Industry in France Is Paralyzed by Strikes

By MICHAEL WAY

PARIS—The French music record industry has been brought to a standstill by a general strike which began in France May 17. Production was halted in most record factories. The Pathé Marconi factory in Chatou, just outside Paris, was taken over by strikers. Also the Philips plant was closed.

Distributions and recording was also at a standstill. Many record retail shops were closed. One record producer commented "People are more interested in buying food and gas at this time than records."

Claude Gagniere, sales director of Decca said, "This situation could last a long time. With holidays coming up, the record industry is not likely to get back to normal before September."

Men at the Decca plant in Normandy, who recently negotiated a new wage settlement, remained at work, but with recording artists out in support of the strikers and no new records will be done, the company could lose as much as $2 million in performances and mechanicals.

Hashberry Entry Cues New Light Show Mini-Film Era

By HANK FOX

NEW YORK — The psychedelic light show as a consumer product, until now in its embryonic stage, will emerge this month as highly competitive merchandise. On the heels of Mind Reels Company disclosure that it will market from continuous loop mini-films of some of the top light shows, (Billboard, May 19), Hashberry Films, producer of record company promotional mini-films, will launch a massive promotion campaign to kick off its entry into the field.

In a national TV campaign, Hashberry will promote the mini-films through contests on teen-age bandstand shows, through its own mini-films produced for record labels and through its upcoming syndicated half-hour teen show, "Decca '68."
Which side of The Monkees' new single will get to No.1 first?

"D.W. WASHBURN" or "IT'S NICE TO BE WITH YOU"

Manufactured and Distributed by RCA
Charlatan Inks MGM to 26 Artist-Promoting TV Films

By BRUCE WEBER

LOS ANGELES — MGM-Verve Records has signed with Charlatan Productions for 26 TV films promoting both Top 40 and other albums a year to the domestic markets plus Canada and Puerto Rico.

Charlatan, a leading producer of contemporary promotional films, has produced 40 three-minute films for 15 record companies.

The contract with MGM-Verve is primarily concerned with an artist's single release. But Charlatan already has produced a promotional film featuring a Connie Francis album. The films for MGM-Verve will range from contemporary to Next-Week-Disc to Torch and Jukebox.

Charlatan will provide a series of musical production numbers and special film sequences for the NBC, "Kraft Summer Music Hall," starring John Davidson, who will bring a new and young audience to the TV set.

The executives have put together film sequences starring Davis, Charlatan-Records and Charlatan artists, for a forthcoming pop music special.

Recent Charlatan Top-40 productions with film footage by Jimi Hendrix, the Animals, Steppenwolf, the Cowsills, Paul Revere & the Raiders, Buddy & Eddie, and Ray Charles are being sold through the Charlatan Columbia Record Club.

The company has prepared films for Atlantic, Arista, Ad Lib, ABC, Decca, MGM, Epic, Dunhill, Columbia, Atlantic, Bud, Bob & the Guzzler, and Reprise.

Columbia B'casting Sued by Record Club

PHILADELPHIA — The Record Club of America has filed suit in Federal Court (29) against the Columbia Records Systems, charging that its product is being sold through the Club's own Columbia Record Club.

The Record Club of America, a nonprofit entity, last week filed charges antitrust violation and seeks treble damages and an injunction.

In addition to CBS, defending the suit, are A&M, Mercury, and Vanguard.

The Record Club charges that CBS has used exclusive licensing agreements with the defendant labels. It also charges that the Club Defendants provide that, in return for royalties, the corner producer lends or licenses masters to CBS on an exclusive basis for use in the Columbia club.

According to the complaint, this alleged arrangement prevents the Club from buying the use of masters for its own programs.

The complaint charges that competing record clubs must pay CBS a price of $1.60 or more per record, while Columbia can obtain these records at a cost of 87.5 cents.

The suit cites trade commission rulings to the effect that CBS and American Records were unlawful and that Columbia had been ordered to desist in similar arrangements. This ruling is being appealed in Federal Court by the two defendants.

The charges in the complaint are unlawful and CBS is cutting off access to the club market and the denial to the public of the benefits of competition.

COLUMBUS — Ideas designed to stimulate modern music listeners will be highlighted in "messages" given by Warner Chappell Music, when it participates in this year's 10th annual birthday gathering on Kauai, Hawaii.

A film detailing successful mass merchandising organization will be shown to the 380 persons attending, as an integral part of the individual product presentation.

"The convention emphasis will be on this mass merchandising aspect of the business," says Joel Friedman, W-7's marketing vice-president. "We intend to show our audience what some distribution in terms of promotion, merchandising and selling.

In addition to the movie, 35 mm film strips will explain the breakdown of the LP return numbers in 26 titles. Highlights of the company's first 10 years will run through the presentation at the Kauai Surf Hotel.

The main business meeting is scheduled for Friday afternoon, June 20, and will be attended by 400 people. The next day, separate promotion and foreign license sessions will be held.

Of importance will be the parent film company's musical, "The King and I," and house production, "The King and I," as well as "Beauty and the Beast," which will be shown.

At the show, three programs will be performed in the studio. The project marks Petula Clark's American film debut.

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American Music Conference: 1967 Instrument Sales Dip

CHICAGO — The sales of new musical instruments, accessories, sheet music and instructional aids totaled $324 million in 1967, compared to $355 million in 1966.

According to an American Music Conference, a trade association for the music industry, the decline in sales is attributed primarily to a generally weak economy. Whether the decline would have been more severe had the volume recovered is a matter of uncertainty. The draft, for example, may have played a part in the decline.

The value of new instru-

ments sold in 1967 was approxi-
mately $375 million, with an average retail price of $96. This was more than double the volume 10 years ago, but down from the all-time sales peak of 1967, when approximately $181 million with more than dual the average retail price of $96. This was more than double the volume 10 years ago, but down from the all-time sales peak of 1967. Formerly, these sales have been attributed to a greater extent than were expected to the uncertainties of the draft.

This is unusual, for since 1963, a major portion of guitar sales have resulted from a large buildup of used equipment and instruments used for sale by other dealers.

The decline in sales for new instruments was attributed to a greater extent than were expected to the uncertainties of the draft.
Buddah to Make First Parley Swing With Rock Symphony

NEW YORK — Buddah Records’ first convention, to be held this week at the Beverly Square Motor Inn, will feature the studio engineers of the Buddah lineup, and five new groups in a 90 minute, two-act performance. The concert will host the participants of the Billboard Radio Forum, to be held that same weekend at the New York Hilton, and guests of Buddah Records, including radio promotion men, distributors, consumer, fan and trade press and representatives of the entertainment industry.

A seven-minute sequence of the concert will be presented, Sunday (9) on the Ed Sullivan show, and negotiations are under way for the feature to be used to promote the Buddah lineup’s first LP, which will be released at the Carnegie Hall concert.

ASCAP Adds to $§ Grants; ’67-’68 Total Record-Buster

NEW YORK — ASCAP has awarded additional cash grants to songwriters, primarily to writers of chart songs, raising the total awards for the past 18 months to a record-breaking $561,850.

ASCAP’s popular awards program is part of a new policy in granting awards to chart composers recognized by the major trade papers, including Billboard. The awards, ranging from $1,000 to $10,000, were presented to ASCAP members based on a point system determined by Billboard’s Top 100 single chart listings since Jan. 1, 1968.

Pop writers who received awards included country & western; rhythm & blues; popular and easy listening; rock & roll; novelty; and vocal groups. In addition, John S. Carter and Timmy Gilhey, Bill Paxton, and Grammmy Award winners, were presented with award certificates for their achievements.

The awards covered the period from Jan. 1, 1968 to Dec. 31, 1968.

SPECIALS

Associate CHICAGO Specials b MUSIC MEXICO: Los Best- 1968

RECORDS.

 most

Tales of the World in...

Talent

Talent

Talent

[...]

[...]
Do you really need to see the title of this album?

After all, it stands to reason that when a vocalist like Robert John records a first single that explodes across the country like "If You Don't Want My Love," then follows with a first album, it's got to be entitled "If You Don't Want My Love." But, of course, "If You Don't Want My Love" wasn't the only reason for recording an album like this.

It has other great hits.... Songs like "I'm a Believer," "By the Time I Get to Phoenix" and "Anyone Who Had a Heart." Wonderful.

Robert John is an enormous talent. With an extraordinary voice and a dynamic personality. And this album is just the beginning. Do we have to tell you everything? Tch!

On COLUMBIA RECORDS.
Here's the Complete List of 1967 BML Award Winners

Ab - E. B. Marks Music Corp., Nino Oliviero, Domenico Colonna, Martin Grisedd, Raymond Jessel
All You Need Is Love - Macen Music Inc., John Lennon, Paul McCartney
Almost Persuaded - Al Gallico Music Corp., Glenn Sutton, Billy Sherrill
Baby I Need Your Loving - Jack Lewis, Buddy Holland, Brian Holland, LaMonte Dozier
Born Free - Screen Gems-Columbia Music, Inc., John Battle
By the Time I Get To Phoenix - Johnny Rivers Music
cabaret - Sunbeam Music Corp., Fred Ebb, John Kander
Call Me - Duchess Music Corp., Tony Hatch
Can't Fight the Feeling of You - Saturday Music, Inc., Seasons Four Music Corp., Bob Crewe
Don't Sleep In The Subway - Duchess Music Corp., Tony Hatch
Don't You Care? - Beechwood Music Corp., Gary Beibler, John Lennon, Paul McCartney
The 57th Street Bridge (Fiestin' Groovy) - Charing Cross Music, Paul Simon, Springtime
For What It's Worth - Colitis Music, Inc., Springdale Toones, Stephen A. Stills
The Girl From Ipanema - Samba Music Corp., Norman Grimaldi, Antonio Carlos Jobim
Green Green Grass of Home - Tree Publishing Co., Inc., Bob and Earl
Groovin' - Silver Publishing Co., Felix Caveliere, John Lennon, Paul McCartney
Hello, Hello - Great Honesty
Music, Inc., Peter Kraemer, Terry MacNeil
Here's That Feeling - Happy Faby - Mainstay Music, Inc., Cat Stevens
I'm All Alone - Daywin Music, Inc., Mark Lindsay, Terry Melcher
I'll Take It Back - Saul Mcllpi Music Co., Perry C. Bue, James B. Cobb Jr.
If I Were Made to Love You - Jobete Music Co., Inc., Henry, Coty, Cities of the Sun, Miki Luz Hardaway, Stevie Wonder
I'm Feeling Fine - Screen Gems-Columbia Music, Inc., Johnnie manic, Earl Sweatman
Jenny - Screen Gems-Columbia Music, Inc., Johnnie manic, Earl Sweatman
It's A Very Strange World Today - Freeway Music Corp., Dale Rosse
Jobete Music Co., Inc., Eddie Holland, Brian Holland, Lamont Dozier
Kind of a Drag - Daphne Music Corp., Bag of Tunes, Inc., John Lennon, Paul McCartney
Lady - Roosevelt Music Co., Inc., Henry, Coty, Cities of the Sun, Miki Luz Hardaway, Stevie Wonder
Lady - Screen Gems-Columbia Music, Inc., Johnnie manic, Earl Sweatman
Lover's Theme - Screen Music Corp., Inc., Donny Osmond
Loved You - Faithful Virtue Music, Inc., John B. Sebastian
Mary In the Morning - Parno Music, Inc., Richard M. Rosen, Michael R. Murkoff
Morning Sun - Zawlin Music, Jozef Zawinul
Michelle - Macen Music Inc., and Bob Crewe
Michelle - Blue - Talmont Music Co., Bob Montgomery
Merry Christmas Mr. Lawrence - E. B. Marks Music Corp., Michael Colaco, Michael Colaco, Norman Newell, M. Carenlioto
Meet Me in St. Louis - Sunbeam Music Corp., Allan Reuss
Nashville Cats - Faithful Virtue Music, Inc., John B. Sebastian
Never My Love - Cumberlidge Music Inc., E. B. Marks Music Corp.
Oh My Lady - Standing Tall Music, Inc., John B. Sebastian
On Second Thought - Sunbeam Music Corp., Allan Reuss
So Long - Sunbeam Music Corp., Allan Reuss
The Sound of Music - C. C. C. Music Co., C. C. C. Music Co.
Spanish Eyes - Roosevelt Music Co., Inc., Henry, Coty, Cities of the Sun, Miki Luz Hardaway, Stevie Wonder
Strangers in the Night - Roosevelt Music Co., Inc., Champion Music Corp., Bert Berns
Summer Breeze - Butterfield Music Corp., Duchess Music Corp., Torrie Arthur
Summer Of Love - Sunbeam Music Corp., Allan Reuss

113 Writers & 70 Pubs Win BML Awards; Bricusse & 'Stupid' Cited

NEW YORK - BMI Awards for the most performed BMI songs from 1966 were presented to 113 writers and 70 publishers of 97 songs. Two special citations were presented to John Lennon, currently on tour with the Animals, an Oscar winner, and to C. Carson Parks (now with ABC-Paramount's "Something Stupid," the most

Executive Turntable

Joe Fields, vice-president of Prestige Records, has resigned. He will announce his plans later. . . . Michael McCormack has been promoted to manager, administration, for Epic Records. He will be responsible for reviewing and allocating expenditures for the labels. McCormack, who has been with CBS Records since 1960, will report to Mort Hoffman, Epic's director of sales...

Revamped Orpheum Plans Broad Attack

NEW YORK — Epic Records is cashing in on the success of "Long Ago and Far Away," NBC-TV's comedy show, "Laugh-In." There has been a resurgence of interest in the two-year-old Epic album, "The Humor of Rooly and Martin," and "Love Is A Wonderful Thing." A new album in the works. A release date of fall is planned.

Rowan & Martin's NBC-TV show recently won Emmy Awards for "Outstanding Musical or Variety Special" and for "Outstanding Musical or Variety Series.

Sunday Will Never Be The Same

Sweet Music—Roosevelt Music Co., Inc., Bert Kaempfert, Harry Warren; Van Gelder, Shuffle

Ethnic and religious music has been a growing market in recent years. It has been estimated that more than half of the recorded music in the world is now considered as ethnic or religious. This growth has been attributed to a variety of factors, including increased tourism, migration, and the rise of global culture. Religious music has also gained popularity as a form of spiritual expression and a way for people to connect with their faith.

In conclusion, the world of music continues to evolve and expand, with new genres and styles emerging all the time. The future of music is likely to be shaped by a combination of technological advancements, social trends, and cultural influences. As we look ahead, it is clear that music will remain a powerful force for bringing people together and expressing our shared human experiences.
BILLY VERA
(OF "STORYBOOK CHILDREN" FAME)
WITH A MAGNIFICENT
SOLO RENDITION OF A
FANTASTIC NEW SONG*
"WITH PEN IN HAND"
ATLANTIC 2526
PRODUCED BY: CHIP TAYLOR
ARRANGED BY: ARIF MARDIN
COMPOSED BY: BOBBY GOLDSBORO
* SONG SUGGESTED BY: JOE GALKIN
ROBERT SOUR, past president of BMI, turns over the gavel to new president, Ed Cramer.

BOB CREWE and music professional manager, Larry Weiss, right, accept awards for "Can't Take My Eyes Off You" and "Silence is Golden."

ACCEPTING AWARDS for "Respect" are Joe Galkin, left, Mrs. Otis Redding, and Phil Walden.

ACCEPTING AWARDS for "Green, Green Grass of Home" and "Walking in the Sunshine" are Curley Putnam, Buddy Killen and Jack Stapp. From left Cramer, Putnam, Killen, Stapp and Theo Zavin of BMI.

WESLEY ROSE, right, and John D. Loudermilk accept awards. It was the 49th for Acuff-Rose Music.

MARSHA SHARP receives her award for writing "The Single Girl," one of two she was awarded during the night.

NESUHI ERTEGAN AND JERRY WEXLER, right of Atlantic Records make a trip to the stage for awards on "The Beat Goes On" and "For What It's Worth."

AL GALLICO receives award with (behind Gallico) Leon Ashley, producer-writer, and Billy Sherrill, right. Margie Singleton is behind Miss Zavin.

JOHN EASTMAN accepts award for Eastman Music. King Curtis orchestra played a part of the songs receiving awards.

WRITER BEN PETERS, right, and Shelby Singleton receive certificate for "Turn the World Around The Other Way."

SID BERNSTEIN accepts "Groovin'" award for writers Felix Cavaliere and Eddie Brigati.

"THANK THE LORD FOR THE NIGHT TIME" earned Jeff Barry and Neil Diamond, right, awards.
they rode "The Unicorn" to a smash... now

THE IRISH ROVERS are at it again!

(the puppet song)

"Whiskey on a Sunday"

www.americanradiohistory.com
Eggroll," producer seven believes writers, and groups "have been more minstrel machines," believes Terry Schoemann, head of Verve/Folkways Records. Schoemann, one of the trailblazers of progressive rock stations, noted such acts as Richie Havens, the Blues Project and the Cars. "I think progressive rock radio stations are on the right track—not only for the sake of the artists and the record companies, but themselves. If program right, they're going to be successful." He said he based his theory on not only his experience as a record man, but on the current success of progressive rock format stations.

Mersey to Use 'Effects' in Scoring His Debuts Movie

LOS ANGELES — Record producer/director Jimmy Savo of the first motion picture, plans using recording effects in the music. Recently moved here after seven years as Columbia Records top Eastern pop producer, Mersey is creating the original soundtrack recording for the new CBS feature film, Cinema Center Films. The film, "With Six You Get Eggroll," is scheduled for an August release. Mersey estimates he'll write enough music for a soundtrack album. He plans four themes, two recording during Miss Day will score the title tune, "You Make Me Think About You," written by Mersey in collaboration with Bob Hillard for an ill-fated

Broadway musical, "Stick Your Neck Out." Mersey will record the music as he would a regular disk session, but will develop unusual sounds in the editing process. He is thinking about using techniques used to "fragment" the sounds of instruments, especially the main title music. Rather than merely recording on a Hollywood soundstage and adding the music to the film, Mersey says he will add echo and other gimmick effects not normally associated with film scoring.

Mersey, who as a Columbia producer, recorded Andy Williams, Johnny Mathis, Aretha Franklin and the Stax-Stones, will continue to work for the company as an independent producer.

Two Masters Are Acquired by Atco

NEW YORK — Atco Records picked up two masters last week. The first, "I Only Knew Then," by Jimmy (Soul) Clinton, is another Atco hit, and the Mira label, produced by Ollie Macloughlin. The recording will be released on Macloughlin's Karen label and distributed by Atco.

The second is "It's You For Me," by the Amazers. It's on the Thomas label owned by Eddie Thomas of Chicago. The record, produced by Curtis Mayfield, will stay on Thomas and be distributed by Atco.

The International Music-Record Newsweekly

Now in its 73rd year of industry service

Billboard

Bilboard SPECIAL SURVEY for Week Ending 6/8/68

Meggan McDade of Crystal Lake, Ill., took honors in the pop category, while the Sur- rys, as Alabama, from Texas, were declared winners in the rock category. Finals for the contest, which began May 1, were held in Chicago's Orches- tral Hall.

CHICAGO — Mercury presented awards to a 14-year-old folk singer and a seven-member r&b group in a "Big Break" contest sponsored here by radio station WLS.

TRO Pitch in Wilder Works

NEW YORK — The Rich- mond Organisation will begin a promotion campaign on the 19th for Sid Vicious's A de luxe book of Wilder's ma- terial and promotional packages, will be sent out to ad- men, independent producers and artists in major territories.

Assembled by TRO's production manager, Judy Bell, the book will feature Wilder's poems, songs and classical forms, including chamber works, music and lyrics for such songs as "Winter of My Discontent," "To Me," "Should You Come to Me?" and "Lovers of New York." Among the last two songs written by Wilder.

Wilder's works done in col- laboration with four writers: Franz Landeman, Marshall Bar- ner and Edward Eager will also appear in the collection.

Chattanooga Studio On Opening Day

CHATTANOOGA, Tenn. — The Chattanooga Recording Studio will open Monday in the Go-Go Club Building at 1077 Duncan Avenue. The eight- channel recording facility will be equipped with several战斗 and other equipment. The staff of five groups are available for recording sessions. Sonny Limbo is engineering director. The studio will rent for $20 an hour plus tape for master sessions.

2 Firms Formed By Capitanelli

NEW YORK — Arnold J. Rodes of American Stock- age (ASCAP) have been appointed by Arnold Capitanelli, presi- dent of Rodes, as General Manager of the two firms.

"Love" and "Move in a Little Closer" by the Victortones, is the first release on the Arnas J. label. The single is being dis- tributed by Roselle Sales. The Inmates and the Femi- niques also have signed with Ar- nas.

Capitanelli and O'Connor, who recently acquired the investors' disk, will share ad duties. Their offices are at 300 West 55th Street. Both firms are seeking new clients.
Here he come!
Climbing high!

THE FIRST AND ORIGINAL
HERE COME DA JUDGE
ON MARQUEE 443 by the
BUENA VISTAS

MSK PRODUCTIONS/INC.
MARQUEE • KOOL KAT
M-S • DEARBORN

www.americanradiohistory.com
Little Uniform About Union Gap Except Appearance and Success

By Ed Ocles

NEW YORK — The Union Gap, Columbia Records group, has a hit single that reads like a testimonial for rock royalty: records can be found in the Top Ten. Success can be plotted as a rising vertical line on a sales graph, future guaranteed with the fine voice of lead singer Gary Puckett and, two tries, two hits.

With "Woman, Woman," their first release, "Young Girl" and "Lady Wildpepper," their latest, the Union Gap has added the rock ballad to the pop music repertoire. Unlike high-voltage psychedelics and the low-down "soul" sound, the group's music features clear, likeable lyrics and a sing-along atmosphere.

"When we recorded 'Woman, Woman,'" says Puckett, "we still do hard rock and other kinds of music. When an audience comes to hear us, they come to be entertained. We don't just lip-synch our records and say goodbye. We perform centuries of giving a full and diversified performance."

