

# Billboard

The International Music-Record Newsweekly

## Music City 'Needles' Mono & Spurs Stereo

By ELIOT TIEGEL

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

When a customer asks for a monaural record which the store carries in stereo only, the customer is offered a Fidelitone diamond needle—which usually lists for \$6.95 to \$9.98—for \$1.98. The needle can be used only with ceramic pickups, and this fact is cited on a coupon which the customer gets when he buys the stereo record. The customer then takes the coupon to a service desk and selects his needle.

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

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

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

Caston estimates the chain has been selling from 15 to 20 needles per week since the drive began when record manufacturers equalized the mono-stereo LP price two months ago.

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

## Warn Against Stereo Play On Mono Units

By RAY BRACK

CHICAGO—The major phonograph needle manufacturers do not agree with Columbia Records' assertion that stereo records may be played on monaural phonographs without damage.

Spokesmen for Pfanstiehl Chemical Corp., the Recoton Corp. and Fidelitone agreed that recent statements by Clive J. Davis, vice-president and general manager of CBS Records, should be clarified and qualified. Davis said recently that stereo records "... can be played on today's mono record players with excellent results. They will last as long as mono records played  
(Continued on page 58)

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

By HANK FOX

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

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

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

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

Chappell officials reportedly have been hesitant to push their BMI activities, especially at a time so close to the death of Louis Dreyfus, who together with his brother Max, founded the mammoth operation. Louis Dreyfus, a long-standing member of the ASCAP board of directors, was a

vehement opponent of BMI. With the opening of a BMI outlet, Chappell further reduces the roster of BMI holdout publishers. Only a few remain without BMI ties.

Chappell is also spurring its operation in the classically oriented music and books-on-record fields. A new partnership firm, with Vernon Duke, has been established for Duke's compositions. Duke will pen material under his real name, Vladimir Dukelsky. In addition, negotiations are in progress for the release of several  
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## Sitar Sales Soar in Folios, Instruments

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

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

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

"It's not going to parallel guitar and drum sales,"  
(Continued on page 16)

Full Coverage—Columbia, Warner Bros.-Reprise and London Sales Meetings, See Page 3.

## New \$ Line for Classical?

By AARON STERNFIELD

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

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

Herb Corsack, Vanguard sales manager, explained that the new price was dictated by the new economics of the industry, with full list product moving slowly and budget product failing to give adequate profit margins for the manufacturer.

Speeding up the price change is the recent price equalization development, with monaural and stereo listing for the same price—\$4.79.

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



Bert Kaempfert adds to his best-selling string of Decca hits with a brand new single titled "Talk" (32159) and with his latest Decca LP release, "Hold Me" (DL 4860/74860). As with many of his single successes, "Talk" is also a Kaempfert original composition. (Advertisement)



Joe Tex has his 14th chart-buster in a row with his new Dial smash "A Woman's Hands" (4061). Hitmaker Tex is also riding high with a best selling Atlantic album, "The Best of Joe Tex" (8144). (Advertisement)

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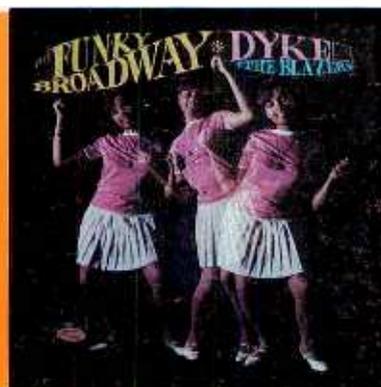
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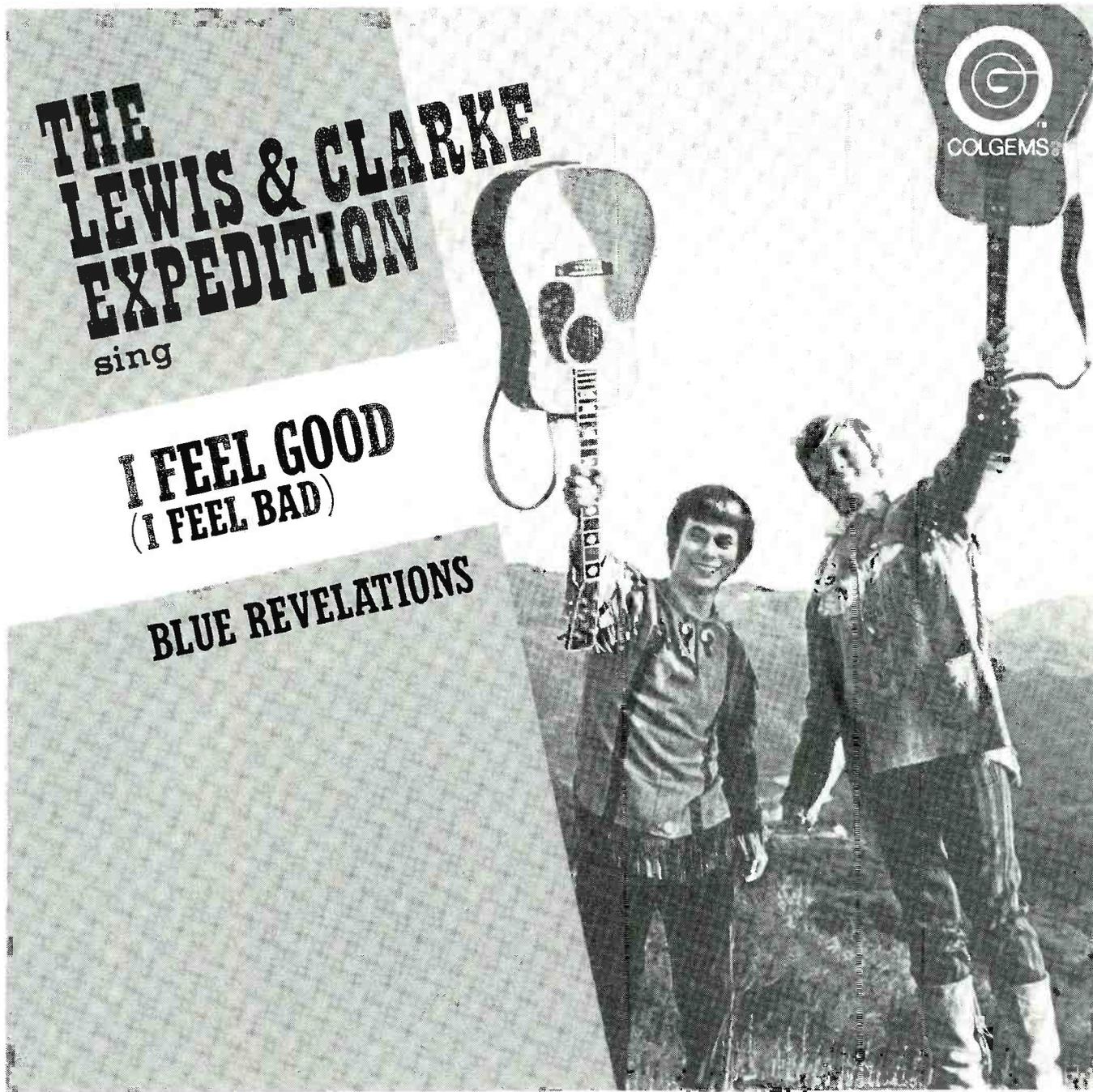


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# Col. Plays Leadership Theme at Parley; Re-Signs Dylan, Mathis

By MIKE GROSS

HOLLYWOOD, Fla. — Columbia Records pegged its 1967 national sales convention here on "A Commitment to Sound Leadership." The convention, which ran from Thursday (27) to Saturday (29) at the Diplomat Hotel, introduced to more than 600 people, Columbia's new disk product, new 4- and 8-track stereo tape cartridges, and its new tape cartridge playback equipment.

Clive J. Davis, vice-president and general manager of CBS Records, who delivered the keynote address, reviewed the company's success during the past year and outlined what Columbia Records can look forward to. Highlighting his address was the announcement of three major acquisitions, the re-signing of Bob Dylan and Johnny Mathis, and the acquisition of the soundtrack rights to "Funny Girl," which stars Columbia artist Barbra Streisand.

He also cited the continuing success of Andy Williams as a Columbia artist. Williams, who recently repacked a deal with Columbia, has sold close to 600,000 copies of his "Born

Free" album. Davis projected a 1 million plus sale for the LP.

Davis underscored the "superiority of the present disk over any form of tape," and claimed that the hit of this year's electronics convention in New York was the tremendous upsurge of stereo phonograph business.

In addition, Davis singled out the importance of phonograph and radio sales in the division's growth. He said, "We are becoming an important factor in the industry and our growth has been spectacular."

Davis told the gathering, "We all must work closely—with good and frequent communication—to the end objective—to be with it, to be with it first, and with originality and with taste."

Bill Farr, vice-president of marketing for CBS Records and chairman of the convention, spearheaded the convention's theme as he discussed the complexities in fulfilling the needs of a rapidly growing and evolving market for recorded music—a market with a potential of 190 million customers in 60 million homes. Looking ahead,

Farr listed Columbia's goals and objectives for the coming 1967-1968 season.

He said, "We are aiming for an increasing share of the market."

"We are aiming at greater profits."

"We are aiming at more dollars for the company and more dollars for you (the distributors)."

"We are aiming at a continuation of leadership."

"We are pledging Columbia A Commitment to Sound Leadership."

## Two Questions

In order to attain these goals, Farr specified that two questions must first be answered: "Where are we going?" and "How do we get there in the competitive year of 1967-1968?"

Farr pointed out that reality demands fresh commitments and new approaches and that a commitment to sound leadership demands the distributors' best participation as a member of "high-speed, highly skilled, highly motivated team."

Among the principal speakers

(Continued on page 10)

# ABC Will Distribute Riverside Globally

NEW YORK—ABC Records has acquired world-wide distribution of Riverside Records and its sister labels, Jazzland and Battle Records. The negotiations were conducted by Larry Newton, ABC president, and Jessie Selter, president of the National Mercantile Corp., which owns the labels.

Working closely with Selter to repackage and release Riverside recordings will be Bob Thiele, ABC a&r head. Thiele has been involved with Impulse, ABC's jazz label, for seven years, and he was instrumental in organizing ABC's new BluesWay label.

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

Newton said he will appoint a



LARRY NEWTON, left, ABC president, shows Jessie Selter, president of the National Mercantile Corp., where Riverside will go in the ABC distribution family of labels.

sales manager for the three labels, and that the new man will report to Howard Stark, ABC Records Division vice-president.

Riverside, founded in 1954, had been operated by Orpheum Productions. The catalog includes material by Thelonius Monk, Wild Bill Davison, Bill Evans, Coleman Hawkins, Wes Montgomery and Charlie Byrd.

# WB Has Turn-on, Sell-in Meet

LOS ANGELES — Themes and subthemes, from "Turn On" and "Tune In" to the transistorized set and "town and country" audiences, marked the Warners/Reprise four-city fall product presentation last week.

Twenty-one albums were unveiled during regional meetings which began here Friday (21), and covered Chicago (24), New Orleans (26) and New York (28).

It was the fourth straight year the combine presented its August - September releases through regional meetings. However, marketing Vice-President Joel Friedman announced here that next year the company would celebrate its 10th anniversary with a July national convention in Hawaii.

The "Turn On-Tune In" theme went a long way in covering the multiplicity of product prepared for the WB/Reprise-Loma operation. WB was represented with 11 LP's, Reprise nine and Loma a Red Foxx title.

The slide presentation, run-

ning two and one-half hours, was broken by one intermission. It was written by Stan Cornyn with photos by Ed Thrasher and sound by Lowell Frank assisted by Don Schmitzerle. The impact was left entirely to the product itself rather than through any special visual effects. Friedman laid out the pattern for the show when he commented there would be a "paucity of speeches" because the "emphasis was on product."

## Adds New Guests

For the first time in its running series of regional meetings, the company expanded its invited guest concept to include broadcasters and independent producers, who mingled with a number of artists and their managers. Explained President Mike Maitland: the company wanted these members of the industry to know its goals and see how its marketing operations worked.

Artists represented in the two-month release are: Nancy Sinatra (the first performer promoted in the slide show,

her father (who closed the show); Dean Martin, Trini Lopez, the Mitchell Trio, Kinks, Jimi Hendrix, Electric Prunes and Jim Kweskin Jug Band, all on Reprise.

Also, the Tokens, Beau Brummels, Petula Clark, Antonio Carlos Jobim; Peter, Paul and Mary; Anita Kerr-Rod McKuen and the San Sebastian Strings, Chad Mitchell, Anita Kerr Singers, Everly Broherets, Bill Cosby, "The Bobo" original soundtrack, all on WB and Redd Foxx on Loma.

Special emphasis was lent to the Oct. 1 release of the original soundtrack LP from the WB Picture, "Camelot," scheduled for release Oct. 26.

## Several Surprises

Of the new LP's, there were several surprises, notably a singing Bill Cosby (rock and twist) instead of a monologist; Peter, Paul and Mary's newly developed involvement with rock tunes, and the impact of the Anita Kerr-Rod McKuen project titled "The Earth,"

(Continued on page 10)

# Ballyhoo Bypassed in London's Touring Fall Product Showing

LOS ANGELES—Using "no hoopla, nothing but direct, straight product," London Records opened its fall merchandise program here Tuesday (25) spotlighting 25 albums.

Theme of the product presentation which moved to Chicago Thursday (27), was "A Fabulous 25 For A Fabulous Fall '67." The touring presentation is scheduled this week for Atlanta on Tuesday and New York on Thursday to complete a sweep of regional distributor meetings.

Herb Goldfarb, London's national sales director, called the product "as up to date as the mini skirt." He stressed the company's strength with 10 catalogs in one: popular, merchandise from the group of non-London labels, classical instrumentals, operas, Phase 4, in-

ternational, Richmond operas, Stereo Treasury Series, Mantovani and singles.

