawaiian Islands, television shows emanating from the Islands, radio shows emanating from the Islands, live broadcasts from lounges, live TV shows using guests from hotel productions. Entertainment policy switches at the hotels and clubs throughout the Islands, new hotels and clubs and their employment opportunities for live acts.

Contact your nearest BILLBOARD office.

FREDERICK GAIN, (ICMAO executive director left), with Les Montooth, Peoria, director (right) and Jim Winning (second from right) and Fred Granger (right), executive vice-president, music Operators of America.

Illinois Association To Step Up PR Effort

SPRINGFIELD, III. — Members of the Illinois Coin Machine Operators Association (ICMOA) meeting here last week were urged to become active in political and civic activities.

Speakers included Fred Granger, Chicago, executive vice-president, Music Operators of America; James Winning Springfield, ICMOA attorney, and Malden Jones, veteran newcomer of Chicago's American.

Despite the fact that riots were in progress in Chicago, a substantial number of Chicago operators attended the meeting. Operators from as far away as Olive in Southern Illinois also turned out.

Pinball Issue

The trade group, embattled last year when a series of bills threatened the operation of amusement pinball machines, were told by ICMOA attorney James Winning that this year "is the time of departure."

"This is now a cohesive organization. Much credit should go to Frederick Gain, our new executive secretary. Now all of you should support those candidates and incumbent legislators who assisted you in helping us keep amusement pinball games from being outlawed."

"Now is the time to say thanks in a practical manner."

Public Relations

Jones stressed the point that "public relations is vital to an association no matter how big an organization might be."

Specific recommendations included having a regular newsletter to keep members fully informed, publishing the minutes of board meetings, contacting lobbyists and legislators personally, speaking before civic and service organizations, and preparing a public relations handbook.

"There is no substitute for the personal approach. You should each contact your candidates and incumbent legislators so that by the time the next session rolls around they will know the Illinois Coin Machine Operators Association."

Copyright

In his address, Granger told how ICMOA had become an effective force in Washington, during its fight to obtain a reasonable approach to the copyright royalty revision legislation.

"The copyright issue, dead in this session of Congress, is still a matter of great concern for ICMOA. Granger said, "The attitude of the operators here."

A MUST MEMO FROM THE NVA

1. To guarantee your room reservation at Pheasant Run, all NVA convention attendees must forward an advance deposit of one night's rental with reservation card.

2. Limousine service provided from O'Hare Airport to Pheasant Run. However, you must notify Pheasant Run of and flight number at least 24 hours prior to arrival. Lines will be waiting for you in front of United Airlines baggage area, lower level of the airport.

Mrs. Johnston Dies

DETOIT — Mrs. Edna B. Johnston, 52, died March 23 after several weeks' illness.

She was the wife of Clifford Johnston, former manager of the service department staff of Miller-Newark Distributing Co., Detroit office.

Interment was at Nancy, Ky.

Direct-to-Location Sales Stir Missouri Operators

MORBERLY, Mo. — Direct-to-location sales of equipment was the main subject at the recent meeting of the Missouri Coin Machine Operators Association.

President, John Masters, Lee's Summit, who also delivered a review of the recent Music Operators of America (MOA) direct-to-location sales to locations it occurring in the Kansas City, Mo., area now.

One of the main areas of discussion was the "backing up" of the first and last pay in machines. Masters reported that a committee was being formed on the location to going through with the "backing up plan."

"The payments are strung out for 34 months. Finally, the machine will be "backed up at the end of this period for $1."

Masters reported that candy machines were being sold to local stores on location at two to three times the normal value. Financing, Masters reported, is usually on a three-year basis.

"From all we can ascertain, the main activity around Kansas City, Mo., is from Faw's out of Des Moines," said Masters.

Among those attending the meeting were Norwood Wathen, president, Quality Candy Co., St. Louis, and Ed Grempler, also of Central.

Unique Association

The Missouri Coin Machine Council is in several ways unique among associations of operators involved in operating jukeboxes, vending machines and amusement equipment. It has met without interruption for the past 20 years. Six meetings a year are held, the first Tuesday night of each even-numbered month.

How described how the association has maintained its growth. "In a number of instances the Council has helped solve local problems. We challenge the creation of a new city in taxes in towns that were not first class according to population and won a State Supreme Court victory."

"At every meeting we discuss what records are getting the most play. We often trade equipment. We always discuss every problem that is new to someone at the meeting."

Should Organize

Explaining how the Council solicits new memberships, Hildred said, "Our philosophy is that operators should be organized before they face some kind of crisis or punitive legislation. You should be ready."

"Any businessman today needs to belong to an organization to know what is going on in his business field. The coin machine operator is no different in this regard."

The Missouri association has grown steadily. Many members travel over 150 miles to attend meetings. The group has found that Tuesday nights offer the best possibility for meeting together.

Regional meetings of officers in areas where membership is slight are now being discussed.

The next regular meeting is set for June 3 in Columbus, Mo. The tentative site is the Holiday Inn.

Correction

FRANKLIN SQUARE, N. Y. — It was erroneously reported last week that Mrs. Sally Gold-berg died as a result of a heart attack. Mrs. Goldberg, wife of Michael Goldberg here, did suffer from heart attack but is successfully recovering. The report appeared on her birthday April 8. Miss Goldberg, director of the National Vendors Association, had two coronaries in the family. Her son, Norvid, has had extensive experience in the hospital and is successfully recovering as well.

MERL SOLOMON, who has been appointed assistant advertising and sales promotion manager, Wurlitzer Co. Solomon was in the advertising department of Pratt & Lambert, Inc., for 12 years prior to joining Wurlitzer and has had extensive experience in advertising and promotion.

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42% of Singles Sold by One-Stops

In 1967 Went to Jukebox Operators

Other major-selling singles to jukeboxes during 1967 were ranked first-to-last according to amount of sales reported by one-stop distributing. Among the top entries was Aretha Franklin (Atlantic): "To Sir, With Love," by Lulu (Epic): "The Letter," by the Box Tops (Mala): "Somethin' Stupid" by Sonny and Cher (Columbia): "Light My Fire," by the Doors (Elektra): "Daydream Believer," by the Monkees (Col-

CMW-1

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ASSOCIATION TO MEET

Expect 150 at Smith-Regal Event

CHARLOTTE, N. C. — An atmosphere of old-fashioned barbecues and Southern politicking still surround the open house celebration of the Carolina here May 11. The occasion will be the dedication of a new building, a meeting of the Carolina Bulk Vendors Association and visits with politicians. At least 150 people are expected.

Coming at the conclusion of the National Vendors Association (NVA) convention in Chicago May 2-5, it is anticipated that many principals of the bulk vending industry will be here.

The event will commence at 8 a.m.

Smith-Regal is owned by Lee Smith and Jack Thompson.

Hutchinson in New Building

ATLANTA—H. B. Hutchinson Jr. has moved his bulk vending distributing business into a new 31,000-square-foot building here at 1234 Zonolite Road. The expansion will probably mean more additions to an already broad line of equipment, supplies and services. An open house is being planned for later in the spring.

"We've moved in now but everything is scattered. I'm not planning an open house until two or three months when business is running smooth," said Hutchinson. "I've ordered all new furnishings and file cabinets and everything is still being organized."

Smith is president of the Carolina association and an NVA director, as is Thompson. Rep. H. P. (Pat) Taylor, speaker of the North Carolina House of Representatives, will talk to the association and guests at 2 p.m. after the barbecue.


The purpose of the meeting is to give the operators a chance to become acquainted with their elected representatives," said Smith.

One of those elected representatives, Taylor, is seeking higher office. He is a candidate for the Democratic nomination for Lieutenant Governor.

NVA to Hear How Vendors Won in Sales Tax Fight

CHARLOTTE, N. C.—Rep. Snead High (D, Fayetteville) will tell delegates to the National Vendors Association (NVA) convention May 2-5, how an association of bulk vendors won an exemption from the sales tax law. Busily engaged in a campaign to win the North Carolina State treasurer post, High will fly to Chicago May 3 for a 10 a.m. appearance at Pearson, near site of the NVA gathering.

High is general counsel for the Carolina Bulk Vendors Association and the North Carolina Coin Operators Association. His talk will be the day before the North Carolina Democratic Primary.

"He may have to fly into Chi-

cago that morning and back out right after the speech," said Lee Smith, president of the Carolina Bulk Vendors Association, the man who issued the invitation for High to speak.

High will have some work to do. He has to make sure the Group of Bulk Vendors in the North Carolina Bulk Vendors Association's activities will be a tax exemption in the North Carolina law that is not imposed on their sales.

So far, things have gone well for the vendors in making their case that the General Assembly exempted the bulk vending industry. He is chairman of the Senate Committee on Revenue and has the(params)
PHEASANT RUN LODGE at St. Charles, III. (near Chicago), site of the annual National Vendors Association convention, has this indoor/outdoor heated swimming pool. Nippy spring air need not inhibit dippers.

SCHOENBACH CO. Manufacturers Representative Acorn-Amer Distributor
MACHINES
GREAT TIME SAVER! COIN WEIGHING SCALE
$23.95

NEW VICTOR 77 GUM & CAPSULE VENDING
A REAL SALES STIMULATOR IN ANY LOCATION
Beautiful pre-collaging design. Makers merchandise in capsule of any kind. Automatic Coin and Token Vend. Interchangeable merchandise display. Vends 100 capsules per day, 25 - 75. V-1 and V-2 capsules. Available with 1, 2, 4, 6, 25 or 40 cent mechanism. Removable cash box for easy fill. 100 foot candy vender. 300 V-1 and 40 V-2 capsules. PRICE $539.00 each with shove lever front. WRITE, WIRE OR PHONE GRAFF VENDING SUPPLY CO., INC. 2701 Long Branch Rd., Dallas, Texas

NEW OFFICERS of the Wisconsin Automatic Merchandising Council were introduced at recent Milwaukee meeting. From left, Werner Hahl, Nelson Vending, Menasha, treasurer; Hal Broll, P.T. and W. Vending, Madison, outgoing president; Roy Subrod, Subrod Vending, Burlington, general manager; Howard Loomis, Automatic, Milwaukee, vice president; and Richard Wilkinson, Canteen Co., Oshkosh, secretary.

Elect Roy Subrod President of Wisconsin Vending Group

By BEN OLLMAN

Public Relations

The meeting was highlighted by discussions ranging from vending machine sanitation procedures to public relations, legislative programs and security measures.

David E. Hartle, public health consultant of the NAMA, discussed sanitation and health advances in the vending industry.