Dressed in Civil War uniforms, the five-member group has appeared on the "Ed Sullivan TV Show" and has added two chart LP's and seven gold record singles. Says Puckett, "The uniforms give the group an identity, besides being colorful. The first time we wore them was for a dance over a bowling alley in San Diego. To reach the room, we had to walk through a parking lot and the bowling alley - and that meant crowds of people. We were so embarrassed that we all went at the same time, bumped together, with overflow into the bowling alley. By the year since the group started, we could do the Union Gap uniforms in the South. "They were the greatest audiences," says Puckett, "except for the old people. They didn't like the idea and we didn't dare wear the uniforms.""The Union Gap is playing colleges and concerts on the East Coast until mid-June, when they return to the recording studio for what Puckett describes as "a thing that's completely different from anything that anyone's done so far. We feel we have more talent between us than any other groups. We can add a few new instruments and read music. And Puckett is not the only one. His words are as good as gold.

SAYS KENTON:

Student Jazz Bands Decorate Ivery Circuit

LOS ANGELES — Stan Kenton hears a music explosion on the West Coast. And he doesn't know how this development will break through to the general public.

Long an advocate of working with young musicians, Kenton, who has a number of students bands playing around the country, portends a healthy state for musical expression.

"These bands aren't playing rock and roll," says Kenton. "They play the charts by Glenn Miller and me, they're playing modern things," Kenton says.

Kenton has been working a limited number of college concerts with his band and says that the students are enthusiastic when they hear a large jazz orchestra. He sees this acceptance of the riding circuit by Kenton is the Ivery circuit but is perplexed because the state of jazz off campus just doesn't equal this enthusiasm.

Kenton spends much time just seeing college bands continue. He is also working with a junior version of his Neoplastic Orchestra in Southern California and says there has been a movement to develop an East Coast Neoplastic organization. Kenton is quick to praise the professionalism of the musicianship he hears on college campus in the "that could form the nucleus for tomorrow's jazz band. Or professional bodies for modern bands working today. They have had a film crew following him on his concert dates to obtain footage for a possible TV special. He says the film is presently being edited, although none of the networks has taken much interest.

The leader divides his time among college projects, film, working with the National Assn., of Recording Artists and his professional band.

On this front, he is recording for the Capitol band, now in five-year-lance production. A possible future project is an instrumental LP of "Finian's Rainbow."

Roots of Jazz Festivals

HAMPTON, Va. — The Roots of Jazz will be a highlight of Hampton Institute's jazz festival, June 23-27. A financial contribution from Pepsi-Cola enabled the school to book such performers as Earl "Fatha" Hines and his quintet, Muddy Waters and his blues band, singer - guitarist Skip James, pianist Willie (The Lion) Smith and the Hampton Institute Band from New Orleans.

The基本 jazz program extending over three evenings, is produced in association with the National Association of Jazz bands. Scheduled to perform June 28 are the John Coltrane Sextet, Cannonball Adderley, Archie Shepp, Thelonious Monk and the Hampton Institute Band from New Orleans. June 29 are Jimmy Smith, Ramsey Lewis, Dizzy Gillespie, Count Basie, Gary Burton and Nina Simone.

Wide-Ranging Concerts Set For Pa. Academy of Music

PHILADELPHIA — Thirty concerts at the Academy of Music include a variety of artists - Guy Lombardo and Ravi Shankar to YeHUDI Menuhin and the Philadelphia Orchestra. The series has been arranged by Moe Septer for the Academy. The series begins June 26 with "Fiddle" Stars of the 1966-1969 season.

For the first time, Septer introduced the concert series on Sunday afternoon performances. The academy will participate in the Masonroz Dance Co., Obesta Baltic Festival of Ballet and the Mexican troupe, "The Master Piano Series, introduced this season, will be scheduled for seven concerts including Jeanne-Marie Darre, Artur Rubinstein, Grigory Sokolov, Vladimir Ashkenazy and Peter Serkin. The regular concert series will take in 11 events, running from pianist Andre Watts to American baritone, HENRY TAMBORINO, at YeHUDI Menuhin to the Moscow State Symphony. Special interest is in the two major special events taking in Van Cliburn, Ravi Shankar, guitar and the "Golden Mantovani, Guy Lombardo, Vienna Boys Choir, Dinka and "Golden Beetles" for a Gilbert & Sullivan piece, and baritone Dietrich Fischer-Dieskau in 'Die Schoene Mullerin." Each of the four concerts was sold on a subscription basis with remaining tickets put on sale for the public as single buys.

Wilson's Hilarious Bit Makes Patrons Flip

NEW YORK — Flip Wilson was at his hilarious best in the first of two "The Flip Wilson Show" specials. "Neighborhood People" and "Kiddo." He also closed the program, being on for almost two hours, with such comic talents as David and Gollath, Christopher Columbo and "Tiny and Toon." Most of his material appears on his two previous LP's, "Flip Wilson and Colored People" and "You Devil You!" But, Wilson is one of those comedians whose delivery can draw hearty laughs from material familiar through his many TV appearances and recordings. And his high-pitched falsetto, which sounds same whether he's burlesquing Bathsheba or Queen Elizabeth, is sufficiently effective.

While Wilson's extended shtick was frequently developed, one bit seemed to have worked. Wilson, performing as Sandy, the limousine driver, seemed that Jackie and Roy, although performing well, were on a "high," the bit continued. When much of the audience was watching television, Wilson said, "there's no denying that Jackie and Roy Kral in their program of about a dozen numbers maintained their usually consistent high level. Beginning with their vocal treatement of "Norwegian Wood," and ending with another Beatles number, "Lady Madonna," they were in fine voice and Roy seemed to have fun with his electric piano, which he played well. The whole program is a good, effectively changed mood in the closing piece. A high spot of their program was that performed by Jackie, "Someone Singing," which Roy said would be on their first Capitol album. Their two voices properly projected, this comical bit made this number outstanding, possibly even with single sales. Other numbers were "The Sound of Music," "It's Now or Never" and "I'm for Love," with Pat Boone's "Love Me Tender," "Scklery," "The Four Preps" and "The Areos," with have good support from Andy Mors- man, the organist, and Jimmy Molinar, drums.

RANKIN, accompanying himself on his guitar, sang just four numbers, including "Cotton Candy (One Last Time)," "Here's That Rainy Day," "Fifty-Fifty," both on his first Mercury album. Almost singing to himself, Rankin was recorded, with an audience clamoring for more. The start of this show was delayed, because the first show ran over.

FRED KIRBY

8X10 PICTURES

LEATHERBOUND FRAMES

ORDER NOW! Send an original 8x10 picture to us with the request for a LEATHERBOUND FRAME. Each frame is individually made from genuine leather. The frame size is 8x10 and the opening size is 5x7. Pictures are made in many attractive styles and in a variety of materials. It's like having a work of art on your desk. The frame is made in two sizes, 8x10 and 5x7. The price for the 8x10 frame is $17.50 and the price for the 5x7 frame is $10.00. Additional 8x10 frames are $15.00. Add $2.00 for shipping and handling. Please allow 4-6 weeks for delivery. FREE POSTAGE AND HANDLING! 88 POSTAGE PAID

TALENT AUDITIONS

If you have a program suitable for casting, please contact us: Women's Men's or Service Clubs Chris Centers High Schools

Director General The National Platform Association 3840 North A

Talents must contribute to satisfaction before national bureau managers and agents attending The National Platform Association conventions. Each convention is held in a different city each year. All applications must be in to be considered. Auditions are limited.

For information, write to:}

JUNE 8, 1968, BILLBOARD
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Sound System Is Below Par But Ames a Winner

LOS ANGELES—Ed Ames' concert at the Melodyland Theatre hit numerous highs and a few lows, the latter because of a raspy sound system. When he wasn't bothered by the sound — Ames abandoned the microphone several times — his repertoire came over in fine fashion, drawing much applause for "My Cup Runneth Over" and "Who Will Answer?" His reading of "Try to Remember" from the "Fantasticks" was flawless.

Ames, whose powerful baritone voice has made him a strong attraction on the concert circuit, scored well with a contemporary medley of tunes popularized by the Beatles and the Mamas and Papas.

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15
turn on

"the lights of night"
dy 916

mitch Ryder on the Road to Reverberations 'Round the world
"good morning starshine

dy 915

eddie hazelton

on the horizon of hits

from the broadway production of hair
Soul Stations on Attack To Squash Summer Riots

**Continued from page 1**

personalities and radio stations in controlling youngsters has never been better. To keep the city cool, we here at WLQO started a Youth Job Opportunity Program designed in line with prospective employers know the availability of youth and for the employers, through this service to inform the youth of jobs available.

"The air personalities of WLQO are all activity involved in every phase of community affairs. We have planned picnics, special record hops, and other forms of activities of interest to the teen-agers. We are also in the midst of preparing summer tours to our state parks, and we are working closely with the Vernon Recreation Commission to establish a community teen-age night club," Summers said also that the leading R&B radio station was working with the churches and the Lewisville and Jefferson County Human Relations Commission to formulate more programs and ideas for the teenagers.

Public Service

KNQK in Fort Worth, Tex., provides public service air time to those organizations directly associated with youths in the Dallas-Fort Worth area, specifically YMCA programs, church programs, neighborhood action committees, Youth Quake Commissions, various War on Poverty programs, and local Police Department sponsored youth organizations. The station also publishes job opportunities available. Jim Wall, program director, said that "KNQK air personalities have donated their time to records that are a part of assisting local police efforts. Gene McIntyre, KNQK personal air personality, even participates in the meeting of the Fort Worth Community Relations Commission which is designed to afford all groups an opportunity to air their programs, problems, and pose possible solutions to problems that might exist in the city... the most significant being that of "communications" between various ethnic and white groups in the city.

Community Relations

WOKS-FM, Baltimore, Md., is doing an outstanding job in暨tntality relations. Ken Woodfin, general manager of the 24-hour Negro-programmed station, said that WOKS presents a daily "Negro Today" show, three months, aired from noon to 1 P.M., saying the program is "a typical taste of the south." The program is designed to bring employees to the glued to the air. Businessmen and industries that need them. "This program has a tremendous audience among top Negro and the business community and it is designed to bring Negro personalities and are also in contact with the youth of the area and help to sit in a situation.

Although soul radio stations seem to be leading the way at establishing better relations between the Negro and the rest of the nation, other stations are also involved. KGDN in Seattle, for example, should be commended for their effort in supporting recent open housing petitions. Teachers like it is, the station stated on the air: "Due to the immediate aftermath of the recent and tragic assassination of the Reverend Martin Luther King Jr. of Atlanta, our station is proud to say that it is more than one hundred of its major cities the result of the recent civil rights and spair within the black community. Those feelings, fanned by what now appears to be a case of premeditated murder, brought about the deaths of innocent people and needless deaths. As the white hot feelings begin to cool, it is important that we work towards the betterment of this one thing: We cannot afford to kid ourselves any longer about the human race, which can erupt at anytime. We will not live in fear, and we will move on for one more day."

The editorial then discussed the broadness of the situation was pointed out that "the day of lip service is long gone." Soul station WUBP in Huntsville, Ala., is another station that is working hard toward harmony among the races. KELP program director and station manager of the 5,000-watt station, said the station "puts in an hour of programming personally to inform the people of available job opportunities and possibilities.

KOY Is Trying for a New Image

PHOENIX — KOY, 5,000-watt Southern Broadcasting station that covers Phoenix, last week to achieve a new image. Terrell L. Metheny former national program director of the chain, already has dropped a 9 a.m.-1 p.m. talk show featuring Bobby Joe Cap. The slot is being filled with music. He has hired three new air personalities and is seeking more.

Although Metheny, who worked under the professional name of Mitch Michaels when he was a disk jockey in Los Angeles, came out to spell out precisely what the new KOY format would be, he did reveal an air personality mix that would be an extra attraction for a total audience appeal. That mix could end up much like KTHO in format. KTHO, incidentally, operates much like a top 40 radio station, according to Metheny, "but the music is different. People call it middle-of-the-road music, but I think it has total audience appeal. I try to program every station, whether it's middle-of-the-road or top 40, to reach the largest segment of the audience possible. I'm convinced that in some markets, this could be done with country music... or even R&B." One thing for sure, KOY will feature music, with news limited to the major announcements. The changes will take place gradually over the next 3 months. An evening talk show will be retained. The station will air at listeners 18-35 years old, meaning that the "Good Life" format on Frank Sinatra mixes with Fifth Dimension as it would the rule-of-thumb. Bill (Bob) Kelly) Bosse, who had formerly worked as program director of KTHO is the station manager and program director of KOY.

Metheny stated in radio at Fort Worth in 1955 as a staff announcer, then was KOY's program director, gave him a scholarship to Texas University and he worked at KOY. He then worked as an executive. KOY isn't set as defray as such, until 1957 at KANS (now KLOE) in Wichita, Kan. It's success there led to his first work up to become a program director. During his career, he has worked at KWLS, Jefferson City, Mo.; KOY, Fort Worth, Tex.; WQOQ, Kalamazoo, Mich.; KULU, Washington; WQXJ, Atlantic, and WABY, Albany, N. Y. He moved to Southern in March 1960 after serving three and a half years as vice-president of programming for WKLO, Louisville.

EMEES OF A CONCERT by the Turks at a Cleveland Heights high school recently were Chuck Duraway, left, and Bill Brewer, Branson, right, two air personalities, seen here chatting with Mark Volman of the Turks.

**PROGRAMMING AIDS**

EDITOR'S NOTE: The Programming Aids Service is intended to show what's happening at radio stations around the nation in regards to records... primarily records not yet on the chart or on the bottom of the chart. In coming weeks, the service will be expanded to more easy listening and r&b stations. Best Pick is a record that has a chance to go all the way. Biggest Hit is a record by a new artist or established artist who hasn't had a hit recently that could go all the way. Biggest Hit is a record that is getting most requests and sales in area.

**HOT 100 RADIO**

JACKSONVILLE, Fla.: WAPE program director Ike Lee—Best Pick is "Tiny's Jack Flash," from the Rolling Stones, London: Best Leftfield Pick is "Sally Had a Party," by the Flavor, Columbia: Biggest Happening is "Pingo Thru the Tullas," by Tiny Tim, Reprise: Biggest Leftfield Happening is "Bobby Sege System, Capitol." ("Angelina," Genesis, Smash, also sounds good.)

GAYLORD, Mich.: WATC program director Bill Scott—Biggest Happening is "Quando Miminamos," by the Standipers, A&M; Biggest Leftfield Happening is "Zabulok," by Horst Landowski, Mercury (we have also pulled two good things off albums that could be hit if given enough exposure: "Sunny," by the Doodletwips Fingers, and "Yellow Days," by Anita Bryant). The two biggest records in our area are "Mrs. Robinson" and "Do You Know the Way to San Jose," by Dionne Warwick, Scepter. (A song that could be a big hit is the flip side of "The Look of Love," by Sergio Mendes & Brazil '66, a thing called "Like a Lover.")

LYNCHBURG, Va.: WILL music director Jerry Rogers—Best Pick is "Be Young, Be Foolish, Be Happy," by the Tune, ABC; Best Leftfield Pick is "Rain," by Randy Wallace, Enterprise; Biggest Happening and Biggest Leftfield Happening is "Rocked Soul Music," by Country Joe & the Fish, Vanguard.

SPokane, Wash.: KGA program director Jim Sims—Best Pick is "This Guy's in Love With You," by Herb Alpert & the Tijuana Brass, A&M; Best Leftfield Pick is "Max Arthur," by Richard Harris, Dunhill; Biggest Happening is "Mrs. Robinson," by Simon & Garfunkel, Columbia; Biggest Leftfield Happening is "Bring a Little Lovin' Back to / the Neighborhood," by Peter, Paul & Mary, KGA.

EL PASO, Tex.: KELP program director and air personality Charlie Russell—Best Pick is "Indian Lake," by the Cowwills, MGM; Best Leftfield Pick is "Here Comes the Judge," by Shorty Long; Best Leftfield Happening is "Shirley Temple Curls," by Mike Kelly, Megophone ("Tighten Up," by Archie Bell, Atlantic, is still big seller here).

DAYTON, Ohio: WING music secretary Karen Cunningham—Best Pick is "Funny Man," by Ray Stevens; Best Leftfield Pick is "Both Sides of the Wall," by Bobby Darin, Epic; Biggest Happening is "Wishing Away," by Clarence Carter, Fame; Biggest Leftfield Happening is "Be Young, Be Foolish, Be Happy," by the Tune.

**Vic Ames Bowing a Daily Variety Show on KATV-TV**

LITTLE ROCK, Ark.—The Vic Ames Show," a daily hour variety show, bowed on KATV-TV here May 20. Vic Ames, a singer, will host the cologne at 11:30 a.m. before an audience of 150 people. Ames is a member of the Ames Brothers and will blend personalized with music on his show.

"We plan a flexible format which is sure to show us to have a good time with our audience," Ames said. "I plan to try during the show is that we will Judy Pryor, who is the show's Girl Friday. We'll also use the versatile talents of the Honky Shanks.

Among the artists guesting on the first week of shows were Frankie Avalon, a college student who has played in bands, pianist Pat Higgs, and the Contemporary Jazz Sextet. Filmed interviews with Andy Williams and pianist Peter Peter were released. Ames said he intends to show meantime to travelers and entertainers from throughout Arkansas and the southwest, as well as national guest celebrieties.

**Continued on page 22**

KELP AIR PERSONALITY PAT WHITE welcomes the Motivators, an El Paso, Tex., group, to the studios of the Hot 100 format station. The station's "Ode to Loneliness," on Coronet Recordings, is a big El Paso hit.

JUNE 8, 1968, BILLBOARD
Out pops the hit!

"Eleanor Rigby"
b/w "Understanding"
ABC 11090
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The New York Hilton, New York City

Billboard's Radio Programming Forum starts Friday.
The most authoritative study of Radio ever organized.
This is your last chance to 'get with' the Radio industry.
Don't miss it—it's your business!

FRIDAY, JUNE 7
2:00 P.M. - 3:30 P.M.
SESSION 1 NEW TRENDS AND INFLUENCES IN RADIO
Chairman: Harvey Glascock, General Manager
WNEW, New York City
Management's Involvement in Radio
Programming
Elmo Ellis, General Manager
WSB, Atlanta, Ga.
Radio Programming as a Force in Moving
Consumer Goods
Edmond Bunker, Vice-President
Interpublic, Inc., New York City
Radio Station-Record Company Relations
Gordon B. McLendon, President
McLendon Broadcasting Corp., Dallas, Tex.

SESSION 2 MODERN COUNTRY MUSIC
Traditional vs. Modern Country Music
Jay Hoffer, Vice-President
Station Operations, KRAK, Sacramento, Calif.
Should You Switch to Country Music—How?
Bill Hudson, President
Bill Hudson Assoc., Inc., Nashville, Tenn.

SESSION 3 WHAT'S HAPPENING IN R&B?
How We Made R&B No. 1
Lucky Cordell, Program Director
WYON, Chicago, Ill.
Why R&B Stations Are Worrying About
Demographics
Bill Summers, General Manager
WLDU, Louisville, Ky.

SESSION 4 EASY LISTENING AND HOW TO USE IT
The Changing Sounds on Easy Listening Stations
Ken Gaines, Program Director
WHK, Cleveland, Ohio
Forget the Hits and Play Good Music to Build
an Audience
Jon Holiday, National Program Consultant
Bonneville Int'l Corp., Kansas City, Mo.

SESSION 5 PROBLEMS CONFRONTING THE ROCK FORMAT
What's Rocking Rock Ratings and How to
Combat It
Stanley Kaplan, President
WAYS, Charlotte, N. C.
How Soft Must You Go to Broaden Your
Audience Base?
Dick Starr, Director of Programming
AVCO Broadcasting of Calif.
San Francisco, Calif.

SESSION 6 TRENDS IN FM
The Explosion Called FM
Abe J. Voron, President
Netl Assoc. of FM Broadcasters
What Format Works Best on FM and How to
Program It
Walter A. Schwartz, President
ABC Radio Network, New York City

10:45 A.M. - 12:15 P.M.
SESSION 7 RADIO PROGRAMMING PERSONNEL
Hiring, Care and Feeding Your Program Group
Paul Drew, Programming Consultant
WIBG, Philadelphia, Pa.
How to Move Up in a Radio Career
Gene Taylor, General Manager
WLS, Chicago, Ill.

SESSION 8 HOW RATINGS WORK
Laurence Roslow, Associate Director
Pulse, Inc., New York City
Roger Hoeck, V.P., Radio Sales
American Research Bureau, New York City
Frank G. Stisser, President
C. E. Hooper, Inc., New York City

SESSION 9 THE AIR PERSONALITY
Should the Deejay Control His Own Show?
Paul Berlin, Deejay
KNZU, Houston, Tex.
How to Pattern Records—Humor, Talk, Gimmicks
Gary Stevens, Deejay
WIMC, New York City

SESSION 10 PROMOTION
Promotion on the Air
Ken Draper, General Manager
WCFL, Chicago, Ill.
Promotion Off the Air
Jerry Glaser, General Manager
WENO, Nashville, Tenn.

REGISTER NOW!
SESSION 11 COMMUNITY INVOLVEMENT FOR RADIO

Mark Oids, Exec. Vice-President, General Manager
WWRL, New York City
Don McKinnon, President
KSON, San Diego, Calif.

12:30 P.M.

LUNCHEON HOW MUCH FREEDOM FOR THE DEEJAY?
Nicholas Johnson, Commissioner
Federal Communications Commission

2:30 P.M.-3:45 P.M.

SESSION 12 PROGRAMMING COUNTRY MUSIC
Success With Part-Time Country
Mike Hoyet, Program Director
WHO, Des Moines, Iowa
Getting the Teens With Country
Bill Bailey, Program Director
KIRR, Houston, Tex.
SESSION 13 WHAT MAKES FOR UNIQUENESS IN R&B?
The R&B Personality and the Changing Scene
Charles Derrick, Program Director
WOIC, Columbia, S. C.
Problems in Formulating R&B
Enoch Gregary, Program Director
WCHB, Detroit, Mich.
SESSION 14 EASY LISTENING
Last Home of the Big Personality
William B. Williams
WNEW, New York City
What Makes a Good Easy Listening Show
William S. Sanders
WWDC, Washington, D. C.
SESSION 15 PROGRESSIVE ROCK
How to Make It on a Hot 100 Station
George Brewer, Program Director
WXIX, Cleveland, Ohio
How to Program Progressive Rock Full Time
Ron Elz, Operations and Program Director
KSHE, St. Louis, Mo.
SESSION 16 THE RECORD PROBLEM
The LP Out—How Do You Find the Right One?
Rick Sklar, Program Director
WABC, New York City
The Music Director’s Dilemma... Discovering Hits
Bob Paiva, Music Director
WPOP, Hartford, Conn.
4:00 P.M.-5:30 P.M.