## Limited Presentation

The product show was limited to one slide projector and short bits of the new albums. A jovial mood ran through this opening presentation, which kept the atmosphere light and informal.

Goldfarb offered the sales pitch for the London and Phase 4 LP product; Walt McGuire, pop a&r sales director, handled the new 45 offerings, and Terry McEwen accented London's classical activity.

Emphasizing the modern in London's concepts, Goldfarb noted that the company has ceased "releasing product because of artist commitments. Those days are gone," he said. Throughout the local showing

at the Century Plaza Hotel, London executives urged the West Coast distributors to offer greater support to product which had gained good reaction in other parts of the country.

McGuire told the distributors that their lack of promotion and sales efforts on product could hamper relations with the young British producers. "The young producers in England know what's happening in America, and if you do a bad job on a record, these young producers are going to take it away. They couldn't care less."

The new pop product, which ships Aug. 7 because of problems faced by the company in New York in shifting its warehousing from its Manhattan location to a new 60,000-square-

(Continued on page 10)

# Tune Registrations Down

By MILDRED HALL

WASHINGTON — Surprisingly, during fiscal 1966, American songwriters and publishers registered fewer copyrighted works than in fiscal 1965, the Copyright Office reports in its annual fiscal review. While music registration climbed from over 67,000 to more than 80,000 between 1962 and 1965, there were only 76,805 musical compositions registered in fiscal 1966, at terminal date of June 30, 1966.

Abraham Kaminstein, Register of Copyrights, reports an over-all dip in total numbers of copyright registrations for the first time in 14 years. Exceptions were books, lectures, prints and renewals. Renewals, which follow a different statistical pattern from registry, were up 8 per cent, in spite of 1965 raise of renewal fees to \$4. Total foreign registrations were

up 2 per cent.

The report reminds Congress that the extension voted for copyright renewal teams during the debate over revision, which is expected to grant authors a term of life plus 50 years, expires Dec. 31, 1967. The extension does not affect in any way copyrights in their first 28-year period under the present law—only renewals.

The report considers highly important the New York State statutes enacted in 1966 to protect recording rights. Misdemeanors under New York State copyright legislation now include: unauthorized duplication of records with intent to sell; misleading use of the term "stereophonic," and distribution of records without the name and address of the legally authorized manufacturer on the outside cover or jacket.

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# Music Industry Hit by Bandits, Blackouts, Blazes in Detroit Riots

By RAY BRACK & EARL PAGE

DETROIT—The music industry's share of the loss in this stunned city's \$1 billion rebellion—based on a Billboard survey made last Thursday (27)—breaks down like this:

Property of record manufacturers and distributors was not damaged, but, like all other local firms, their operations were completely shut down for two days (Motown Records Corp.'s offices, located in the extensively damaged inner-city area, escaped damage save for two bullet holes in the personnel management office building.)

The nationally known State Song Shop, a retailing and one-stop operation on Hastings in the center of what is known

locally as the "old Negro area," was destroyed by fire. The outlet was owned by a 25-year industry veteran, Aaron Harris ("The Mad Russian").

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

Eight jukebox routes were badly hit. An estimated 150 jukeboxes and 200 games were destroyed or badly damaged.

The Miller-Newark Co., a major jukebox distributor, was looted, losing several pieces of equipment and a safe containing \$1,000.

Jukebox revenue dropped to zero as Gov. George Romney ordered the closing of all taverns.

Theater and nightclubs ordered closed. Concerts were canceled. The cast of "On a Clear Day You Can See Forever" was idled at the Fisher Theater.

Several record outlets escaped damage by posting the familiar "Soul Brother" sign out front. "My landlord, who is Negro, did this," reported Tom Mudder, manager of Consolidated Record One-Stop. "Stores around us were hit but we weren't." Mudder reported that other stores in the area posted "White Friend" (Continued on page 61)

# Riots Laid to Raucous Records

By BRUCE WEBER

LOS ANGELES—There is record product available to jukebox operators here that helps incite civil disturbances and riots, says David J. Solish, a jukebox executive who predicted the 1965 racial violence in Watts the week before Southwest Los Angeles exploded.

Solish blames "fly-by-night" and some small record labels with producing inflammatory material and making it commercially available to radio stations and jukebox locations. "It behooves jukebox operators to stay away from inflammatory singles that may provoke ethnic groups into acts of violence," said Solish, executive with Coin-A-Tune, one of Southern California's largest jukebox operations, whose territory encompasses the explosive Watts area.

Solish says the major manufacturers are now careful of their release because they "don't want to create a negative market." Since the Watts riots, Solish claims the number of records which he feels are inflammatory, have considerably decreased. By inflammatory, he means disks whose phraseology has special meaning to ethnic audiences.

a regular customer wants to hear it on the jukebox. It's up to the jukebox operator to safeguard his locations and program requests only after carefully listening to records."

Solish prefers not to reveal song titles or names of "fly-by-night" record labels that produce explosive music since it would "merely promote derogatory music," he explains.

He did feel, however, that there should be a method in which certain record labels could be "squeezed out of business if a majority of their product is inflammatory." He doesn't advocate eliminating records of "this generation," but feels the record manufacturers—major labels included—radio stations and jukebox operators should take more care in producing, playing and programming product.

"What good does it do and what does it accomplish to play "dirty music?" he said. "The quick-buck record company is a handicap to the entire industry."

### Scores LSD Disks

The executive feels songs of the "flower generation" and "hippie" music is legitimate but scorns lyrics that promote LSD, pot and pep pills. "The hippie songs are harmless," Solish feels. "But why do teen-agers have to hear music that applauds LSD?"

What can be done to eliminate or curtail inflammatory music?

The record industry, along with jukebox operators and DJ's, should each establish an unofficial censor or control board to inspect, and if need be, reject inflammatory music. Retail record outlets also can assist in governing product by refusing to stock explosive music.

### Called Accessories

"Jukebox operators and radio stations that play derogatory and inflammatory music are in some ways just as guilty as the lawbreakers. They're accessories to the crime," he said.

Solish refuses to use music that in any way may insult, damage or incite any ethnic group, whether it be Negro, Jewish, Mexican, or whatever. He has turned down requests by location owners for inflammatory type music at ethnic locations. "Often, a location owner won't know the lyrics to a song but will request it only because

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# Executive Turntable

Charlie Trepel, former sales manager of ABC's Command label, will supervise all field men for all labels under the ABC banner. This is the first time ABC's entire field sales force has been consolidated. Trepel will report to Howard Stark, vice-president of ABC Records. As part of this move, Tom McCaffrey will head ABC's tape division. He will also report to Trepel. Bernie Woods, premium sales manager, will now also be handling all ABC-owned-and-affiliated labels for premium sales.

Steve Poncio has been appointed vice-president and marketing director of the Nashville-based Monument Record Corp. Poncio, who owns United Record Distributors in Houston, will retain ownership in his distributing firm. However, he will headquarter in Nashville and assume his new responsibilities with Monument immediately. He succeeds Bob Summers, who resigned July 28.

Abraham Kaplan has been appointed educational consultant by Mills Music, Inc. In his new post, Kaplan will be an adviser in the promotion and development of the Mills educational catalog, with his primary concern being chorus, band and orchestra methods and repertoire. Kaplan is conductor of the Collegiate Chorale, founder and conductor of the Camerata Singers, musical director of the Henry Street Settlement Orchestra, director of choral music at the Juilliard School of Music and a member of the music faculty at the Union Theological Seminary.

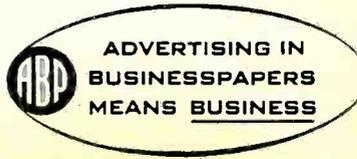
Mills has also appointed Glenn Snell associate co-ordinator of the rental department and Stephen R. Kleiman assistant to the director of publications. Snell was assistant co-ordinator of (Continued on page 8)

# Klein, Butler Buy Cameo

NEW YORK — Allen Klein and Abbey Butler have bought 347,000 shares of Cameo/Parkway, representing 56 per cent of the outstanding shares. Seller was William H. Bowen, Dallas, who was Cameo board chairman.

The transaction came a week after negotiations between Klein and Bowen were reportedly terminated. The stock, listed on the American Stock Exchange, had been selling as low as 2 1/8 this year and had been 4 last week. When the sale was announced Friday afternoon (28) it was going for 7.

The price paid by Klein and Butler was substantially below the market price. Klein bought 297,000 shares and Butler bought 50,000 shares.



**Two Country and Westerns  
now playing.**

**VAN  
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**'You've been  
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**'Sunday  
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DOLLAR**

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off the wagon  
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**'Watching me  
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A **date** single double feature.

## 16 New Members to NARM; 6 Associate Members Added

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

The new regular members are Apex-Martin Co. (New Jersey One Stop) of Newark, N. J.; Associated Distributors of Phoenix; Bandstand Record Service, Philadelphia; Carmichael Enterprises, Norcross, Ga.; Central Valley Record Racks, Sacramento; Consolidated One Stop, Detroit; Dixie Supermarket Service, Mobile, Ala.; Double B Records and Tape Corp.; Galgano Distributing Co., Chicago; General Record Service, Seattle; Hel-lo Rec-

ords, Metairie, La.; Marshall-Mangold Distributing Co., Baltimore; Merchandise Promotions of America, Los Angeles; Nehi Distributing Co., Los Angeles; Ohio Appliances, Inc., Cincinnati; and Summit Distributors, Chicago.

The new associate members are B. T. Puppy Records, Fiesta Records, Folkways/Scholastic Records, Met-Richmond Records, General Recorded Tape of Sunnyvale, Calif., and Stereodyne, Inc. of Detroit.

The midyear meeting will include seminars on "Your Business in Today's Economy"; "Warehouse Security"; "The Tape Cartridge"; "Electronic Data Processing, a Survey of Systems Currently Used in the Record Industry." Membership and attendance particulars can be obtained from the NARM office in the Trianon Building of Bala-Cynwyd, Pa. The closing date for registration for the September meeting is Thursday (10).

### CLUB REVIEW

## No Ifs, Ands or Maybes—Marilyn Maye Is Dynamic

NEW YORK—"Put On a Happy Face" was Marilyn Maye's theme and theme song at her dynamic Copacabana opening last Thursday (27). The RCA Victor artist was in top form as she belted out such numbers as her latest single, "When We All Get Together in the Fall," and her biggest hit, "Sherry." In the former, she asked the audience to join in, but, after a short community sing, disarmingly resumed the number by herself.

Two of her top numbers were a spirited "I'm Getting Married in the Morning" and

"Rock-a-Bye Your Baby," which picked up intensity as it moved to a vibrant, powerful climax. But, Miss Maye also demonstrated her sensitive feel for softer material with a melody of "The Shadow of Your Smile" and "I Wish You Love." "Make Someone Happy" was another meaningful ballad.

Another fine medley was a driving collection, which began and ended with "You've Got Your Troubles, I've Got Mine." The headliner maintained the high quality of her performance with her last two numbers, her rousing single, "Cabaret" and an effective, emotional "What Now My Love," which had a snatch of "If It Takes Forever" in the middle. Sammy Turner accompanied his wife on the piano and conducted his arrangements, which showed Miss Maye off to good advantage. Comic Murray Roman also was on the bill.

FRED KIRBY

## White Whale Label Spouts to Canada

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

The label's first Canadian release will be by the Brothers. The Turtles new LP, "Happy Together," will be taken off the Quality label and placed on the White Whale label.

## Victor Names 2 Pub Wings

NEW YORK — RCA Victor Records last week named its new publishing wings — Arbor Music, ASCAP, and Dunbar Music, BMI. The firm is located at 1650 Broadway and headed by Gerald E. Teifer. Appointed manager of administration is Andrew Anka; Edward Dean is professional manager.

Anka had been general manager and director of international affairs of Spanka and Flanka music firms. Dean was recently professional manager of United Artists music firms. Activities of the firm will be world-wide.

## ABC TO HANDLE, PRODUCE JUDY GARLAND RECORDS

NEW YORK—ABC Records and Group V have signed a production distribution deal for Judy Garland. Under terms of the arrangement, negotiated by Larry Newton, ABC president, and Sid Luft, head of Group V, ABC will have world distribution rights for Miss Garland's records, which will be released on the ABC label.

Group V will produce the records, the first of which is "Judy Garland at Home at the Palace." The album will be recorded live at New York's Palace Theater, where Miss Garland is starring.

Recording dates are Monday (31), Tuesday (1) and Wednesday (2), with release scheduled for 10 days after the sessions. Bob Thiele, ABC a&r chief, will work the sessions.

Featured in the album will be Miss Garland and Luft's children, Lorna, 14, who sings, and Joey, 12, who sings and plays the drums.

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

LOS ANGELES — Koppelman and Rubin, the two-year-old publishing company-disk production outfit, will gross \$4 million in 1967 based on six artists, reported co-owner Charlie Koppelman here last week.

He and his partner, Don Rubin, had planned to spend five days here, but the youthful duo have been here five weeks, recording, mapping plans for expansion of independent disk assignments and their entry into television.

The six artists who are the firm's leading "clients" are the Lovin' Spoonful, New York-based, and Californians Turtles, Bobby Darin, Gary Lewis and the Playboys, and Petula Clark.

This large number of West Coast artists (Miss Clark is residing here while filming "Finian's Rainbow" at Warner Bros.) is a result of K-R's opening a local office a year ago. Also listed as disk clients are Rick Nelson, the Teddy Neeley Five, Tim Hardin and Bud Shank. Capitol Records went outside its own a&r staff to hire K-R to cut

the Neeley group. A recent project with Bud Shank is the firm's initial effort with a jazz-associated musician. Gary Klein, K-R's West Coast vice-president, a&r'd the session, designed to boost Shank in the pop vein.

### 20 Writers

Ninety per cent of the material used in independent disk cutting is from K-R's own publishing coffers. Miss Clark's latest WB disk, cut two weeks ago, was straight out of the K-R brain factory consisting of three publishing firms, Chardon, Faithful Virtue (both BMI) and Black Magic (ASCAP). A staff of 20 young writers carefully churns out tunes melodically prepared and married to the contemporary beat of the '60's.