The Wisconsin Council's legislative counsel, Anthony E. Madler, warned the vendors that efforts to place additional State taxes on cigarettes were not dead.

"Despite the pledge from the governor's office of 'no new taxes,' at least five different proposals to boost State cigarette taxes were proposed in the past year," he said.

The meeting ended.

Madler also discussed earlier moves to work for exemptions from sales taxes on some items.

LOGAN'S TOP NOTCH USED MACHINES
Completely reconditioned and reconditioned - 45c cigarette, 10c candy machines, coffee, cigar & pastry machines.

Save big money with Logan's dependable like new machines
Write - Wire - Phone for prices

MERCHANDISE & SUPPLIES
3¢ CAPSULE MIXES - 25¢ Per Bag
5¢ Ring Mix - 35¢
6¢ Charm Mix - 40¢
10¢ Charm Mix - 50¢
10¢ CAPSULE MIXES - 25¢ Per Bag
10¢ Ring Mix - 50¢
10¢ Charm Mix - 50¢
5¢ Charm Mix - 35¢
25¢ SPECIAL CAPSULE MIXES - 25¢
10¢ Charm Mix - 75¢
10¢ Charm Mix - 50¢
25¢ SPECIAL CAPSULE MIXES - 25¢
10¢ Charm Mix - 50¢
25¢ SPECIAL CAPSULE MIXES - 25¢
10¢ Charm Mix - 50¢
25¢ SPECIAL CAPSULE MIXES - 25¢
10¢ Charm Mix - 50¢

LOGAN'S "POP-UP" COLORFUL 25¢ DISPLAYS
25¢-35¢-10¢-25¢
10¢ Charm Mix - 50¢
25¢ Charm Mix - 50¢

INVENTORY ITEMS
Bull, Jenner, Russell, Pantages, New-Starr, Eddison, Yonkers, and Canadian makes. Get and hold the best locations with Victor's Selectorama® Console 6 different styles

If your competition is giving you location trouble... you may find the answer to this problem by operating the most advanced idea in bulk vending the all new Victor® SELECTORAM® 77-88 CONSOLE
With six different combinations to select from to fit any of your locations, you will want a variety of merchandise and coin combinations. Select any of the following:

Front door operation saves 50% to 75% service time. Unlock front door to fill and collect.

NEW VICTOR 77 GUM & CAPSULE VENDING A REAL SALES STIMULATOR IN ANY LOCATION Beautiful pre-collaging design. Makers merchandise in capsule of any kind. Automatic Coin and Token Vend. Interchangeable merchandise display. Vends 100 capsules per day, 25 - 75. V-1 and V-2 capsules. Available with 1, 2, 4, 6, 25 or 40 cent mechanism. Removable cash box for easy fill. 100 foot candy vender. 300 V-1 and 40 V-2 capsules. PRICE $539.00 each with shove lever front. WRITE, WIRE OR PHONE GRAFF VENDING SUPPLY CO., INC. 2701 Long Branch Rd., Dallas, Texas

Ewald Fischer: His Men and Machines Mark 20 Years Making Pool Tables

TOM EAGLETON, Lieut. Governor of Missouri, participated in ceremonies and open house tour of Fischer's $750,000 facility. Father John Fischer, son of Ewald Fischer and a priest in Jefferson City, Mo., is seen here third from left.

FRANK SCHROEDER, sales manager, Fischer coin machine division (left), with Mr. and Mrs. Harry Silverberg and Mr. and Mrs. Jerry Becker (right), W. B. Matic Co., Kansas City, Mo.

COIN MECHANISM DRAWERS are made by these men. From left, Larry Parker, Joe Bowles and Lawrence Hake. The balls are imported from Belgium.

FIRST TABLE Ewald Fischer made in 1948 is examined here by Miami distributor Eli Ross (right) and Frank Schroeder.

FOREMAN CHARLES GARBER (in suit) watches LeRoy Turpin handle a router in the section where cushions are fastened on table. Other workers are Cintz Beat (far left) and Don Homan. A local family is also watching the operation.

LARRY ROCKY and Charles Bellingame put metal trim on table bottoms. In right photo, Bill Fry is the local toolmaker putting dents on the trim.

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YOU'LL BE GLAD YOU WAITED!

OUT NEXT WEEK . . .

CHICAGO CARNIVAL

TELESCOPIC RANGE-FINDER RIFLE

NEW FEATURES!

DARLINGLY DIFFERENT!

LOCATION-PROVEN AS A NO. 1 MONEY-MAKER!

YOU CAN'T AFFORD NOT TO WAIT!

STILL IN PRODUCTION . . .

ALL-STARTS BASEBALL

We're busting our seams to meet the demand!

SUTHERLAND DISTRIBUTING COMPANY
1920 McGee St., Kansas City, Mo.
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BOWLERS

| C.C. Cadillacs | $200.00 |
| Classic | $200.00 |
| Majestic | $250.00 |
| Princess | $300.00 |
| Bally Deluxe, 1964 | $350.00 |
| Pon Ass | $300.00 |
| United Caravelle | $350.00 |
| United Atomic 13" | $160.00 |
| Amazon 16" | $200.00 |
| Futuro 16" | $200.00 |
| Thunder 16" | $200.00 |
| Tornado 16" | $250.00 |
| Delkine Ski H Score | $425.00 |
| Grand Prix | $450.00 |

SHUFFLE ALLEYS

| Bally All the Way | $150.00 |
| C.C. Bowf Master | $150.00 |
| Pro Six Game | $150.00 |
| Special | $150.00 |
| Triple Gold Pin | $150.00 |
| Red Dot | $150.00 |
| United Caravelle | $150.00 |
| Action | $150.00 |
| Doplsh | $150.00 |
| Kiss A Pope | $150.00 |
| Pyramid | $150.00 |
| Skippy | $150.00 |
| Shur Dot | $150.00 |

TOMMY LIFT GATES from SUTHERLAND, $290.00 F.O.B. Factory.

Terms: 30 Days, Balance Sight Draft or C.O.D.

All Billboard Articles Are Available as Reprints

APRIL 20, 1968, BILLBOARD
COMING May 25. And with a name change. Now it's a WORLD Directory. One word and it pinpointsthe new approach of Coin Machine—focused also on the international market. Final advertising deadline April 19.

EXPANDED too! New features in the Directory include —

TOP European Jukebox Playmakers. Previously this has been confined to American artists only.

EXPANDED listing of international suppliers of records to jukebox operators.

ENLARGED — The list of international manufacturers and distributors.

EXPANDED — "Who's Who in the Coin Machine World."

BRAND NEW — The first list of international gaming equipment manufacturers and distributors. This appears only in the special gaming equipment advertising section, tipped into international copies of Coin Machine World Directory.

AND IT still has the same information, statistics and features dealing with the U.S. market that has made Coin Machine World Directory the most informative reference source published.
Illinois Association To Step Up PR Effort

*Continued from page CMW-1*

Attitude of MOA is not one of election. I urge all of you to read the April 6 issue of Billboard to see how complicated the entire copyright revision problem is.

"We were successful last year in obtaining a reasonable bill which was passed by the U.S. House of Representatives calling for an annual fee of $8 per jukebox with a very simplified system of bookkeeping.

"This bill is before the Senate Judiciary Committee now. In the meantime, another bill has been introduced asking for a performance royalty which would mean three separate royalties.

"There would be the royalty for songwriters, which our industry-approved House bill satisfies, the mechanical royalty, which is included in the purchase price of records and now the third royalty for performers.

"It now appears that the copyright issue is so complicated that it will be resolved piece by piece. It may be impossible to revive the entire copyright bill."

Insurance Plan

Gain advised members that the board of directors has been discussing holding one large annual meeting and three regional gatherings, spread out geographically around the State. He also said a public relations kit was being assembled. CMWOA, additionally, said Gain, was making available a very comprehensive insurance program.

The insurance company will cover hospitalization, major medical, and group life. Gain said all members will receive full particulars soon.

SOUTHERN ILLINOIS was well represented at the Illinois Coin Machine Operators Association (ICMOA) meeting last week in Springfield. From left in this photo: ICMOA president Harry Schaffner, Schaffner Music, Alto; Mr. and Mrs. Gerald Norton, Uptown Amusement, Oakley; Mr. and Mrs. Omar Dressell, also an Oakley coin couple, and Murph Gordon, Empire Distributing Co., Chicago.

ICM OA GIRLS. From left, Marge Montooth, Peoria; Mabel Woodrige, Gordo; and Mrs. Art Wood, World Wide Distributing Co., Chicago, and Mr. and Mrs. Ed Gilbert, Bloomington.

MORE ICM OA DELEGATES. From left: Mr. and Mrs. Bob Raywood, Illiana Music, Elgin; Mr. and Mrs. Art Wood, World Wide Distributing Co., Chicago, and Mr. and Mrs. Ed Gilbert, Bloomington.

Coming Events

April 18-20—Illinois Automatic Merchandising Council, annual meeting, Lake Lawn Lodge, Delavan, Wis.
April 19-20—National Automatic Merchandising Association, annual convention, Hotel America, Washington, D.C.
April 26-May 5—Hannover Trade Exposition, Hannover, West Germany.
April 27—Montana Music Operators Association, Billings, site not announced.
May 2-5—National Vendors Association, annual convention, Pheasant Run Lodge, St. Charles, Ill.
May 3-5—Canadian Automatic Merchandising Association, annual convention and trade show, Hotel Bonaventure, Montreal.
May 10-11—National Automatic Merchandising Council, annual meeting, Inlet Island, Fla.
May 17-19—Pennsylvania Automatic Merchandising Council, annual meeting, Host Farm, Lancaster.

APRIL 20, 1968, BILLBOARD
JUKEBOX RECORD REPORT

For the week ending April 20, 1968

METRO MARKETS

Most played singles on jukeboxes in the 25 largest U. S. metropolitan markets, based on play-meter readings.

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Most promising new record: Ain’t Nothing Like the Real Thing, Marvin Gaye, Tamla 54165.

REGIONAL MARKETS

Most-played singles on jukeboxes in six U. S. geographical regions, based on play-meter readings from both rural and urban locations.

WEST COAST

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Most promising new record: Sun of Hickory Holler’s Trump, O. C. Smith, Columbia 44421.

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Most promising new record: This Thing Called Love, Jimmy Dean, RCA Victor 47-9454.

SOUTHEAST

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Most promising new record: Sunshine & Bluebirds, Jimmy Newman, Decca 32285.

Lieberman Giving Coin Business Modern Image

MINNEAPOLIS—Lieberman Enterprises, a huge wholesale distribution center for coin-operated equipment, records, and supplies, is among those firms giving the coin machine business a fresher image.