SESSION 17 PROGRAMMING AND RECORD PROMOTION
The Station’s Problem in Record Distribution
Emmy Tannen, President
WEZ, Chester, Pa.
The Changing Scene in Record Promotion
David Moorehead, Nat’l Program Director
WOKY, Milwaukee, Wis.
SESSION 18 HOW TO GET MORE NATIONAL ADVERTISING
The National Time Buyer and Station Programming
Victor Mangini, Vice-President in Charge
Advertising
Thom McAn, Inc.
Decisions in Radio Advertising—How and Why
Richard Olson, Acting Unit Director Media Programming
Ted Bates & Co., New York City
SESSION 19 WHAT’S HAPPENING IN MUSIC TODAY
Felix Pappalardi, Record Producer
New York City
Danny Davis, Chief of A&R
RCA Victor, Nashville, Tenn.
SESSION 20 RECORD PROMOTION TODAY
Don Graham, National Promotion Director
Lenny Salidor, National Promotion Director
Decca Records, New York City
Neil Bogart, Vice-President & General Manager
Buddah Records, New York City
SUNDAY, JUNE 9
10:00 A.M.-12:00 P.M.
SESSION 21 THE PLAYLIST—LONG? SHORT? HOW? WHY?
Bill Drake
Drake-Chennault, Los Angeles, Calif.
Russ Barnett, Director of Programming
KMPC, Los Angeles, Calif.
Don Owens, Director of Reviews and Charts
Billboard
12:30 P.M. LUNCHEON CHAIRMAN GENERAL SESSIONS
SESSION 1 Harvey Glascock, General Manager
WNEW, New York City
LUNCHEON Hal Cook, Publisher
SESSION Billboard, New York City
SESSION 21 Claude Hall, Radio-TV Programming Editor
Billboard, New York City
CONCURRENT SATURDAY SESSIONS
SESSIONS 2 & 7
Harold Kreslein, President
Plough Broadcasting, Memphis, Tenn.
SESSIONS 3 & 8
Frank Ward, Programming Consultant
New York City
SESSIONS 4 & 9
Ted Randall, Programming Consultant
Los Angeles, Calif.
SESSIONS 5 & 10
William Meeks, President
PAMS, Inc., Dallas, Tex.
SESSIONS 6 & 11
Howard Kester, Vice-President & General Mgr.
KTY, San Francisco, Calif.
SESSIONS 12 & 17
Lee Zhito, Editor-in-Chief
Billboard, New York City
SESSIONS 13
Don Owens
Billboard, New York City
SESSIONS 14 & 18
Robert Wogan, Vice-President, Programs
NBC Radio Network, New York City
SESSIONS 16 & 20
Hal Moore, Program Mgr.
WKYC, Cleveland, Ohio
SESSIONS 15 & 19
Murray (The K) Kaufman
REGISTRATION FEE: $100.00 PER PERSON
($125 after June 1, 1968)
Fee includes attendance at all sessions, work materials and lunch on Saturday and Sunday. IT DOES NOT
INCLUDE HOTEL ACCOMMODATIONS.
Payment must accompany order. Please send registration and check to: Radio Programming Forum, 9th
Floor, 300 Madison Ave., New York, New York 10017.
LOS ANGELES — XERB is trying to strengthen its rhythm and blues sound by eliminating purchased time on non-musical programs. The station's first move along these lines is to slot Jack, its screaming, controversial disk jockey, in the 4:30-6 a.m. period. All other programming that day is taped religious shows based on time bought contracts.

The station airs re-broadcasts on Saturday nights, with religious shows running from 6-9 and a gospel show filling out the 3-4 a.m. period.

XERB plans to increase its promotions and has begun on-air teaser tags heralding a "new" station. Presently airing 50,000 watts 24 hours a day with a Mexican transmitter, the station has been running two and three shares in Pulse surveys. KOFI, the city's top-paced outlet is the XERB rival, and its 1,000 watts daytime and reduced power evenings holds back its market penetration.

Music director Rick Lawrence says his playlist never exceeds 35 records, with 10-14 plays an hour. In a recent reassignment Wolfman Jack was given two air slots, 7-9 a.m. and 9-11 p.m. Lawrence says all the disk jockeys are now heard live broadcasting from the station's Sunset Boulevard studios. In the past, Wolfman's evening show, plus a former syndicated E. Rodney Jones morning stanza, were taped features. Following Jack are Buddy Lowe, 5:24 p.m., Montague, 2:45 p.m., Jack 9-11 p.m., Al Scott midnight-3 a.m. and Brother Henderson, 3-7 a.m.

Montague was formerly KGFJ's top personality but drew criticism for his "Burn, baby, burn" slogan prior to the 1965 Watts riots. He is now opening the phones to XERB listeners to gather supporting statements which are to be broadcast over the music. "Keep the faith, baby," seems the most popular expression heard during his time period.

Ron Erwin, KGBS air personality since February, 1966, has been tapped to program director of the 30,000-watt country music outlet with a full-time program. However, since it has been a night position at the time, playing the station may not continue in a country format. Dick Porter is supposed to be back in Detroit — at WXYZ — from WLAI.
**Soul Stations on Attack To Squash Summer Riots**

much of the broadest day of the station to public service messages.

To give a release mechanism for Negroes to vent their views, the United Methodist Church has bowed an hour network talk show hosted by Del Shores. "Night Call" will originate from WRRV-FM, New York, Monday through Friday. It will be car- ried on some 20 stations in major cities beginning June 3. Listeners will be able to participa- te by phoning collect from an part of the country. The show is released in co-operation with the Broadcasting and Film Commission, National Council of Churches, and the National Catholic Office for Radio-TV. Executive producer is Nelson Price who said that "Night Call" is intended to help people move towards solutions to problems through understanding. The man in the street is ignored. "Night Call" will alleviate this situation, he said.

**On June 7th history will be made.**

The first **Billboard Radio Programming Forum and immediately following at 7:30 P.M.**

**The World Premier of the Kasetenatz-Katz Singing Orchestral Circus at Carnegie Hall**

Admission by invitation only.
Free admission to all those attending The Billboard Radio Programming Forum.

**P.S. The Kasetenatz-Katz Singing Orchestral Circus live on Ed Sullivan June 9th.**

(Continued from page 24)

**Radio TV programming**

**PROGRAMMING AIDS**

- Continued from page 22

**Best Pick** is "I Will" by Herb Moore, Capitol; Best Leftfield Pick is "The Eagle, the Dragon, the Bear," by Don Chandler, Challenge; Biggest Happening Pick is "The Tramp," by Glen Grier, Columbia; Biggest Leftfield Happening is "The Jimmy Rodger's Blues," by Elton Bros.

**KNOXVILLE, Tenn.: WROL program director Phil Rainey—Best Pick is "As If You'll Find Another," by Herb Moore, Capitol; Best Leftfield Pick is "Double Trouble," by Orville Cook, Tower; Biggest Happening is "That Made Milwaukee Famous," by Jerry Lee Lewis, Home; Biggest Leftfield Happening is "He Ain't Nothin'," by James Bell, Bell.

**NEW YORK, N.Y.: WQOK program director & music air personality Glen C. (Turtle) Lewis—Best Pick is "Catch an African Sleeper At Night," by Jackie Trent, Columbia; Biggest Happening Pick is "On the Other Side," by Bill Howard, Decca; Biggest Happening is "Take Me Along With You," by Van Triver, Delta; Biggest Leftfield Happening is "Happening with the Yancy Brothers," by Earl "The Big Man," Big Man; Biggest Happening Pick is "Why Do You Do Me Like You Do," by Sammy Davis, Columbia; Biggest Happening is "Harvey," by Bobby Goldsboro, United Artists.

**SOUL RADIO**

**Baton Rouge, La.: WXON music director Bill Perkins—Best Pick is "Mississippi," by Charles White, Atlantic; Biggest Happening Pick is "When You Said Goodbye," by the Shades, Cadet; Biggest Happening is "Sweet Inspiration," by the Sweet Inspirations, Atlantic; Biggest Leftfield Happening is "A Stone Good Lover," by Jo Armstrong, Giant; Biggest Happening is "Gonna Do It With You When You Said Goodbye," by the Shades, Cadet; Biggest Happening is "Harvey," by Bobby Goldsboro, United Artists; Biggest Happening Pick is "Here Comes the Judge," by Shorty Long, Best; Biggest Leftfield Pick is "I Know," by Mike Kelly, Megaphone; Biggest Happening is "I Think," by Jerry Lee Lewis, Home; Biggest Leftfield Happening is "Please Wait For Me," by the Masters of Soul, Oxal.

**Indianapolis, Ind.: WWAI program director and music director Donald Thomas—Best Pick is "It Should Have Been Me," by Gladys Knight & Pips; Soul; Biggest Leftfield Pick is "When I'm Next Door Dancing," by Brownie Soul; Biggest Happening is "You Left the Water Running," by Maurice & Mac; Biggest Leftfield Happening is "Someone Is Trying to Kill Us," by B.B. King, Blue Note.

**Chicago: WYVN program/music director Lucky Cordell—Best Pick is "Evil Heart," by Elton Bros.; Biggest Happening is "Shoo-Be-Doo-Dee-Day," by Stevie Wonder, Tamla.

**San Jose: KDRT music director and music director Joe Lee Wilson—is "A Matter of Life or Death," by Margie Joseph, Okeh; Best Leftfield Pick is "Pain in the Soul," by the Turms; Biggest Happening is "The Horse," by Cliff Nobles, Phil-A.-L.; Biggest Happening is "Desperate Mercy," by Jerry Butler, Mercury; Biggest Leftfield Happening is "Think," by Sam & Dave; "You Don't Know," by James Brown's "Lickin' Stick" Band.

**Columbus: WOKS music director and air personality Ernes- tine Mays—Best Pick is "Love Makes a Woman," by Barbara Acklin, Atlantic; Biggest Happening is "I Need You Baby," by Lee Williams, Atlantic; Biggest Happening is "She's Looking Good," by Wilson Pickett, Atlantic; Biggest Leftfield Happening is "The Horse," by Cliff Nobles & Co., Phil-A.-L. of Soul talking to some of the area jocks on Clarence Carter's new release . . . its a fact . . the Side is "Skip Away," Atlantic; we've peeked into this and the response has been tremendous! Another good one is "Shinin' You," by the Silvertops, Soul Power.

**Memphis: WIFA program director and air personality Sugar Daddy—Best Pick is "Stoned Soul Picnic," by the 5th Dimension; Biggest Happening and Biggest Leftfield Happening is "Fingertips," by the Four Tops; Biggest Leftfield Happening is "Tighten Up," by Archie Bell & the Drells, Atlantic.

**Hartford: WCCB program director and air personality Big Jim Mack—Best Pick is "You're Lavin' Me," by Barbara Lynn, Atlantic; Biggest Happening is "Green Green Grass of Home," by Glenn Campbell, Capitol (album of note; "Master Jack," by Four Jacks & A Jill, RCA.

**San Diego: KOKO program director Dick Roberts—Best Pick is "Witch Doctor," by the Shadows; Biggest Happening is "Come Into My Life," by the Shadows; Biggest Leftfield Happening is "Come a Little Bit Closer," by Brook Benton, Reprise; A&M; Biggest Leftfield Pick is "Small Talk," by Harvey's Brothers Band.

**EASY LISTENING RADIO**

**Houston: TX: KPRC music director Lynn Swor—Best Pick is "Mental Journey," by Trini Lopez, Reprise; Biggest Leftfield Pick is "Mellow Hat," by the Turtles; Epic; Biggest Happening is "The Time of Life," by Jackie Trent & Tony Hatch, Warner Bros.; Biggest Leftfield Happening is "The Time of Our Tongues," by Ike & Columbia.

**San Francisco: KNBR music director and production co-ordinator Mike Burton—Best Pick is "Little Green Apples," by Patti Page, Capitol; Biggest Happening and Biggest Leftfield Happening is "One Day at a Time," by Van Dyke Parks, Columbia; Biggest Happening is "This Guy's in Love With You," by the Byrds; Biggest Leftfield Happening is "Live," by Glenn Campbell, Capitol (album of note; "Master Jack," by Four Jacks & A Jill, RCA.

**San Diego: KOKO program director Dick Roberts—is "Witch Doctor," by the Shadows; Biggest Happening is "Come Into My Life," by the Shadows; Biggest Leftfield Happening is "Come a Little Bit Closer," by Brook Benton, Reprise; A&M; Biggest Leftfield Pick is "Small Talk," by Harvey's Brothers Band.

(Continued on page 28)
PROGRAMMING AIDS

**PROGRESSIVE ROCK RADIO**


SALT LAKE CITY: KLUR music director Paul Ceburn—Biggest Happening is "Good Times," by The Rascals; Happening House: Musicor, by Gene Pitney; Director: Laura; Burdon Currty; is.

STATE ADDRESS RADIO, 10700 Bathory Rd, Borger, TX 79007. 712-872-0256. (Payment for this service is $5.00 per year.)

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Radio-TV Job Mart, Billboard, 165 West 44th Street, New York, N. Y. 10036

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**VOX JOX**

KWFPC-FM, Muscatine, Iowa, is also conducting two programs for KDFX-FM, Dallas, Tex., "The 27 Big Bands," Thio and Now and "Jazz and Jive." The Big Bands program features Dougherty's collection of the 30's, 40's, and the present, but he's looking for more Big Band and jazz albums.

Harvey Mos, who used to be with KLZ, in Rapidon, Minn., is now with the "Good Life" sound of WMKT in St. Paul, Minn.

Larry D. Bollinger has taken over as music director at KNJU, New Ulm, Minn., 56070, and needs easy listening and country music singles and a program director. Jim Metzler, manager program director of KTIN in Denver-Times, will move to Cleveland and will do a morning show... Wayne Hampton has joined WCCN in Neillhill, Wis., to play Hot 100 records on the easy listening format. His show is called "Best Buy," and he needs singles.

Doug Ward has joined WOOW, Greenfield, N. C., coming from WCPB in Turf, N. C. Ward replaces Eddie W. in Kinston, N. C. Ward states: If I may comment on the raging dispute over distribution, I'd like to say that in my experience, it really takes for a small station to get good service it good relations with distributors and open/closed communication channels. If small stations aren't afraid to spend a little time, money, and effort to further these relations, service will usually be at the least, decent.

**WVBR-FM Cutting Down on Classical for Rock 'n Roll**

ITHACA, N. Y. — WVBR-FM, commercial stereo station operated by students at Cornell University, is First in Contest

BURLINGTON — Yekaterina Novitskaya, a 16-year-old Soviet artist, gained the first prize in the Queen Elizabeth Competition for young musicians of the world. At Brussels Palace of Fine Arts on Sunday (26).

Valery Kamyrov, 20, of the Soviet Union placed second, while Jeffrey Siegel, 25, of Chicago won the third prize and Semyon Krusichov, 20, of the Soviet Union placed third. Steven State, an American, performed with Andre de Groot of Belgium, fifth, and two Americans, Paris-born Joel Thimmann and Edward Auer, a New York native, seventh.

University here, will drop a large portion of its classical music programming in September to play rock 'n' roll records, according to William M. Mackay at the station. The 3,000-watt station has been programming classical music 14 hours a day. New plan will limit classical records to six hours a day and 11 hours a day will be devoted to a mixture of rock and progressive rock, "with a bit of easy listening recorded in," Programming at night will be strongly progressive rock. The station is now seeking to build a library of stereo rock records, Mackay said.

"Since there are no contemporary stations in the immediate market, no night-time AM stations at all and two FM stations (one primarily background middle-of-the-road), WVBR-FM will be in a class by itself," he said. Ithaca has a high saturation of FM receivers.

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**RADIO-TV JOB MART**

This service is available for those seeking positions as well as stations searching for employees. A few numbers will be provided at no charge to stations desiring the service. End read along with payment.

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UNIVERSITY OF CINCINNATI's student station, WFIB-800, played host to George Harrison and some of his Motown dancers at a recent luncheon aboard the station's boat at the University's Tangeman Center. Among those in attendance were:...
With the impact of his hit versions of
"A FISTFUL OF DOLLARS"
"FOR A FEW DOLLARS MORE"
"THE GOOD, THE BAD AND THE UGLY"

HUGO MONTENEGRO
NOW PRESENTS
"HANG 'EM HIGH"
(from the United Artists film, "Hang 'Em High")
c/w "TOMORROW'S LOVE", New Victor Single. "9554"
SOUL SAUCE

Best New Record of the Week:

"I'M WITHOUT A GIRL"

MIGHTY MARVELOWS

(ABC)

By ED OCHS

WHAT IS SOUL? Barbara from Burbank, Calif., who leaves her last name a secret, says that soul is for people who have experienced and can transmit "meaningful emotions."Adds Barbara, "Soul is not restricted to any tribe." With every truly talented performer, there seems to be an element of soul, while the "mechanically talented" seem to project only a sort of synthetic in its place. Oddly, even people in the audience who don't actually have soul's personal qualities, can, at some sense and appreciate the exhibition of it.

** **

SOUL SCULPTORS: Archie Bell of the Drells, now with the Armed Forces in Germany, returns to the States Monday (3) to accept his gold record for "Tighten Up," along with the Drells. Also in the gold: the Intruders for "Cowboys in Girls." The Mighty Marvelows, ABC group, is playing the you-stole-my-name game with the Marvelettes. ABC's group is on the charts with "In the Morning" and ready with their latest, "I'm Without a Girl.

Maurice Williams & the Zodiacs remember "Stay in" in September? Theyve signed with Weasel, United Artists. R&B group U.A. is also recording in gospel, with a new LP by the Children's Gospel Choir, produced by George Frazier. And there has arrived in Europe their recent European tour Atretha Franklin performed at a concert in Stockholm attended by Crown Prince Carl Gustav and Princess Christina, a rare honor for "Lady Soul.

NATRA's "Public Show," one of the major events of their annual convention to be held in Miami, Aug. 14-18, will be headed by John Criner, talent coordinator and producer. Anyone wishing to register may call Natra's offices at 750 South State St., Chicago, 60605.

** **

SOUL & CRUMPETS: Dave McAleer of Soul Survey in London has asked Soul Sauce to invite Joe Tex and James Brown to England, adding that "thats what men call soul in Europe."

...The success of Gene Chandler's original U.S. hit of "Nothing Can Stop Me" on England's r&b charts, has promoted Soul Cruise, a British soul version of "Goin' Home," already restyled by the Moody Blues, by Bessie Banks.

...Dave tips us that making fire in the U.K. are records by Virgil Givens, Barretts West, Big John Hamilton, Ella Washington and the flip of "We Are On Our Face" by the Dells. "Please Don't Change Me Now."
TINY TIM EXPLODES!

"TIP TOE THRU THE TULIPS"

THE LEGEND ENLARGES!

Tiny Tim in Time, Life, Newsweek, Esquire, New York Times, National Observer, Rolling Stone, Los Angeles Times...

...Guest appearances on the Johnny Carson Show, Rowan & Martin's "Laff In"...

...Now in concert nationally.

SOON - SPECTACULAR EUROPEAN TOUR

Personal Management: Roy Silver, Beverly Hills, Calif.
SOUL SAUCE

- Continued from page 30

Memphis (7), Texarkana, Ark. (8) and Tyler (Tex.) (15) ... Atlantic's Wilson Pickett to the Coliseum, Greenville, S. C. (6) with Arthur Conley.


Makin' Fire/Precedents: "A Place" (Drew) . . . Bobby Bland, "Save Your Love for Me" (Duke) . . . Gladys Knight & the Pips, "It Should Have Been Me" (Soul) . . . Elta James, "I Got You Babe" (Caret) . . . Joan Wells, "Try Me and See" (Calla) . . . James Brown, "America Is My Home" (King) . . . Mary Wells, "The Doctor" (Jubilee) . . . Peggy Scott & John Benson, "Lover's Holiday" (SSS) . . . Clarence Carter, "Funky Fever" (Atlantic).


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OKLAHOMA CITY

30 Country Artists Salute
Indian in Show on June 9

OKLAHOMA CITY

Indian artists of Indian descent will join in a salute to the American Indian in a four-hour special on Sunday (9). Thirty-odd country personalities will take part in the special at the State Fair Arena, beginning at 4 p.m.

Johnny Cash, Columbia artist, a member of the Cherokee tribe, and president of the Indian Tribal Land Rights Association, will participate. The show is being staged to purchase a 420-acre ranch 20 miles northwest of Oklahoma City, as national headquarters for the Association. The $1,000,000 project will be financed by this quarter-hour and will house a museum and preserve pow-wow grounds for the American Indian.

The project will be dedicated to Peter LaFarge, an Indian, who has written one of the nation's longest songs.

Three members of the Cherokee tribe who have attained fame in country music will be among those taking part: Cash, Roger Miller and Ray Price. Some of the non-Indian performers include Minnie Pearl, Hank Thompson and his Brazos Valley Boys, the Cherokee Cowboys, Billy Gray, Carter, June Carter, the Statler Brothers, Carl Perkins, Mother Maybelle and the Carter Sisters, and the Tennessee Three.

The show is being produced and directed by Hap Poche, Wichita, a member of the Country Music Association board of directors. Jack Brown, Oklahoma City radio executive, will coordinate the show, which will be telecast with Gene Ferguson and Pete Vesque of Columbia Records. Coastal Connection, U. S. Senators Fred Harris and Mike Monroney will participate in the program.

NASHVILLE — Bobby Lord, billed as a local newcomer, was scheduled to go back on the road. Lord said he felt he had a need to get to the public again.

"Even though the daily show was not doing it was good," Lord said. "But there is always the matter of being out of touch. It cost me considerable money because it restricted my bookings and hurt my record sales as well."