Koppelman and Rubin, both in their mid-20's, typify the new blood in the music business who believe it imperative to function first as a publisher and second as a disk producer. The total of K-R copyrights numbers 400 tunes, Koppelman says. "We're working on building an old new firm. Most of our things are melodic; we're of the Beatles'

school rather than the Rolling Stones'. Our writers are extremely copyright conscious. They're aware of getting their songs with the proper artist."

The company has made long strides toward establishing itself locally, and Koppelman was asked whether he intended to explore the San Francisco pop/hippie spots. "I'm one of the big skeptics about San Francisco," he answered. "Not that we don't think talent isn't coming out of there, but just that the acts that are making it from San Francisco, like Jefferson Airplane, are not singing songs with a San Francisco influence."

Koppelman named Bob Crewe as his chief competition. Both firms are highly rated disk producers, with Crewe recently signing with Paramount and planning an LA bastion. Koppelman revealed that he and his partner have been meeting with television interests about breaking into that medium. "If we can appeal to all kinds of audiences with our music," he said, "I feel we can predict the tastes of these people on TV."

## MGM Study On \$\$ Hike

NEW YORK — Due to an error, the story on MGM's mono inventories in last week's Billboard should have read: "MGM Records, in an effort to eliminate inventories of mono product which are not moving because of the mono-stereo price equalization, will institute every feasible marketing tool, including heavy advertising to dispose of mono inventory in an orderly manner."

According to Tom White, MGM director of business affairs, rack jobbers and distributors are leaning heavily on stereo product, but MGM believes it is too early to judge how the public will react. "We're initiating a concentrated research feedback operation to learn how the price change has affected consumer buying habits," White said.

"We feel that after the peak Christmas sales period," he continued, "we will know which items and how much inventory on those items are not moving because of the price change. Then, we will make a move to restore the incentive which will spark sales of that mono product. Right now we're not sure what form that incentive will take."

White took exception to the marketing strategy of some record companies in telling the public to buy stereo only. "That's all right to do after you have no more mono inventory," he said. "But if the consumer is still buying mono and companies have mono inventories, proper marketing procedures warrant the promotion of that mono product."

## Comic Sues MGM

NEW YORK—Woody Allen has filed suit against MGM Records for \$200,000 in U.S. District Court here. Allen claims that the MGM album, "The Lovin' Spoonful in Woody Allen's What's Up Tiger Lilly," carried a likeness of him on the album cover, and did so without authorization.

## Lewis Labels in Putting on & Cutting Down Programs

SHREVEPORT, La. — The Jewel-Paula-Ronn labels of Stan Lewis are both trimming artists and expanding facilities, according to Gene Kent, promotion director for the six-corporation firm.

"We plan to cut down on the number of artists we are using and concentrate promoting on a larger scale such people as Nat Stuckey, Toussaint McCall and John Fred," Kent said.

At the same time, plans are under way for construction of the firm's own recording studios here. The company already has purchased a building adjacent to its headquarters in the heart of the city for office expansion. The labels will be moved away from Lewis' record shop operation, one of the most successful in the south.

"We don't know yet where the new studios will be built, but we will definitely build," Kent added. Heretofore, most of the sessions have been done at the Robin Hood Brian studios in Tyler, Tex. Brian, currently in Europe, plans to add 8-track equipment to his Texas studio. "But we need our own operation," he said. "We did the last Toussaint McCall session — 'Nothing Takes the Place of You'—and we may take Nat Stuckey there for a session with strings."

The record company now has 6 pop artists, 8 country, 15 r&b and 12 spiritual acts under contract. "We're going to stop

## Sennett to Head 4 Fredana Pubs

NEW YORK—Brian Sennett will head Fredana Management's four publishing firms as part of the firm's expansion into the publishing area.

The firms are Turn On Music (BMI), After Glow Publishing (BMI), Serendipity Publishing, formed in conjunction with their Serendipity Singers, and Jakolm Publishing, (ASCAP), formed with Tower Records artist Jake Holmes.

buying masters and just work the artists we have under contract," Kent said. "This will give us fewer but better products."

Beginning with a primarily mail-order retail record business, Lewis started his Jewel label first with Bobby Charles. Paula came next with the Uniques, and then Ronn Records with McCall.

Ronn will send McCall to the Muscle Shoals, Ala., area for a while "where there are good writers and good producers."

From a small operation, the three labels have grown until they now employ 41, not counting those on the road. The six corporations under one roof include the label's publishing outlets.

## Victor Product'n Deal With Moon

NEW YORK — RCA Victor has tied up an independent production deal in Nashville. The deal is with Tony Moon's independent production firm for a group called We the People. The group had previously recorded for the Challenge label here.

Victor has scheduled the group's first release for mid-August. The disk will get a simultaneous release in Europe. The group, which is managed by Ron Dillman, is on a tour of one-nighters in the South.

## HICKORY BOWS ACT VIA LP

NASHVILLE — For the first time, Hickory Records is introducing an artist with an album instead of a single. The album, by Gail Wynters, is slated for late August release. Produced by Wesley Rose, the LP was arranged by Jim Hall and Ray Stevens.

**POW!!  
IT'S HAPPENED**

**"YOU'RE  
MY  
EVERYTHING"**

GORDY 7063

**THE  
TEMPTATIONS**

**MOTOWN**  
RECORD CORPORATION  
*The Sound of Young America®*

# Market Quotations

As of Noon Thursday, July 27, 1967

NAME	65-66		Week's Vol. in 100's	Week's High		Week's Low	Week's Close	Net Change
	High	Low		High	Low			
Admiral	38	20 $\frac{3}{4}$	412	25 $\frac{3}{8}$	24	24 $\frac{1}{4}$	- $\frac{3}{8}$	
American Broadcasting	102	72 $\frac{3}{4}$	2515	82 $\frac{3}{8}$	77	78	-24	
Ampex	39 $\frac{1}{8}$	22 $\frac{3}{4}$	1397	38 $\frac{7}{8}$	34 $\frac{1}{2}$	38 $\frac{3}{8}$	-1 $\frac{1}{4}$	
Audio Devices	30 $\frac{3}{8}$	21 $\frac{5}{8}$	95	27 $\frac{3}{4}$	26 $\frac{1}{8}$	27	- $\frac{1}{4}$	
Automatic Radio	6 $\frac{7}{8}$	3 $\frac{1}{4}$	155	6 $\frac{5}{8}$	5 $\frac{7}{8}$	6	- $\frac{1}{8}$	
Automatic Retailer Assoc.	74	51 $\frac{3}{4}$	86	74	71 $\frac{3}{4}$	72 $\frac{1}{8}$	-1	
Cameo Parkway	6 $\frac{3}{4}$	2 $\frac{1}{8}$	736	6 $\frac{3}{4}$	4	6 $\frac{3}{4}$	+2 $\frac{3}{4}$	
Canteen Corp.	28 $\frac{3}{8}$	21 $\frac{1}{2}$	337	23 $\frac{3}{8}$	22	22 $\frac{3}{4}$	- $\frac{1}{2}$	
CBS	76 $\frac{3}{8}$	59 $\frac{1}{8}$	1499	62 $\frac{3}{4}$	59 $\frac{1}{8}$	61 $\frac{3}{8}$	- $\frac{1}{4}$	
Columbia Pic.	52 $\frac{7}{8}$	33 $\frac{1}{2}$	112	48 $\frac{1}{2}$	46 $\frac{1}{2}$	46 $\frac{7}{8}$	- $\frac{3}{4}$	
Consolidated Elec.	57 $\frac{3}{4}$	36 $\frac{5}{8}$	235	53 $\frac{3}{8}$	51 $\frac{3}{8}$	52 $\frac{3}{8}$	- $\frac{1}{2}$	
Disney, Walt	106	75	575	94	80 $\frac{3}{8}$	81 $\frac{1}{4}$	-7 $\frac{1}{4}$	
EMI	5 $\frac{1}{4}$	3 $\frac{1}{2}$	562	4 $\frac{7}{8}$	4 $\frac{5}{8}$	4 $\frac{5}{8}$	- $\frac{1}{8}$	
General Electric	105 $\frac{3}{4}$	82 $\frac{1}{2}$	1683	105 $\frac{3}{4}$	101 $\frac{3}{8}$	104 $\frac{3}{8}$	+2 $\frac{3}{8}$	
Handleman	34 $\frac{1}{2}$	17 $\frac{1}{8}$	78	32 $\frac{3}{8}$	31 $\frac{1}{2}$	32 $\frac{1}{8}$	+ $\frac{7}{8}$	
MCA	58 $\frac{1}{4}$	34 $\frac{3}{4}$	294	57	54	54	-3	
Metromedia	56 $\frac{7}{8}$	40 $\frac{3}{8}$	340	55 $\frac{7}{8}$	51 $\frac{5}{8}$	54 $\frac{3}{4}$	+3 $\frac{1}{4}$	
MGM	59 $\frac{1}{4}$	32 $\frac{3}{4}$	262	57 $\frac{1}{4}$	52 $\frac{1}{4}$	56 $\frac{1}{8}$	+1 $\frac{7}{8}$	
3M	93 $\frac{1}{2}$	75	1129	80 $\frac{3}{8}$	78 $\frac{3}{4}$	80 $\frac{3}{8}$	- $\frac{5}{8}$	
Motorola	132 $\frac{3}{4}$	90	802	125 $\frac{1}{4}$	117	122 $\frac{1}{4}$	-1 $\frac{1}{2}$	
RCA	55 $\frac{1}{2}$	42 $\frac{3}{8}$	1468	53 $\frac{3}{8}$	51 $\frac{7}{8}$	53 $\frac{1}{4}$	+ $\frac{5}{8}$	
Seeburg	20 $\frac{3}{8}$	15	228	18 $\frac{3}{4}$	17 $\frac{3}{8}$	17 $\frac{7}{8}$	+ $\frac{1}{4}$	
Tel-A-Sign	3 $\frac{1}{8}$	1 $\frac{7}{8}$	284	2 $\frac{1}{4}$	2	2 $\frac{1}{8}$	- $\frac{1}{8}$	
20th Century	57 $\frac{7}{8}$	32 $\frac{3}{8}$	510	55 $\frac{3}{8}$	52 $\frac{3}{8}$	55 $\frac{3}{4}$	+ $\frac{1}{8}$	
Trans Amer.	46 $\frac{1}{4}$	28 $\frac{1}{2}$	1203	44 $\frac{1}{2}$	41 $\frac{3}{4}$	43 $\frac{3}{8}$	- $\frac{1}{4}$	
WB	25 $\frac{3}{8}$	16 $\frac{3}{4}$	87	25	23 $\frac{3}{4}$	24 $\frac{1}{8}$	- $\frac{1}{4}$	
Wurlitzer	36	18 $\frac{1}{8}$	69	23 $\frac{1}{4}$	21 $\frac{3}{8}$	22 $\frac{1}{4}$	- $\frac{3}{8}$	
Zenith	70 $\frac{7}{8}$	47 $\frac{3}{4}$	1015	70 $\frac{7}{8}$	67 $\frac{3}{8}$	68 $\frac{3}{8}$	- $\frac{1}{4}$	

## OVER THE COUNTER\*

As of Noon Thursday, July 27, 1967

	Week's High	Week's Low	Week's Close
GAC	7 $\frac{1}{4}$	6 $\frac{7}{8}$	7 $\frac{1}{4}$
Jubilee Ind.	6 $\frac{1}{8}$	5 $\frac{1}{4}$	5 $\frac{1}{2}$
Lear Jet	18	17 $\frac{1}{4}$	17 $\frac{1}{4}$
Merco Ent.	9 $\frac{7}{8}$	9 $\frac{3}{8}$	9 $\frac{7}{8}$
Mills Music	24 $\frac{3}{4}$	24 $\frac{1}{2}$	24 $\frac{1}{2}$
Pickwick Int.	15 $\frac{1}{2}$	14	15 $\frac{1}{2}$
Telepro Ind.	4 $\frac{1}{2}$	3 $\frac{1}{4}$	4 $\frac{1}{2}$
Tenna Corp.	12 $\frac{5}{8}$	12	12 $\frac{1}{2}$
Orrtronic	11 $\frac{1}{4}$	10 $\frac{3}{4}$	10 $\frac{3}{4}$
ITCC	10 $\frac{1}{2}$	9	10 $\frac{1}{4}$

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

## DAVIS GROUP GOES ALL THE WAY WITH UA

NEW YORK—United Artists Records has landed the Spencer Davis Group for exclusive global distribution. Prior to the agreement, the group was released in the U. S. by United Artists, and by Pye Records in the rest of the world.

The British singers, about to embark on a North American tour, have recently re-formed. In addition to Spencer Davis and Pete York, both members of the original team, Phil Sawyer and Eddie Hardin now make up the group. Ex-member Stevie Winwood is now teamed up with the Traffic, also on UA. The Spencer Davis Group have clicked here in three singles—"Gimmie Some Lovin'," "I'm a Man" and their current "Somebody Help Me."

## J. Hal Smith Buys Boone

NASHVILLE—J. Hal Smith Enterprises, Inc., has bought Boone Records of Ky. for more than \$100,000.

Bobby Bobo, who founded Boone Records and produced a number of hit recordings, will remain vice-president and general manager. All records will be produced under supervision of Bobo, former Cincinnati music personality. Ray Pennington of Pamper, the J. Hal Smith Publishing firm, will serve as a&r man.

The change was announced at a press party for Kenny Price, who has had two straight hits on the Boone label, "Walking on New Grass" and "Happy Tracks."

The Boone offices will remain in Union for the time being but will be moved to Nashville. Bobo has done all of his recordings in Nashville.