The firm, an outlet for Seeburg music and vending equipment, as well as many other major lines of machines, has designed its building in such a way as to make it the focal point of Coin Machine World activity in this area.

Wallpaper in the building carries out a musical theme. A huge showroom can be converted to an auditorium and was used when the Music Operators of Minnesota met here recently. A generous use of carpeting adds to the modern appearance of the 60,000-square-foot facility completed a year ago this May.

In addition to offices and showrooms, the building has extensive facilities at the rear for storage of machines and records as well as servicing of equipment. Ten units of the Lieberman group have offices in the building. They include Viking Vending, Inc.; Carousel Snack Bars, Inc.; Kiddie Konecions, Inc.; Twin City Novelty Co.; (Continued on page CMW-8)

New Equipment

Lady Luck, a new two-player flipper game, is now with Williams Electronics, Inc., distributor throughout the U.S. The new unit offers adjustable three of five-ball play and is also convertible to add-a-ball. The game theme is based on the well-known game “21.” The player beats the dealer for an extra ball and 300 points. For a replay, extra ball and 300 points, the player must beat the dealer with 21. Each new ball starts a new game of “21,” and the dealer's hand shows on the completion of each ball. The gate opens after the player’s card score exceeds 21 for an extra shot and a new deal. Another parameter play feature is a trap bumper said to stimulate play excitement.
Approved for License
IN
CHICAGO, DETROIT, NEW YORK

Bally WORLD CUP
World's Greatest Soccer Game

FITS IN PINBALL SPACE
Only 31 in. wide, 55 in. long, 37 in. high, WORLD CUP fits whenever a pinball game fits, goes where pinballs don't go, lives longer on location than a pool table, earns bigger, faster money, month after month and year after year, than any other equipment outside of the bing class.

Players charge opponent's goal, dribble back for strategic play and k-i-c-k to left and right!

WORLD CUP is The Soccer Game, the soccer game with built in flexibility which permits players to match every maneuver of real soccer. Straight drive, round around, lateral pass, field goal, Corner kick. Sometimes actually skill kicks! Players can run in both directions. Kick right and left while running either way. Or while standing still. The fun is in sold Locust ball, white
for maximum visibility on the green, brightly illuminated field, ensures the positive impact action that keeps the play of a fast and thrilling game. Small the of green and white ball, when players adds to the realism and quick response to policy table action of the connecting players. WORLD CUP is the world's fastest, simplest, fastest soccer game. WORLD CUP is soccer.

A dozen words are all the instructions WORLD CUP needs. "Player throws in direction and speed desired, KICK ball and watch it go. Goalie can stop it, at your leisure."

Win the big money cup! Get WORLD CUP today!

Bally Bucking Bronco

At your distributor or write BALLY MANUFACTURING COMPANY • 3840 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60648, U. S. A.

CMW-8

NEW EQUIPMENT

Albert Fischer: Children's Ride
Albert Fischer & Co. of Fort Thomas, Ky., has introduced a new children's ride, Bozo the Clown. The unit has a tape player which provides music for the young passengers. As he drives his car, Bozo's nose lights up. The ride is also available with the car painted in red and yellow stripes and polka dots.

Elect Roy Subrod President Of Wisconsin Vending Group

The time to let your police department become familiar with your situation.
Hold meetings regularly to discuss security matters with your employees.
Be sure your machines are situated in well-lighted areas on location.
Install alarms on all your trucks and machines.
Make frequent deliveries and collections.
Alert your locations owners to the security problems that confront the vending machine industry.
Put signs on all machines that indicate awards will be paid for reports and information leading to the apprehension of burglars and vandals.

All Machines Ready for Location
CC Champion Rifle...$150.
Bally Bucking Bronco...$195.
AMI 100 & 200 Sel.
Wall Boxes...20 ea.
Seeburg 200 Selection Wall Boxes...25.
AMI JEL...295.

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Lew Jones Distributing En
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11 N. Capitol Ave.
Indianapolis, Ind.
Tel. Mifraze 5-1593

APRIL 20, 1969, BILLBOARD
MUSICAL INSTRUMENTS

Hot Record Act Needed to Stimulate Instrument Sales

*Continued from page 1*

“While our total sales are ahead of last year, guitars have gone down to the zero point,” said Mick Nall, owner of Sharp & Nichols Music Co., Oklahoma City. “Last year’s market has been very poor, doing pretty well last year, but now we’re reaching the saturation point. The market is simply flooded, and I don’t think the guitar will be able to make a comeback. The future sales will be in the good guitars, good acoustic guitars, and the more expensive ones, but the older set. As for the younger people, they don’t even come in the store anymore. They just aren’t interested.”

Ralph Sordy, owner of the House of Music, Springfield, Ill., reports that his sales are normal for this time of year, but that he has no particular hot item. “As for the guitar,” Sordy said, “sales are slow and the kids are not as enthusiastic as they were. They need a new group to idolize as they did with the Beatles and Mosqueks. There’s a temporary lull right now, but we have to wait and see whether the guitar catches fire again, or some other instrument does.”

Sordy also holds guitar classes, which correspond to the school year. Last year he had four classes, and in past years he has had as many as live. This year he has one class, which goes under way in January. Not enough students were available for a class in September.

Chesters

Sales are comparable with last year at Hill Music in Peoria, Ill., but owner Bill Hill believes that the stepped-up draft is affecting business, especially guitar sales. “A lot of these kids are gone, a around any more to buy the more expensive instruments. While the younger kids have gone, they have filled the gap, they tend to buy the cheaper instruments.”

Although the guitar is experiencing a decline in popularity, it is still the most popular instrument in a number of stores, and even where it has gone into hybernation, no single instrument has emerged as the new leader.

Johnny Pitts, owner of Johnny Pitts’ Musical Showcase on Chicago’s Northside, is enjoying an increase in sales, and his hot item is the guitar, but the ones that are selling are either the cheap models, $30 and under, or the expensive instruments, $400 and up.

No particular age group or type of person is buying the expensive guitar,” said Pitts. “Some of the “have” customers are buying in with the cash, I can give no good reason why the intermediate-priced guitars aren’t selling, but I think it’s based a lot on the fact that people need a new group to idolize.”

Sales are up at Cameron’s Music, Chicago’s Southside. This includes guitars, but it’s the expensive ones that are selling.

DRAFT

The market is definitely feeling the effects of the draw-down of young people for the draft and the war,” said Ben Carnevale Jr., co-owner, “However, there is room for growth with the younger teens. Guitars and combo organs were our big items last year at this time, and they are still on top.”

Kagan & Gans, a Chicago Loop store, reports steady sales, but a 25 cent drop in guitars. Sales manager Steve Kagan explained: “Our big items now are bass and orchestra instruments. Two years ago, the guitar was on top, but volume buying has saturated the market. As for the future, one item the inventory catch on is the electronic amplification of reed instruments.

Store manager Carl Loosier Jr., reports that sales are holding up in place of the Chicago “stock and that brass and woodwinds continue to be the big items. Guitars and amps are down, but Loosier doesn’t put all the blame on a saturated market.

“The kids have a tendency to sell the good instruments among themselves, instead of coming back to the store. To some degree, it also has a big discount by the big discount houses.”

DISCOUNT

Competitive discount houses is a major complaint of John Caruso, owner of Caruso Music of Chicago. “Sales are very bad, better than 50 per cent lower than last year at this time,” Caruso said. “The guitar market is saturated, but on the plus side, a big discount house has moved into Westchester County from New York City. Now, we’re all feeling the pinch and have had to do the 40 per cent rate to keep pace.”

U. S. Music Merchandise Corp., a wholesaler distributor in New York City, has experienced a general nose-dive in sales. Manager Sy Barmash explained, “The drum and percussion instrument prices are down to nothing. The reason is a mixture of saturation, Vietnam, and the trend for kids to sell in instruments to each other.”

“As for the guitar, we’re selling more inexpensive models to the younger set, seven to 14. Previously, the 15 to 17-year-olds bought the more expensive instruments. What we really have now is a three-month sales season, beginning in September and ending with Christmas. We’re (Continued on page 47)

PRE-PACKAGING OF MUSICAL INSTRUMENTS and accessories by Decca’s Home Entertainment Division has brought successful in opening many new instrument outlets not previously interested in handling such lines. Many of these new outlets are record dealers. The latest Decca pre-pack is this DM-95 set at $69.95, including electric guitar, amplifier, extra set of strings, instruction booklet, picks and carrying bag. If purchased individually, the components of the kit would cost $89.95 total.

PLAN PIANO ORGAN SEMINARS AT SHOW

CHICAGO — Comprehensive sales seminars for pianos and organs will be held during the 67th annual Music Show here at the Conrad Hilton Hotel.

Both sales meetings are scheduled for June 23, the opening day of the show. A piano seminar, held on the theme of “Spring Practice: Fundamentals of Piano Reading,” will be held at 1:30 p.m. in the Waldorf Room. The organ seminar will be held in the Grand Ballroom at 4 p.m. and will use the chart-phrase “Creative Ideas for Promoting Organ Merchandising” as its take-off point.

According to Ray Hendricks, president of Hendricks Music, Inc., Indianapolis, chairman of the show organ committee, the organ seminar is intended to provide an in-depth study of all phases of organ sales. Piano committee chairman Paul E. Murphy, treasurer of Stennett & Sons Co., Inc., Boston, had his seminar ready to go to create an aggressive sales program geared to win maximum results.

Murphy is a former president of the National Association of Music Merchants (NAMM), sponsor of the annual Music Show.

Speakers at the piano seminar are all members of the NAMM piano committee. They are Robert W. Davis, president of Mastey, Inc., Des Moines; William M. McNamer, vice-president, Balcon & Vaughan Sales, Seattle; Herbert J. Jaworski, president, Newton Piano Co., Norfolk, Va.; Donald N. Raff, president, Steinway & Sons, New York; James C. Stone, president, Stone Piano Co., Salem, Ore.

Participants in the organ session will be Virgil V. Green, of the Endorsement

FRANKIE VALLIE, of the 4 Seasons, has been checked out on the electric sitar made by the Danelectro Corp. The Four Seasons, the Cymore and the Animals are also utilizing the sitar in recording sessions. Wayne Gray, guitarist-vocalist with the Tex Ritter recording group, has begun using the Sitar in his act. John Stamos plays the model SI-102-E which retails at $290.

JAZZ BAND CAMPS

CHICAGO — A series of jazz band camps will be held in August for teen-age jazz enthusiasts. Camp clinics will be conducted by Joe Sefinen, Henry Manchel and other well-known jazz musicians.