Lord has been consistently in the club business, which lacks direct communication with road audiences. In many instances, however, the air play has surpassed the actual sales.

He will give up the WSM show during the final week of this month. During an interim period the program will be handled during summer vacations. No decision has been made yet as to a permanent replacement for Lord on the early morning program.

Lord recently changed booking agencies and is establishing a road band.

Pittsburgh Fans Make Opry Trip

NASHVILLE — A plane chartered by 100 Pittsburgh area country music fans brought the largest flying contingent ever to visit the "Grand Ole Opry."

The trip, overseen by disc jockey Ken Coullier of WEEP, was part of a promotional package put together by the station. Called a "Wild WEEP-In," the promotion was tied-in with the current hit record of Doc's Bill Anderson. The tune, written, published and recorded by Anderson, is "No Wild Weekend."

Anderson met the visitors at the Opry's airport on their arrival the weekend with them. Coullier had been in Nashville for two years, but only recently began to fly by the groups. Another is scheduled for July.

You must hear this Tootsie tells her own story "MY PLACE" on WAYSIDE RECORDS WS 1020

DJ's needing copies contact: Little Richie Johnson Box 3, Belen, N. M. Phone: (505) 964-7185

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Billboard

Kapp's Hill Grill, whose production has been strictly pop, has just begun to produce two country sessions. He will be flying into Los Angeles and Bill Anderson will move to ABC.

He will fly to New York, Washington, and then off on an extensive Western States tour. The set is booked as the Jimmy Lake Trio. The show is booked at the Playboy Club in Fort Worth through June 22.

At the attention to the WPLQ Shower of Stars in Atlanta is that someone stole a large block of tickets from a downtown sale spot. The Saturday (4) show features Jack Anderson, Faron Young, Charlie Walker and Lynn Anderson. A new newsletter under the editorship of George Hovanian of BMI is "The Chet Chelminski is first class.

Freddy Fare has a new release soon on Blue Valley.

Bobby Jones has string of bookers for a new "Jamboree Style" show.

A personal management contract with Jack Turner of J. B. Promotions. Ronnie Barth on a long term contract with American Music Inc., has announced the exec of Monos productions country artists, both at Box 1124, Scotia, Ill. Bill Anderson swings home from a busy Janes schedule for "Opry" appearances on the 22nd and 29th... Chuck Wells has been moved up to vice- chairman of the BMI board.

He joined the firm earlier this year as a long career in entertainer and a recording artist for Kapp Records. He is responsible for one-nighters and concert booking.

The family of the late L. Bill Settlemeyer, who have contributed in recent years to the Country Music Hall of Fame and Musuem, are interested in purchasing old tape recordings in the building. The instrument, killed in Vietnam, is a priceless collection of country music materials. "Three Weeks With The Grinch" Chert Records music combination will be on the CBS line... Tree Music, Yonah Music, and Still Music will be included in the past naming Tree as their representative in overseas territories except Germany, and Switzerland. 

Andi Adkins, who is full color, has signed several European writers. (Continued on page 5B)

Show Biz Post To Elise Stewart

NASHVILLE — Elise Stewart, formerly office manager for Noble-Dury & Associates, has been named secretary-treasurer for ACW, one of America's largest musical TV program producers.

The announcement was made by Joe Dowden, president. Miss Stewart joined Saturday (1). Show Biz produces programs working weekly for more than 250 TV stations nationwide. Among its productions are "The Nitty Gritty Show," "Music City U.S.A.," Willburn Brothers, Gospel and Singing Jewels.

The firm recently added a publishing arm to its enter- tainment operations, operated by Roger Sovine.

NASHVILLE — Johnny Bond, Starday recording artist, has been named president of the Country Music Association of the Western States (ACWM). A formal announcement will be made Monday (4).

Bond, a veteran of movies and recording, said the ACWM was formed to give recognition to local (Southern California) talent and to promote all forms of country entertainers. The organization has an annual convention where all the presenters are given to both instrumentalists and singers from the area. Bond said the group was formed partly from the movie and TV industries.

Bond said the officers and board members are the ACWM, and the general membership would be made up of the people involved. Future projects are to be fund-raising and planning of the show. Bond said the ACWM is the possibility of having two awards shows during the coming year, one in the West and one in the East. It also would have fundraising possibilities.

Tex Williams is the present president of the Academy.

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Norman Gimbel, Antonio Carlos Jobim

PENNY LANE
Maclen Music, Inc.
John Lennon, Paul McCartney

PLEASE LOVE ME FOREVER
Rutha Hillman, Bob Willard

PINK SUGAR
J.D. King, Robert Santander

PITY THE WIDOW
Rutha Hillman, Bob Willard

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SECURITY
Rutha Hillman, Bob Willard

SEVEN LITTLE GIRLS
Bert Kaempfert

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Gary Trousdale

SHUMAN'S LANDING
Universal Music Pub Co., Inc.

SIT DOWN PLEASE
Maltzan Music

SLEIGHT OF HAND
Mac Donald Music

SLIDING DOORS
Screen Gems-Columbia Music, Inc.

SOMEBODY'S WATCHING MY EVERY move
Bert Kaempfert, Johnnie Wright

SOMETHING
Paul McCartney

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Sпасибо за внимательное чтение и поддержку! Я с удовольствием помогу вам с другим текстом, если он будет в формате, который я могу прочитать естественно.
LORETTA LYNN
SINGS
Her Brand New Hit Single
“You’ve Just Stepped In”
(From Stepping Out On Me)

(Take Bottle’s)
“Taking The Place Of My Man”

...and, Loretta’s great new album

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Another "HUSKY" Hit

Country Music

Nashville Scene

* Continued from page 34 during a recent trip. One of them, John Cameron, wrote a tune titled "Each Day Is a Rainbow" and it has been recorded by Brenda Lee, . . . Henson Cargill, here for more sessions under the supervision of Don Law, has signed personal management and talent touring contracts with Dub Albertson. . . . Bobby Bare headlined the Fiesta at the University of New Mexico in Albuquerque. . . . Bobby Lord played Wheeling, then on to Colorado for a week of one-nighters, winding up in Texas at the end of the month.

Plans are being worked out for a Pioneers Hall of Fame P.L.P. The Quincy Broadcasting Co., which operates WQGM and its TV counterpart, has purchased the Quincy Hotel, site of its broadcast facilities. The Floyd Sisters, long active in the Denver area, have made their home here and are near a recording contract.

Charley Walker has a new release due out soon, "San Diego." It will come shortly before he will be a father again. . . . Stoney Cooper hospitalized, suffering pneumonia and other problems. Wilma Lee is carrying on strongly in his absence. Harold Weakley, another of the successful drummers-turned-writer, has a new Columbia release, "So Big a Mountain." . . . Vaughn Meader accompanied Milton Brett to that rare and well-received appearance on the "Opie." . . . Mrs. Ben Snodgrass, a longtime member of the Smokey Mountain Cloggers, back on her dancing feet after recovering from a broken shoulder. . . . Wilma Burgess has a new album, "Warm and Tender Country Sounds of Wilma Burgess," to be followed in new weeks by a single.

Bill Owen, leading songwriter and co-author of many tunes with his wife, Betty Parks, has changed his name as a singer. He now calls himself Billy Earl and for his records on the Circle-B label. He explains that there are too many Owens in the business now, and one man may make a confusing . . . Rita Faye has a new Capitol release, "Highway Honey," written by Curley Putman. She's also preparing to join the Hap Peeteles tour in July, booked by her father, Smiley Wilson. . . . The parents of Jim Ed Brown made a surprise flight to Tokyo to catch his act at the Sahara. . . . Marion Worth, fighting back from illness, will be interviewed on the syndicated "Party Line" show. . . . George Hamilton P. Moran, an old-fashioned July 4th holiday show at Mt. Pleasant, Tenn. . . . Jim Kenny Hurt and the Country Knights have signed with Paula Records. Their first recording is "Thanks to You."

Colorado Test June 10 to 15

DENVER — The Colorado Country Music Festival will take place here Monday-Friday (10-15), with the nearby Four Seasons Club as headquarters. This is the sixth annual festival. The festivities include a membership meeting, a special songwriters — publishers — distributors gathering, a giant concert show, a special club meeting, a disk jockey forum, an awards banquet, and nightly nighttime entertainment.

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Radio-active!
A TWO PART REMEDY FOR USE IN THE TREATMENT OF SAGGING PULSE.

Program in alternating inverse sequence to prevent explosive reaction. Handle carefully. Do not jab with dull needle.
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A wild new change of pace piece by THE HUMAN BEINZ. Slightly softer but no less dangerous than previously released material. Carefully designed and engineered to react vigorously with tuned-in elements.
b/w: “Everytime Woman”

Capitol Records 2195
Capitol Records 2198
NATIONAL ORCHESTRA OF SPAIN. Tchaikovsky's three early symphonies are being released on separate Moday/Angel LPs with Velygra Serrentino and the USSR Symphony. A three-record Seraphim package has Mozart's complete string quartets with the Hurling String Quartet, conducted by Heinz-Otto Graf. A second volume features the horn of Dennis Brain in a recital for Lennox Berkeley's "Trios for Horn and Strings" along with a Mozart piano quartet with pianist Colin Horsley. Announcing rounding out the Seraphim line are Arturo Kordinski and the Royal Philharmonic in Russian overtures, and violinist Leon Kogan and the Paris Conservatoire Orchestra under Constantin Bottis in Tchaikovsky. Two albums are slated for Capilas Classics are George Weinberg and the Pro Arte Orchestra in a pop program, and the Royal Philharmonic Band plays march music.


Instruments Shine on Mark LP's


UNUSUAL DISK

An unusual record, the "Liszt, Lieder" series, is used on a number of "Aeolian Well," while Peter Creton's "Sonic," Op. 19, receives its first stereo pressing.

Instrumental Music on Mark LP's

The first title in this year's series is "Duo," with the Philadelphia Orchestra under Capalas. The series is continued by the works of Schoenberg and other contemporary composers, including the "G minor" and "Sad Songs," and "Aeolian" series.


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The writer of the Grammy Award winning "Giant's in the Wind" has a good "You Still Here" and a cute "Big Blue Balloon" on this latest LP. The sounds combine such warmth, rapport as an orchestra with baroqueness quasi-effectively.

This exciting young rock group has an impressive album debut with today's sound, including their first Capitol single "Giant's In The Wind," a 12/8 instrumental, "The Poet," shows that the group can be adequately effectively without words, but when lyrics are included, as in Hamilton Camp's "Price of Man," the unit size is rare.

Don Rickles' Bloed of Benjamin Daniel, scintilating and savoring offers something for almost everyone. Rickles is the master of the trench-deduced in his, and his barbs are aimed at most of the minority groups. The album has a spontaneous ring.

A powerful singer supported by an extremely choicely arranged and exciting production. His hit "If You Don't Want My Love" can expect much more from Robert Jann.

Don Rickles' Bloed of Benjamin Daniel, scintilating and savoring offers something for almost everyone. Rickles is the master of the trench-deduced in his, and his barbs are aimed at most of the minority groups. The album has a spontaneous ring.

"You Still Here," the tune that's beginning to take hold, has other in the package of lively and occasionally annoying songs. "Schweiz," "I Must Be Here" and "The Glory of Love" are sparked by Jarenkow's widening swing.

"Zubatke," the tune that's beginning to take hold, has other in the package of lively and occasionally annoying songs. "Schweiz," "I Must Be Here" and "The Glory of Love" are sparked by Jarenkow's widening swing.
No radio network ever had stranger antecedents than BBC’s Radio 1 which took the air on Sept. 30, 1967. For those unfamiliar with the British scene it is necessary to paint in some of the background.

Radio in the United Kingdom is a BBC monopoly granted by the government in 1922 and it’s not until the launching of the commercial TV network in 1955. It may seem paradoxical—to Americans at least—that the radio business is still the preserve of the state but it was obvious that the new and rapidly expanding medium of television would attract commercial interest and that radio, while audiences were beginning to fall rapidly anyway—was not very exciting or “hot” not even worth the sort of “risk enterprise” investment on which the commercial television companies were built.

But the situation in the early ‘60’s was quite different. British television’s broadcasting hours (50 per week for the two main channelsplus outside broadcasts, which can run up to 25 hours) were much lower than those in the United States. The BBC and BBC radio’s daytime audiences, particularly for the “Light Program,” levelled off at continually healthy levels and the two Saturday night network shows of 10 to 15 million. 1963 saw the major boom in British pop music. Record sales climbed to new high levels with the Beatles spearheading the revolution. Some of those who had missed out on the enormous commercial television profits (including gains of up to 20 times the original stake) turned their attention to radio.

BBC radio, although it was the main exposure outlet for grammophone records, was severely limited in the number of hours, in the variety of programs, in the number of programs that they could broadcast each week. Moreover, the whole range of popular music was devoted to one channel, the other being specially programmed for older age groups. This left 24 hours a day to radio, to talk, news features, school programs, drama and comedy shows. As long as the mainstream of popular music commanded wide support, this exposure was not a problem. One program that was commented by “live” or BBC studio-recorded performances did not present the “Light Program” with insuperable problems. However, the Light Program had also been, the year before, had several problems, but these were nothing compared with the new problems created by the beat boom which was beginning to gain steam in Britain. It became quite impossible for a single network to reflect the newer range of popular and pop music unless it changed gear— as it frequently did during the day. At the same time, many new groups and independent record companies wanted to get in on the new pop group boom and were finding it increasingly difficult to secure broadcast outlets for their new groups.

On this scene burst the first pirate station in the spring of 1964. The main torchbearer for “independent” radio was the Soho “Pirate” Radio. The Jocks preferred to describe it—as an Irishman called Ronan O’Rahilly, who appeared to be fired as much by a healthy competitive spirit as Government and all its works as by an almost religious belief in the utility and validity of commercial radio.

Within a short time the British Coast was ringed by over a dozen pirate stations and stations operating off shore in ships or submarines. Some pirates attempted something approaching American format programming. Even though they never paid more than token fees to the BBC, some stations were programmed, as it were, and the BBC thought they should be. Soon they were forced to change their format and the BBC licensed them to conduct a “light program” that was more like that of the regular “Light Program.” The pirate stations were not really on the air very long, and the most successful was the most successful in its recruitment of bright young disc jockeys.

Wild claims of high audiences were made during the first 10 weeks of 1965 (840,000 at its peak). Many were launched, supported by a powerful commercial radio lobby.

Although the Conservative Government when in power made some efforts to outlaw the pirate stations and had in fact signed a European Convention providing for legislation against unofficial broadcasting, nothing was done until December 1966, when a Government White Paper laid down the main lines of a bill outlawing the piratess and at the same time providing for the introduction of a new type of station—what was to become Radio 1.

This bill became law on Aug. 15, 1967, and before or by this date all the pirate stations closed down—with the exception of Caroline North and South. These two stations had been in operation as early as 1960, when they went off the air and steamed into Dutch harbors for overhaul. Rumors that the Caroline North station was offered to the United States for $3 million and to Australia for Easter 1968. The Carolines, deprived of their British advertising revenue, derived some revenue from non-British audiences, but this was clearly not sufficient to provide the ships even with a break-even point and it seems probable that the Caroline operation involved considerable financial loss. Moreover, programming based on the purchase of record plays clearly diminishes station editorial control over what records which would not make the charts by the normal process of selection and editorial control and stand little chance of ever making it to the index.

The Government White Paper of December 1966 provided in general terms for the setting up of a BBC popular music program which was to be carried on the “Live Program,” and that major changes in the gee-

consist entirely of commercial records—hours per day divided between two networks clearly possible to use all the needle time available at one.

Having planned the use of resources and the basic schedule for Radio 1, the management turned to the disk jockeys. We were also, for the first time on a national scale, to take the risk of employing the same disk jockeys on a daily basis in the same time slots. Every day the plan called for 30 disk jockeys, who after being employed for five years and some jockeys were usually relived every three weeks which involved inevitable changes, particularly in the crucial breakfast slot. While some of the established disk jockeys including the acknowledged leaders of the dance music clientele might be expected to move to the new network but also the piratical reputations they had acquired. I also in some cases went outside the BBC and the pirate sources, but in the main my search was for good broadcasters and communicators as well as professional men. Far greater risks were in-

volved in the selection of disk jockeys for a national network than it is the case with a commercial station where a fairly constant turn-over is not unusual. The two Caroline stations in particular had an enormous aura of beat jock and derived their good image and the most permanent team was Radio London—from which Radio 1’s breakfast star Tony Blackman and DJ, a particularly skilled and versatile jockey, Young, one of the established Top 5 disk jockeys, for the mid-morning two-hour “strip” I took a calcula-

tious and responsible attitude. I would often begin with a disk jockey whom I knew and who was always enter-

familiar in practice—that the main audience available between 10 a.m. and noon would attach itself with more fidelity and regularity to a mature communicator rather than with the youngtechnicians of the time. The three competing French networks—France-Luter, Luxembourg and Group No. 1 have also reached the same conclusion and have set up their own Pirate stations, in an attempt to secure a share of the pirate audience. When operating in an area without alternative stations, it is often necessary to find a way of attracting the audience and the audience can be satisfied with a simple program of country and folk music as well as two hours of rhythm and blues and soul and three hours of progressive pop on occasion.

The effect of the bursting of the beat boom after three years of fantastic success led public broadcasters and record companies with a difficult situation and the re-emergence of the pop music market was slow. The factor in the record sales tending to some of the zest out of pop radio programming. Given two completely different networks and much more needle time to cover, one can see how immense the public interest was when the first few months of Radio 1 and 2 the audience favored the pop music program-

programming on Radio 1, because of the huge slots starting early morning and the complete continuous network was that this image would have to change during the day, but in changing it should be able to maintain the audience without the minority tastes—whether jazz, folk, country and western or rhythm and blues; while some of this specialized record output was finding its way into the mainstream of popular taste, we had to think about complete pop of the commercial kind.

On the BBC Radio Scene: a Special Rep
15 New Releases Today
THE SMOOTH COUNTRY SOUNDS OF REX ALLEN
DL 5011 (M) - DL 75011 (S)

THE TENDER LOVIN' COUNTRY SOUND OF WILMA BURGESS
DL 5024 (M) - DL 75024 (S)

COUNT YOUR BLESSINGS WOMAN — JAN HOWARD
DL 5012 (M) - DL 75012 (S)

TENNESSEE — JIMMY MARTIN
DL 4996 (M) - DL 74996 (S)

COUNT YOUR BLESSINGS WOMAN — JAN HOWARD
DL 5012 (M) - DL 75012 (S)

THE TENDER LOVIN' COUNTRY SOUND OF WILMA BURGESS
DL 5024 (M) - DL 75024 (S)

TENNESSEE — JIMMY MARTIN
DL 4996 (M) - DL 74996 (S)

TENNESSEE — JIMMY MARTIN
DL 4996 (M) - DL 74996 (S)

THE TENDER LOVIN' COUNTRY SOUND OF WILMA BURGESS
DL 5024 (M) - DL 75024 (S)

THE TERRIFIC TEXAS TROUBADOURS And Guests
DL 5017 (M) - DL 75017 (S)

THE TERRIFIC TEXAS TROUBADOURS And Guests
DL 5017 (M) - DL 75017 (S)

WE'LL STICK TOGETHER — KITTY WELLS
AND JOHNNY WRIGHT
DL 5026 (M) - DL 75026 (S)

15 Best Sellers

Tomorrow
SOUNDTRACK

BLUE—Soundtrack, Del DLP 25655 (5), Del RAVEN 25656 (5)
THE WEEKLING—Soundtrack, Columbia CS 30310 (5)

POPULAR

JIMMY DURANTE—Table Talk, Vol. III
Del DLP 25654 (5)
MR. BEAVER Does His Own Physic-Funk Programming (Irving, Del Junior)
RCA Victor LSR 1246
PANDEMONIUM—Maurice, Digitome, Columbia CS 31054 (5)
THE LOVE ALBUM—Chorus, Del DLP 23065 (5)

RANCH—The Living FACES-Loving Vision, RCA Camden CL 2420 (4) (CS 30209 (5)
THE GLENN MILLER ORCHESTRA—Under the Direction of Keyboard in France Made the Great—RCA Victor LP 3977 (5), LSP 3977 (5)
IT'S TIME FOR KEN—Hans Pretlow, Decca LP 25724 (5), LSP 2724 (5)
REALLY BIG NEWS—Van Sullivan Orch. & Chorus, Columbia CS 6042 (5)

LOW-PRICE POP

"CANNIBAL" & Other Hits—Living Breezes, RCA Camden CL 2297 (5), LSP 2297 (5)

CLASSICAL

BACK CANTERAS 9905 A 194-Variety Artists (American Record). Archives C 1955 (5)

More Album Reviews

Pages 42 & 81
THE HERD
I DON'T WANT OUR LOVING TO DIE
F-1618
A DOUBLE-R PRODUCTION BY STEVE ROWLAND

Have You Heard This Record Is Top 4 In England?
Heard They Are Voted Best Musical Hope
For Britain 1968?
That Lead Singer, Pete Frampton, Has Been Named
Face Of '68?

YOU HEARD RIGHT.
AND COMING ON JUST AS STRONG IN THE U.S.A.
CBS, RCA, Odeon-EMI Capture 28 Awards in Mar del Plata Fest

BUENOS AIRES—CBS Records, RCA Victor and Odeon-EMI accounted for 28 of the 30 awards handed out at the recent Argentine Festival of International Records held at Mar del Plata resort, the same location that 10 going to RCA and 6 going to Odeon-EMI.

The awards were released in Argentina during the last year with the exception of this position. Following is a list of the awards:

- Classical—Trinton and Isola—Lyric—Music
- Herb Alpert—Karras, "The Four Sym-phonies by J. Brahms" (Deutsche Grammophon)—Classical Music
- Arturo Toscanni—Special "Symphony" (RCA)—Best Overall Value
- Frank Sinatra—(Reprise)—Artist of Per-manent Value
- Pablo Casals—(BSA)—Best Young Artist
- Musso Galizia—Odeon (Odeon—EMI) — Best Overall Value
- Elsa Ponsa Wall—BSA—Best Children's Recording

Explo '67 in Musical Encores

By KIT MORGAN

MONTREAL—Explo '67, last year's world's fair with entertainment everywhere, this year's fair with entertainment everywhere, this year's 15th International Festival of the World, which opened May 17 and runs through October. Most of the Explo pavilions and exhibits remain, new attractions replace those that left (Winston-Salem, the godiva dome, now a park and aviary), and while impossible to equal with the first, it is considered an entertainment, the Montreal International Summer Festival 1968 offers jazz, folk and country music, ballet, opera and international attractions.