## Fest Didn't Brew Storm: Delsener

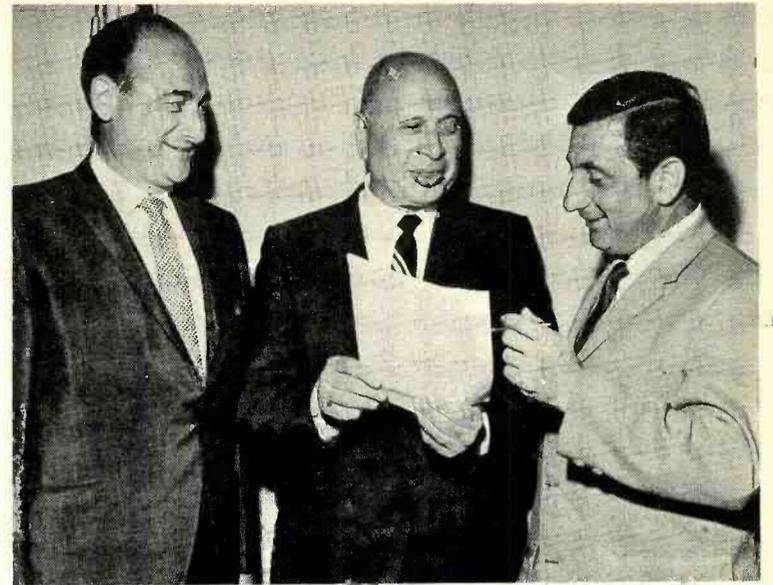
NEW YORK—Ron Delsener, producer of the Rheingold Music Festival, said that the youths arrested following Wednesday night's (26) program at Central Park represented a "microscopic element of the audience who attend the series."

"It's unfortunate that the Festival received a smear because the boys told police they had just left the program" when they were arrested, Delsener said. New York police charged 23 youths with burglary after they allegedly smashed three Fifth Avenue windows and attempted to carry away booty, Delsener said that the incident would not affect Festival plans. Smoky Robinson and the Miracles, and Tammy Terrell were featured Wednesday.

## Lumley Cuts 1st Album for RCA

NEW YORK—Rufus Lumley, RCA recording artist, waxed a session Wednesday and Thursday (19-20) for his upcoming debut LP, "Rufus Lumley Sings."

The album will include Lumley's hit single, "Just Say Goodbye." The a&r man for the session was Bob Cullen; Jimmy Wisner was the arranger. Also present was Joe D'Imperio, RCA division vice-president of product and talent development department.



SAM GOODY, discount chain record retailer, will be honored by the Music Industry Committee of the United Jewish Appeal at their second annual dinner Oct. 30 at New York's Americana Hotel. Discussing the dinner are, from left: Al Levine, Goody and Gene Weiss. Weiss of Columbia Records, and Levine of New Deal, co-chairmen, head the committee to raise funds for the Appeal.

## Sunset, Hanna-Barbera in A Distrib, Production Pact

LOS ANGELES — Sunset Records, Liberty's economy line, will distribute the Hanna-Barbera catalog of 38 albums throughout the world. In addition, Hanna-Barbera Productions, Inc., will produce six to 12 albums each year for Sunset Records.

The Hanna-Barbera cartoon characters — the Flintstones, Yogi Bear and Huckleberry Hound—will be represented in the Sunset product arrangement along with singles and extended play recordings.

Sunset's acquisition of the Hanna-Barbera line establishes Liberty's economy division as one of the giants in the kiddy product field, said Ed Barsky, general manager of Sunset.

"During the past year Sunset has built a catalog around pop and teen-oriented albums," he said. "With Hanna-Barbera's array of kiddy items we now offer catalog diversification."

Barsky also pointed up the advantages of direct sales: "Sales on a direct basis to all

## L.A. Distrib Scene Shifts & Openings

LOS ANGELES—New companies and label shifts mark the local distribution scene. Latest distributor along Pico Boulevard is Perco, representing Peerless, Eco, Cisne and Sonert in the Latin field. Sam Billis is general manager of the firm located at 2847 W. Pico.

Another recently opened distributor, again in a specialty field, is Audio Arts, 5611 Melrose Avenue, which aims at the gospel field. In the label field, Privilege is now handling Band-Shout and Duke-Peacock.

## Marks Music Fetes Japan Band Group

NEW YORK — Edward B. Marks Music Corp. held a luncheon at the Barbizon Plaza Hotel recently for 26 members of the Japan Bandmasters' Association, who are touring the United States. The luncheon meeting was arranged through TAO Music, Marks' Tokyo affiliate.

The American tour includes visits to instrument manufacturers in the Chicago area, the Eastman School of Music in Rochester, N. Y., Interlochen Music Camp and attendance at the International Bandmasters' Association at the University of Michigan at Ann Arbor.

racks, supermarkets, department stores and discount houses, are tailor-made for kiddy product.

Hanna-Barbera is producing six network shows to debut in the 1967-1968 season to go along with its six returning network series. Much of the record product to Sunset will come from animated cartoon TV feature:

After two and one-half years of releasing childrens and some pop product through independent distribution, Hanna-Barbera had discontinued this form of releasing several weeks ago.

## MGM in Special Summer Kick on Garner's 'Kick'

NEW YORK — MGM has special summer promotion plans for Erroll Garner's new LP, "That's My Kick."

MGM West Coast promotion executive Clive Fox was host at a press and disk jockey party for the jazz pianist at the Los Angeles Playboy Club in conjunction with Garner's date at the Greek Theatre there. MGM has reissued a single from the LP, featuring the title song, and the label has run advertisements in the trade and newspaper press.

A spot campaign will feature Garner's voice. He will also appear on an MGM-sponsored radio program. Special counter cards for dealers have been distributed. Garner will also do several television appearances during August.

## 'Pillow' Strikes Gold

NEW YORK—Jefferson Airplane's RCA Victor album "Surrealistic Pillow" has received a gold record from the Record Industry Association of America for sales of more than \$1 million. The album, produced by Paul Jarrad, was released in February. The group currently is recording their third Victor album in Hollywood.

## HOW MONKEES MAKE MUSIC

NEW YORK — Instruments being used by the Monkees during their current tour include an Ode banjo, a Baldwin banjo, a Gretsch electric bass, a Gretsch 12-string guitar, a Guild electric bass, and a Rickenbacker 12-string guitar.

# Executive Turntable

• Continued from page 4

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

★ ★ ★

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

★ ★ ★

Reorganization of the sales and promotion staff structure at Columbia Records of Canada sees John Williams, formerly Montreal branch manager, appointed to the newly created post of director of merchandising, headquartered in Toronto. He will co-ordinate the activities of distributors by directing merchandising programs and providing sales aids and display materials, and his field work will augment sales efforts and provide valuable market research information. Jacques Gagne, previously French-language a&r producer, takes over the responsibilities of Montreal branch manager. In Ontario, Charles Camilleri, formerly Ontario promotion manager, is now in charge of all singles sales activities. Harry Dunnette is now responsible for sales of all classical product, stereo tape and cartridges, and Bob Martin will handle all promotional activities in the province.

★ ★ ★

George R. Freifeld has been named product manager for computer and instrument tapes at Audio Devices. Freifeld comes to his new post as a sales representative with the company for 14 years. He will be responsible for the marketing of computers and instrumentation tapes. . . . Dominick Saccacio is Audio's new product manager, having joined the production department in 1961. He will head up marketing of audio products except for cartridges and cartridge tapes. . . . Max D. McCollough has been promoted to Atlanta district sales manager for Audio. He came from the Atlanta sales staff to his

(Continued on page 10)

# Doodletown it's spreading!

STEREO EN 26307

EPIC  
STEREO

LN 24307

the doodletown pipers

sing-along '67



BORN FREE  
SOMETHIN' STUPID  
WINCHESTER CATHEDRAL  
SOMEWHERE, MY LOVE  
SWEET MARIA  
LET'S FALL IN LOVE  
ALMOST PERSUADED  
YOUNG AT HEART  
SPANISH FLEA  
MUSIC TO WATCH GIRLS BY

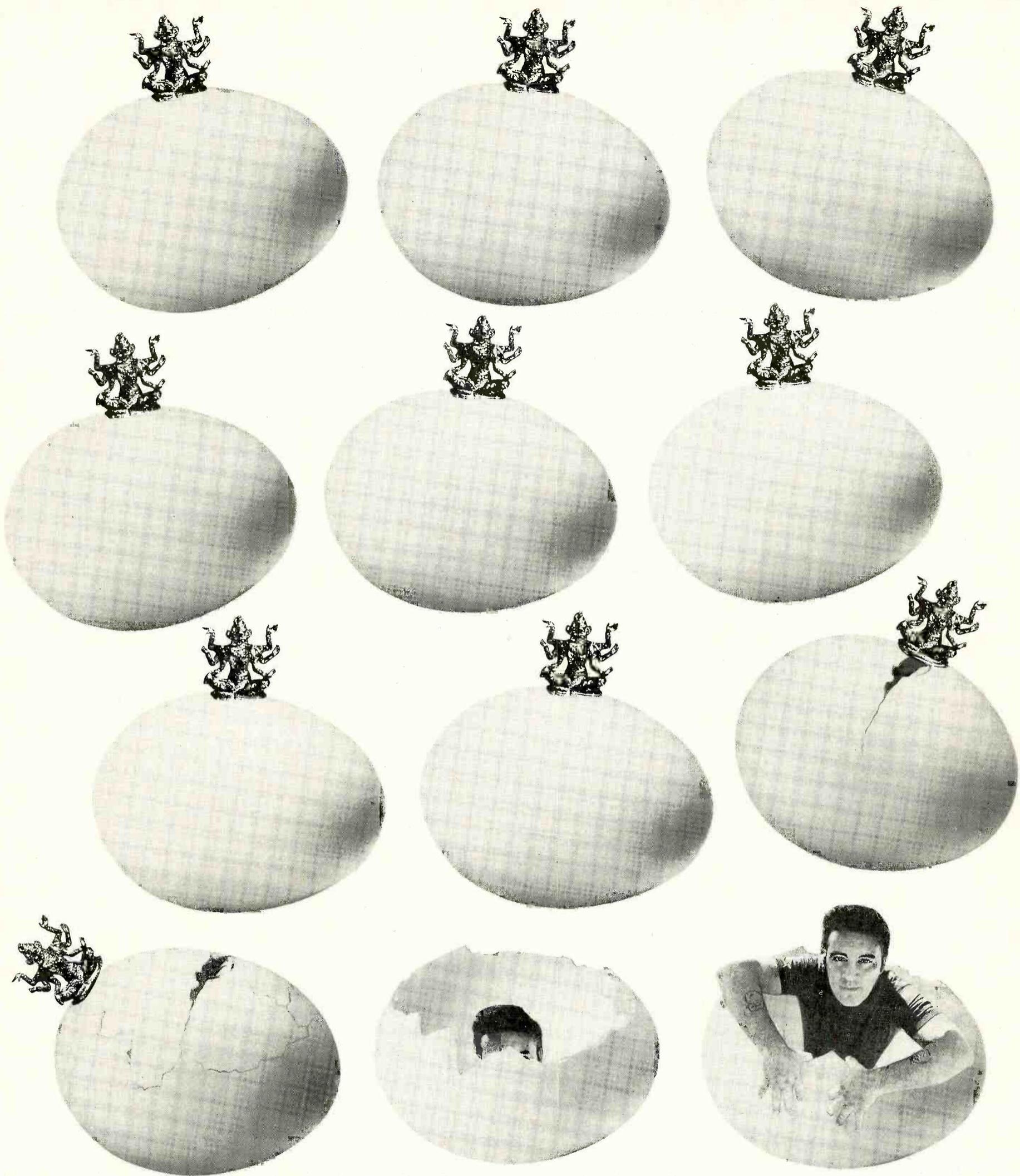
LN 24307 / BN 26307 \*Stereo

The impact of their enormous TV exposure ("Our Place," every Sunday, CBS Television Network) will be felt all the way to your cash drawer.



An Exciting New Single  
The Doodletown Pipers  
"A Summer Song"  
5-10200

EPIC



**BUDDAH GIVES BIRTH TO A SUPER STAR!**

# **TONY BRUNO**

**Presented & Produced by Artie Ripp**

**SMALL TOWN, BRING DOWN**

**B/W HELAINA**

**BUDDAH BDA-7**



1650 Broadway, N.Y.C.

SKEETER DAVIS'  
COUNTRY SMASH GOING TOP 40!

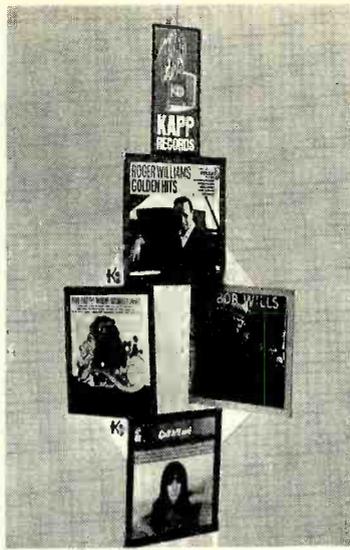
"WHAT  
DOES IT TAKE  
(TO KEEP  
A MAN LIKE YOU  
SATISFIED)" #9242



RCA VICTOR   
The most trusted name in sound

# BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	2	<b>CALIFORNIA DREAMING</b> Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	22
2	1	<b>DYNAMIC DUO</b> Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	12
3	4	<b>EQUINOX</b> Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	13
4	6	<b>TOO MUCH</b> Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	11
5	3	<b>BOOTS WITH STRINGS</b> Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	15
6	9	<b>FOREST FLOWER</b> Charles Lloyd, Atlantic 1473 (M); SD 1473 (S)	17
7	10	<b>THE MOVIE ALBUM</b> Ramsey Lewis, Cadet LP 782 (M); LPS 782 (S)	4
8	8	<b>LOU RAWLS LIVE</b> Capitol T 2459 (M); ST 2459 (S)	22
9	14	<b>MERCY, MERCY, MERCY</b> Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	22
10	5	<b>BIG SWING FACE</b> Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	5
11	11	<b>BACKLASH</b> Freddie Hubbard, Atlantic 1477 (M); SD 1477 (S)	6
12	13	<b>LOU RAWLS SOULIN'</b> Capitol T 2566 (M); ST 2566 (S)	22
13	7	<b>WHY! (Am I Treated So Bad)</b> Cannonball Adderley Quintet, Capitol T 2617 (M); ST 2617 (S)	9
14	19	<b>TEQUILA</b> Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	17
15	16	<b>GOIN' LATIN</b> Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	22
16	—	<b>SERGIO MENDES &amp; BRASIL '66</b> A&M, LP 116 (M); SP 4116 (S)	7
17	12	<b>BLUE NOTES</b> Johnny Hodges, Verve V 8680 (M); V6-8680 (S)	3
18	17	<b>THE DEALER</b> Chico Hamilton, Impulse A 9130 (M); AS 9130 (S)	14
19	—	<b>SWINGIN' NEW BIG BAND</b> Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	19
20	—	<b>JAZZ RAGA</b> Gabor Szabo, Impulse A 9128 (M); AS 9128 (S)	9



KAPP RECORDS' sales and merchandising aid program, for its July-August releases, is made up of a mobile hanging display unit; in-store promotional piece that ships flat and shows eight LP faces, country music stuffer with an updated mailer; pocket-size card catalog with a categorical product breakdown, and a 24-page consumer catalog, updated, and categorically broken down.