The clinic schedule: Aug. 4-10 at the University of Portland, Portland, Ore.; Aug. 11-17, Milwaukee University, Desmot, Ill.; Aug. 12-17, Sacramento State College, Sacramento, Calif.; Aug. 13-20, San Francisco Conservatory of Music, San Francisco; Aug. 14-20, Furman University, Greenville, S.C.; Aug. 15-21, University of Utah, Salt Lake City.

Details about the camp-clinics may be obtained from National Stage Band Camps, P. O. Box 221, South Bend, Ind. 46624.
Show 11-Model Masterwork Portable Line for 1969 Period

CHICAGO — The double-power feature, tuned RF stages, dial lights, Skal-stitched leatherette cabinet, stainless-steel doors, chrome-plated dials with log scales, distance switches, three- gang condensers and a variety of cabinet colors are spread liberally through the 11-model line of Masterwork portable radios just introduced for 1969.

Ranging in list price from $19.95 to $99.95, the models all have RF stage, dial lights, Skal-stitched cases, die-cast fronts, earphones and batteries as standard equipment.

Masterwork Audio Products, a division of Columbia Records, introduced with its new portable line such sales aids as line book inserts, glossy photographs, promotional ad proofs and a counter merchandiser of piffer-proof design.

Slide Rule

All the new models have slide-rule vertical dials with log scales, made to permit pinpoint reception. The distance switch is a new feature designed to boost reception in fringe areas.

Perhaps the most unusual of the new models is M-2918, the Space Rover. It is a combination, four-band radio and radio direction finder with azimuth scale. It may be used for navigation on land, sea and in the air.

Here is a rundown on features and prices of all the models:
- **M-2900** is an AM model with six transistors, available in a choice of black or brown leatherette at the suggested list price of $19.95.
- **Colors**
  - M-2900 has transistors, is an AM unit featuring tuned RF stage, three- gang condenser and dial light for $24.95.
  - M-2904 is a compact, 10-transistor AM/FM unit with wrist strap, RF stage and choice of cabinet colors. Price is $22.50.
  - M-2906, at $39.95 suggested list, is a 10-transistor AM/FM with the "double-power" feature, dial light and RF stage (Note: the "double-power" feature is operation on either battery or an AC adapter.)
  - M-2908, listed at $39.95, is an AM/FM model with 12 transistors, "double-power," dial light, RF stage and six controls.
- **M-2910** is an AM/FM model with 12 transistors, "double-power," dial light, tuned RF stage and three- gang condenser in Skal leatherette. Price is $49.95. M-2912 is a 12-transistor model at $49.95 offering three bands, RF stage and distance switch.
  - M-2914 offers two short-wave bands plus AM/FM for $59.95. It has distance switch, tuned RF stage and three- gang condenser.
  - M-2916, at $79.95, is a six-band receiver with RF stage, push-button operation, distance switch and fine tuning control.
  - M-2918, the Space Rover described above, carries a $98.95 suggested list price.
  - M-3290 at $99.95 is a deluxe, 16-transistor, six-band unit with RF stage, push-button operation, meter-type tuning indicator, fine-tuning control, finger-tip magnetic drop lid, global diagram inset with international city short wave programming graph and rotating handle.

New Philco Models, Promo

PHILADELPHIA — The consumer electronics division of Philco-Ford has introduced 13 new models on the wings of a massive spring promotion that will offer to dealers special factory prices on color television, black-and-white television, console stereo, portable phonographs, radio, tape recorders and Hip Pocket records.

The promotion will run through May.

With several new television models, Philco-Ford is introducing two new fully transistorized FM-AM radios, a table model at $19.95, a clock model at $26.95, a home entertainment system with solid-state FM stereo- FM-AM radio and four speakers at $199.95 and a 100-watt tuner-amplifier system at $299.95. All are additions to 1968 lines.

The promotion, called the "Clean Sweep Sale," will provide dealers with such items as a newspaper ad mats, radio spots, full-color streamers, banners, pennants, and special materials for taping in promotional with the Kentucky Derby.

7 Capitol Reel April Releases

LOS ANGELES — Capitol has released seven stereo reel-to-reel tape albums for April. Among them is "The Best of Lou" by Lou Rawls, "Hey Little One" by Glen Campbell, "A World of Our Own" by Sonny James, "Misty Blue" by Ella Fitzgerald, "They're Playing Our Songs" by Guy Lombardo and the Royal Canadians and Prokofiev's "Symphony No. 4 in C Major" and "Symphony No. 6 in Flat Minor" performed by the Moscow Radio Symphony Orchestra conducted by Germandy Recheutschvensky, and "The Lertennet Livx!"

service by writing the EIA, Consumer Products Division, 2001 Eye Building, N.W., Washington, D.C. 20006.
Hot Record Act Needed to Stimulate Instrument Sales

Continued from page 45

just waiting for a new instrument to become popular.”

Anthony Taraschi, owner of Liberty Music, Trenton, N. J., describes equal sales and salesmen in their approach to customers and competitors; Laurin A. Mueller, manager, Redwil Music Co., Patterson, N. J., telling the salesman, how to find him and work with him: Charles J. Penny, president, Penn Music Co., Los Angeles, taking the topic of internal controls, such as accounting, inventory procedures, and sales and selling costs, budgets and purchasing: William K. Dunkley, president, Dunkley Music, Boise, Idaho, speaking on the three-year advertising and media; William W. Binder, president, Paisley Piano & Organs, Inc., discussing promotion by such means as store posters, fairs mobile displays and in department stores and supermarkets: Frank Farr, president, Rico-Fare Music House, Anderson, S. C., addressing himself to the topic of teaching and service, including in-store and post-store teaching and facilities for service.

Hendricks will conclude the organ session with a run-down of telephone sales, market surveys and policy.

Carroll Whistles

ROCHELLE PARK, N. J.—Authentic steamboat and train whistle parts are in the musical instrument catalog of the Carroll Musical Instrument Service Corp., here.

Intended for the sound effects field, the whistles are designed to permit the sustaining of the sound longer. Each whistle is accompanied by full instructions and comes individually packaged.

Piano the Leader

CHICAGO—According to the American Music Conference, more than 23.5 million Americans are piano players of one sort or another. This is approximately 60 percent of the nation's 90,000,000 pianos are in private homes.

Rico Unveils Reed

LOS ANGELES—The Rico Corp. has introduced a new clarinet reed, Rico Royal, which provides improved tonal qualities during performance.

In addition to clarinet reeds, the Rico Royal is available in tenor and baritone saxophone models.

La Duca Promotion

CLEVELAND — The Music Gallery is introducing La Duca, nightclub and TV artist, March 18 for a pop concert at the Mayfield Road concert here, where it has the Cleveland War- litzar dealership. Tickets were complimentary.

Plan Piano, Organ Seminars

Continued from page 45

president, Hammond Organ Studios, Montclair, Calif., discussing mental attitudes of dealers and salesmen in their approach to customers and competitors; Laurin A. Mueller, manager, Redwil Music Co., Patterson, N. J., telling the salesman, how to find him and work with him: Charles J. Penny, president, Penn Music Co., Los Angeles, taking the topic of internal controls, such as accounting, inventory procedures, and sales and selling costs, budgets and purchasing: William K. Dunkley, president, Dunkley Music, Boise, Idaho, speaking on the three-year advertising and media; William W. Binder, president, Paisley Piano & Organs, Inc., discussing promotion by such means as store posters, fairs mobile displays and in department stores and supermarkets: Frank Farr, president, Rico-Fare Music House, Anderson, S. C., addressing himself to the topic of teaching and service, including in-store and post-store teaching and facilities for service.

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MONDIAL IN DISTRIB DEAL
MUNICH—Under the terms of a contract signed recently between West German record producer Mondial (owned by Karl Heinz Eckardt in Munich) and the East German enterprise Deutsche Schallplatten, released mid-July in East Berlin, records from the German Democratic Republic are now distributed by the Federal Republic of Germany on the Mondial label by Metronome, Hamburg. The first records to be distributed under this deal are three singles and three LPs.

Buys 60% Of San Remo
SAN REMO, Italy — Elio Radestelli, organizer of the Can- tagaro music festival (Italy) and Canta europa (Singing Tour of Europe), has acquired control of 60 percent of the San Remo Festival from the Italian government and has assigned the management of the Casino (The Gambling House) and of its promotional events, such as the Festival, to AFA for five more years.

Radestelli deposited a sum reported to be at least $80,000 in a local bank as evidence of his financial stability.

6 Toronto Jazz Fans Form Label
TORONTO—A new jazz label, Sackville Records, has been formed by a group of local jazz fans, to preserve on record The Jazz Giants, an all-star group brought together for a special event at Toronto's Colonial Taverns last month, but clicked and plays the Metroplex in New York in May and returns to the Colonial for June.

The album, "The Jazz Giants," will be released early in May, with a hope this group to have the records on sale at their New York appearance. The LP will be distributed in Canada by H & H Distributing, which specializes in jazz, and will also be sold by mail at $5. One of the partners in the venture, John Norris, editor of the Co-da magazine and manager of the jazz department at Sam the Record Man's in Toronto, will go to England and Europe in May to negotiate release abroad.

Mellin 'Scores' PARIS — Robert Mellin, U.S. Importer and Import-Arbor composer, will write the scores for 12 films to be produced by José Benalcazar Production in France and for three Roumanian films. Mellin, who is now based in London, has done several international film scores.

INTERNATIONAL NEWS REPORTS

SPAIN TAKES EUROVIS ON

Festival Expands; Holds Move as Bid to Become Global Competitor
By Jock Veitch

SYDNEY — Festival Records have moved to a larger building within a quarter of a mile of the old premises. The new building, a converted oil storage warehouse in the West End of Sydney, has 43,000 square feet of floor space and is more than twice the previous size. Purchase, construction and shift have involved a capital expenditure of $50,000.

Pressure-Ventilated

The factory is pressure-ventilated through an automatically controlled filter system which ensures a dust-free area, essential for high quality record production.

MGM Bows Sampler LP As a Test

TOKYO—MGM Records has inaugurated a three-month program of sampler LP's on a trial basis. They will be compiled each month for the period to July and MGM albums on current release, and will be sent to selected disk jockeys, producers and reviewers.

The May sampler includes material from LP's by Paul and Barry Ryan, Wayne Newton, Pat Boone, and Hank Wilyam Jr., plus soundtrack excerpts by Roger Williams, Johnny Mathis and Erich Bulson and the Animals. The sleeve front is a still of Raquel Welch from the MGM movie, "The Biggest Bundle of Them All." Reprinting and results are favorable, a monthly sampler LP will become a regular part of MGM's promotional activity.