The three theaters of the Place des Arts will begin with entertainment this year, organized by Samuel Geiser Productions, Inc.

Jazz Fest

In the Salle Wilfrid Pelletier of the Place des Arts, a week-long jazz festival offers the West Winds Quintet, the Hugh Magnuss Quin- tet, and the Gary Burton Quintet (July 7); the Ramsey Lewis Trio and the Cannonball Adderley Quintet (July 8); the Marty Shelton Quintet and the Max Roach Quartet (July 12) and the Jimmy Smith Trio and the Ahmad Jamal Quartet (July 13). Les Bands Balles Canadiens, a company of 110 singers, dancers and musicians, appears July 15 and 16. The Harry Belafonte show also previewing the show Belafonte will take to Europe this fall, runs July 23 to 28. An English company headed by Cyril Richard and Jennifer Finn presents Strauss' "Rosalinda" July 28 to Aug. 4.

"Irma la Douce," starring Eartha Kitt, runs Aug. 6 to 9 and 13 to 21, while the arithmetic ballet appears Aug. 10 and 11. "Man of La Mancha" with the National Touring Company is the attraction Aug. 15 to 31.


In the Theater Port Royal, it's the Indriand In- dian Drama and Dance Festival July 1 to 14, the Olaniulu Dramas of Panza from Central Africa July 15 to 21; "Paris Rock Gaucho" a musical re-vue from France July 28 to Aug. 4; "The World of Sholom Aleichem" Aug. 6 to 18, and the Acadia of Lorraine performing Cajun music and song, Aug. 19 to Sept. 1.

Other theaters and nightclubs and coffee houses throughout Montreal have special attractions for the season of Man and His World, promising another exciting summer of entertainment for Montrealers and visitors.

Philipps Bows Stereo Sound

LONDON—The living presence stereo sound, developed after several years of technological research that started in January and August, by Philipps this month with the release of six albums which can also be played on monaural equipment.

These featured on the first batch of releases are the Wally Scott Chorale, the Baroque Band, the Spitalfields Quartet, the Bach Choir, and the Baroque Band, the Spitalfields Quartet, the Bach Choir, and the Baroque Band, and the Spitalfields Quartet, the Barbours, the Band of the Scots Guards and Chaquito's Quin-Que.

Philips is giving special promotion attention to "the World's Greatest Love Duets" with Miriam Rose and Paul Mauriat, a sampler album sell-

CAPITOL ARTIST BOBBIE GENTRY meets EMI executives at a reception held in her honor, May 21, in the Manchester Square offices. Left to right, Ken East, managing director of EMI, Bobbie Gentry, Roy Squires, U. K. Capitol label manager, Roy Featherstone, managing director of the pop repertoire and marketing division, and Ron White, general manager of marketing services and popular repertoire.

EMI Classical Meet Lures Delegates From 3 Labels

LONDON—Delegates from Capitol Records, U. S., Path- Emarcioni, France, and Electrola, Germany, attended the International Classical Recording Conference of the EMI orga-nization from May 27 to 30.

The conference, at EMI house, was organized by Michael Allen and Tony Legnetto of EMI Group Record Services, and co-chairmen for the sessions were David Bickell and Peter Lambert for EMI's International Artists Department.

Representing the U. S. were Lloyd Dunn and Brown, vice-presidents; Bob Myers, re-pertoire chief of Angel Records, and John Cooney, an artist's relation director.

Representing Pathé-Macaroni was Peter de Jonghe, head of classical repertoire, and the de-ligate from Electrola was Dr. Helmut Strobach, classics, repertoire and production direc-tor. G. C. H. L. was represented the Common Market group.

The EMI Records delegation led by Roy Robinson, classical division manager, included John Whitel, classical marketing manager, and Josephine, the following day classical promotion manager.

The conference reviewed the progress made in the preceding year and surveyed marketing prospects. Also discussed were recording projects involving major EMI artists Klenkmann, Barbieri, Mendini, South, Gualtiero, Barethn, du Pre and Baker.

Jones Back to Hollywood After Scoring a Film in England

LONDON—Quincy Jones, here on work on the score of his 14th movie, flew back to Hollywood last week to begin work on the music for the forthcoming release "Jimmy Brown and Diahann Car- rroll." Honey Jones has completed the main theme for "McKenzie's Gold," a Western set in the 1870's, starring Gregory Peck, Omar Sharif, Julie Newmar, Lee J. Cobb, Eli Wallach and Raymond Massey. The lyric was written by Carl Foreman, who is co-composing the picture with Dimitri Tiomkin.

The theme, which occurs throughout the picture, is a "cat ballow" style cynical com-ment on the narrative, entitled, "Old Turkey Buzzard."


Meanwhile, Jones is working on an extended blues work for Ray Charles which he plans to present at EMI's Hollywood Bowl next year, the 20th anniversary of the start of Charles' career.

DURING THE VISIT OF IKE AND TINA TURNER to Holland for concert appearances promoted by Paul Adm, Ike Turner, left, discusses promotion and release plans for the dian's Kent-Relax records with Harlem public manager Harry Kaspich.

PYE WILL HOLD MEET SEPT. 6

LONDON—Representatives of licensing from Australia, Greece, Holland, Germany, Israel, Japan, India, Portugal, Switzerland, Spain, Sweden and Turkey will attend the company's annual sales convention at the Europa Hotel, off Groeneweg Square, on Sept. 6. On the following day the delegates will be present at the company's ninth annual na-tional sales convention.

JUNE 8, 1968, BILLBOARD
From The Music Capital of the World

AMSTERDAM

The Association was here to tape a program for NBC/TV, which was shown May 21. ..

 cilts by Tommy James and the Shondells and the Doors were screened in the Lees de Rooy AVRO TV show "Vooruit." The Kinks were in Holland May 16 and 18 for concert dates.

Warner Bros. Phil Rose was here for a couple of days to confer with the company director Robert Oegen and Warner Reps label chief, Bert Klummen.

CNR promotion man Jos van Vlet went to Belgium to introduce Roelof Van Poucke in promoting his song, "Worlds Apart." While in Belgium, van Vlet talked with Hans Kusters of Primavera. ..

CNR released a new single by Dutch cabaret artist Felix Lankreijer, "Strawberry/la b/s "Strange Stranger." ..

CNR managing director Hans van Delden announced.

In May 17 after a business trip to the U. S. , Marino Costa and his Tiujena Color have recorded "La Felicidat" for CNR. ..

Phonogram gave strong promotion to the first London album by the Beatles, "Help!" ..

The Evening Standard, "Get That Feeling,".

rec. at FPP, New York. ..

Fridays. ..

Philips released a new Paul Mauriat album, "Latin Nights." ..

Bernard Cottaz and his orchestra recorded "Rock Around the Clock." ..

Bill Haley, "The Great Pereador," ..

the Flirters (Miami). ..

PAB HAGEMAN

BUENOS AIRES

Coming theater and TV attractions include Olga Gualdi (Muset), whose serial "The Color of This Skin," will soon be seen on a local TV channel, administrator Maurice Chavirat, Charles Azzonaro (Bardia), Luis Agra (Edillo) and Marco Antonio Muniz, for whom RCA has started a promotional campaign. ..

.. El Cuarteto Imperial (CBS), a Colombian quartet, received its third Gold Record. ..

Phonogram launched a Golden Series budget line which consists of "golden oldies" by well-known recording artists. ..

Dolores and also created a budget line series. "Let's Shake Hands," with the Cowboy's Bubble Gum MacMann, has sold 1,000,000 copies and is being handled by the RCA organization.

RUBEN MACHADO

CARACAS

Armando Manzanero's third LP, "Sonora noslo" (RCA), will be released simultaneously in each of the North, Central and South American countries. Planned date of release is late July. ..

Velvet has added two versions of "La La" to its catalog; one by Raymond Lefevere (Riviera) and another by Jesus Ignac (Metrotone). ..

The Sandpipers (A&M) appeared on the Renny Oulon Show (Channel 2) and did two nights at El Hippitypano. ..

Pedro Gonzalez has signed the orchestra of Eddie Palmiere, Free Rodriguez and Tito Puente, who will feature El Lalo, for TV and personal appearances in the coming months. These artists record for the Tico label. ..

Vladimir, manager of Paveduck's International Division, left for a short business trip to Peru and Colombia. ..

Vladimir will release Valen's first record album to completion, following requests from record company representative in Venezuela, which released the singer's first single. "La mano de Dios," with good results. ..

Vladim will be in the middle of July. ..

Venezuela will release an LP by three top Latin figures: Julio Jaramillo, Tito Cortes and Daniel Santos. ..

Negroes started legal action against Colombia C. A. for having

French Industry Is Crippled by Strike

- Continued from page 1

being produced, they had little to do.

Record distribution in France probably will continue although some companies beat the strike by having their representatives carry disks in their cars.

The postal strike, which began May 19, has seriously hit record exports and imports.

Staff at recording studios were not on strike but are working under an irregular electricity supplies and the

EMI Distributes Olga Label in U. K.

LONDON—EMI has begun distribution here of the Scandinavian label, Olga, with the release of the single "Yesterday Has Gone." ..

The distribution agreement does not affect Olga's deal with the BIRD network of independent producers.

EMI Import and Sales will also handle all LP repertoire of the Olga group, the Hep Stars, on an import basis. Four albums by the group are being put on the market initially.

absence of nearly all recording artists kept them virtually idle. Record company and publishers offices were thinly staffed and some were closed completely.

Pathe-Marconi press officer Charles Vazos said, "The strike is crippling the industry a vast amount of money. The public is just not in the mood to buy records." ..

Although movies stayed open, there was no live entertainment. Theaters, some of which had been taken over by students, and music halls such as the Olympia and the Bobino were closed.

Radio networks, deprived of new releases, were digging deep into their libraries to maintain round-the-clock record programs, interrupted by lengthy news bulletins. The ORTF, the French national radio network, to relay the France Import record programs.

Artists came out solidly in support of the strikers, refusing to make any live or recorded performances, and many of them provided free entertainment in factories taken over by the strikers.

RCA HOSTS a London reception in honor of Henry Mancini at the Hanover Grand, Mayfair; Mancini in London for concert dates with Andy Williams. in with RCA artist development manager Terry Oates, left, and RCA British managing director Bernard Ness, right.

DISK JOCKEY PETE BRADY joins Andy Williams and wife Claudine Longot in a toast to the success of Williams' concert series in London. Andy Williams and his wife broadcast direct on Brady's ABC afternoon show after touching down at Heathrow Airport.

TOM MCGUINNESS, CBS/Columbia representative for Puerto Rico, receives pointers on guitar playing by Tri Los Rancheros (Navarro, Eanes and Gil, left to right) during a party at Condado Beach Hotel where Los Rancheros are appearing. On the extreme left is Freddy Garcia of Ultra Records, Columbia's Puerto Rico distributor.

MIDEM Sets 2-Day Meet

PARIS — The Third International Record and Music Publishing Market to be held in Cannes, May 17-19, 1969, will open with two days of conferences during which problems facing the world's music publishing industry will be examined and discussed.

MIDEM sales director Jean Rochat said that the precise theme of the conferences will be specified at a later date.

The evening gala, a much-talked-about feature of last year's MIDEM, will be reduced to three hours this year. The gala evening negotiations were in progress to bring more many top international record companies to participate in the gala than were present previously.

Sugartown Is Set By Metric Music

LONDON—Lerry's Metric Music subsidiary have announced the formation of a new company, Sugartown, which will be directed by Lerry's ad director Tony Williams, president of the company, Ray Williams. World-wide exploitation and marketing of all Lerry catalogs will be handled by Metric.

Sugartown already has 40 songs in its catalog and signed as writers the group Majority, and the Irish folk-blues team of Patrick Carroll and Humphrey Weightman, whose songs have been recorded by Judy Collins and Carolyn Hester.

By DAVE BRADY

Winer at 'Cindy' Opening


The show, which opened at the Fortune Theater in London on May 19, 1969, a successor in 1964, when it starred Johnny Brandon. ..

Brad was involved in a new stage musical, "That's What's Happening," which will be handled by Winer in a split deal with Screen Gems.

In London for an indefinite stay, Winer, whose company published the first big Lulu hit, "Shout," is looking for further British outlets for his copyrights.

JUNE 8, 1968, BILLBOARD
**International News Reports**

**From The Music Capitals of the World**

- Continued from page 49

Marked as allegedly non-authenticated LP by its exclusive artist, Raphael.

Marco Antonio Varquez (Peru) is making personal appearances at Baran's, . . . Olga Cardett (Mexico) was in the city for a one-night stand on Channel 8, where the participating in one of its regular programs and made a special personal appearance with Luella Villa (Mexico), as part of a promotion campaign for that channel. . . . Carlos Seflaffy will act as the exclusive promoting agent for Los Brevos (Columbia) in Venezuela. . . . RCA executive Raymond Jackson was in the city for a brief visit as part of a supervision tour of RCA offices and representatives in Latin America.

**DUBLIN**

Bill Haley and the Comets completed an eight-day Irish tour for Oliver Barry of International Artists. Irish Record Factors issued the group's RCA album, "Kip It Up," and Pye released a Marble Arch LP, "Rock the Joint." . . . Butch Moore returned from a six-night U.S. trip and joined the Kings Showband as lead singer, Monday (3). Moore's latest single for Pye is "Fast Call Me Longtime." . . . Promoters Ted Carroll and Jimmy Dunne are negotiating to bring Van Morrison here in the fall. . . . Joe Doles and the Drifters' first LP will be a Golden Guinea release including six originals, five of them by the band's trumpeter Tommy Swardrick. All are published by Midland Music. King Records is sponsoring a weekly program on Radio Eireann. Extensive spot advertising in newspaper and magazine campaigns are also planned. . . . The next King album will feature the Royal Showband's Los Vegas cabaret act. . . . The New Top Hat Ballroom in Don Laoishe will be run by former Royal Showband manager T. J. Synge. . . . Emer-ald's Pat McGeeon was in Brus- sels and Madrid for TV and radio dates. . . . Tony Meehan is here for a meeting with IRF chief Michael Geoghegan in connection with Donal Donnelly's RCA sing- gle, "White, Orange and Green," which he produced. . . . Music For Pleasure has released albums by Vera Lynn, Josef Locke, Rich- ard Chamberlain and Carroll Gibbons.

**JERUSALEM**

In a special discount campaign, CBS-Israel has sold 3,000 copies of Beethoven's "Eroica" conducted by Leonard Bernstein at the reduced price of $2.43. A new Hebrew-language LP, "Bouquet of Stars," featuring 14 tracks by various CBS artists, has sold 10,000 copies in one month. Follow- ing a special discount operation run in conjunction with the Israel daily paper Ma'ariv. . . . Top- selling Joe Dolan and the Drifters' first LP will be a Golden Guinea release including six orig- inals, five of them by the band's trumpeter Tommy Swardrick. All are published by Midland Music. King Records is sponsoring a weekly program on Radio Eireann. Extensive spot advertising in newspaper and magazine campaigns are also planned. . . . The next King album will feature the Royal Showband's Los Vegas cabaret act. . . . The New Top Hat Ballroom in Don Laoishe will be run by former Royal Showband manager T. J. Synge. . . . Emer-ald's Pat McGeeon was in Brus- sels and Madrid for TV and radio dates. . . . Tony Meehan is here for a meeting with IRF chief Michael Geoghegan in connection with Donal Donnelly's RCA sing- single, "White, Orange and Green," which he produced. . . . Music For Pleasure has released albums by Vera Lynn, Josef Locke, Rich- ard Chamberlain and Carroll Gibbons.

**LOS ANGELES**

"Trouble Is a Lonesome Town," a musical narrative composed by Lee Hazlewood, will be the basis for a motion picture feature at Warner Bros.-Seven Arts. Haz- lewood, who will co-produce the film, will appear in the feature and write the musical passages. Winners of the $5,000 First Sintra Musical Performance Award will be revealed Wednesday (5) at UCLA. Sonny Burke, director of music for Warner Bros. Pictures, is one of five judges. . . . The Mills Brothers, Roger Miller and Doug Watson used United Recording of Nevada to cut rec- ords. . . . Ralph Schiffer was ap- pointed to the board of directors of the Ojai Music Festival. . . . Anika Kerr arranged and produced Pat Boone's new album, recorded in Nashville. . . . Good Cer- tain's new album (on Pete Records) in New York, Philadel- phia and Atlanta. . . . The Don Ellis Band will play with the 5th voice Stanford University Summer Chamber at the Stanford Summer Music Festival.

Johnny Farnham— one of the many EMI Artists enjoying good sales in Australia.

... you can check on EMI's claims about global ramifications—about recording and manufacturing facilities in every part of the world—about sales organisations which get into every conceivable outlet—about unique connections with the most active retail establishments everywhere—and about the way EMI artists are promoted here, there and everywhere to give them a truly international stature.

The EMI Company in Australia is—

EMI (Australia) Limited, 301, Castlecrag Street, SYDNEY, N.S.W., Australia. Tel: Sydney 20 912
PRAUGE

Polyphonist drug Freddy was in Supraphon’s Prague studio to record a German version of Debussy’s song, “Don’t Do Don.” The record was produced by Polyphonist’s Oskar Driest and the conductor was Supraphon’s Josef Vobratil. Supraphon’s Karl Geitk recorded 12 titles in London for producer Robert Melb. Jack Moreau, Helena Vondrakova and Marta Kubilova each recorded two titles for CBS during their engagement at the Prague Olympia Theater. All titles were Czech copyrights, most of which were featured in the Czechoslovakian gilt at MIDEM. All three artists have terminated their contracts with the Rekono Theater in Prague and will continue their careers on a freelance basis. All three records for Supraphon.

The existence of two independent record companies in Czechoslovakia is leading to controversies. Some of the songs entered for the Bratislava Festival will be sung by Penton artists but conducted by Supraphon conductor Josef Vobratil. Panton will have to find new conductors for the recorded versions. Czechoslovak Radio is celebrating its 45th anniversary. “The Last Stop,” a political satire playing with great success at the Senof Theater, features as its main musical theme the “Waltz of Roses,” a humorous parody of “The Waltz.”

LUBORIM DORUZKA

NEW YORK

Herb Alpert and the Tijuana Brass will appear at Madison Square Garden Saturday (12). The Weekenders, newly formed of vocal and instrumental artists, are also on the bill. Arthur Condon and Etta James are set for a summer concert tour with APO Shows. Serendipity Singers are on tour of the South with NBC. The New York Stock Exchange, under the management of the New York Stock Exchange, is touring the country. The Folies Bergere will open in the Garden Saturday night.

Festival Aug. 4. Ellis has written four new works for the Festival. SCREEN CREDITS: Burt Bach- arach and lyricist Hal David are composing the music and lyrics for a new Broadway musical, an adaptation by Neil Simon of the film “The Apartment.” David Mark- man produced the Bacharach-David show, called “Promises, Promises.”


Juliet Wechter and the Bois Marilin Band will be the “Merv Griffin Show” Mond. July 5.

CLUB CONCERT DATES: Herb Alpert and the Tijuana Brass will be at Madison Square Garden Saturday (12). The Beach Boys are wrapping up a 20-city tour of the Pacific Northwest, Canada and New England through July, followed by an 18-city tour of the East in September.


Ray Charles will be at the Forum for two weeks, bowing Dec. 5.

Patti Page makes a five-week concert tour of the South, beginning Jan. 2. Glenn Yarbrough will be in a three-week tour of the South, starting Nov. 13. Lyle Lovett is touring the West Coast with a string of new songs.

Singers’ Service is being held at the 26th Street Church, 495 6th Ave., the Sunday evenings.

TONY VINTON on NBC’s “Wide World of Sports” later that night. The Weekenders will open in the Garden Saturday night.

Trio Los Pacinos (Chicago), veteran recording group from Chicago, recording again and appeared at Condado Beach Hotel and TV Channel 4.

New vocal group for RCA Victor are due here for hotel and dinner during TV Channel 4.

Miguel Acela comes to the Condado Beach Hotel.

Masco Corporation, the local label formerly owned by Her-Cor Corp., is being managed by John M. Corderman, one of the best-known men in the recording business.

Corderman is president, Pedro Rivero Cano, secretary-treasurer; Manuel Pagan, general manager, and Jose (Pijuan) Pinerio, ad man.

New albums by Lentea, Doris Roman, Las Carillas, Pepe Garcia and Hector Romero are all set for release.

A-store L.P. and A-Imports Tres will be released. Also on tap is a two-volume album by Romanian Arpa and Nelly & Tony from their organization, the Four Jockey Records. Nelly & Tony, from Venezuela, will debut at La Concha Hotel, June 18. Ponce Balero, Puerto Rican vocalist and radio personality (WAKU), has recorded an album for TICO of New York and produced by Franchal Cristo. This album, recorded at local studio of Trans- Recording, under supervision of Johnny Blanc, will be released in July 1968. The Puerto Rico Association of Radio Broadcasters busy in preparation an island-wide program in which 90 per cent of the radio and TV stations will participate to commemorate the 45 years of radio broadcasting in Puerto Rico.

Teatro Real de Tres (DLO) and Tres Apes will be released. An album is on tap for the Weekenders, local artist and pro- ducer, will present the first all-ardiscus show booked by the Caribe Hilton Hotel, May 26 to

MAY 26, 1968, BILLBOARD

Eliran Kaleidoscope Electric Brass Band tour will be at the Forum Thursday, Aug. 26.

Bassaro, Puerto Rican vocalist and radio personality (WAKU), has recorded an album for TICO of New York and produced by Franchal Cristo. This album, recorded at local studio of Trans- Recording, under supervision of Johnny Blanc, will be released in July 1968. The Puerto Rico Association of Radio Broadcasters busy in preparation an island-wide program in which 90 per cent of the radio and TV stations will participate to commemorate the 45 years of radio broadcasting in Puerto Rico.