## Jazz in Garden Lists Rest of Summer Fare

NEW YORK—The program committee for the Museum of Modern Art's "Jazz in the Garden" series have announced the program for the remainder of the summer.

Appearing Thursday (3) will be Barry Harris and the Webb City All Stars, and Lee Konitz—Marshall Brown will bow Aug. 10. Making up the Aug. 17 program will be the Sonny Criss Quartet, Aug. 24 program is uncertain and Freddy Hubbard will round out the 10-week series Aug. 31. Hubbard was scheduled originally to open the program on June 24, but the concert was canceled due to inclement weather.

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

## Ella's Next for Cap. In Religious Groove

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

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

## SUPREMES AND TARZAN SWING

NEW YORK — "Me, Trazan . . . you, Supremes." Steve Shagan, who produces the Tarzan TV show, has slated the Supremes of Motown Records to appear on one of the shows in the fall. The trio will play the role of nuns.

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Say You Saw It in  
Billboard

# Jazz Beat

By ELIOT TIEGEL

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

Yet her act belies her own impressions. On stage she whips up a frenzy with soulful probings of songs which touch on electric nerve endings. She makes her audience quiver.

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

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

She recalls the initial audience reaction to this tune, which also appeared in an album. "The people were shocked. They really didn't know whether they like it or not." In her current book of songs there are 12 social commentaries including "I Hold No Grudge," "Backlash," "Jim Crow," "Go Limp" and "Four Women." Miss Simone categories "Georgia Rose" as a social song because it talks about an inter-racial love affair.

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

"We all need to start believing in love again," she said between puffs of a cigaret in a Los Angeles apartment. "Things are so technical; so rigid. We need to be lovey-dovey again. I think we need a lot of that. We need that first awe when we fall in love. Love is desperately needed in the world today. I'd like to try to convince people that it's not so bad to fall in love again."

Music has the power to solidify a love affair or break one up, she believes. "Music can calm the savage beast." Then realizing how much of a cliché that was, she continued, "It's true, music is one of the working forces of the world."

Explaining her analogy for moods, Miss Simone noted she starts her act slowly, "to calm people down" and then she'll sing several songs as a medley to get the audience's attention. "Once that's done it'll let everybody have a ball. I'm interested in taking them with me." "Michael Row the Boat Ashore" makes her feel happy, but she can tire of it. "Porgy" is a showcase tune which "never seems to leave her."

A Simone performance is marked by a seriousness of purpose and a disciplined attack. She explains it: "I'm more sure of myself. My convictions have grown stronger." Translated it means Nina digs into a tune, plants emotion where it can propagate and is sure that when she waters the tune, she's used the right amount of persuasion.

## Hip Fairy Tales Set by Impulse

LOS ANGELES—San Francisco radio personality Al Collins and Steve Allen have collaborated on an Impulse album of hip fairy tales. Collins originally recorded "The Three Little Pigs" and "Little Red Riding Hood" for Brunswick in the early 1950's.

These two "children's stories" plus parodies on "Jack and the Beanstalk," "Goldilocks" and some new Allen material, including "The Power of a Flower" and "The Jazz Mass at St. Pauls," are included in the project. All the fairy tales have been updated, Collins said.

The LP features a small group of local musicians including vibist Terry Gibbs, Allen on regular and electric piano, and drummer Hal Blaine, wailing the blues behind Collins' narratives.

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## Strouse, Drake to AGAC's Council

NEW YORK — Charles Strouse and Ervin Drake have been appointed members of the Council of the American Guild of Authors and Composers. Strouse and Drake join a 21-man board which guides the policies and programs of the writers guild which represents more than 2,200 composers and lyricists.

Strouse, composer of "Bye Bye Birdie" and "Golden Boy," and Drake, composer-lyricist of "What Makes Sammy Run," replace lyricist Eddie Heyman and composer Joseph Meyer on the Council.

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# Musical Instruments

## SITAR STORY

### How Pop Music Business Creates New Musical Instrument Markets

• Continued from page 1

said Guy Freedman, who formed the Wan-freed Corp. with East Indian Arjun Waney, to import the sitar to the U. S. During the last six weeks, the company has sold some 200 sitars to more than 60 dealers. "We've done this," said Freedman, "without much effort on our part. Because of the wide publicity Ravi Shankar and the Beatles (with their 'Revolver' and 'Sgt. Pepper's Lonely Hearts Club Band') have generated, dealers are calling us more than we're calling them."

#### Cautious on Stocking

Although many dealers were impressed with their first exposure to the instrument at the National Association of Music Merchants show in Chicago, they have been cautious about stocking the sitar.

"Most dealers," Freedman said, "initially order two or four sitars, but the reorder pattern has been extremely successful."

Record exposure is credited by most dealers as being the prime factor in fostering interest in the sitar. According to Macey Lipman of World Pacific Records, sales of Ravi Shankar disks are booming. Shankar is considered the world's foremost sitarist. While his last two recordings, "In New York" and "In London," have made the Billboard New Action Albums list during the past two months, "In New York" this week is on the Top LP's list at 194. In addition, his Capitol recording with Yehudi Menuhin, "West Meets East," is among the best-selling semi-classical albums.

#### Beatles Major Factor

But the major influence emanates from the Beatles. Following their recording of "Norwegian Wood," sitar and simulated sitar effects were picked up by many of the other rock groups. Through songs of the Rolling Stones, Byrds, Hollies, Yardbirds, among others, the news of this instrument, new to the Western world but in use for some 700 years in India, spread throughout music circles. Noted jazz musicians such as Herbie Mann and Gabor Szabo have toured India and have released albums bearing the Eastern influence. And Chet Atkins has included two bands featuring the sitar on his "It's a Guitar World" album. Also, dealers report that many sitar sales have sprung from sales of a sitar music folio published by Peer International. According to Al Kugler, Peer sales and promotion manager, dealers have sold more than 3,000 folios—"mostly to people who

didn't own the instrument." Ed Lions, owner of Porter Electronics, a four-outlet chain in up-state New York, initially ordered 10 folios without stocking the sitar. "To the best of our knowledge," Lions said, "no one in our market owned a sitar, but in one day we sold all 10 copies."

#### Sold Out on Reorder

Lions reordered 25 more and again was immediately sold out. A check of musical instrument stores selling the folio reveals that many guitar players are buying the book. Dealers report that guitarists are attempting to improvise the sitar sound on their own instruments. These musicians, most of them with a combo, are the most potential sitar buyers, dealers say.

Porter Electronics, which airs a nightly program on local radio, ordered two sitars and ran a few spots promoting the item on the program. "Within 48 hours, we had sold both instruments and we were paid in full for two additional ones. We have now ordered another six sitars," said Lions.

With no advertising or promotion, and with no knowledge of the instrument, Eddie Myers of Terminal Music in New York ordered two sitars. But with a keen business sense, he placed them in his window and quickly sold both.

At Manny's in New York, one of the first dealers in the nation to carry a line of sitars, business started slowly. But with the wave of publicity and upsurge in Shankar album sales, the store now sells about 25 sitars per month.

According to Mike Seroa, one of the store's salesmen, half of all sitar sales are for the electric model. Currently one company, Danelectro, manufactures the electric unit, but reports other manufacturers are reportedly considering production of electric models. Price for the Danelectro unit is \$295, while the range for the imported item is \$150-\$500 depending on ornamentation and number of resonating gourds.

#### Courses Help

In California, considered one of the best selling areas for the sitar, the World Pacific Records school runs courses on the sitar and Indian music appreciation. These courses have boosted sales of the instrument. Ravi Shankar conducts a course at the school. According to Macey Lipman, the school has imported, by air freight, 45 sitars, with another 45 on the way. At Music City, a nearby record and instrument outlet, the instrument department has just begun to stock sitars, and according to Henry Spleven, who runs the music department concession, sitars are continually moving.



YOUTHS FROM WATTS area of Los Angeles tour the Thomas Organ Co. plant at Sepulveda, Calif., prior to taking jobs with the firm. Thomas president, Joe Benaron, right, launched the hiring project in response to President Johnson's Youth Opportunity Council appeal.

## Espana Sponsoring 'Pick-In'

NEW YORK—Central Park will be the scene of a guitar teach-in, the pilot of a proposed national project underwritten by Espana guitars. The event, Aug. 10, will focus on all phases of the guitar world, ranging from tips on playing, buying and caring for the instrument to suggestions on how to form a group and how to get into the business.

Featuring recording groups Every Mother's Son, Montreal Blvd. West, and folk and blues singer Richie Havens, seminars will also include sessions on style, chord progressions and tuning. In addition, fashion consultants will be on hand to give advice on apparel worn while

playing the guitar. The audience is invited to bring their own guitars.

According to an Espana spokesman, the Central Park teach-in will be the first of a national project which will encompass the nation's top 15 markets. Slated for 1968, the teach-in will be initially held to campus cities. Espana officials expect the New York event to become an annual.

#### Fashions

In addition to performing, MGM's Every Mother's Son will demonstrate chord changes and how to achieve a distinctive sound. Richie Havens will discuss the differences between folk, blues and rock style. And Mark Biddleman of Eddie Bell's Guitar Center will conduct a session on the buying, tuning and caring for the instrument.

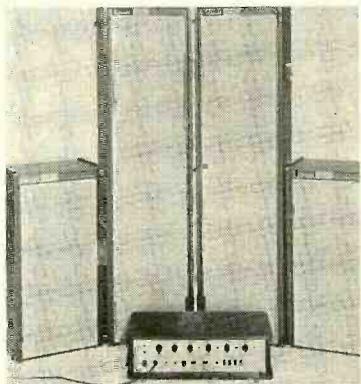
From the business end, manager Dominic Sicilia will explain the process of forming a group and the essentials of getting play dates and a recording contract.

Betsy Johnson, fashion designer for Paraphernalia, has been lined up for a session on musical fashions. Along with her talk on girls' fashions, Miss Johnson will have some of the Paraphernalia models displaying the company's new lines. Espana is negotiating for the presentation of a men's fashion display.

## HANSEN OPENS DENVER OUTLET

DENVER—The large music publisher, Hansen Publications, Inc., is opening a major distribution center here, the firm's first between Chicago and the West Coast.

Dr. George Reynolds, educational director, will head the new operation. Hansen, headquartered in Miami, has distribution centers in New York, London, Chicago, San Francisco, Seattle, Miami Beach and Atlanta.



STANDEL'S 1968 amplifier line is pictured here. It consists of a four-channel pre-amp with built-in selective reverb; and four-speaker column models with a wide selection of speaker combinations offering varieties of performance characteristics and prices. Each column amp is equipped with power and signal output connections for other columns to form multiple power chains.

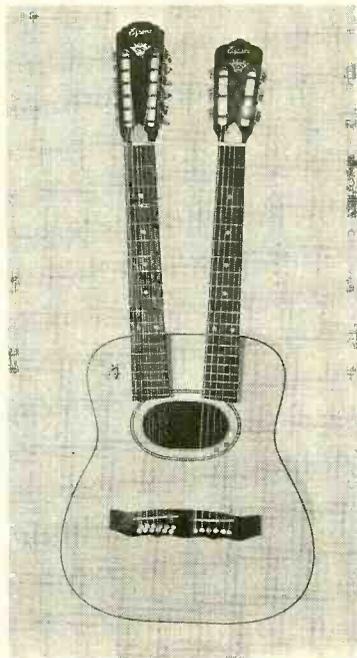


AT NEWPORT, folk fans were able to try the new Goya line at this open-air booth set up by the Music Box, a Newport, R. I., retailer.

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TWO-IN-ONE GUITAR in the new Espana line has both 6-string and 12-string necks. Retail price: about \$290.



ESTEY HAS INTRODUCED a new line of music instrument amplifiers, the first from the company. The four-model line is priced from \$55 to \$199.95. Shown is model T-22, which has a 12-inch speaker, 15 watts of peak power, tremolo, tremolo foot switch jack, external speaker jack and three instrument input jacks. Price: \$119.95.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 122—Last Week, 151

\*This record is predicted to reach the TOP 40 EASY LISTENING Chart.