AUSIE'S GOLD DISK TO BRASS

LOS ANGELES — Herb Albert & the Tijuana Brass receive a gold record in Australia for sales of more than 10,000 albums of "Herb Albert & the Tijuana Brass," managing director of Festival Records Ltd., presented the award to Albert during a recent Australian tour.

Systematic quality control of the product is visual and audio, and a fully equipped chemical laboratory is designed to keep pace with the latest overseas recording refinements. The main recording studio occupies a floor area of 1,500 square feet with a volume of 20,000 cubic feet. Studios have been constructed using the room-within-a-room principle. This is achieved by constructing four-inch thick concrete floors floating on rubber isolators supported by the existing steel reinforced 12-inch structure floor. Indoor ceilings feature an aluminum grid system hung on rubber, isolated from the outer ceiling and comprising a labyrinth of acoustic treatment.

Started 15 Years Ago

Festival Records started about 15 years ago, and was the first Australian company to release locally pressed microgroove recordings by overseas artists. The company was purchased in 1960 by New Ltd., a plant Australian newspaper and TV organization, and Marks was appointed managing director.

The company then instituted a vigorous program of expansion through the acquisition of top overseas record labels. The company now includes A&M, United Artists and Bantam.

Production volume has increased by about 1,000 per cent since 1960. Recently a new distribution network has been created in Asian countries which include Hong Kong, control of business has been set up in New Zealand.

Marks has recently returned from the 1968 international MEFIDM with trophies for the greatest number of recordings sold in Australia by any artist from July 1966 to July 1967.

The award went to Herb Albert and the Tijuana Brass, whose recordings are released in Australia through Festival Records on the A&M label.

Kerr LP Launches Label; Distribution Via Tie-Ins

TORONTO—An unusual step in record distribution has been taken by Kerr LPs, with the establishment of The Kerr label, a new LP venture started with major chain stores.

The album is being promoted this month as an exclusive record with a 15 May Co. department store stores in Toronto. The stores are featuring their exclusive album in press, radio and TV advertising and in-store display, and the promotion centers on Little Richard, with an exclusive record showing done by all the stores April 6-12. A door prize at each show is a chance to win with an evening with Little Richard at Lou Rees' opening at the Concerto Grove Tumalo. The album will be sold also by mail, at $2. In all radio and TV interviews, Little suggests that viewers write to him for the LP care of any major TV show, "The Tonight Show," Ed Sullivan Show. The album is promoted to the TV show in the process of receiving orders for the album.

European Markets

SEATLE—President of S.E.A.T. Inc. Ben Hurley, has announced that the label has acquired a 60% interest in a group of European record companies, including Dutchman, Frenchman, and Germanman. The group includes over 50 active record companies and 100 LP's.

La La La' by Massiel is 1st, England 2d

LONDON — Spain won the 1968 Eurovision Song Contest on April 13, 1968 with "La La La," sung by 20-year-old Massiel. The song scored one vote more than the runner-up, the United Kingdom; "Congratulations," sung by Cliff Richard; France was third with "La Source" (The Water), and Belgium fourth with "La Chanson de l'Année de l'Amour Achetée."


Massiel achieved a considerable personal triumph, considering that the Eurovision Song Contest Institute for Juan Manuel Serrat, who refused to take part in this year's contest, took an early lead before being passed by Massiel; and also clinched her narrow victory by means of a massive vote of six million votes from the German jury near the end of the poll. A last-minute vote for Spain was 1,000,000 votes cast by Yugoslavians; last jury to announce its result did not alter the winning order.

Massiel recorded "La La La" in Spanish and English for Dick James' THIS recording in London. Lyrics are by Michael Julien under the title "He Gives Me Love." Philips ruthlessly released both language versions as a single, and Bell will issue the single in Canada. Philip had earlier released an English and Spanish version of the song by Spain's original entrant, Juan Manuel Serrat, also recorded by THIS.

Massiel received her trophy after a 30-minute performance by the Irish band, the Last Sham, last year's Eurovision winner. An estimated 200 million people watched the Eurovision TV link. Dick James Music has the publishing rights for the song in English-speaking territories, and as recently announced, is recording rights for the same areas plus some others.

New Epic Distrib

MILAN—CBS-Italiana has begun distribution of the Epic catalog, formerly assigned to AGM, on a 50-50 basis, the single, "Jennifer Jupiter," by Donovan.

APRIL 20, 1968, BILLBOARD
THE MUSIC CAPITALS OF THE WORLD

SYDNEY

The local folk singer group
wavered were to appear with
Marlene Dietrich at her
concert at the Advent of a
variety of things. In Melbou-
ne singer John York and
with horns intact. This is
between, "for some countries
to this..."

www.americanradiohistory.com

TEL AVIV

Subor Music has acquired the
publishing rights to the "De-
Doit..."
The film was pre-
reigned at the end of last
production. The film's sound-
book has contained

GREETING CARD

ELEVATOR

written by ALAN KERZ
compiled by CID ALLAN

TOTALLY FREE

A NATURAL FOR ALL SEASONS

"GREETING CARD"

by ALAN KERZ

CHICAGO—WGMG, Wash-
ington, presented the first
of the FM excellence in music
program. The award, given
the station's 120th day of
credentials at the National
Second place went to
as "All Through the
"Night." Second place went
to KHKH, San Francisco, in
for "Our Youth in Doubt" as
chief executive officer.

presented by Frank A. Gunther
Sr., president of the sponsoring
organization, at the annual
Memorial Research Foundation.
The awards program is ad-
mistaken by the inventors of
Pacifica. The award program is
outstanding in its FM excellence
in music, and easy listening.
Al Wynne is station manager,
and deposit in the National
radio and music industry.
KENE Switches

To Hot 100 Play

TOPPENISH, Wash. 
KENE, 10000-watt station here
several awards to the
special award to the Indian
tribe, who announced a
program this week.
Folk singer Harvey Mc-
lain, signed to Whitfield
Music Publishing in New
York, is touring with his
"Coast of Colours." The
"Topper's Movie Matinée" LP
on Dushla, and "Sylvia Shaw
"dazed and confused" on the
Wildflower's Vanguard LP, appears
at the Riverboat in Toronto April
9-14 and L'Hôtel in Ottawa April
23-28, with U. S. tour yet
negotiated.

KIT MORGAN

APRIL 20, 1968, BILLBOARD
<table>
<thead>
<tr>
<th>Country</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Britain</td>
<td>LITTLE LEGEND</td>
<td>Love Forever</td>
<td>OFF House</td>
</tr>
<tr>
<td>Flemish Belgium</td>
<td>Lemon Shaftesbury</td>
<td>(Mickie Dionne Philips)</td>
<td></td>
</tr>
<tr>
<td>France</td>
<td>MADDONNA</td>
<td>(Ingrid)</td>
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<tr>
<td>Germany</td>
<td>REEVES</td>
<td>Northern Sky</td>
<td></td>
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<tr>
<td>Italy</td>
<td>10 GREEN TAURIS</td>
<td>Dockside</td>
<td></td>
</tr>
<tr>
<td>Japan</td>
<td>3 AMORE</td>
<td>Recognize</td>
<td></td>
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<tr>
<td>SINGAPORE</td>
<td>5 DOZY</td>
<td>THE SPUTS</td>
<td></td>
</tr>
<tr>
<td>South Africa</td>
<td>7 RICH VELOCA</td>
<td>Rich Veleva</td>
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<tr>
<td>WHRF Goes</td>
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<td>Half &amp; Half</td>
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**Concert Review**

**Continued from page 43**

The concert was a great success and fans were on hand as well as Miss Caballe’s friends. She gave them much to cheer about with her virtuoso performance. Perhaps, the most exciting moment of all was when she sang “O souvenirs, o juge” from Massenet’s “Le Cid,” the only selection of the concert sung in Italian. Throughout the arias, which included “Ah la pensiero” from Verdi’s “Mackbeth” and “O Paradiso” from Meyerbeer’s “Les Huguenots,” Miss Caballe sang with force and vocal power. The Meyerbeer piece drew an Italian solo and an encore.

**Rich Veleva**

Giaiotto, in one of his most important and spectacular appearances to date, was in excellent rich voice and displayed his accustomed artistry and musicianship as he sang “Carmen” and “Mackbeth.” “Son lo spinto che nega” from Boito’s “Mefistofele,” one of the evening’s highlights, and “La Calunnia” from Rossini’s “Il Barbieri di Siviglia.” His encore was the incomparable “Spaghetti” from Verdi’s “Simon Boccanegra.”

The program ended on a high level as Miss Caballe and Corrielli combined for a stirring final piece, “Oh! tu soave, o juge” from Massenet’s “Le Cid,” the only selection of the concert sung in Italian. Throughout the arias, which included “Ah la pensiero” from Verdi’s “Mackbeth” and “O Paradiso” from Meyerbeer’s “Les Huguenots,” Miss Caballe sang with force and vocal power. The Meyerbeer piece drew an Italian solo and an encore.

**PRESENTING AN AWARD TO AN AWARD OF A&M Records, for being named Man of the Year by the Recording Industry Promotion Association is Chris Noell, a deejay at the Armed Forces Radio Service, Los Angeles.**
<table>
<thead>
<tr>
<th>HOT 100</th>
<th>(Publisher-Licensee)</th>
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<tbody>
<tr>
<td>1. MARRY YOU (Honey Rag)</td>
<td>2. MARRIAGE (Honeymoon)</td>
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**STAR PERFORMER**—Sides registering greatest proportionate upward progress this week.

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**Record Industry Associations of America seal of certification as million selling single.**

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**WEB PAGE**—(Publisher-Licensee)
The beginning of a great Heritage.

**MGM RECORDS**
is proud to announce
their association with
**JERRY ROSS,**
continuing his heritage of hits
on a great new label:

*Marketed by MGM Records,
a division of Metro-Goldwyn-Mayer Inc.*
Tape CARtridge
Craig Expands Line; Cassette Key
By BRUCE WEBER

LOUIS ANGELES — Craig Corp., 4 and 8-track tape player manufacturer, will expand its line of tape players for 1968 with emphasis on cassette product, according to John Doyle, general manager.

Craig, which will exhibit several new players at the Electronic Industries Association show in New York in June, also will broaden its market in compatible 4 and 8-track CARtridge duplicators.

"Although we now have about 20 products in the tape playing field," said Doyle, "we're anxious to increase our market in the East. Craig is putting additional emphasis on tape players—all varieties—to enhance our reputation beyond the 11 Western states."