Teatro Real de Tres (DLO) and Tres Apes will be released. An album is on tap for the Weekenders, local artist and pro- ducer, will present the first all-ardiscus show booked by the Caribe Hilton Hotel, May 26 to
FAMA Applauds the Past And Braces for the Future

By RON SCHLACHTER

MIAMI BEACH, Fla. — Operators attending the annual convention of the Florida Amusement & Music Association (FAMA) Convention, held here May 24-26 at the Newport Re-sort Motel, were warned not to feel complacent — even though this is not a time of crisis for the association.

This advice came from President Jim Mullins, who noted there was a strong possibility the State Legislature would attempt to increase the sales tax in the upcoming session. At the same time, Mullins was elected with fellow officers to another term, described the past year as “duck soup” compared with other years.

Programmer Must Make Own Decision After Weighing Number of Factors

By EARL PAIGE

KENOSHA, Wis. — The jukebox programmer is assisted from all sides and constantly forced to make individual decisions that often leave him in a lonely position. This is the observation of Gordon Larson, young programmer for the Ocean Amusement Co., here.

“A lot of things influence your judgment but in the end you have to make your own decision,” Larson said. An example, Larson related, was his experiences after programming The Unicorn, the big hit by the Irish Rovers.

“Everybody in the shop thought I was crazy,” he said. “I told them just to watch the playbacks. Pretty soon they saw I was right. The Unicorn is getting play all over the route.”

Larson pointed out that there are no hard and fast rules to govern the programmers today. You can't depend on the reputation of the artist or judge a record by the name of the publishing company. The last release. You have to consider each record on its own merit.

“I guess the record that has fooled me most lately is the new Spanky and Our Gang release. ‘Like to Get to Know Your Sunday Woman at Same Time’ was a great record but the next two Spanky records didn’t go over at all. ‘I listened to the new Spanky record and expected it to go. Now I see I’m wrong. This is another example of an artist hitting after several releases that didn't go over. Engelbert Humperdinck has had about four releases since his big hit, ‘Release Me.’ None of those did well for him. So ‘Without Love’ is really hitting.

“Some artist will repeat immediately, others won't. Paul Mauriat's new record ‘Love in Every Room’ is not going over as well as ‘Love is Blue,’ but the Mills Brothers are repeating right away with ‘My Shy Vicky’ after their big one, ‘Cab Driver.’

“Vicki Carr is another artist that has repeated for me lately,” Larson said. “Her record, ‘It Must Be Him,’ was her new one, ‘The Lesson.’

“Locations give you plenty of headaches on new releases — artists that are just coming off a big hit. They'll hear that the artist has a new one out and they will want it. They start asking about it and you don't get another chance.”

(Continued on page 58)

HOW ABOUT TOURNAMENTS!

Shuffleboard Bears Again, Says Detroit Music Operator

By HAL REEVES

DETOIT — Jacob Duml, D&P Service here, believes a whole new generation of tavern patrons never really exposed to coin-operated shuffleboard constitutes a ready made market for shuffleboard operators. Shuffleboard tournaments have been successful in some parts of the U.S. for years and could become an important part of renewed interest in the game.

When D&P Service found that refinishing the tops of their shuffleboards cost $75 and lasted only two to three months, they embarked on a do-it-yourself program and bought a deep building on the Far West Side, where the long boards may be easily handled.

Equipping it, they figured, would cost about $35,000. That was in 1950.

This continues as a profitable operation today, with the same building. The service is handled by a young extension at the rear. The new area houses the service department and the headquarters for (Continued on page 58)

MEMBERS OF THE FLORIDA Amusement & Music Association unanimously re-elected their officers for the coming year. Seated, left to right: A. W. (Buster) Fallin, secretary; Jim Mullins, president, and Jim Tolikano, treasurer. Standing, left to right: Sol Tabb, district 6 vice-president; Wesley Lawson, board chairman, and Gleason (Smoky) Schneller, district 5 vice-president. Other officers are Fred Deeb, district 1 vice-president; Simon Wolf, district 2 vice-president; Charles Panitch, district 3 vice-president, and Harvey Duckett, district 4 vice-president.

BILLY CANNON, president of the Music Operators of America, served as moderator for a programming seminar at the annual convention of the Florida Amusement & Music Association in Miami Beach, Fla.

SIMILAR EVENTS PLANNED

Wide Interest in Long Island Pool Tournament

MELVILLE, L. L., N. Y. — Operators in widely separated parts of the U. S. have been looking for reports from a pool tournament that ended here last week. The competition, sponsored by the Coin Operated Pool Table Operators of Nassau and Suffolk counties, commenced in March and concludes with finals May 29.

Object of the tournament here and for widespread tournament interest in other parts of the U. S. is the use of a tool as a marketing weapon to prevent locations from buying and operating pool tables.

U. S. Billiards sales manager, Leonard Schneller, has traveled thousands of miles explaining tournament organization to operators associations and to distributor sales offices. President of the firm, Al Simon, has often accompanied Schneller.
Expect 1,000 At Carolina Convention

MYRTLE BEACH, S.C.-More than 1,000 people were expected here May 30-June 2 for the annual joint convention of the North Carolina Vendors Association, Inc., and the South Carolina Coin Operators Association. The South Carolina Coin Operators Association, a music group, was also scheduled to meet here separately.

The annual event, one of the largest gatherings of Coin Machine World figures in the Southeast, was expected to attract over 50 manufacturer exhibitors, occupying over 90 booths. Three days of social activities, business meetings, speeches from industry experts and seminars were scheduled.

FAMA Applauds the Past And Braces for the Future

Treasurer Jim Tolissan reported that the association is about $1,000 behind in dues, but that this is "not bad." He cited Jacksonville, Fl., as a particular problem area in terms of disqui-

Treasurer Jim Tolissan reported that the association is about $1,000 behind in dues, but that this is "not bad." He cited Jacksonville, Fl., as a particular problem area in terms of disqui-

FITS IN PINBALL SPACE

Only 31 in. wide, 55 in. long, 37 in. high, WORLD CUP fits wherever 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 bingo class.

Players charge opponent's goal, drible 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 maneuver like a real soccer player. Straight drives. Forward passes. Lateral passes. Field goals. Center kicks. Sometimes actually skill kicks! Players run in both directions. Kick right and left while running either way. Or while standing still. The 31 in. low Luna ball, while

for maximum visibility on the green, brightly illuminated field, insures the positive impact action that keeps the player at a fast and thrilling pace. Small ball in relation to J.B. tall lifelong players adds to the realism and quick response to every sudden decision of the competing players. WORLD CUP is the world's finest, simplest, fastest soccer game. WORLD CUP is soccer.

'Haven't seen a football game in ages. It's a real winner of an afternoon's entertainment. Great for the kids and the adults. This is a great family game. Thanks for getting it to us. We'll be ordering more.'

'Home of the best soccer game on the market. This game is a winner. Great for parties and family fun.'

VISABLE CONTROL

Panel at convenient hand rest level, eliminates "feel" and "tumble" and player fatigue, permits players to keep their eyes on the targets without glancing down to locate desired control, aids to play appeal.

ADJUSTABLE PLAY TIME

Play continues until one player scores maximum of 18 goals in 30 minute period or 90 seconds. Standard 30 minute play time gives players a real sense of achievement. Shorter play is easily adjusted to 5 to 10 minutes interval. Operator can change the play and profit requirements of location, time of day, season or other factors.

OPTIONAL PLAY PRICING

Single deposit permits two to play in competition. Available for 2 Tickets per game, 1 Driver per game, 1 quarter per car, or all costs of running.

A dozen words are all the instructions WORLD CUP needs. "Player moves in direction desired. Press handle to kick." Goalie control dial, which moves Goalie left and right across goal, is too obvious for words.

Win the big money gift!

Get WORLD CUP today!
Coin Machine News

**JUKEBOX RECORD REPORT**

For the week ending June 9, 1968

**METRO MARKETS**

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

<table>
<thead>
<tr>
<th>Last This Week</th>
<th>Weeks on Chart</th>
<th>Last This Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>3. Mr. Robinson, Simon &amp; Garfunkel</td>
<td>3 (Atlantic 4551)</td>
<td>12. Think, Anthea Franklin</td>
<td>3 (Atlantic 2518)</td>
</tr>
<tr>
<td>4. Columbia 44511</td>
<td>8 (RCA Victor 74123)</td>
<td>13. Here Comes the Judge, Sherry Long</td>
<td>10 (Soul 30044)</td>
</tr>
<tr>
<td>6. Beautiful Morning, Rascals</td>
<td>10 (RCA Victor 74123)</td>
<td>15. I Wanna Love, Glen Campbell</td>
<td>3 (Capitol 214)</td>
</tr>
</tbody>
</table>

Most promising new record: Choo Choo Train, Bax Records, Mala 12005.

**REGIONAL MARKETS**

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

**WEST COAST**

<table>
<thead>
<tr>
<th>Last This Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Honey, Bobby Goldsboro</td>
<td>6</td>
</tr>
<tr>
<td>2. Tighten Up, Archie Bell &amp; the Drells</td>
<td>7 (United Artists 9298)</td>
</tr>
<tr>
<td>3. Mr. Robinson, Simon &amp; Garfunkel</td>
<td>2 (Columbia 4551)</td>
</tr>
<tr>
<td>4. Dallish, Tom Jones</td>
<td>2 (Parrot 40023)</td>
</tr>
<tr>
<td>5. Do You Know the Way to San Jose?, Dianne Warwick</td>
<td>2 (Scepter 11216)</td>
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</tbody>
</table>


**MOUNTAIN**

<table>
<thead>
<tr>
<th>Last This Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Honey, Bobby Goldsboro</td>
</tr>
<tr>
<td>2. Young Girl, Union Gap featuring Gary Puckett</td>
</tr>
<tr>
<td>3. Wonderin' Mind, Margie Singleton</td>
</tr>
<tr>
<td>4. Kiss Me Goodbye, Paula Clark</td>
</tr>
<tr>
<td>3. I Wanna Love, Glen Campbell</td>
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</tbody>
</table>


**CENTRAL**

<table>
<thead>
<tr>
<th>Last This Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Honey, Bobby Goldsboro</td>
<td>7</td>
</tr>
<tr>
<td>2. Yummy, Yummy, Yummy, Ohio Express</td>
<td>2 (Buddah 7478)</td>
</tr>
<tr>
<td>3. Mrs. Robinson, Simon &amp; Garfunkel</td>
<td>7 (Atlantic 4551)</td>
</tr>
<tr>
<td>4. The Good, the Bad, the Ugly, Hugo Montenegro</td>
<td>2 (RCA Victor 74123)</td>
</tr>
<tr>
<td>5. Unicorn, Irish Rovers</td>
<td>3 (Decca 32234)</td>
</tr>
</tbody>
</table>

Most promising new record: Bring a Little Lovin', Lou Bravos, Parrot 3920.

**SOUTHEAST**

<table>
<thead>
<tr>
<th>Last This Week</th>
<th>Weeks on Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Beautiful Morning, Rascals</td>
<td>7 (Atlantic 2493)</td>
</tr>
<tr>
<td>2. Tighten Up, Archie Bell &amp; the Drells</td>
<td>3 (Atlantic 2478)</td>
</tr>
<tr>
<td>3. A Man Without Love, Engelbert Humperdinck</td>
<td>7 (Parrot 40023)</td>
</tr>
<tr>
<td>4. She's Lookin' Good, Wilson Pickett</td>
<td>1 (Atlantic 2505)</td>
</tr>
<tr>
<td>5. The Son of Hickory Holler's Trump, O. C. Smith</td>
<td>1 (Columbia 44511)</td>
</tr>
</tbody>
</table>

Most promising new record: Bring a Little Lovin', Lou Bravos, Parrot 3920.

**NORTHEAST**

<table>
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</tr>
<tr>
<td>2. Beautiful Morning, Rascals</td>
<td>2 (Atlantic 2493)</td>
</tr>
<tr>
<td>3. Tighten Up, Archie Bell &amp; the Drells</td>
<td>1 (Atlantic 2478)</td>
</tr>
<tr>
<td>4. Choo Choo Train, Bax Top</td>
<td>1 (Mala 12005)</td>
</tr>
<tr>
<td>5. The Good, the Bad, the Ugly, Hugo Montenegro</td>
<td>1 (RCA Victor 74123)</td>
</tr>
</tbody>
</table>

Most promising new record: I Love You, People, Capitol 2078.

**ROCK-OLA**

- Try it yourself. Flip up the self-locking main dome of our new Princess Deluxe compact — and see what Rock-Ola has done to cut down on your programming and service time . . . to beef up your take.
- See how everything is right up front, at eye level, big as life? No more stooping, squinting or squinting for you. Just reach out and get things done.
- Key switches up top at eye level. Credit unit and amplifier flip down for stand-up servicing ease.
- So do the new hinged program holders. New "straight through" coin entrance chute with drain, new easy to read record indicator numbers, new rear controls grouping, new printed circuitry — all made for easier service in the brand new flip-top Princess Deluxe. Plus . . . Rock-Ola's exclusive Mech-O-Matic 35/45 RPM changer. And this mini works with all optional accessories: receiver, money counter, remote volume control, Phaeton wall box and wall speakers (LP feature optional). All this, and the new Princess Deluxe measures just 46-24-31! You can't help but make your looks faster and your wallet fatter.

Our new "mini" flips her lid for you!

---

Rock-Ola Manufacturing Corp. • 800 N. Kedzie Ave. • Chicago, Ill. 60651

---

Try it yourself. Flip up the self-locking main dome of our new Princess Deluxe compact — and see what Rock-Ola has done to cut down on your programming and service time . . . to beef up your take. See how everything is right up front, at eye level, big as life? No more stooping, squinting or squinting for you. Just reach out and get things done. Key switches up top at eye level. Credit unit and amplifier flip down for stand-up servicing ease. So do the new hinged program holders. New "straight through" coin entrance chute with drain, new easy to read record indicator numbers, new rear controls grouping, new printed circuitry — all made for easier service in the brand new flip-top Princess Deluxe. Plus . . . Rock-Ola's exclusive Mech-O-Matic 35/45 RPM changer. And this mini works with all optional accessories: receiver, money counter, remote volume control, Phaeton wall box and wall speakers (LP feature optional). All this, and the new Princess Deluxe measures just 46-24-31! You can't help but make your looks faster and your wallet fatter.


B. C. LONG, veteran bulk vendor and owner, Dixie Vending Charlotte, N. C. Long was once a jukebox operator but in later years has concentrated in vending. In the background can be seen several operators discussing the many items on display in the spacious warehouse.

LEE SMITH addresses members of the Carolina Bulk Vendors Association, which met during the day’s festivities. The gathering was told that $150,003.41 was collected from bulk vending machines in a campaign to support retired children’s educational programs in South Carolina, North Carolina and Tennessee.

SIDNEY EPPY, Eppy Charms, Jamaica, N. Y., poses with a group of children who had an unusual treat examining hundreds of charm items during the day-long event.

*******

Bulk Vending News

Smith-Regal Hosts Politicians at Open House in Charlotte

LEE SMITH, president, Carolina Bulk Vendors Association (left), and H. B. Hutchinson Jr., president National Vendors Association (NVA). The photo was taken during the presentation of a $500 check from NVA in appreciation for the Carolina group’s efforts in gaining an exemption from sales taxes. Smith, an NVA director, is co-owner, Smith-Regal of the Carolinas. Hutchinson heads an Atlanta distributorship under his own name.

FRED LOEWUS, partner with Robert Guggenheim, Karl Guggenheim, Inc., Jamaica, N. Y. (right), chats with Tip Evans, a Tennessee bulk-system operator. Over 150 people attended the dedication of Smith-Regal’s new facility.

H. P. (PAT) TAYLOR, Democratic nominee for lieutenant governor, North Carolina, is seen here addressing the large group of bulk vending businessmen at a recent open house held at Smith-Regal of the Carolines, Charlotte, N. C. At right, Lee Smith, president of the Carolina Bulk Vendors Association, and (far right) H. B. Hutchinson Jr., president, National Vendors Association. Many prominent politicians attended the event and congratulated the Carolina vendors for contributions to the retarded children drive.

MARGARET KELLY, Penny King Co., Robbing (right), greets part of delegation from H. B. Hutchinson Distributing Co., Atlanta. From left, Mrs. Earl Yeary, Mrs. H. B. Hutchinson Jr., Yeary, and Mrs. Kelly.

HERB GOLDSMITH, vice-president, sales, Caps Manufacturing Co., Los Angeles (left), poses with Col. Owen M. Carpenter, USAF retired. Carpenter founded the airport near Smith-Regal, now part of the complex owned by Lee Smith and partner, Jack Thompson.


New Equipment

CHARM THE KIDS with Northwestern’s SUPER 60 CAPSULE VENDOR

Charm the kids — and kids mean profit! Large-capacity globe and front-mounted plastic showcase displays charms. Up-to-date design gives you a attractive unit that’s in swing with the younger generation. Proven mechanism, wide clute and foolproof coin unit makes this one A.O.K. No shipping or handling charge. Start moving to profit with the Model 60 Capsule Vendor, write or phone for complete details.

Hiltsam — Stamp Vendor

This new stamp vendor styled in red, white and blue in the shape of a mailbox, is especially designed to handle new postage rate increases and any eventual changes in stamp pricing. The unit, manufactured by Hiltsam Vending-Stamper Corp., accepts dimes, quarters and a 3-cent combination. It has five selections, including special delivery. The unit can be mounted on a desk, counter, the wall or on a pedestal with self-levellers.

BARGAINS from KING’S One Stop

Pencil-Pusher Pin-On Botlinas $1.95 each Roll with 2 Vending, 600 to box 5.50
Frosted Capsules white 500 per bag
5¢ Economy Mix $5.90
10¢ Deluxe Mix 5.00
13¢ Ring Mix 4.90
16¢ Triplex or Belenger 6.90
19¢ Del Knox 8.90
25¢ Jewelry Mix, 100 to box 15.90

T. J. KING & CO., INC.
3790 W. Lake St., Chicago, Ill. 60613
Phone: 312/333-2399

JUNE 8, 1968, BILLBOARD
Vending News

More NVA Convention Photos

NOMAN ALLISON and DICK GREEN (right), of Viking Charms, Jacksonville, Fla., pose with Nicholas Schiro, NVA vice-president, New Orleans (with glasses) and Ron Rosen (left).

ROY J. ZALOUM (center) and a happy group of visitors at the company's booth.

MARGARET KELLY, Penny King Co., shows off some of her items. In right photo, W. R. (Gary) Green, Northwestern Corp. (center) and Meyer Abelson, also with the firm (right) chat with a visitor.

GLENN STEVENS, Frank H. Flee Corp. (left), chats with John Hodge, Hodge Vending, Baton Rouge, La., while Jack Grifths, of New York, looks on. In right photo, Nic Montz, Cramer Gum Co., and Orval Padgett (right) discuss a point.

NVA OFFICERS. From left, Tom Emms, treasurer, Graft Vending, Dallas; Nicholas Schiro, vice-president, Schiro Vending, New Orleans; H. B. Hutzler Jr., president, H. B. Hutzler Corp., Atlantic Beach; Harold Fota, secretary, Folt Vending, Oceanside, N. Y.; Mike Sparacino, sergeant at arms, Chicago.

GEORGE HERMAN, T. M. Vending Corp., Yonkers, N. Y. (left), stops to shop with Norm in addition to Viking Charms, Jacksonville, Fla.

AL FRIEDLANDER (left) and Harry Schor of Henal Novelties & Premiums Corp. stop chatting with Albert Horvitt (right) to pose for Billboard photographer.

AMERICAN GUM GROUP. From left, George Boardman, company president; Ed L. Fenimore, Carol Pettett and Bob Arnold.

OAK MANUFACTURING'S ED ROSEN (right) and O. L. (Big) Whitey Hefting, Diamond Vending, Oklahoma City.

Get and hold the best locations with Victor's Selectorama® Console 6 DIFFERENT STYLES

When answering ads... Say You Saw It In Billboard

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 new Victor—

SELECTORAMA® 77-88 CONSOLE

With six different combinations to select from to fill any of your locations, you can choose to vend in a variety of combinations—i.e., 52, 10G, 36c.

Front door operation saves 50% to 75% service time. Bigger display, more profits. See your distributor for information and delivery dates.

VICTOR VENDING CORP.

5701-12 West Grand Ave.
Chicago, Illinois 60630

ADVERTISING IN BUSINESSPAPERS MEANS BUSINESS

JUNE 8, 1968, BILLBOARD
HOW ABOUT TOURNAMENTS!
Shuffleboard Booms Again,
Says Detroit Music Operator

• Continued from page 58

one of probably the half dozen largest amusement route opera-
tions in the metropolitan area, with some 530 jukeboxes, pool
 tables and shuffleboards.

D&P means Jacob Dumler
and William Palmer. The latter
died in February, 1951, in Chi-
cago where the two partners had
gone to buy shuffleboards. Palme-
er had been operating a route of
about 38 shuffleboards when the
two men teamed up only
about four months before Palme-
er's death.

How It Began

Dumler, now 67, had been
operating trucks as a broker and
owned a bar in suburban Wyan-
dotte. He bought a shuffleboard
the early style which opera-
tors weren't touching then—
without coin chutes, requiring
score sheets and individual col-
lection by the bartender from the
players. The first week this
eye game took in $100, and he
decided to sell his bar and go
into the shuffleboard business—
in 1948. A few months later
coin-operated units became avail-
able, and Dumler built up his

Illinois Assn.
Regional Meets
Now Underway

CENTRALIA, III.—The Illi-
nos Coin Machine Operators
Association (ICMOA) intro-
duced its new legislative pro-
gram at the first in a series of
meetings here last week. Meet-
ings are planned with the pur-
pose of acquainting operators
with the procedures for contact-

ing their local legislature represen-
tatives.

In outlining the legislative
contact program, ICMOA executive
director, Fred Gain, Springfield,
said that a chief problem last
year, when the amusement indus-
y was battling anti-pinball legislation,
resulted around the fact that
legislators often didn't know all
the facts.