## POP SPOTLIGHTS

### TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

**DIANA ROSS AND THE SUPREMES—REFLECTIONS** (Prod. Holland & Dozier) (Writers: Holland-Dozier-Holland) (**Jobete, BMI**)—With Diana Ross getting top billing for the first time, the Supremes will quickly carry this easy rocker right up to the No. 1 spot on the Hot 100. Flip: "Going Down for the Third Time" (Jobete, BMI). **Motown 1111**

\***HARPERS BIZARRE—ANYTHING GOES** (Prod. Lenny Waronker) (Writer: Porter) (**Harms, ASCAP**)—The Cole Porter classic gets a fine easy-beat updating by the "59th Street Bridge Song" group that should prove to be their biggest hit to date. Fits all programming formats. Flip: "Malibu U." (Tamerlane, BMI). **Warner Bros. 7063**

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

### TOP 60 Spotlights—Predicted to reach the top 60 of the HOT 100 Chart

**TOM JONES—SIXTEEN TONS** (Prod. Peter Sullivan) (Writer: Travis) (**Noma/Presley, BMI**)—Changing the pace from his recent ballad hits, Jones should score quickly with this driving treatment of the Tennessee Ernie Ford smash of the 50's. Culled from his hit LP by popular demand. Flip: "Things I Wanna Do" (MCA, ASCAP). **Parrot 40016**

**THE FIVE AMERICANS—ZIP CODE** (Prod. Dale Hawkins) (Writers: Rabon-Ezell-Durrill) (**Jetstar, BMI**)—The "Western Union" boys are back with a clever rocker to follow up their recent "Sound of Love" hot on the Hot 100. Dale Hawkins' production is right in the groove. Flip: "Sweet Bird of Youth" (Jetstar, BMI). **Abnak 123**

**THE AMERICAN BREED—DON'T FORGET ABOUT ME** (Prod. Bill Traut) (Writers: Goffin-King) (**Screen Gems-Columbia, BMI**)—Hot on the heels of their "Step Out of Your Mind" winner comes this groovy rocker, penned by the Goffin-King team, and given a solid workout by the group. Should prove to be as successful as their first hit. Flip: "Short Skirts" (Yugoth, BMI). **Atco 808**

**THE BLUES MAGOOS—I WANNA BE THERE** (Prod. Bob Wyld and Art Polhemus) (Writers: Thielhelm-Scala) (**Ananga-Ranga, BMI**)—Hard driving dance beat and strong vocal work should quickly help this rock entry surpass the group's recent chart item "One by One." Loaded with discotheque appeal. Flip: "Summer Is the Man" (Ananga-Ranga, BMI). **Mercury 72707**

**THE KINKS—WATERLOO SUNSET** (Prod. Shel Talmy) (Writer: Davies) (**Noma/Hi-Count, BMI**)—Currently riding high on the British charts, this infectious soft rock ballad has all the earmarks of a hot sales item here. Should hit hard and fast. Flip: "Two Sisters" (Noma/Hi-Count, BMI). **Reprise 0612**

**BRENDA AND THE TABULATIONS—JUST ONCE IN A LIFETIME** (Prod. Bob Finiz) (Writers: Payton-Coates) (**Bee Cool, BMI**)—Wailing blues entry by the girl group will fast replace their recent two-sided winner on the Hot 100, and go on to a high position. Smooth vocal performance is tops. Flip: "Hey Boy" (Bee Cool, BMI). **Dionn 503**

### CHART Spotlights—Predicted to reach the HOT 100 Chart

**THE McCOYS—Say Those Magic Words** (Grand Canyon/Rumbalero, BMI). **BANG 549**  
**JOHNNY CYMBAL—It Looks Like Love** (Pamco, BMI). **MUSICOR 1261**  
**JAY & THE AMERICANS—We'll Meet in the Yellow Forest** (Chardon/Singleton, BMI). **UNITED ARTISTS 50196**  
**ANDY RUSSELL—I'm Still Not Through Missing You** (Greenbar, ASCAP). **CAPITOL 5971**  
**DEE DEE WARWICK—Locked in Your Love** (Rumbalero, BMI). **MERCURY 72710**  
**PAUL JONES—Privilege** (Shamley, ASCAP). **CAPITOL 5970**  
**YOUNG-HOLT UNLIMITED—Doin' the Thing** (Yo Ho, BMI)—The Beat Goes On (Chris-Marc/Cotillion, BMI). **BRUNSWICK 55338**  
**DON RONDO—Oh Why My Love** (United Artists, ASCAP). **UNITED ARTISTS 50191**  
**LEE HAZLEWOOD—Ode to Billie Joe** (Shayne, ASCAP). **REPRISE 0613**  
**DON HO—Forbidden Fruit** (Pomona, BMI). **REPRISE 0609**  
**KING RICHARD'S FLUGEL KNIGHTS—Horn Duet** (Jaypaul, SESAC). **MTA 131**  
**KEELY SMITH—One Less Bell to Answer** (Blue Seas/Jac, BMI). **ATLANTIC 2429**  
**THE ANITA KERR SINGERS—I Can't Help Remembering You** (Roosevelt, BMI). **WARNER BROS. 7065**  
**ANITA BRYANT—Some Sunday in the Middle of the Week** (Duchess, BMI). **COLUMBIA 44247**  
**MIDNIGHT STRING QUARTET—I Hear a Symphony** (Jobete, BMI). **VIVA 616**

and sales appeal. Flip: "Sand and Foam" (Peer Int'l/Hi-Count, BMI). **Epic 10212**

**THE LEWIS & CLARKE EXPEDITION—I FEEL GOOD (I Feel Bad)** (Prod. Jack Keller) (Writers: Lewis-Clarke) (**Screen Gems-Columbia, BMI**)—Exceptional new group should have no trouble hitting the top of the charts the first time around. Folk rock number with a touch of the calypso beat features an intriguing "fade-in" at the beginning. Flip: "Blue Revelations" (Screen Gems-Columbia, BMI). **Colgems 1006**

\***LAURA, WHAT'S HE GOT THAT I AIN'T GOT** (Writers: Ashley-Singleton) (**Gallico, BMI**)—**FRANKIE LAINE** (Prod. Bob Thiele) Flip: "Sometimes (I Just Can't Stand You) **ABC 0967**—**RAY LYNN** (Prod. Ted Cooper) Flip: "Wisdom of a Fool" (**Epic 0208**)—Two equally potent pop treatments of the current country hits. The Laine version is a change of pace for the artist, while newcomer Lynn makes this an impressive debut. Both should enjoy healthy air play and sales.

\***JOAN BAEZ—BE NOT TOO HARD** (Prod. Maynard Solomon) (Writers: Logue-Donovan) (**Peer Int'l, BMI**)—This is Miss Baez's most commercial offering since her "There But for Fortune" a while back. Could be the one to bring her back to the hit singles selling class. Top programming item. Flip: "North" (Robbins/Chandos, ASCAP). **Vanguard 35055**

**ROBB AND DEAN DOUGLAS—I CAN MAKE IT WITH YOU** (Prod. Des Champ & Roger Esterby) (Writer: Taylor) (**Blackwood, BMI**)—Newcomers Robb and Dean Douglas have taken the recent Pozo Seco Singers hit and offer their own intriguing interpretation. Bluesy soul sound should prove to be a winner. Flip: "Phone Me" (Bramsdene, BMI). **Deram 7511**

**THE CHOIR—NO ONE HERE TO PLAY WITH** (Prod. Najeeb Hedafy) (Writer: Okulovich) (**Big Seven/N.G.D., BMI**)—Having made their mark on the Hot 100 with "It's Cold Outside," the Choir should soon be riding high with this good rhythm follow up to their initial hit. Top vocal performance and strong material. Flip: "Don't You Feel a Little Sorry for Me" (Big Seven/N.G.D., BMI). **Roulette 4760**

**JON GUNN—I JUST MADE UP MY MIND** (Prod. Ivor Raymonde) (Writer: Hawkins) (**Gallico, BMI**)—Intriguing piece of easy rock material serves as an outstanding showcase for newcomer Jon Gunn's debut. Exceptional vocal workout and top Ivor Raymonde production should make this a big chart item. Flip: "Now It's My Turn" (Home Folks, BMI). **Deram 85013**

**BOCEPHUS—METER READER MAID** (Prod. Huey Meaux) (Writer: Throckmorton)—Clever novelty material with a groovy rock beat and performance by new artist Bocephus should establish him quickly as a top seller. The Huey Meaux production moves all the way. **Verve 10540**

**FRED PARRIS AND THE RESTLESS HEARTS—(I'll Remember) IN THE STILL OF THE NIGHT** (Prod. Mama) (Writer: Parris) (**Cheerio, BMI**)—The Five Satins' rock and roll classic of the the composer. With enough exposure, sales history could repeat itself. Flip: "Heck No!" (Koji, BMI). **Mama Sadie 1001**

**TEDDY NEELEY—Contact** (Chardon, BMI). **CAPITOL 5967**  
**JACQUELINE CAROL & LOUIS ST. LOUIS—One Time For Love** (Unart, BMI). **STEED 703**  
**NGC-4594—Going Home** (MRC, BMI). **SMASH 2104**  
**THE SPECTRUM—Samantha's Mine** (Screen Gems-Columbia, BMI). **RCA VICTOR 9268**  
**VINNIE ZEN & THE ROGUES—Bricks, Broken Bottles and Sticks** (Catalogue, BMI). **SSS INTERNATIONAL 709**  
**THE TROPICS—Summertime Blues—Land of a Thousand Dances** (American Music/Tune-Kel & Anatole, BMI). **COLUMBIA 44248**  
**THE MODELS—Bend Me, Shape Me** (Helicos, BMI). **MGM 13775**  
**LIBERACE—Two for the Road** (Northridge/20th Century, ASCAP)—Happy Barefoot Boy (Northridge/20th Century, ASCAP). **DOT 17033**  
**THE VACANT LOT—Don't You Just Know It** (Ace, BMI). **LTD. 0004**  
**THE DAWNBREAKERS—Hear Me Now** (Trousdale, BMI). **DUNHILL 4095**  
**BOBBIE & DUDE—Carnival Man** (Acclaim, BMI). **LONDON 113**  
**THE JOHNNYS—I Remember** (Tamberlane, BMI). **WARNER BROS. 7057**  
**FLIP BLACK—Seven Days** (Southern, ASCAP). **WHITE CLIFFS 2636**  
**THE VELOURS—I'm Gonna Change** (Saturday, BMI). **MGM 13780**  
**THE SPIDELLS—If It Ain't One Thing** (Champion, BMI). **CORAL 62531**  
**JANET & THE JAYS—Love What You're Doing to Me** (Dorch, BMI). **HI 2129**  
**KAREN SUE—Something On My Mind** (Pavanne-Gregell-Teeger, ASCAP)—Say You're Mine Again (Blue River, BMI). **UNITED ARTISTS 50194**

## COUNTRY SPOTLIGHTS

### TOP 10 Spotlights—Predicted to reach the top 10 of the HOT COUNTRY SINGLES Chart

**COUNTRY SPOTLIGHTS**  
**EDDY ARNOLD—TURN THE WORLD AROUND** (Prod. Chet Atkins) (Writer: Peters) (**Fingerlake, BMI**)—Beautiful ballad, penned by Ben Peters, should prove to be Arnold's biggest pop-country hit since "Make the World Go Away." Destined for Top Ten sales and airplay in both markets. Flip: "The Long Ride Home" (Colgems, ASCAP). **RCA Victor 9265**

**THE STATLER BROTHERS—YOU CAN'T HAVE YOUR KATE AND EDITH, TOO** (Prod. Bob Johnston) (Writers: Braddock-Putman) (**Tree, BMI**)—Clever play on words by the boys should attract as much attention as their recent Top Ten winner "Ruthless," and ride just as high on the country charts. Fine vocal delivery. Flip: "Walking in the Sunshine" (Tree, BMI). **Columbia 44245**

**DOTTIE WEST—LIKE A FOOL** (Prod. Chet Atkins) (Writer: DeVaney) (**East Star, BMI**)—Good rhythm entry for Miss West featuring a smooth change of pace chorus. Her smooth vocal treatment makes this a hot follow up to her "Paper Mansions" hit. Flip: "Everything's a Wreck (Since You're Gone)" (Tree, BMI). **RCA Victor 9267**

**VAN TREVOR—YOU'VE BEEN SO GOOD TO ME** (Prod. Stan Shulman & Dick Heard) (Writers: Trevor - Heard) (**Summerhouse/Harmony Hill, ASCAP**)—Marking his debut on the Date label, Trevor offers a beautiful and plaintive country ballad, which he penned along with Dick Heard. Sure to be a top sales item. Flip: "Sunday Morning" (Summerhouse/Harmony Hill, ASCAP). **Date 1565**

**HANK WILLIAMS JR.—NOBODY'S CHILD** (Prod. Jim Viennau) (Writers: Foree-Coben) (**Milene, ASCAP**)—Sad story of a blind orphan is beautifully told by Williams in this exceptional Jim Viennau production. Destined for a high spot on the country charts. **MGM 13782**

**JOHNNY DOLLAR—THE WHEELS FELL OFF THE WAGON AGAIN** (Prod. Stan Shulman & Dick Heard) (Writer: Buzzeo) (**Mayhew, BMI**)—Clever rhythm material smoothly performed by Dollar makes his initial entry on Date a hot contender for the top of the country charts. Good programming fare. Flip: "Watching Me Losing You" (S-P-R/Dollar, BMI). **Date 1566**

### CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**FREDDIE HART—The Neon and the Rain** (Southtown, BMI). **KAPP 841**  
**MERLE TRAVIS—You're a Little Bit Cuter** (Tree, BMI). **CAPITOL 5965**  
**LUCILLE STARR—Too Far Gone** (Gallico, BMI). **EPIC 10205**  
**BOB WILLS & MEL TILLIS—I Wish I Felt This Way at Home** (Wilderness, BMI). **KAPP 842**  
**BOBBY LORD—Shadows on the Wall** (Sure-Fire, BMI). **DECCA 32174**  
**BUDDY RAY MIZE—Evil Woman** (Acclaim, BMI). **LONDON 112**  
**REDD STEWART—The American Service Man** (Acuff-Rose, BMI). **NUCKET 261**  
**BOBBY BUTTRAM—Lovin' You Is Killing Me** (Yonah, BMI). **WAYSIDE 1002**