Craig recently introduced a new home stereo cartridge player (model 3200) and is enjoying the success with its cassette unit (model 212) which sells for $79.95. It is expected soon to reveal another portable cassette model (unit 209) to compete with other models.

"The company is beginning an ambitious campaign to encourage the manufacturer and merchandise cassette products, using a vast network of dedicated cassette sellers," explains Doyle. The company has already increased its national network of general warranty service centers from 200 to 400.

New Rules Open Show Doors to All
By WILLIAM C. TANNEMAN

NEW YORK — The expansion of the Electronic Industries Association's (EIA) regulations to include audio-visual equipment at the Consumer Electronics Show to be held here, June 23-26, will feature new, more complicated tape CARtridge duplicators.

Lear Execs on Goodwill Trip
By WALTER J. REYNA

DETROIT — To bolster its position in the record industry, one of its distributors, Lear Jet is sending four of its executives on a national tour encompassing 23 cities.

Making the tour will be Jim Gail, the company's marketing vice-president, distribution manager Jowey Roll, national service manager George Long, and Art McKinney, credit manager. The tour is merely for good will and information exchange, but distributors will be given advance information on Lear Jet's products.

Among the key stops are Denver, Los Angeles, San Francisco, Portland, Denver, Kansas City, Memphis, Nashville, Detroit, Chicago, Minneapolis, Buffalo and Cleveland.

The Lear Jet tape duplicator will be featured in the company's trade show at Autotat April 22, and will give Lear the greatest exposure to potential customers or any group, inasmuch as the title of the publication is "BEAT THE CRIBBLE."

ITCC, the Chicago-based trade association, is reporting a great upward trend in the sale of compact cassette recorders. One of the most outstanding labels, Torec, which features the nation's outstanding country and western artists, is being distributed in 50 states, all new packaging, with black labels and an attractive special "Sterady" sleeve. These cassettes are available in both 4 and 8 track.

Dealers throughout the country are being encouraged to place the service on the fastest selling carriages from their ITCC distribution.

The "best" selling titles from Billboard's White, MGM, Voice of America, ASCAP, Audio Fidelity, Scotty, Reeltoilet, The Monkees, Command, Impulse, Nitty Gritty Dirt Band, Blue Mamba, Weas, Yell, Crescendo, Kapp, Starday, 20th Century-Fox, Modern Kona Sutra, Voice Forecast, Project 3, 33 1/3 rpm, and any commercials around the world, can be ordered from ITCC.

Auto Show: No Parking Space
By HANK FOLKS

NEW YORK — Tape CARtridge product was shown at the International Automobile Show here, March 30-April 7, but it was not the only show. Smaller automobile manufacturers featured 4-track cartridge units in their display booths only one or two cars in each manufacturer's booth, were featured, and it was not usually easily noticeable.

Auto dealers and tape cartridge clubs were relegated to the hanger exhibition hall and to an "off the beaten path" mezzanine.

Among the automobile companies displaying cartridge playing players were General Motors' Chevy, Pontiac, Buick and Cadillac divisions, Plymouth, Ford and Volkswagen. Cadillac, the only GM division currently not offering factory installed players, featured a hang-on-after market unit. Volkswagen's play two-track model, as did others. Moreover, Motorola TapePlay, 2-track monaural unit. The after-market or accessories segment of the automobile industry seemed to be generally unplayed as to prime space.

No Time to Enter
"We were too busy to be adequate time to enter the show," one representative said, "We had an exhibition hall and to an 'off the beaten path' mezzanine."

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RCA Drive on 42 'Best of'  

NEW YORK — A massive campaign focusing on 42 "Best of" 8-track tape CARtridges is being launched by RCA under the banner of "Everyone's No. 1 Choice." Spearheading the promotion will be a national consumer magazine campaign in such publications as High Fidelity, Look, Playboy, Newsweek, Esquire and Saturday Evening Post. Radio spot advertising also will play a part in the campaign. The merchandising program will focus on point-of-purchase displays. Field Representatives have been given special "Everyone's No. 1 Choice" kits. RCA has also prepared window and in-store display kits featuring mobiles. Envelope and postcard stuffers and easel displays are included in the kits. Of RCA's 700 titles in the 8-track configuration, 42 titles will be accented, including seven new releases in the "Best of" series. Recording artists to be highlighted in the promotion include Sam Cooke, Jim Reeves, Al Hirt, Skeeter Davis, Connie Smith, Henry Mancini, John Gary, Chet Atkins, Eddy Arnold, Floyd Cramer and Arthur Fiedler.

 Vedette Catalog Goes Cassette  

MILAN — The Vedette popula r and classical catalogs will be available in cassettes within this month. This new line will be called "Vedette-Stereo-4 Music Box Cartridges." Duplication will be made by Durema, an independent plant here. Vedette will directly sell and distribute the product. Retail price is $5.76 for cassette equal to an album.

Other Italian companies directly distributing their catalogs in the cassette format are C.GI, CBS-Italiana and EMI-Italiana. All leading Italian catalogs, except RCA-Italiana, are available in cassettes. Others are distributed by Philips/DEG Italian associate, Phonogram.

Blank Cassette By Stereodyne  

TORONTO — Stereodyne Canada, Ltd., has introduced its 1-hour, 90-minute and 2-hour blank cassette product across Canada. Domestic production has enabled Stereodyne to compete with Japanese prices at the dealer level, maintaining the suggested retail list of $2.95, $3.95 and $5.95.

Stereodyne has now appointed western distributor for its line of Lear 8-track home and auto units, blank tape product and prerecorded music repertoire as it becomes available, with Eltron Agencies, Ltd., in Vancouver and Nitigray Electronic Distributors, Ltd., in Edmonton.

Merc, Schaub Deal  

CHICAGO — Mercury Rec ord Corp. has named Schaub Associates as its automotive market distributor of home entertainment products for Illinois, Wisconsin and Minnesota. One of Mercury's products to receive particular emphasis will be the Model AP 8300 stereo cassette unit for automobiles.

Oldie Singles Earning $$ Even After Chart Fall-Off  

*Continued from page 1*  

records dating back several years by Ray Charles and the Drifters. The Drifters have been three or four years without a major hit, yet their oldies still sell, Rolontz said.

Oldies require no special promotion, Rolontz said except a list to distributors. The oldies business has become so important that many rack jobbers now install and maintain special oldies bins. R&B, rock 'n' roll, and country music primarily do better as oldies. The oldies market hinges, sometimes, on records that don't make their way to a follow-up album from a hit single. But the oldie album came about because of singles that kept selling. For instance, Atlantic has a four-volume set, "The History of R&B," made up of singles that have never stopped selling and Volume II contains record dating back to the 1952-1954 period.


Verve Records considers its oldies so important that at the recent convention of the National Association of Record Merchandisers the label announced that its golden oldie line—"Verve Sounds of Fame"—would be produced in compatible stereo. The line, according to label manager Jerry Schoenhause, contains 100 of the biggest Verve sellers of all time. "Sounds of Fame" is being shipped to distributors in a complete pre-pack set-up display browser box. The browser has a pop-up top that becomes an identifying sign.

Col's Oldie Line  

Columbia Records' oldie line is called "The Hall of Fame." Tommy Noonan, national promotion director, pointed out that the cost of the record to the company had been amortized by it being a hit . . . the record just continues to be a money-maker. Sales aren't fantastic, but they are regular. Two big oldies he named were "Walking the Line," by Johnny Cash and "Big Bad John," by Jimmy Dean.

Gene Weil of Columbia sales also stated that Columbia is continually pressing oldies. Artists who do well include Johnny Mathis, Timmy Bently, Paul Rever and the Raiders, Bob Dylan and the Byrds.

Phil Jones, marketing director, and Al Klein, sales director, of Tamla-Motown Records, said they're constantly repressing oldies. "My Girl," by Temptations, is probably the best-selling oldie, he said. Jones felt that Chicago, New York, Philadelphia, and Los Angeles were the best markets that the radio play of oldies did establish contact with the younger generation of potential buyers.
WAXIE MAXIE'S QUALITY MUSIC STORES

Joins Washington, D.C. in thanking you

JAMES BROWN

You Were Never More Eloquent

Thanks Again

Max, Gene & Herb

Temporary Address: 3933 S. Capitol S.E. Washington, D.C.

Temporary Phone: (202) 561-4700

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IMMEDIATE DELIVERY

World's largest catalog of stereo tapes, 8 and 4-track • Players, Car and Home • Cassettes • Piltfer-proof racks • Head Cleaners • Blank Tapes and all Allied Products

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• Billboard
• High Fidelity
• High Fidelity/ Musical America
• Merchandising Week
• Modern Photography
• Vend

payment for your new or renewal subscription can be made direct to our London office:

TELLTIME LTD.
7 Welbeck Street London W1, England

Yesteryear's Hits

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

POP SINGLES—5 Years Ago
April 20, 1963
1. He's So Fine—Chiffons (Laurie)
2. Baby Workin'-Allie Wilson (Brunswick)
3. Our Day Will Come—Rudy & The Runamucks (Kapp)
4. South Street—Greeley (Camco)
5. I Was Going to Want—Brook Benton (Mercury)
6. Don't Say Nothing Bad About My Baby—Shirley (Revoir)
7. End of the World—Shirley Davis (Revoir)
8. Do It—Don't Be Sharpe (Camco)
9. Don't Get Me Wrong—Ray Charles (ABC-Paramount)

POP SINGLES—10 Years Ago
April 21, 1958
1. Twilight Time—Patterson (Mercury)
2. He's Got the Whole World in His Hands—L (#1 and 10)
3. Tequila—Sham (Challenge)
4. Believe What You Say—My Rocket (ABC-Paramount)
5. When Doctor—David Seville (Liberty)
6. A Wonderful World— (-7)
7. Book of Love—Monotones (Argo)
8. Lullaby—Charlies (Camco)
10. Catch a Falling Star—Magic Moments—Perry Como (RCA Victor)

R&B SINGLES—5 Years Ago
April 20, 1963
1. He's So Fine—Chiffons (Laurie)
2. Baby Workin'-Allie Wilson (Brunswick)
3. Our Day Will Come—Rudy & The Runamucks (Kapp)
4. South Street—Greeley (Camco)
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7. End of the World—Shirley Davis (Revoir)
8. Do It—Don't Be Sharpe (Camco)
9. Don't Get Me Wrong—Ray Charles (ABC-Paramount)

Sweet Sixteen to Writer D. Black


Sightings

The Lexington Ave. Local, new rock group, is now recording for Epic Records. tofu Domine joins Reprise with Richard Perry to add his vocals. The Curtain Calls to San Record, initial single will be "Rock It to Me". Walt Lopez has re-signed with Reprise Records. singer to Prestige Records. Decca's new release is a new release. Atlantic's latest signing is Black to Atlantic, with Irving Pope as producer. Belafonte to Begin A Tour in Canada

NEW YORK—Harry Belafonte will begin his summer tour June 27 with 11 performances at Manhattan's Centennial Theatre in Winnipeg, Canada. It will be followed by Starlight Auditorium, Indianapolis, (July 8-14); Garden State Art Center, Holmdel, (July 10-12); Carnegie Hall, New York; (Aug. 25); Belafonte winds up the summer schedule with his second appearance at Caesars Palace in Las Vegas, beginning Aug. 29 and concluding Sept. 18.
"I have come to appreciate the role the radio announcer plays in the life of our people. For better or for worse, you are opinion makers in the community and it is important that you remain aware of the power which is potential in your vocation. The masses of Americans who have been denied and deprived educational and economic opportunity are almost totally dependent on radio as their means of relating to the society at large. They are the thousands of people who have come to feel that life is a long and desolate corridor with no exit signs."