"When there are 2,000 bills
rolling through the legislature,
it's difficult for legislators to
know all the background neces-
sary to voting on proposals. Our
prime purpose this year will be
to encourage members to con-
tact legislators and acquaint law-
makers with our aims."

To further implement the
ICMOA program, the associa-
tion will shortly make available
a 20-page Legislative Manual.

Correction

CLEVELAND—A brief filed
in a recent Franklin County
Common Pleas Court case, in-
volving a pinball game, referred
to "strikes and spaces" and re-
sulted in the erroneous report
that the case involved a coin-
operated bowling game. The unit
in question was a pinball game.

Program Must Decide
After Weighing Factors

• Continued from page 53

the record sometimes even if it
isn't good.

Larson exercises several cri-
eteria in his buying in a constant
effort to glean as much help as
possible before making that care-
ful, personal judgment.

The Criteria

• Constant monitoring of

Chicago and Milwaukee radio
stations, as well as local Keno-
shas, bookie places and tisches.

• Careful scrutiny of trade
charts and reviews.

• Auditioning samples from
the one stops.

• Study of one-stops listings.

• Weighing requests from
locations.

During the consideration of
all of these factors, he goes over
each week's releases with the
one-stop salesman. "We talk
over each record," Larson said.

"We start out at the top of
the one-stop list and go down
right down the line." In the end,
however, it is Larson's own judg-
ment that often becomes the
final criterion. As an ex-
ample, he mentioned the Johnny
Malish record, "Misty Rose."

"This record was strictly my
program. Even the one-stop
salesman warned me against it.
I still believed it would go and
now it's one of our best local
location records."

Proven Profit Maker!

24-INCH BUZZ SANDER is part of D&P Service's shuffleboard refresh-
ing equipment. Here, Jack Oxley (left), checks on a 22-foot shuffle-
board table. In discussion, Dumler, a veteran in both music and shuffleboard op-
erator, says that the sale of generation of tenants patrons have
not heretofore been exposed to it.

Coinmen In The News

DENVER

Every indication is for a profit-
able tourist season in Colorado this
summer on the basis of the gross
receipts in Denver, according to
Lloyd Clark of Paastra Sport
Company, who was in Denver recently, stockpiling on phono-
graphs.

Chuck Marion, Leadville, Colo,
has returned from Vietnam
where he's been for the last four
months, enlisted in the Army and
is in the training center in a
unit of phonograph oper-
ators. John Richardson, Military
Singleton, Col., has returned to
Viet Nam and has returned to the
U.S. Herb Rogers, New Mexico op-
er, finds that flying an airplane
from one remote location to an-
other pays. He visited Denver dis-
tributors recently to stock up on
both aircraft and phonograph parts.

Another New Mexico operator
who braved the heavy late winter
snows to reach Denver was Johnny
Wood, a Florissant, Colo., resi-
dent.

Another late-winter vacationist
was Davey Wynner, who "took
it easy" for a few weeks. - Paul
Skeet, of Lanier, Wash., has been
out west and has been recently
in high-mountain rescues, regu-
larly coming on snowmobiles, and
made numerous high-moun-
tain rescues in the Pacific
area. Skeet brought along a fist-
ful of photographs to show Denver
distributors and operators on a
recent buying trip.

SEGA ENTERPRISES of Tokyo
has donated three Irving Kaye
Ring-O-Pool tables to the U. S.
Army, Japan Medical Command.

Because their circular shape
solves the problem of limited
space, the tables are now being
used on the therapy wards of
hospitals at Camp Zama, Kishine
and Oji, in the greater Tokyo/
Yokahama metropolitan area.
Florida Association Meeting

BANQUET SCENE during the Florida Amusement & Music Association (FAMA) meeting last week. From left: Bill Cannon, president; Music Operators of America (MOA); Sarah Neely, FAMA secretary; Julian Sturm, FAMA executive director, and Virginia D. Sturm, Julius Sturm's mother.

BIL CANNON of Haddonfield, N. J. (right), presides at forum on record programming. At left, Ron Adams and Bob LaValle (center), both of Campus Distributors, Miami.

TIME OUT FOR DANCING. The George Kriker Band, featuring singer Carol Tazan, provided the music.

SOL TABB, well-known industry figure and a Florida operator, pictured addressing the meeting.

JAMES TOLISANO, board chairman, MOA. He hails from Clearwater, Fla.

FRED GRANGER, executive vice president, MOA, Chicago.

JAMES MULLINS, FAMA president. Mullins is a Miami operator.

Long Island Pool Tourney

• Continued from page 53

ing locations. Only locations where an operator is involved are solicited. Schneller explained that if only 15 operators received just eight returned forms, the event would represent enough locations to form a tournament. The ideal tournament involves 120 locations.

• Locations are informed that 32 patrons are eligible for prizes. The kit, costing between $36 and $40, includes eight-ball tournament rules, promotion materials, trophies, and a certificate officially entering the location in the tournament.

• Tournaments are geared for eight weeks of preliminary activity and two weeks of semi-finals before action is transferred to finals. To enter the tournament, locations are asked $5 per week, said amount being taken off the top before collections are made. The operator matches this figure. (Many operators collect the entire amount in advance and issue the tournament entry certificate immediately.)

• One winner per location is determined each week during the eight-week preliminaries. Winners must wait until the double-elimination semifinals to compete again, but losers can play each week until they emerge as a weekly winner. Best two out of three panels determine the weekly winners.

• During the ninth and 10th weeks the double-elimination semi-finals in the location determine a winner in Class A, B, C, men’s division, plus a women’s division.

• Trophies have the name of the player, the location owner and the operator involved inscribed on them. The trophies remain in the location.

During the Omaha meeting, officials of the local association agreed to commence a tournament in September. Earlier, the South Dakota Music Vending Association had voted to sponsor a tournament. Schneller will return to Lawrence, Kan., June 22-23, to present tournament plans for the Kansas Amusement Music Association.

Long Island Pool Tourney

• Continued from page 53

OVER 225 OPERATORS attended a two-day regional management conference in Chicago recently. The conference was one of a series held around the country by the National Automatic Merchandising Association. Seminars on budgeting, profit planning, accounting and location evaluation, upgrading routee performance and public relations were part of the program. The above photo was taken during an opening-day session at the Marriott Motor Hotel. The series was scheduled to conclude May 24-25 at Atlanta.

Y.A. ASSN. WARNED

Consumer Protection Laws
May Be Used to Hike Taxes

By LAMAR GUNTER

ROANOKE, Va. The current popularity of consumer protection measures is being used by some local governing bodies to institute revenue measures under the guise of protecting the consumer, but in fact may not be much protection for the consumer.

This is in essence what Marc D. Brookman, Eastern legislative counsel for the National Automatic Merchandising Association (NAMA) told members of the Automatic Vendors Association of Virginia, Inc. (AVAV), at a semiannual meeting in the Hotel Roanoke here May 26.

Brookman told the vendors that per-machine taxes proposed under the guise of regulating health and sanitary conditions often cost the vendors healthy chunks of their profits.

"It is important that you convey to the people in your localities that you are a service business and that you try to maintain good health and sanitary conditions in your business. Invite people to inspect your facilities and operations," be said.

Brookman told the vendors that States are beginning to pass laws requiring see-through packages so that the contents of a package can be seen from any side of the package. These will affect the pastries and sandwiches packaged by vendors, he said.

Chester L. Cooper Jr., of

Richmond, Va., vice-president of the Automatic Vendors of Virginia, was appointed chairman of the association’s health committee to maintain liaison with the National Automatic Merchandising Association's health committee and to watch developments in the State. AVAV president, J. B. Whitney, also appointed to serve with Cooper, Allen Clark of Bristol, and Richard Brady of Roanoke.

The association decided to hold its annual meeting and election of officers the weekend of May 13-15, 1969, in Richmond. They decided to let a committee composed of President Whitney, executive-director Jack G. Gess of Roanoke, Clyde Davis of Virginia Beach, and Cooper decide where to hold the next semiannual meeting.

At the Saturday morning business session, Douglas L. Moore Jr., executive-director of Keep Virginia Beautiful, Inc., urged all those attending to join in the anti-litter campaign. He said his organization received no public money and was financed entirely by businesses, organizations and individuals.

Herbert M. Beitzl, executive editor of Vend Magazine, was speaker.

More than 80 attended the president's reception and convention banquet. It was reported that current membership is 72 members and 47 associate members.
Wurlitzer's School in Atlantic City


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

FISCHER TABLES

Operators affectionately call them "Money-Magnets"

THE EMPRESS SERIES
Model 105-D 10" x 89" Model 120-D 91" x 82"

Available in Walnut grained finish. Luxurious styling and mechanization throughout. Please see the most popular players. Designed to provide many years of use.

THE REGENT SERIES
Model 101-D 10" x 57" Model 91-D 91" x 52"

Compact companion to Empress line. Long-lived beauty of Walnut look finish, high-lighted by cheery colored cast pocket trim.

Fischer tables attract players like bikinis attract lookers. The big difference, however, is Fischer's attraction pays off with high profits. What's more, Fischer's other magnetic advantages like solid quality throughout, advanced features and service problems a thing of the past, have been attracting top operators everywhere. How about taking a closer look? But mind you, the nearer you get, the stronger the attraction.

See your Distributor or write for further information and prices.

Fischer MANUFACTURING CO., TIPTON, MO. 65081

Shuffleboard Booms Again

Continued from page 58
to give the people service and as good a product as you can put on the market.

"Personal contact is extremely important, I believe in going out personally to talk to the location owner whenever there is any problem."

Growth comes through securing new locations, and Duniar usually does this personally, with route forman Jack Oxley taking his share of calls also. "I am building the route a little as we go along," Duniar said. "You have to continually upgrade. "Watch out for new buildings and talk to the owner while it is under construction. Get him to plan to use your equipment well in advance," he advises.

Oxley adds: "We get locations also from recommendations of people we know. As long as you keep your past reputation good, you'll get repeat business from other people."

Jukeboxes Programming of machines is done by the four collectors, each doing the record buying for his own route, according to his evaluation of needs. About 70 per cent of locations are changed weekly, the rest bi-weekly.

We do not follow a formula in programming," Duniar said. "Records must be tailored to the particular location. Mostly we try to give them the top records in the types favored by their customers.

Alertness to upcoming popularity potentials in records is very important here. Oxley said: "Whenever I'm in the car or truck, I listen to the music stations and disk jockeys, and so do all our collectors. Often will pick up a tune that hits you, and you want it when it hits."

Locations are always given any tunes they have requests for. Records that are in such a facility, whatever is good, we'll put on. In a location that has been running good well put on three to four new records a week.

The standards we have right on the machine until the machine count tells us we are no longer wanted."

The machine count tells us we are no longer wanted."

JUNE 8, 1968, BILLBOARD

Copyrighted material
Teacher Confidence Bolsters Business at W. Va. Store

By RAY BRACK

CHARLESTON, W. Va.—Though adequate statistical data has not been accumulated on the subject, most music dealers agree that a teacher who has confidence in a particular store is good for up to 50 or so prospective sales a year.

It's not surprising that one of the leading musical instrument stores in this area, Galperin Music Co., here, one of the largest, bestknown full-line music stores in the State, is an example of success in building teacher confidence through regularly scheduled free music workshops for area instructors.

Galperin's held its most recent workshop Sunday, May 5. The session was conducted by Julio Estaban, Spanish pianist and composer, who is national chairman of the piano section of the Music Teachers' National Association (MTNA) and teacher of advanced piano at Peabody Conservatory of Music in Baltimore, Md., which co-operated with Galperin's in the workshop, is assisting with workshops of this type in other areas.

The workshop session, like scores of others held at Galperin's over the past 10 years, was held in the store's 90-seat auditorium. Galperin's vice-president, Ralph Dollman, said 150 inwistesses were mailed to teachers and 40 were on hand for the Sunday afternoon session.

"We don't normally conduct the workshops on Sundays," Dollman said, "but Estaban was not available in this area on a weekday. Most of our workshops have been held during the week.

"Galperin's also released publicity on the workshop to the local paper, announcing that the session would be open free to the general public."

"Our workshops draw teachers from many parts of the State," Dollman said. "We've had teachers come in from Parkersburg, Beckley, Logan and Morgantown, and where these teachers come from, customer referrals are certain to follow.

"The workshops are designed strictly to build goodwill. W. V. do no selling, with the exception of some sheet music that is sold to participants by representatives of a method such as Fraschos Clark or Randall Thompson.

Name Dropping

"However, those teachers can name-drop by playing pianos, organs and other musical instruments as they pass through the store. Occasionally the teachers will drop us a name of a prospective pupil, saying that so-and-so family has been talking about buying a piano."

"On May 5th, for example, one of his students asked that he try out a piano at Galperin's in town, and the teacher will datashit sit down at a Baldwin piano for a few argregios so he can report in all honesty that we have excellent pianos."

"In short, the biggest benefit to us from conducting these workshops is improved relations with the teachers."

Galperin's also has a number of music teachers throughout the country. He also maintains contact with the teachers to see that his file is up to date. "I want to be sure that if the instructor takes some advanced training, I have it recorded on his card."

New Localities

Customers who will be moving to other parts of the country have occasionally asked Dollman for the name of a teacher in their new locale, and Dollman generally has a teacher on file in the area. There is reciprocity, of course. Those student referrals net many customer referrals.

Galperin Music Co., founded by S. H. Galperin Sr., is today operated by both the senior Galperin (Continued on page 66).

American Music Conference Reports 1967 Sales Down

• Continued from page 3

At the same time, the number of amateur musicians increased from 41,600,000 in 1966 to 43,500,000 in 1967. Of this total, 17,100,000 are between four and 21 years of age, a group which has experienced most of the growth in amateur music since 1950.

Guitar sales for 1967 totaled $115 million, or 1,040,000 units sold. Despite a 20 per cent decrease this marked the fourth consecutive year that unit sales surpassed the one million mark. More than 5,600,000 have been purchased during the past four years, which is believed to be part of the reason for the lower sales figures for 1967. There are many good used instruments on the market, a result of young people trading up in quality after learning to play on beginner-type instruments.

While unit sales of domestic acoustic guitars were off, the retail value increased 12 per cent.

Dealer Co-Operation

TOLEDO—Grindel Bros., music dealers, furnished all the musical instruments and rehearsal space for the National Symphony Festival held here recently at the Toledo Sports Arena. The Festival is rated as one of the world's largest piano recitalsmasterworks, with 600 children and adults entertaining an audience of more than 5,000.

The $1967 average retail value per guitar exceeded $110. This compares to an average retail value of $90 in 1964 and $80 in 1960.

The per cent decrease in unit sales of woodwind and brass instruments in 1967 represented the first decline in this part of the musical instrument industry in 21 years. Sales totaled $120 million for 586,000 units sold.

Approximately 85 per cent of these instruments are purchased for use in school programs. While in recent years the aid-to-education programs have spurred sales, recent cutbacks in federal funds and greater pressures on school budgets imposed by lack of funds and unusual maintenance costs, demands for high teacher salaries, increasingly more complex and expensive general teaching aids and other factors—have resulted in post-purchases in new musical instruments by school systems.

Console organ sales during 1967 were up 12 per cent. While unit sales of 114,000 organs were approximately 9 per cent below 1966, the retail value declined only 5 per cent. This was due partly to an increase in the number of 14-foot dual-action organs.

The pianos sold last year marked the sixth consecutive 20,000-unit year for the industry. Of total units, 1967 piano sales were down 8.2 per cent from the record 1966 sales, and retail value, $183 million, declined approximately 5 per cent.

At the same time, sales figures were actually higher than factory shipments in 1967, since many dealers were able to liquidate high inventory build-up during the year.

While unit sales are not available for drums, their 1967 retail value was $54,453,000. This is approximately a 20 per cent decrease from 1966, but it is still 3.5 times the volume in 1962, when the industry was in its infant stage.

Sales of accessories totaled $18,345,000 in 1967, marking an increase of approximately 10 per cent over 1966. This sale category is viewed by many in the industry as a good barometer of interest in playing instruments, since accessories are bought for current use and new instrument sales may be down.

MARLIN OF EVANSTON, ILL., has created a new line of guitars exclusively for music dealers seeking to lure the vast budget-minded but quality-conscious market away from the discount store. The new design features multiple tips on all edges, handsome burl maple and unusual chrome-plated armos. Marlin's suggested retail prices range from $59.95 to $149.95 and carry a one full year consumer guarantee.

ROGERS DRUMS has experienced unprecedented demand with its Snw-omatic Hi-Hat. Until recently, delivery of units had to be "rationed," but now back orders have been brought current with the installation of new production lines. The hi-hat features a cylindrical throw which angles to excel position and which locks without slippage, a spur and stand design which seats firmly so hi-hat won't creep, a spring tension adjustment to set for "feel" and cylindrical size, a balanced pedal for greater playability, smooth performance and a cushioned foot/heel rest to eliminate noise and chatter during performances. The hi-hat, which folds compactly, is available with a con-om-drum #4402, or with a split hinged footboard #4401.

Earnings Report From Wurlitzer

CHICAGO — R. C. Riling, chairman of the Wurlitzer Co., here, reports that consolidated earnings for the fiscal year ended March 31, 1968, were $2,037,161. This was equal to $1.66 per share on 1,226,417 shares of common stock outstanding March 31, 1968.

For the preceding year, net earnings were $2,121,971, equal to $1.74 per share on 1,221,548 shares of common stock outstanding March 31, 1967.

While earnings were slightly down, sales for the year exceeded those of the previous year by about $112,987. This is the 112-year history of the company. Consolidated sales were $57,308,689 for the year ended March 31, 1967.

JUNE 8, 1968, BILLBOARD
The Turtles
Tell You
The Story of Rock & Roll
Reel-to-Reel Tape Vital Aspect Of Allied Radio's Sales Picture

By EARL PAIGE

CHICAGO—Reel-to-reel pre-recorded tape continues to be an important product for audio dealers. This is backed up by Robert Loewy, manager, tape department, at Allied Radio here. Reel-to-reel accounts for 50 per cent of the total tape volume at Allied's big 100 North Western Avenue store.

Loewy does not have a "nuts and bolts" attitude toward tape. He is constantly pouring over release sheets, reading trade papers and insists on staying familiar with the music and poetry of the tape business.

"Tape is a matter of language," he said. "It used to be that if someone came in and asked about tape you could be sure they meant reel-to-reel."

"Now, there's so many cartridge customers that you can no longer assume what customer you are talking to about tape. There's a 50-50 chance they mean cartridges. Some of these new cartridge customers haven't heard of reel-to-reel and quite often they become interested when they see our wide selections."

Young Market

Loewy also documents the fact that younger people are buying reel-to-reel product in increasing numbers. "Look at the releases," he said. "It used to be that a phonograph release would be the only reel-to-reel product on the market."

"Now there are so many Reel-to-Reel 4-track, 8-track and many more." Loewy also mentioned that reel-to-reel customers are accepting the 5/4-in. speed. "This is actually resulted in a minority of people preferring the 7-1/2-in. speed," he said. "You don't see this much these days," Loewy said.

As an example, Loewy pointed out that Van Cliburn's popular Tchaikovsky: Concerto No. 1 was released on reel-to-reel at $7.95. Now at the slower speed, allowing more minutes per packaging, it retails at Allied for $5.95.

Loewy's total approach to tape is broad. He stocks a number of language-learning tape cartridges. In cartridge configurations he stocks 8-track six to one over 4-track and has only recently added cassette.

Loewy is somewhat skeptical about the future of 4-track. "I still carry it because our whole merchandising philosophy is geared to giving customers a complete selection. But the enthusiasm is definitely on reel-to-reel and 8-track," Loewy indicated that some Allied stores are concentrating on 8-track.

For a cassette, a lot will depend on whether RCA, Columbia and Capitol generate more action in this direction. Until that time I am holding back somewhat on cassettes.

The record capability of cassette players was referred to when Judes Rubin, Allied public relations manager, mentioned that the firm's model 1100 cassette recorder at $59.95 was currently selling very well.

Open Displays

Basic to Loewy's philosophy of tape merchandising is Open Displays. (Continued on page 66)

Northridge Magnetics Specialization Clicks

LOS ANGELES — Northridge Magnetics, blank tape manufacturers concentrating in the tape field by specializing in the consumer market overseas and the professional market in the U.S.

The four-year-old company manufactures precision reel-to-reel and blank tapes and records, with recording and recording studios.

It is introducing a new line of reel-to-reel and blank tape cartridges — Sound Track 2 — and a high-speed, continuous-duty conveyor belt Degaussing which will accommodate all types of tape and film production from cassettes to 14-inch reels.

While Russell B. Huffman, president of Northridge Magnetics, sees growth in the domestic market — the company also sells blank tape to schools for educational use — he plans to expand the overseas market.

Northridge Magnetics exports consumer tape to Europe, Asia and South America, but it is the Latin market that interests Huffman. "The tape market in South America is an untouched territory," explains Huffman.

Overseas distribution is handled by E. D. Magnus Co., Chicago, and J. D. Huffman sees 4-track "coming on strong in South America," with reel still his biggest seller there.

Log a hoot in producing blank cassette tape because of fidelity problems, Northridge Magnetics is selling a tape to the market "to see where it's going."

"But we are at least one year behind dot matrix printing in cassettes, either domestically or in the overseas market," states Hoffman.

Shirtpocket FM-AM Set Makes Debut at Zenith

CHICAGO — Zenith Sales Corp. has introduced three new transistor radios, including the company's first shirtpocket size FM-AM portable.

The eight-transistor miniature FM-AM set, the Royal 25, has a manufacturer's suggested retail price of $19.95 and comes complete with carrying case, earphones, a battery pack and special gift box. The portable has a total of 12 tuned circuits, seven on FM and five on AM.

One of the two AM portables is the Royal 11-G, an eight-transistor shirt pocket set with a thermoplastic cabinet of popular color combinations: yellow, white or white with brown. It's suggested retail price is $9.95.