## R&B SPOTLIGHTS

**RHYTHM AND BLUES SPOTLIGHTS**  
**CHUCK JACKSON AND MAXINE BROWN—C. C. RIDER** (**Bikini/Purchase, ASCAP**)—The rhythm and blues classic gets a rocking good workout by Jackson and Brown and should quickly rise to the top of the r&b charts, while making a solid dent in the Hot 100. Flip: "Tennessee Waltz" (Cavalcade, ASCAP). **Wand 1162**

**TOMMY HUNT—SEARCHIN' FOR LOVE** (Prod. George Tobin) (Writers: Bailey-Northern) (**Fat City, BMI**)—Blues wailer Hunt has latched onto a hot piece of ballad material and he works it out for all it's got. Should prove to be a hot seller in r&b markets. Flip: "The Complete Man" (Hastings, BMI). **Dynamo 110**

**BENNY GORDON AND THE SOUL BROTHERS—A KISS TO BUILD A DREAM ON** (Prod. Paul Robinson) (Writers: Kalmer-Ruby-Hammerstein II) (**Miller, ASCAP**)—Hard driving rocker should fast establish the groovy group as top sellers. The Paul Robinson production is loaded with excitement. Flip: "It Comes and Goes" (Gil/Moss-Rose, BMI). **RCA Victor 9270**

### TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

**MABLE JOHN—I'm a Big Girl Now** (East, BMI). **STAX 225**  
**CURTIS BLANDON—I Need You** (Big Pitt/Boss, BMI). **TOWER 355**  
**THE VICTORS—Hurt** (Harthon, BMI). **PHILIPS 40475**  
**TOMMY & CLEVE—Bird Dog** (Acuff-Rose, BMI). **CHECKER 1177**  
**HELENA FERGUSON—Where Is the Party** (Frabob/Palo Alto/Dakar, BMI). **COMPASS 7009**  
**BILLY YOUNG—Too Much** (Redwal, BMI). **MERCURY 72693**  
**THE AUTOGRAPHS—I'm Gonna Show You How Much to Love Me** (Nellchell, BMI). **OKEH 7293**  
**FINLEY BROWN—I Can't Get No Ride** (JEC, BMI). **M.O.C. 666**



The  
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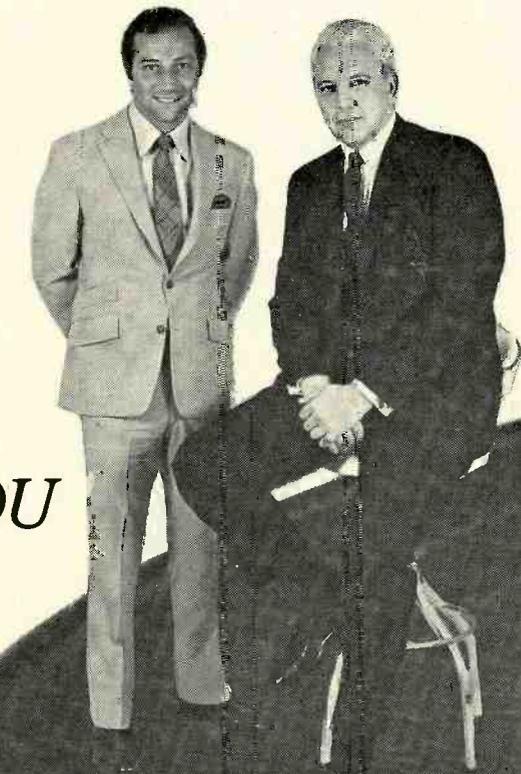


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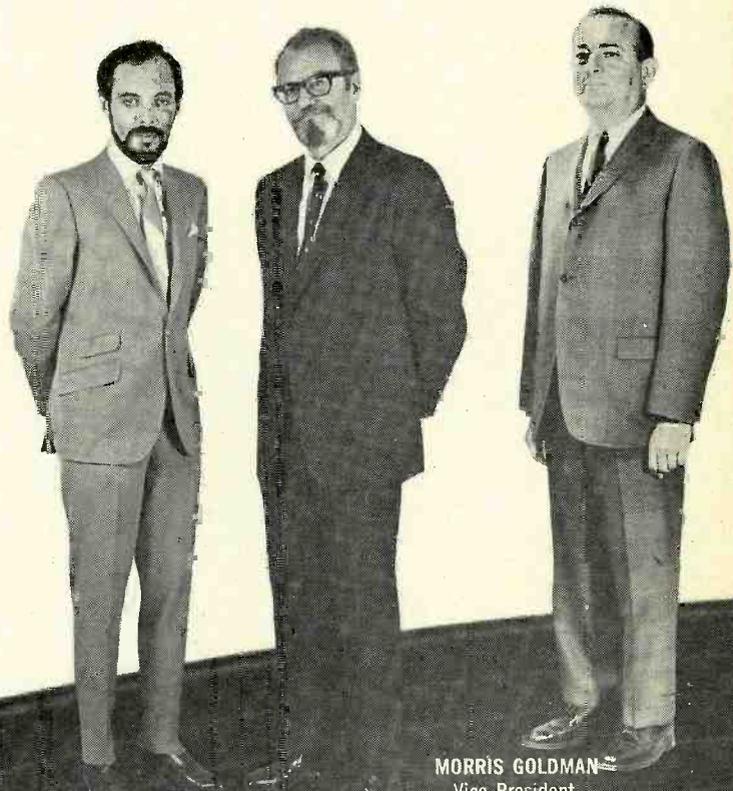
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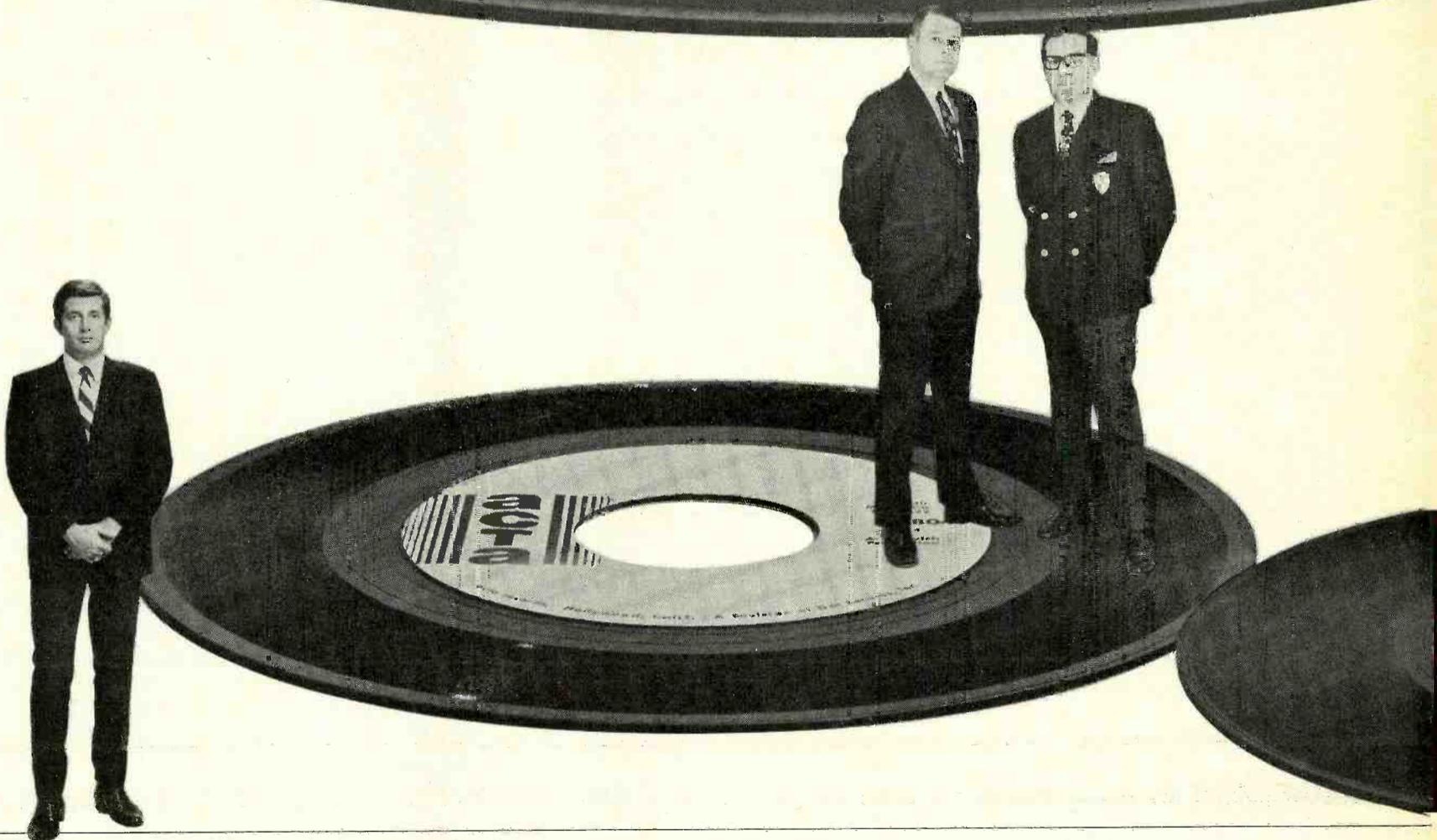
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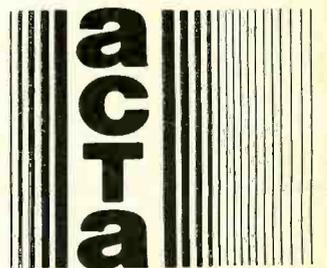
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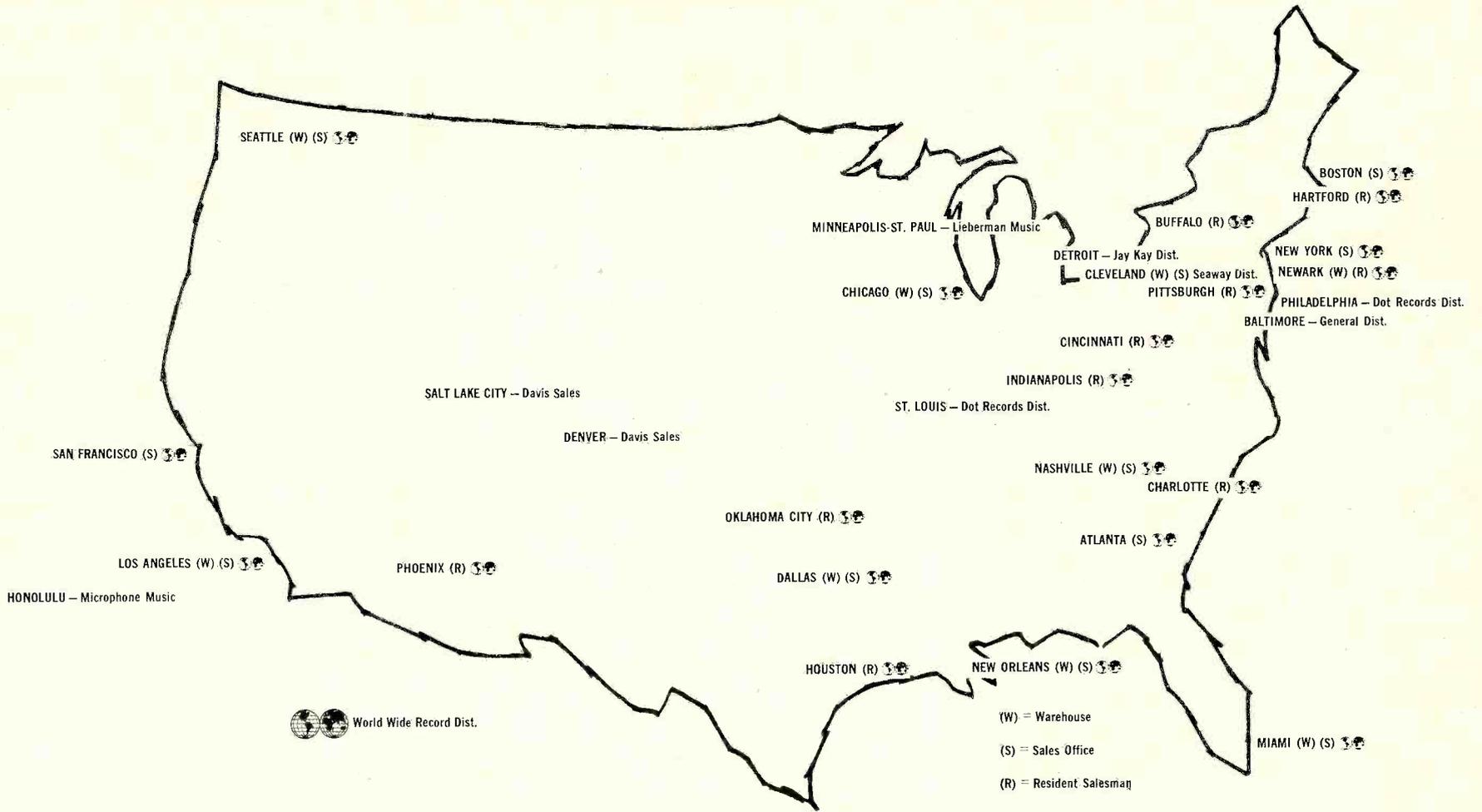
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# JOIN THE GOLDEN AGE OF DOT RECORDS



# Talent

## Students Learn Their R&B's as Campus Circuit Acts Gain in U.S.

By CHARLES BARRETT

NEW YORK—Ed Rubin, coordinator for Ashley-Famous' acts on campus, said that demands for r&b acts for college appearances during the 1967-1968 school year are bigger than ever before.

"It's amazing," said Rubin, "but when you consider the impact of r&b on current tastes the phenomenon is explainable." Rubin said that Ashley's r&b acts for the college audience included Stevie Wonder, Smokey Robinson, Maxine Brown, the Monitors, Flip Wilson, Sam and Dave and veteran blues vocalist Joe Williams. The college season runs from mid-September to Dec. 1, and late January to May, according to Rubin, and most of these acts are booked for more than 50 per cent of the season. Ashley serves some 3,000 universities, colleges and junior colleges across the nation.