NATIONAL ASSOCIATION OF TV & RADIO ANNOUNCEERS

*From a speech delivered at the Annual Convention of NATRA, August 11, 1967, in Atlanta, Georgia.
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AT ZION HILL
DYL 831

THE AMERICAN DREAM
DYL 841

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SCEPTER RECORDS
**Album Reviews**

**LOW-PRICE POP**

**THE PAINTED DESERT**

Ferrante & Teicher

United Artists UAS 4630 (3)

The piano duo does Western, with such picture themes as "Ghost Riders in the Sky" and "Fiddling the Long Roads" and the traditional "Yellow Rose of Texas," "Red River Valley" and "Shenandoah." The orchestral backing is first rate.

**LOW-PRICE POP**

**AROUND THE WORLD IN 80 DAYS**

Alfred Hitchcock, Director

J. Scott O'Brien (3)

Gombrow's colorful and strong conducting gives this classic, which has been filmed several times before, a luster that is pleasant to hear. Sondheim, featuring Harry NILsson, shows Eugenia Earle, histrionic, employ their instrumentations with exaltation and warmth.

**LOW-PRICE CLASSICAL**

**SUITE FLAMENCO**

Carlos Montoya

United Artists CS 7412 (1)

Montoya's guitar meets the Spanish flamenco dance with his "Flamenco Suite." This is a must in any jazz man's collection, and is a step up from the usual. The guitar sounds warm and emotionally appealing. The second side is another masterpiece, and Carlos Montoya is among the other guitar virtuosos.

**LOW-PRICE POP**

**LIFE BETWEEN THE EXIT SIGNS**

Keith Jarrett, Piano

Vortex 2003 (3)

Jazz organist Jimmy McGriff rocks and rolls along with this fine pianist. This collection includes the talents of two master organists, creating a unique overture. Some of the pieces are improvised, but still provide a good listen. The four works on this album show Jarrett's versatility as a jazz musician. A must for jazz lovers.

**LOW-PRICE POP**

**LIFE BETWEEN THE EXIT SIGNS**

Keith Jarrett, Piano

Vortex 2003 (3)

Jarrett's talent is evident in this album, as he plays the new, old, and traditional. His performance is marked by his ability to move seamlessly from one style to another. This album is a must for jazz lovers.

**CLASSICAL**

**GREAT ROCK OF SABRETT**

Charles Sarno, Piano

Capitol T 2575 (2)

The San Francisco Symphony Orchestra under the direction of Charles Sarno delivers a masterful performance. This album is a collection of rock and roll classics, performed with precision and passion. A must for rock and roll fans.

**LOW-PRICE POP**

**THAT'S THE WAY IT IS**

Frank Sinatra

United Artists UAS 4560 (3)

Sinatra's voice is in top form on this album. His interpretation of "My Way" is a standout, and his renditions of "Close to You" and "My Kind of Town" are also memorable. A must for fans of classic American pop music.

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A new album presentation by
THE ASSOCIATION
To make the Spring of '68
more meaningful - more memorable

THE ASSOCIATION

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APRIL 20, 1968, BILLBOARD
Lester Flatt & Earl Scruggs

The Story of Bonnie & Clyde

Stick with the big boys.
They mean business.

Everybody's trying to muscle in on the Bonnie and Clyde thing. But they all look small time next to Flatt and Scruggs. They're the real thing. They created the music for the movie. And "Foggy Mountain Breakdown" (from the movie) was their theme song long before anyone even thought of doing "Bonnie and Clyde." So when they do a Bonnie and Clyde album, it's hot.

From "The Story of Bonnie and Clyde" to "Bang, You're Alive," the album is pure Bonnie and Clyde (including "Foggy Mountain Breakdown").

The Story of Bonnie and Clyde will have an amazingly broad appeal. C & W audiences have been listening to Flatt and Scruggs for years. And now the whole country is discovering them.

So stick with Lester and Earl and the boys, They'll make sure you stay healthy.

And the boys are taking "Foggy Mountain Breakdown" for a ride up the singles charts (with a bullet).

Flatt & Scruggs.
The genuine article. On Columbia Records.
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WE GOT 4 NEW ALBUMS WITH HANDLES
WE GOT A TOTAL OF 156 MINUTES OF SHEER ENTERTAINMENT
WE GOT ALBUMS WITH IDEAS, UNIQUENESS, AND CHARM
AND ALL WITH REASONS FOR BEING ALIVE
WE'VE GOT THE FINEST CREATIVE TALENT IN THE INDUSTRY TODAY

NEW Releases
APRIL '68

THE PAPAS & THE MAMAS - 12 new songs from the super group who have never sold less than one million albums on all previous releases. DS 50031
RICHARD HARRIS - A TRAMP SHINING - The super movie picture star sings all new Jim Webb songs. Produced by Jim Webb, the multi-Grammy winner of 1967. DS 50032
THE WORLD'S LAST PRIVATE CITIZEN - Barry Mc Guire - The authentic and last mini-con-fuminist. Mc Guire sings songs favored for today's problems, loves and times. DS 50033
GAZPACHO - The Brass Ring - A delightful blending of some of the biggest of today's Latin hits, with fresh arrangements of the older jewels. DS 50034

DUNHILL RECORDS, INC. / NEW YORK--BEVERLY HILLS / A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y.
Progressive Rock Gives Life to Dead-Weight FM Radio Stations

continued from page 22

WAVAFM in Washington has expanded its progressive programming to three hours an afternoon. The station had been broadcasting Monday through Saturday. Producer is Dr. Gene Stone. WHFM in Rochester, N. Y., is automated rock station and has expanded its programming to seven days a week. Phone calls has been so terrific we have gone to 24-hour operation," said Roger Grobe. "We have been using our projected plans," said Peter Balazs, general manager of the FM station. Grobe also does an 8-midnight show every Wednesday night which is the easiest time for us to switch to easy listening music. "As for program philosophy, we're not playing albums that have been syndicated in form," he said. "We are not commercial right now, nor are we doing any programming except our own. But we do break with the advertising, it will be on a 2-minute break, every 5 minutes an hour. U sing a new automation equipment, all of the tunes are placed on cartridges with a number reference for title or the name of the group recorded at the same time." "We have been programming right off the Billboard Hot 100, but we're not an off-cut off. Naturally, there are those who are coming in this record of albums every two. An album top of the Wood "em nifty fifty" is played every half hour. A separate machine has been set up with call letters and stations at least every other record. By staggering the playlists on this machine with 18 in the first bank and 32 in the second, the tunes are not on the air at the same time, the top of the chart is not as much as the bottom of the list which does not produce. In Vanderhagen's WERG-FM "tried numerous formats...classical, easy listening, and even progressive rock". "We've got a lot of things to do but we've been switching to rock. Believe me, "

TV REVIEW

TV Show by Gary Brightens Screens

CHICAGO - In his attempt to bring a syndicated form in this market, one of the smoothest, quick- est hours on television. The RC Victor program of "Be Your Own Beat" is a pleasant host but the show features superlative directing and camera work. And the show being here on KTAL-TV was highlighted with Johnny Mathis Tunes Aid for KMBZ' Holiday

continued from page 22

Tijuana Brass, saying he was still playing the record. KMBZ uses as its main program director for the music that are "current hits" but any new like its format. As old as six months. For example, the radio station is playing "Care For Your Own," by Percy Faith, plus several others. "If there are multiple versions of a tune, I usually narrow it down to the best three and never keep more than six around for use. "Deejays are a lot like the queer "current tunes," plus about 20-25 "recent tunes" that might also work in a show and a Woman," and 40 or more standards. They play a minimum of five current tunes and five recent tunes per hour and use the rest for breaking shows. "I've been pointed out that he felt he had the greatest staff in his 23 years in radio."

Two Years to Top

KMBZ has been in the staff of his many years of experience, he's been there two years and the lineup of that battle took most of those two years. In years past, some of his programming ideas were "premature," he said, "so I've been developing his KMBZ program- ing theory years in all."

He emphasized that on too many easy listening stations the program director was a glorified errand boy when is the program director, in Kan- sas City, "I'm here, but to respect my judgment." He listens to his own programming on IBM cards and is going to print his music list in 20 minutes. In the studio, the programs take two days. Cards are filled alphabetically by name of song in current, recent, and standards. The only singles the station uses are those that can be in- stant in album form. He adds anything from zero to six singles a week to his file and zero to 10 albums. Holiday, who started in radio at WQAC in Athens, Ga., worked at WWOK a year before coming to KMBZ. said music director Kay Bell, "This was the answer." FM. Bell is a former student at the University of Washington, and former director of砦 funding for the station. "I think the format which clicks with our audience is a mixture of current progressive rock. About 130 of our 140 air hours a week are devoted to music. We have a 12-hour format including a featured album of the week. At any given time, close to a fourth of the records are progressive.

Columbia Records singing "Crying in the Rain." This was followed by Kay Starr singing "What the World's Gone Back Again All Over the World." Then the Electric Plow, which derives into big rock songs to a hippey way with Mike Bloomfield, changed things drastically with his "Green Machine." John Gary took his turn, then, strolling toward a live audience, singing "If You Love Me, You'll Be My Girl in the World." He later took a stint with an RCA tape recording of his personal copy of "All the Way for Radio." The tape was shown in the show. Kay Starr came back for "You're Nobody Until Some- body Loves You." Stella Mee Rae also read a poem and sang a song. The total effect of the whole is a high level of music to please almost anyone. The pace is casual, but the quality of performance is high.