The Royal 15-G is an eight-transistor AM set for those who want a more deluxe portable. It has a slide rule dial scale, precision vernier tuning and "Look good, feel good" speaker grille. The model's high-impact cabinet comes in charcoal brown with white and a grained cashmere walnut color grille or in a gray and white color combination. The suggested list price is $10.95.

Philco-Ford Unveils Lines In Bahama Island Setting

PARADISE ISLAND, Nassau—Philco-Ford Corp., last week introduced its 1969 home entertainment lines—180 models in color and black and white television receivers, consoles, stereo, portable phonographs, radios and tape recorders.

The broad new lines were presented in a Broadway-type musical production to dealers here at the opening of a national sales convention that will continue through June 19. Current models of home appliances, which Philco-Ford introduced earlier, also were displayed.

The 1969 line of console stereos features a new series of models with 40 watts of peak output. "All packs with custom-designed speaker jacks are provided to convenience the customer," Fowler said. "These models, which are controlled by four switches and four sets of controls, are designed for use in the living room, dining room or bedroom."

The Philco-Ford line is priced from $19.95 to $99.95.

Eleven tape recorders all with full transistorized circuitry are priced in the 1969 home entertainment line. Six are compact cassette models and five are reel-to-reel recorders.

More than 5,000 persons, including dealers and distributors, are expected to attend the sales convention. Dealers and distributors will arrive in six groups and will stay five days and four nights each.
CONSUMER ELECTRONICS SHOW

Hotels Americana, Hilton and Warwick
June 23-26

...and Billboard will be there

When the 1968 Convention opens, Billboard will be there with a Special Convention issue that will reach thousands of Show visitors.

Interested and committed visitors.

This trade-only Convention introduces 1969's tape equipment and accessories, phonographs, radios, etc.

It attracts the top people among America's retailers, distributors, manufacturers, importers, government officials.

20,000 are expected . . . Let them read your product message.

In Billboard, June 29 issue—Ad deadline: June 19
believe that tape product should be displayed in open racks where people can handle it. His insistence on this point has at times brought comment from the store's managers.

"The security people wanted to put locks on the tape display, but we disagreed. People want to feel tape and they want to read the information on the package."

"You just can't sell tape if it's locked up."

"Our store is basically set up on a self-service basis. Also, we don't consider the cost to the store not even considering tape and see our displays and end up as a good tape consumer."

All three tape, reel-to-reel, 8- and 4-track cassettes, are in open display at the store. In the case of cassettes, the store is utilizing an Ampex circular display rack that has a security feature where a rod running through the tiers of cassettes, each with a hole running down the cassette package itself.

### Family Atmosphere

All three employs through security system but not one that is oppressive, Loevy pointed out.

The store's evening and Sunday customers may not change in type of atmosphere that families welcome. "It's almost like a family get-together on weekends or holidays," said Loevy.

### RCA Plans Bigger Stress On Marketing Its Players

LOS ANGELES — RCA is stepping up its sales and marketing capabilities in tape players. Robert W. Sarnoff, president, said here Thursday (23) that RCA will place added stress on marketing, particularly on the retail level, to induce distributors to trade tape equipment to the consumer.

"The tape player era is here," he said, at a meeting of distributors from throughout the country at the Beverly Hilton Hotel. "And we want our share of the 8-track player market."

More than 1,000 distributors viewed the company's 1969 line of tape and phonograph TV sets.

To improve RCA's image among distributors and retailers, the company has established a network of training centers to train personnel on improving sales techniques. "I want the company marketing and marketing capabilities to equal that of their technological ability," Sarnoff said.

Although the tape era is here, and likely to stay active for some time, the industry is woefully lacking in tape player information on the retail level, he believes. To combat the situation, RCA will beef up its marketing and economic research activities.

### Teachers Boost Business

perin and S. H. Galperin Jr. Charlestonians are likely to find either father or son behind one of the two new stands. If one has to like to get out on the floor as much as possible.

The younger Galperin has emerged during recent years as a national music industry figure in his own right, serving as a director of the National Association of Music Merchants (NAMM). As head of NAMM's special record business committee at the association's two recent national conventions, Galperin made considerable news in Billboard.

Galperin's interest in records is reflected in the store. Good record and tape cartridge departments are maintained, and tear sheets of the Billboard Hot 100 or similar are noted as point-of-sale displays.

The store also builds traffic by having bins on a 63 type centers for most of the pop recording-artist concerts held in Charleston. "We're a kind of an overnight hit," he said.

Recent concerts featured the Righteous Brothers, Andy Williams, the 4 Seasons and Wilson Pickett. Performances by the Osmonds and the Spinners are scheduled for the near future.

JUNE 8, 1968, BILLBOARD
Novato Tech Buys GW Electronics

LOS ANGELES — Year-old GW Electronics, manufacturer of cartridge radios, has been acquired by Nova-Tech, Inc., a six-year-old, nation-wide electronics communications equipment manufacturer.

The deal involves an exchange of stock assets. First three pieces of equipment for release in July under the new ownership are of compact unit, housing FM stereo radio, a monaural FM model and an AM-only model.

For the past year GW has been selling a monaural AM-FM cartridge auto tuner at $49.95. The new stereo model will retail for $99.95, the monaural for $29.95. All the equipment will be shown at the Electronics Institute of America (EIA) show in New York this month.

The sale of GW to Novato-Tech will allow a broadening of management's efforts to initiate research and development programs. GW, which will be operated as a Novato-Tech subsidiary, plans expanding its product line into tape players and radios, according to Jack Whalen, GW's president. He continues in his position, along with Jerry Golden, marketing vice-president.

Novato-Tech, traded over the counter, manufactures citizen band radios through a Pace Communications division and marine radios through its own plant, providing GW with two already established product lines with which to develop tape equipment.

Whalen says he can call upon Novato-Tech's engineering skills to help develop new products. The parent company's offices in Europe will offer new sales avenues herefore unavailing.

GW will continue in its specialty of creating miniature equipment in the moderate price range. Its new printed circuit stereo FM model, which fits any 4 or 8-track cartridge player, was designed by Jim Wallace and Tom Tsuchi. GW equipment is manufactured in Japan by Standard Radio, which assembles parts purchased from outside suppliers.

The FM multiplex unit can be used in both car and home, with a special antenna hooking into the cartridge for home usage. The car unit hooks up to an auto radio's antenna. Named Mark 1, the multiplexer offers a slanted dial and stereo indicator lamp. The radio's transducer head transmits the stereo signal to the tape playing head.

Liberty Stereo Tape Spreads Release Wings

LOS ANGELES — Liberty Stereo Tape is widening its repertoire. Forthcoming will be a twin pack of Indian artists and several gospel music packages.

The accent is on variety, explains Wally Peters, general manager of the tape division. The audience for CARtridge product has expanded to the point where new projects can now be attempted, he adds. Once Liberty is merged into Transamex, which owns United Artists, the potential for obtaining UAPA soundtracks becomes a major factor in adding additional repertoire to the cartridge catalogue.

Stereo Tape is now working under a multi-release program. Hit records are duplicated in cartridge form. This helps provide product for the growing number of retail outlets, including record shops, Peters says.

Racks are carrying cartridges, cassettes and open reel tapes, according to Peters. The interest in cartridge product from this branch of the distribution industry is exemplified in the requests he's receiving for a reissuing of a variety unit, Peters says.

Peters notices a great emphasis by European racks on cartridge product. He also recalls a 240-store chain which a large rack lost to a "small tube retailer" who aggressively went after the business.

New Tape CARtridge Releases

CAPITOL

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<td>NANCY WILSON - Love</td>
<td>MTS 1885</td>
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COLUMBIA

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<td>CANNONBALL ADDERLEY WITH SERGIO MENDES &amp; THE BOMBA SINGERS</td>
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<td>MTS 1889</td>
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MUNTZ

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<th>Track</th>
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<tr>
<td>JACQUE EAGLES - Music To Make You Micky</td>
<td>MTS 955</td>
<td>MTS 956</td>
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<tr>
<td>NAT KING COLE &amp; BEE THOMAS - After Midnight</td>
<td>MTS 1197</td>
<td>MTS 1198</td>
</tr>
</tbody>
</table>

Product information for MUNTZ tapes is available through The TelePac Co., 5484 Cherry Hill, New Jersey 07434. Phone: (201) 434-1134.

Manufacturers

- 3 New Display Racks From Le-Bo, Inc.

- Holds 500 Tapes
- Pile Rack Proof
- Glass Doors & Lock
- Holds 32 Cassettes Per Slot
- Holds 10 4 & 6 Track Cartridge Per Slot
- Weight 75 lbs.
- Cat. #: 7TA 500

South's Largest Tape One-Stop 4 and 8 Track Stereocassette Tapes

One day service. Complete inventory all lines. All orders shipped same day. Write, Phone, Wire or Cable Collect.

STAN'S
720 Texas, Shreveport, La.
(318) 433-2182

June 6, 1968, Billboard

www.americanradiohistory.com

Copyrighted material
Aussie-Made Cassettes Bow; 66 Titles Issued

By Jock Veitch

SYDNEY — Electronic Industries, Ltd., one of Australia's largest manufacturing concerns and owners of Astor records here, has entered the cassette business. It is the first Australian company to make cassettes in Australia. The other major companies import their tapes.

The company has so far produced 66 titles in cassette form under its Astor brandname, and periodic releases are planned. Selling price for cassettes is $6.66, about $2.24 less than for the imported tapes.

The company has installed Ampex Corp. equipment, imported from California for its Melbourne plant. The equipment comprises two master replicators, a master control rack and three slave duplicators.

Neville Smith, general manager of Astor's recording division, said potential output was about 700 cassettes a day. The equipment was the third setup Ampex had installed, the other two plants were in the U.S. The only component not manufactured in the plant is the raw tape.

Smith said that company started production of playback equipment for cars last October, but demand for ordinary imported cassettes had exceeded expectations and made the company decide to manufacture here.

In addition to the music cassettes, Electronic Industries is producing prerecorded high fidelity stereo 1/4-inch tapes on 7-inch open reels to play at 3/4 i.p.s. and mono 1/4-tapes of 5-inch open reels to play at 3/4 i.p.s., both on separate sets of equipment.

It is also producing blank C-60 Compact Cassettes for home tape records.

The company's dubbing complex and its conventional record producing plant have expanded so greatly in recent months that plans for a air-conditioned 13,000 square foot factory at Astor Center, Clarinda, Victoria, is now necessary.

The new factory is scheduled to be finished by the end of 1968. Smith said he expected sales of taped music would equal sales of conventional records in Australia within five years.
CHICAGO — Morton A. Ohren, vice-president of Tape Distributors of America here, believes the record department is still the ideal place to merchandise tape product. But he predicts tape clubs will flourish as record clubs have because record dealers have been too reluctant to stock tape.

"Tape clubs exist," said Ohren, "because of the unavailability of record product. It's the record dealer's fault that tape clubs and the automotive outlets have become such important tape merchandisers."

Ohren services the RCA Record Club exclusively, except for RCA cartridges. He also services Record Club of America.

For the most part, Tape Distributors of America offers same-day service to dealers throughout the U. S. and in Alaska and Guam. "If a dealer in Alaska calls in 8 a.m. our time, chances are he'll receive the shipment the next day," Ohren said.

The outlet claims to have in stock every available 4 and 8-track CARtridge on the market. Depending on the time of the month, Ohren's stock represents 500,000 tapes.

In terms of configuration popularity, Ohren said 8-track amounts to 70 percent of the activity, both with dealers and in the tape clubs. Another 15 percent is accounted for by 4-track cassette amounts to 15 percent. Ohren is not handling PlayTape or reel-to-reel product.

"The most exciting factor right now," said Ohren, "is that more and more labels are releasing simultaneously and dealers insist on this. As soon as a record album is released we immediately receive orders for the tape version."

The consistent problem for Ohren and dealers is the amount of tape product with stock numbers that differ from the corresponding numbers on record albums. "This problem has existed quite a lot but at least 25 percent of the product is affected by this inconsistency of stock numbers. RCA and Columbia account for the most product that has different stock numbers for tape and records," Ohren said.

Ohren said dealer orders were tending to correspond more closely with album activity on Billboard's charts.
**STAR PERFORMER** - Sides registering greatest proportionate upward progress this week.

**Record Industry of America seal of certification as million selling singles**

**HOT 100 - A TO Z** - (Publisher-Licensee)

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
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<th>Label</th>
<th>Week Ending</th>
<th>JUN 8, 1968</th>
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<td>LADY WILLPOWER</td>
<td>LADY WILLPOWER</td>
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<td>June 8, 1968</td>
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<td>HERE COMES THE SUN</td>
<td>HERE COMES THE SUN</td>
<td>Columbia</td>
<td>June 8, 1968</td>
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<td>LITTLE GIRL</td>
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<td>Federal</td>
<td>June 8, 1968</td>
<td>89</td>
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<td>I CAN'T HELP MYSELF</td>
<td>I CAN'T HELP MYSELF</td>
<td>Atlantic</td>
<td>June 8, 1968</td>
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<td>I'M NOT A CHICKEN</td>
<td>Atlantic</td>
<td>June 8, 1968</td>
<td>86</td>
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**BUBBLING UNDER THE HOT 100**

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Jumpin’ Jack Flash
Rolling Stones
Child of the Moon
Rolling Stones
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Compiled from National Retail Stores by the Music Popularity Chart Department and the Record Market Research Department of Billboard.
WHAT'S MADE MILWAUKEE FAMOUS
HAS MADE A LOSER OUT OF ME

JERRY LEE LEWIS

AND IT'S ON HIS NEW ALBUM

SMASH

A Product of
Mercury Record Productions, Inc.
35 East Wacker Drive
Chicago, Illinois 60601
A (MERCURY) Corporation
### Areas Available

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<td>California</td>
<td>Los Angeles</td>
<td>90119</td>
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**BROTHERHOOD RECORDS**

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The 2nd Annual WORLD of SOUL (BILLBOARD AUGUST 17) explores Blues In-depth . . . Its many derivatives and its "hip" influence on the international music scene today.

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Cream of the Soul Catalog
Rhythm and Blues Discography
Artist Discography of Singles
Artist Discography of LP's
Label Discography

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- Blue-Eyed Soul
- Blues Bands
- Group Choreography
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AD DEADLINE — JULY 16
**Spotlight Singles**

**TOP 20 POP SPOTLIGHTS**

**THE MONKEES**—D. W. Washburn/It's Nice to Be with You (Phil. The Monkees. Writers: Adam Faith/Tony Glenville. Goss/Colormar. BMI. Writer: Van Der Graaf). The Monkees' Breakout single is a sunny rock melody that has been covering the Top 20 for the past three weeks. With its catchy rhythm and hook, it's a perfect summer track.

**THE FANTASTIC JONNY C—HITCH TO THE HORSE** (Perry Como). (James Bond/James Bond. Writers: J. R. Gurney/M. A. G. M. BMI. Writer: Stanislaw W. Szewczyk). This charming single offers an infectious rhythm and catchy melody that has been captivating listeners.

**PAUL REVES & THE RAIDERS FEATURING MARK LINCOLN—DON'T TAKE IT SO HARD** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). The Monkees' version of this classic song is a lively rock number that's been steady in the Top 20 for the past two weeks.

**ARTHUR CONLEY—PEOPLE SURF ACT FUNKY** (Phil. The Monkees. Writers: Arthur Conley/Jack Marrero). A funky and energetic number that has been climbing the charts.


**THE NEW COLONY SIX—CAN'T SEE ME CRY** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A soulful and resonating track that has been steadily moving up the charts.

**EDDIE HAZELTON—GOOD MORNING STARSHINE** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A beautiful and touching melody that has been a constant in the Top 20.

**THE MIRERETTE—TAKE ME FOR A LITTLE WHILE** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A tender and soothing ballad that has been impressing listeners.

**BRUCE SPRINGSTEEN—CACTUS** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). An energetic and engaging track that has been on the rise.

**RUSTY DRAFFER—DUFFALO NICKEL** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A unique and captivating number that has been gaining popularity.

**THE EQUALS—GIDDY UP A DING DONG** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). This infectious and upbeat number has been climbing steadily.

**THE JIMMY CLIFF—-hero** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A powerful and stirring number that has been capturing the attention of listeners.

**THE TOYS—SEATED WITH A KISS** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A charming and delightful number that has been steadily moving up the charts.

**DOLLY Parton—just because I'm a woman** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A heartfelt and empowering number that has been making its mark.

**THE WANDS—WHERE ARE YOU** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A nostalgic and enchanting number that has been pleasing listeners.

**THE BANANAS—SHAKE, RATTLE & ROLL** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A fun and lively number that has been captivating.

**THE SIOUXSIE & THE BANSHEE—HEDGECUT** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A dark and eerie number that has been steadily moving up the charts.

**THE BEACH BOYS—GOOD TIMES** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A cheerful and upbeat number that has been gaining popularity.

**THE HIGHWAY CHANGERS—SOMEBODY'S ON THE BEACH** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A soulful and moving number that has been captivating.

**THE BYRDS—CHERRY RED** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A vibrant and energetic number that has been steadily moving up the charts.

**THE ROLLING STONES—TWEEDLE DEE** (Phil. The Monkees. Writers: Mark Meekins/Phil Spector). A fun and lively number that has been captivating.

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Already flying high

Maybe it's a lot easier to be a hit single when you're born with wings. Anyway, The Cryan' Shames' new single is covering the country pretty fast with its strong new wings. Touchdowns have already been made in Baltimore, Washington, Milwaukee, Denver, Pittsburgh, Houston, Kansas City and Chicago. And they're growing fast.

THE CRYAN' SHAMES
"YOUNG BIRDS FLY"
"Sunshine Psalm"

And, of course, you can't forget The Cryan' Shames' two great albums:

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www.americanradiohistory.com
**KISS ME GOODBYE—Jim Nabors.**

An industry trade-off is going on with the present hit "Kiss Me Goodbye," which Nabors' publisher has decided to promote heavily, while the production of Jack Green is assisting Nabors' output and counting TV exposure will boost sales of this LP.

**REVELATIONS—New Colony Six.**

The New Colony Six have a lot going for them with this album, including their hit "I'll Never Think About You." In the rock and folk-rock vein, this group has several other good numbers here, such as "We've Got Love," "Ungrateful," and "Things I'd Like to Say."

**CHILDREN OF THE FUTURE—Steve Miller Band.**

Capitol has put a lot behind promoting this album for its debut album after all. Label is well worth it. A "name" in the Blues Band scene, the first member of this group to fulfill their worldwide "Children of the Future" status of stardom, their growing stature in live performance and the excitement surround every note of this LP.
3M Enters Historical Fee Agreement With Societies

**Continued from page 1**

ally be phased out. The first year's fee to 3M will be $2,000, and will be in advance as we sell the new equipment. These payments will be made monthly.

Payments Every 3 Months

Under the terms of the contract, the locations will send payments to 3M every three months, and none of the payments will be subject to the licensing agreements. Therefore, a $1,000 remittance by 3M, the societies may seek to license directly.

Under this system, 3M virtually becomes the licensing agent for the music publishers.

In working out details with the licensees, the locations were divided into two types, and agreement was reached at an average dollar figure, regardless of the size of the installation. This figure compares favorably with that paid by licensed installers. In the event that this initial agreement is not equitable, 3M will renegotiate this one.

Many Firsts

The 3M deal includes a number of firsts for the location, as already indicated, the necessity of a separate publisher, in this case ASCAP, and the designation of 3M as the collector. An additional first provides that the funds derived from these instalments be segregated and "not confused with other music publishers' ASCAP, acting under a 3M agreement, will survey the music used in the 3M installations and the copyright owners will be paid exactly in accordance with the use of their material. 3M will reimburse ASCAP for administrative work in this connection.

Ray Lindgren looks toward the possibility of a major background music project in the coming year. Accordingly, he has commissioned managers cite moss & alpert

LOS ANGELES — A&M owners Jerry Moss and Herb Alpert have been operating under a "year of the by the Conference of Personal Managers, West. They will be honored at the organization's annual awards dinner (December 5) at the Beverly Hills Hotel.

Drells' Tighten Up,’ Is Cited by RIAA

NEW YORK — Archie Bell and the Drells' "Tighten Up" has been certified for a gold record by the RIAA. Archie Bell is now serving with the U.S. Army and will return to the U.S. on Monday (3) to accept his gold record with the Drells.

BB Swing Soiree

**Continued from page 1**

program director Russ Barnett, and Don Owens, Billboard's director of reviews and charts. In attendance are many educational. However, many radio stations have begun to use local radio stations, as are their representatives. In addition, registration can be made at the New York Forum starts, through the Radio Programming Forum, 9th Floor, Madison Square Garden, New York, N.Y. 10017.

Music Association, Decca stated that there has been a major increase in country-styled stations in urban areas in the past five years and an over-all increase in the number of radio stations in the exposure of country product. This is complemented by additional TV programs.

This accounts for sellout appearances by key country artists on a consistent basis, Decca stated. Of the 15 new Decca packages, eight are of the "Greatest Hit" series and include albums by Loretta Lynn, Kinky Friedman, and Stitch Brothers, Brothers, Houston, D.C. / Star's Record Service, Shreveport, Louisiana / Tone Tone, California / United Record Distributing, Chicago, Illinois / Miles Distributing, Newark, N.J., all of whose combined efforts made the Gold Record Award possible.
Goin' Places
John Davidson
By the Time I Get to Phoenix
Love Is Blue (L'Amour est bleu)
Theme From "Valley of the Dolls"
Woman, Woman
Medley: Goin' Out of My Head
Can't Take My Eyes Off You
Flame / Dakota
Minstrel Man
Visions of Sugarplums
The Happiest Guy Alive
Just as Much as Ever

He's going places!
John Davidson is moving fast, taking off, spreading out—nightclubs, TV, movies, records. A Star.
GOIN' PLACES is a big album with big songs and a strong new single that's headed right to the top—
"Visions of Sugarplums"

John Davidson on COLUMBIA RECORDS!
VROOM VROOM VROOM...
These are the best tape packages in the world.

They're worthless.

Unless they're on the dealers' shelves when your customers want them. That's why GRT goes all out to be first in the shelf space race. In fact, being first is something of a habit at GRT.

Fast production plus unique "picture-on-the-end" packaging. Your customers will see the difference.