CLAUDE HAUET

WBBM to All-News

CHICAGO — The shift of CBS News Radio to all-news continues with WBBM going to an all-news format MVJ. Jon Coiffet is producer looking for other positions on music stations.

In going to news by WBBM follows right on the heels of the switch of WNUK, the Golden Mantle news stations, back to a cluster music. KBBI has also announced that KCB& in San Francisco is going all news on May 27.

Variety Red's Summer Sub

"Showtime," an album of various music including a show featuring such host-performers as Singer- Songwriter, Jerry- Thomas and Frank Fontaine, will replace "The Red Seal." For the summer CBS-TR. The show, which will premiere June 11 at 8:30 p.m. will be produced in London by Mike Bell, a high school junior, does the 4-6 p.m. and 9-11 p.m. shift. John Gary, a high school junior, does a 7-9 shift.

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Continued on page 68
To put hits on tape fastest we had to build GRT like a computer.
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### STAR PERFORMER—LPs on chart 15 weeks

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<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<td>MGM</td>
<td>32</td>
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<td><strong>Heat 16</strong></td>
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<td>Francis A. &amp; Edward K.</td>
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<td>Man of La Mancha</td>
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<tr>
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<td>Two Sides of</td>
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<tr>
<td><strong>PETULA CLARK</strong></td>
<td>The Other Man's Grass is Always Greener</td>
<td>Warner Bros.</td>
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<td>A&amp;M</td>
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<td><strong>TINY BOYD &amp; DAVE DART</strong></td>
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### TAPE PACKAGES AVAILABLE

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**TOP LPs A-Z (LISTED BY ARTIST)**

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<td><strong>TINY BOYD &amp; DAVE DART</strong></td>
<td>I Wonder What She's Doing Tonight</td>
<td>A&amp;M</td>
<td>41</td>
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<td><strong>HERB ALPERT &amp; THE TIMBAH BRASS</strong></td>
<td>S.O.S.</td>
<td>A&amp;M</td>
<td>15</td>
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<tr>
<td><strong>SOUNDTRACK</strong></td>
<td>de Carlisle</td>
<td>A&amp;M</td>
<td>38</td>
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**Awards, RIAA seal for sales of million albums at manufacturer’s level, RIAA seal available and optional to all manufacturers.**

<table>
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<th>Artist</th>
<th>Title</th>
<th>Label</th>
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<td>Love You for All Time</td>
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<td>The Weight</td>
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<td><strong>FLIP WILSON</strong></td>
<td>Cowgirls and Colorful People</td>
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<td><strong>FRANK SINATRA &amp; DAVE ELLINGTON</strong></td>
<td>Francis A. &amp; Edward K.</td>
<td>Capitol</td>
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<tr>
<td><strong>CLAUDEON LONGET</strong></td>
<td>Blue</td>
<td>Capitol</td>
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<tr>
<td><strong>ORIGINAL CAST</strong></td>
<td>Man of La Mancha</td>
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<tr>
<td><strong>LEONARD MINCO</strong></td>
<td>Two Sides of</td>
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<tr>
<td><strong>PETULA CLARK</strong></td>
<td>The Other Man's Grass is Always Greener</td>
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<td><strong>BILL WITHERS</strong></td>
<td>For the Salvation Army Band</td>
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<td>We Can Fly</td>
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<td><strong>ED ARNOLD</strong></td>
<td>When the World Was Young</td>
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<td><strong>ARCHER FRANKLIN</strong></td>
<td>I Loved a Man I Way I Love You</td>
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<tr>
<td><strong>LEONARD COHEE</strong></td>
<td>Songs of Columbia</td>
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<tr>
<td><strong>HERB ALPERT</strong></td>
<td>A Three Tubing Brass—What Now My Love</td>
<td>A&amp;M</td>
<td>12</td>
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**Compiled from National Retail Stores by the Music Popularity Chart Department and the Sound Research Market Department of Billboard.**
“spread your love”
$32040
jimmy holiday
spreading
produced by buddy killem
**SPAIN WINS EUROVISION SONG CONTEST**

**WITH "LA LA LA"**

**SUNG BY MASSIEL**

**RECORDED BY: ZAFIRO-NOVOLA**

**PUBLISHED BY: ZAFIRO-SOUTHERN**

ZAFIRO, MADRID BRINGS THE EUROVISION TROPHY TO SPAIN FOR THE FIRST TIME!

[Image of a woman wearing a dress, possibly a related article or advertisement.]
Mortimer.
A new name, style and sound.

Dedicated Music Man
is their new hit from the album.
**Album Reviews (Continued on page 61)**

| **BIGIOH**—Associated Records/Associated Arista | 
| **COUNTRY**— You Are My Treasure—Jack Greene, Decca CS 49797 (3) | **COUNTRY**— The Legend of Bonnie & Clyde—Capitol ST 3912 (3) | **COUNTRY**— Kitty Wells Showcase—Kitty Wells, Decca DL 74993 (3) | **COUNTRY**— Yesterday, Today & the Foremost Brothers—Decca DL 4993/DL 74993 (3) | **CLASSICAL**— The Mozart Piano Sonatas | **JAZZ**— Solar Heat—Cal Tjader, Skye SK 1 (3) | **INTERNATIONAL**— Ravel in Puerto Rico—Ravel Serenades. UA Latin, 1-3150 (3), 1-3151 (3) |
| --- | --- | --- | --- | --- | --- | --- | --- |
| As the Top 100 singles and albums sellers, the Association has not missed to date. This, then, is the latest of the Top 100 singles charts. New from the group's album, Stakes, and a strong seller, a hit single, "Ain't Nothin' New," topping the charts. For a real feel for the group's top performances in the notes. | With much material for four dozens hit singles, the label's chart record "Crosby, Stills & Nash," is one of the best albums in the field. It is a lovely album which will have an appeal for fans of country music. | The dependably Kitty Wells is showcased in another of her long series of excellent album releases. Featuring her latest hit single, "My Big Train," this LP will be treasured by her fans of country fans. And, these fans have much to treasure in all 16 cuts, too. "I Don't Wanna Play Music" is another beauty. | Bluegrass was once more, less by country music standards, but groups like the Osborne Brothers thought their way back to popularity with quality material such as "Easy To Be Hurt On You," in pure country. "Will You Be Loving Another One?" is pure bluegrass. | Could start off the bluesy series with an absorbing and amateurish treatment. Lyrical themes are treated tenderly while the music shows the bluesy side of the songs. | As part of the Sky's initial release, Cal Tjader has recorded his most commercial disk to date. Tjader, on vibes, stands out in some tunes as "Tide to Hide," and "Ocean Love," as well as on the bluesy "Sidewalks," and "Mellow Yellow," and the new record "Fiddlehead" and "Tides," this album should rocket him high on the jazz charts. | Ravel is a Spaniard who has won international fame with his exciting sensuous style. His music comes with special impact like "Liszt's "Ene-Carmona." A must for all Latin fans. |
Brutal Murder Stirs Trade Move to Aid Dr. King Dream

Chicago Rioting Took Big Toll of Business

Ghetto Riot Razes Waxie Maxie's Other D.C. Hit; Losses Big

NEGRO ORGANIZATION MAKES LOS ANGELES KEEP ITS COOL

CHICAGO Razing Took Big Toll of Business

GHETTO RIOT RAZES WAXIE MAXIE'S OTHER D.C. HIT; LOSSES BIG

By MILDRED HALL

Street, N.E., was burned to the ground.

Street in the heart of downtown D.C. shopping area was untouched. But it remained closed Wednesday. 

NOVEMBER 9, 1968

NEGRO ORGANIZATION MAKES LOS ANGELES KEEP ITS COOL

BY TIEGEL

LOS ANGELES—This city remained calm in the wake of...
RADIO HAS PROBLEMS?

Yes, radio has problems

Knowledgeable, people in the field are the first to admit it. They realize that radio is in a state of change. Naturally there are problems. But there are answers, too. Meanwhile, there are decisions to be made...

The decisions will be only as sound as the information on which they are based. Hence the Billboard Radio Programming Forum to supplement the regular flow of information that Billboard supplies. The Forum will be just that a place where practitioners in the programming field can speak and ask questions—give and get information.

And it's for the entire community involved in the radio programming process—general managers, program directors, music directors, disk jockeys. All are cordially invited. The dates have been set for a weekend (June 7-8-9 at the Hilton Hotel, New York City) to reduce work schedule conflicts as much as possible.

Plan to be there. Send in your registration now.

General sessions will cover topics like these:

Management's Responsibility and Involvement in Radio Programming
Radio Programming as a Factor in Moving Consumer Goods
Radio Station and Record Company Relationships
The Playlist—Long—Short—Why? How?
Radio's Community Involvement

You will hear full-treatment discussion of these and other across-the-board subjects—and in all their ramifications. The speakers will be men who know the problems, live with them every day, and will talk candidly.

PLUS: Twenty workshop sessions related to the major formats and trends affecting the job of the programmer and deejay.

SEND IN YOUR REGISTRATION NOW
USE COUPON BELOW

Please register me for the BILLBOARD RADIO PROGRAMMING FORUM, June 7-8-9, New York Hilton, New York City. (If you wish to register others besides yourself from your organization, please send the names and payments on your letterhead.)

NAME:

TITLE:

COMPANY:

ADDRESS-

CITY, STATE:

Check enclosed (Registration Fee $100. After June 1, $125).

Send registration and check to RADIO PROGRAMMING FORUM, 9th Floor, 300 Madison Avenue, New York City, 10017, New York.
The Stereo 8 Story (April)

STEREO RCA VICTOR

CHARLEY PRIDE
PBS-1318

THE BEST OF MANCINI VOLUME 2
PBS-1315

THE BEST OF CONNIE SMITH
PBS-1314

THE BEST OF SKEETER DAVIS
PBS-1313

THE BEST OF MARIO LANZA VOLUME 2
PBS-1312

IF YOU'VE EVER LEAVE
PBS-1309

THE BEST OF PAUL ANka
PBS-5061

GLENN MILLER
CBS-1032

TONIGHT CARMEN
PBCG-1007

THE BEST OF PETER ARTHUR FIEDLER
RBS-1092

THE BEST OF THE JUNGLE BOOK
PBS-1311

THE BEST OF PETER NERO
OBS-1037

THE BEST OF PETER NERO
CBBV-1003

GLASSwand
O8KO-1001

THE MELODY OF HAWAII
C6S-1031

PROMISES PROMISES
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Stereo 8 Cartridge Tapes

*Manufactured and Distributed by RCA