Leading the r&b growth on campus is what Rubin called the "Southern market" — schools from Virginia west to Kentucky and down and across to Mississippi and Georgia. Second are the New England schools and those in New York, New Jersey and Pennsylvania. The Mid and Far West also comes in as "solid bookers."

Another package Ashley has

put together for campus audiences is Neil Diamond, Bang recording artist and composer, with the Magnificent Men, a blue-eyed soul group, and the Four Seasons in another package. A popular package is a local rock combo for dancing and a top-name r&b personality to do two shows for an evening. Local combos usually get \$300-\$400 and the r&b artist between \$4,000 to \$6,000, said Rubin.

Regarding psychedelic music and light shows, Rubin stated that there is not too much demand for them on campus at present. However, Ashley books Vanguard's Country Joe and Fish, who will appear during the year at the New York University at Stonybrook, N. Y. "This type of act is most popular in and around metropolitan areas, and especially San Francisco, Los Angeles and San Diego," Rubin said. "I would hate to predict at this stage how an act of this nature would score at schools in the South and Midwest."

R&b acts like to play colleges because it's easier and college students are a good, appreciative audience, said Rubin.

Rubin believes r&b has made such strides on the contemporary music scene because it has experienced wide-spread acceptance

in night clubs and summer theaters, and Negro r&b acts playing all-white fairs in the South have boosted r&b there and in the schools.

In booking, Rubin says he deals primarily with the students. Complaints that administrations were getting in the way of what the kids wanted have diminished in recent years. "The college officers, I think, have come to realize for the most part that the students should select their own programs," said Rubin. College packages start anywhere from \$2,500 to as high as \$12,000. One college in Southern California had an entertainment budget of \$120,000 per school year that was rarely being used until recently, Rubin said. This is representative of several smaller schools in the country that have not been booking talent until the last few years. These schools are found primarily in the South, Midwest and West Coast, noted Rubin, with other scattered cases in New England. "Every market is growing," Rubin said, "and colleges are springing up everywhere." The solo act is the most popular in all college booking situations, said Rubin.

Not to be overlooked are the junior colleges, which reportedly plan to form their own block booking program similar to the one that has been in the South among four-year schools for a few years. The junior college block booking would take in schools in the South and New England as a start.



ADAM WADE, second from right, takes a break during his first recording session for the Warner Bros. label. From left to right are: Bert D. Coteau, arranger-conductor; George Lee, WB vice-president and producer of the session; Morty Curtis, personal manager; Wade, and Al Wilde, personal manager.

## Martino Old Hand at Singing With Class

NEW YORK — It's a pity that some of the younger crop of singers weren't on hand at the Royal Box here Tuesday night (25) to watch Al Martino perform. The experience would have been enlightening.

The Capitol recording artist, who's been around umpteen years, does everything right. He's relaxed and casual, but never sloppy. He comes across loud and clear, but he doesn't belt. He communicates with the audience at all times, but he speaks scarcely a dozen words. He uses very few gestures, but every one counts.

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

His big ones were his strong record sellers—"Spanish Eyes" and "I Love You Because." And he also scored with his latest chart records, a sweet and compelling "Mary in the Morning" and a convincing "Daddy's Little Girl."

He sings "San Francisco" in a class with Tony Bennett, and he really lets loose with "Born Free" and "Mame."

## Multi-Level Firm Is Formed by Keene

ST. LOUIS—Ken Keene has formed a firm to deal in talent management, record producing, booking and promotion. The new set-up will come under the banner of Ken Keene Talent Productions here.

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

## Cameo's Knight Has A Swinging Night

NEW YORK—Cameo/Parkway's Terry Knight, an exponent of the blue-eyed soul school, put a Bitter End cafe audience in a deep musical groove during a special one-hour appearance Tuesday (25).

Knight, whose repertoire ran the gamut from r&b to show-tunes, staged an impressive act, complete with an eight-man instrumental back-up (the Terry Knight Revue). Knight, formerly with the Pack, often became smothered under the barrage of his rhythm section when he did numbers like "Wait Til the Midnight Hour" and "Feel Alright." He turned

The Martino Singers, two girls and three men, provided a pleasant and unobtrusive vocal background on most of the numbers. The arrangements by Harry Klaiss and Pete DeAngelis were admirably suited to Martino's talents. AARON STERNFIELD

## Seth London Has Voice That Sings On Bright Side

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

His MGM single, "Look at the Bright Side," has been getting a fair amount of airplay on middle-of-the-road stations, and it was his big winner Wednesday night.

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

With the exception of "It's Not Unusual," his repertoire consisted mainly of vintage material. A few more contemporary numbers would help.

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

With better arrangements and a polished act, he could be a powerful club performer. And with continued live exposure he could have a promising recording career.

AARON STERNFIELD

actor in a number blending soliloquy with r&b, and the effect was overwhelming.

The artist served up his act before onlookers that included Cameo personnel as well as Ed McMahon of the "Tonight Show." Knight's plans call for the composing, arranging and producing of the film score for "The Incident," currently being shot in Manhattan. A new Cameo LP, "Shades of Night," set for release next month, will feature most of the material he gave in his Bitter End performance including a show tune or two that bears carbon copy resemblance to Anthony Newley.

CHARLES BARRETT

## Orbison in Toronto Royal Performance

TORONTO — Roy Orbison has played only two club dates in the past six years, in Atlanta a couple of years ago, and a two-week engagement at the Club Embassy in Toronto (July 17-29). He hopes to do more club work soon, part of the diversification program that saw his recent movie debut in "Fastest Guitar Alive," and judging from reaction to his appearance here, that's great news for club owners and patrons. On Monday (17) the 500-seat cocktail lounge was filled to capacity and a three-deep queue of fans hoping to get in for the second show stretched a half-block.

Despite the problem of appearing with a new group backing him, without rehearsal because their equipment had been lost en route from Atlanta to Toronto and arrived a half-hour before showtime, Orbison's performance rated enthusiastic cheers and applause from the opening chords of "Only the Lonely" to his closer, "Pretty Woman." The opening night sets offered mainly his biggest record hits, "Crying," "Dream Baby," "It's Over," "Mean Woman Blues," "Running Scared," a preponderance of his Monument hits that was somewhat disconcerting to MGM representatives in the audience.

However, in his second set of the evening he worked in "Ride Away" and "Crawling Back," and promised to showcase his latest, "Cry Softly, Lonely One," during the balance of the engagement, after rehearsal with the new group. Over all, his sets were well-paced and balanced, heightened with dramatic spotlighting keyed to the beat, with a minimum of chatter, aside from a few humorous comments to and about the

group.

Replacing Orbison's Candy Men were St. John and the Cardinals, two guitars, organ and drums, an Atlanta group whose home base is the Kitten Club there, and they featured Jubilee recording artist Grover Mitchell. They warmed up the audience, winning their biggest hand for a driving "Watermelon Man," while blues shouter Mitchell's "Knock on Wood" drew a wild crescendo, and a big version of "1-2-3" more than made up for a pallid "Shadow of Your Smile," for which he apologized.

Embassy manager Claude Guilbert said he was ecstatic with Orbison's success, even at a rumored \$10,000 per week.

MGM's Canadian distributor, Quality Records, had high praise for Orbison's cheerful co-operation in visiting radio stations, doing press and TV interviews, attending a press preview of his movie, and meeting his fan club, while Quality's sales staff reports that the appearance has stimulated sales of "Cry Softly, Lonely One," now climbing the charts here. KIT MORGAN

## JOAN BAEZ TO BEGIN A TOUR

NEW YORK — Joan Baez will begin a concert tour on Saturday (5), at the Forest Hills Music Festival here. Her other performances will be Aug. 7, Saratoga Performing Arts Center; Aug. 9, 10, Chicago Civic Opera House; Aug. 12, Cleveland Music Hall; Aug. 14, Sylvan Theater, Washington; Aug. 16, 17, Camden County Fair at Haddonfield, N. J., and Sept. 2, Monterey (Calif.) Fair Grounds.

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## Saxon Sends Seeds to New Heights at Electric Circus

NEW YORK — There's one problem with the Seeds—not only are they habit-forming, but you can't get enough of them. The GNP Crescendo Records group, a giant among the West Coast's flower music set, have



Bobby Lewis progresses steadily toward the top of the Hot Country Charts with his new single for United Artists. "Love Me and Make It All Better" (U.A. 50161) is a warm-hearted, poignant ballad that's a perfect stage for Bobby's unique voice and style. Bobby Lewis' choice of background is just as appropriate. Like so many professional musicians, he insists on a Gibson Guitar. (Advertisement)

been cultivating the scene here in various theaters and discotheques. Last week, they bloomed in the new Electric Circus psychedelic nightclub. Leader Sky Saxon led off with "Mr. Flowers," shifted into "The Wind Blows Your Hair," then into the driving social study, "Pushing Too Hard," that first brought the group to national attention.

The Electric Circus is an exciting, electrifying dance spot; the entertainment includes, in addition to music, a circus act, foot-loose gorillas and witches. But Saxon was even more electrifying as a performer. He gives a song something extra. Saxon, as a writer, knows few peers on the commercial scene; as a producer, he knows how to put things together commercially; as a performer, he can really tear up a crowd. On the last number of the show—"Up in Her Room"—he flung off his jacket and threw it away as part of a riot of action and song lasting about 14 minutes. The group is managed by former West Coast deejay Lord Tim Hudson.

CLAUDE HALL



Say You Saw It in  
Billboard

## Signings

Brook Benton signed to Warner Bros. Records. His debut side for WB will be "Laura (What's He Got That I Ain't Got)." . . . Don Costa, composer, arranger, conductor and record producer, has been set to record his first album for MGM/Verve. . . . Curtis Blandon to Tower Records.

The Balloon Farm to Laurie Records via Hugo & Luigi Productions. Also added to Laurie are the Lovins, produced by Neil Levinson, and Dean Parrish, produced by Guardian Productions. . . . George Lloyd, rhythm and blues vocalist, who uses the name of Round Robin, to Capitol. His debut single is "Ton of Joy." . . . Arthur B. Hancock III, to Monument Records. Hancock is writer for Combine Music, a Fred Foster company. . . . Ustad Ali Akbar Kahn, Indian sarodist, to Connoisseur Society. His first LP is "Pre-Dawn to Sunrise Ragas."

Albert Ayler, tenor sax jazz artist, has been signed to the Impulse label. Bob Thiele, who guides the ABC subsidiary's jazz label, is planning an October release for Ayler's first LP. . . . Johnny Cymbal to Musicor. His first release couples "It Looks Like You" with "May I Get to Know You."

John Freno to Kapp Records. His first release is "Don't Forget About Me." Producer is Brooks Arthur.

## ESP Brings 'Total Concept'

NEW YORK—ESP Records is introducing its "Total Concept" of presenting talent through agreements with Bags End in Pittsburgh and Mixed Media in

## NEW YORK

Stanley Mills, general professional manager of E. B. Marks, to marry Judy Liebowitz of Norman Rosemont's office. . . . Composer Steve Gillette has recorded his first LP for Vanguard Records. . . . Frank Scinaro, manager of the Vagrants, has signed Rocky and His Friends, an r&b act. . . . Larry Wilcox is scheduled to handle the arrangements for Johnny Tillotson's first LP of material from Broadway shows set for fall release by MGM. . . . Tower Records' Jake Holmes at the Bitter End until Monday (7). . . . The Glories will appear at the Deercreech Inn in Banksville, N. J., Friday (4). . . . Herb Bernstein writing arrangements for a new album by the Happenings and a single for actor Lou Gossett.

Every Mother's Son will appear on the bill with the Mitchell Trio Friday (4) at the Rheingold Music Festival in Central Park. . . . United Artists Records' Serendipity Singers set for the Portage Country Club, Akron, Ohio, Aug. 18-19. . . . Philips Records' the Four Seasons at the Lambertville Music Festival, Lambertville, N. J., Tuesday (8). . . . Billy May to write title song for 20th Century-Fox's "Tony Rome." . . . The Colt Brothers signed to personal

management by John McDonald in Boston. . . . The Spirit of Now signed with record producer Pete Morrow, son of bandleader Buddy Morrow. . . . Tony Secunda has taken over the management of the Procol Harum. . . . Songwriting team of Sheldon Markham and Cari Maher now associated with the publishing firm of David Wilkes Music Corp. . . . Liberty Records' Nitty Gritty Dirt Band will be featured on KHJ's concert spectacular at the Anaheim (Calif.) Convention Center on Aug. 26.

MIKE GROSS

## From The Music Capitals of the World

Jonathan King, London Records artist, has been awarded a Bachelor of Arts degree in English Literature from Cambridge University. . . . RCA Victor's Marilyn Maye currently at the Copacabana. . . . Wes Farrell signed folk singer Carolyn Hester to his Coral Rock Productions. . . . Clyde Otis signed Jimmy Briggs to his Aragon Productions. Briggs will also be managed by Otis. . . . Steve Jerome, president of Real Good Productions, became the father of a boy on July 14. . . . Herb Ostrow has set up POM Productions with producers Ernie Maleck and Bill Palmer. . . . Jack Wolf, composer and president of Integrity Music, on his annual trip abroad. He's seeking deals for background music and bridge and cue music.

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## Simon and Garfunkel SRO Act

CLEVELAND—Simon and Garfunkel got a standing ovation from a sellout crowd at Musicarnival Sunday night (23).

The Columbia recording artists were in their element with a college-age crowd. They sat on stools on the round stage and captivated with their comments as well as their songs.

There were the old favorites—"Sounds of Silence," "Dangling Conversation" and "At the Zoo" as well as their new "Fakin' It." Simon said that their "Blessed" was written after a visit to a Soho cathedral and hearing "cliche on cliche on bromide."

WHK's Hal (Baby) Moore emceed. Bobby Jay and the Castaways played first.

JANE SCOTT

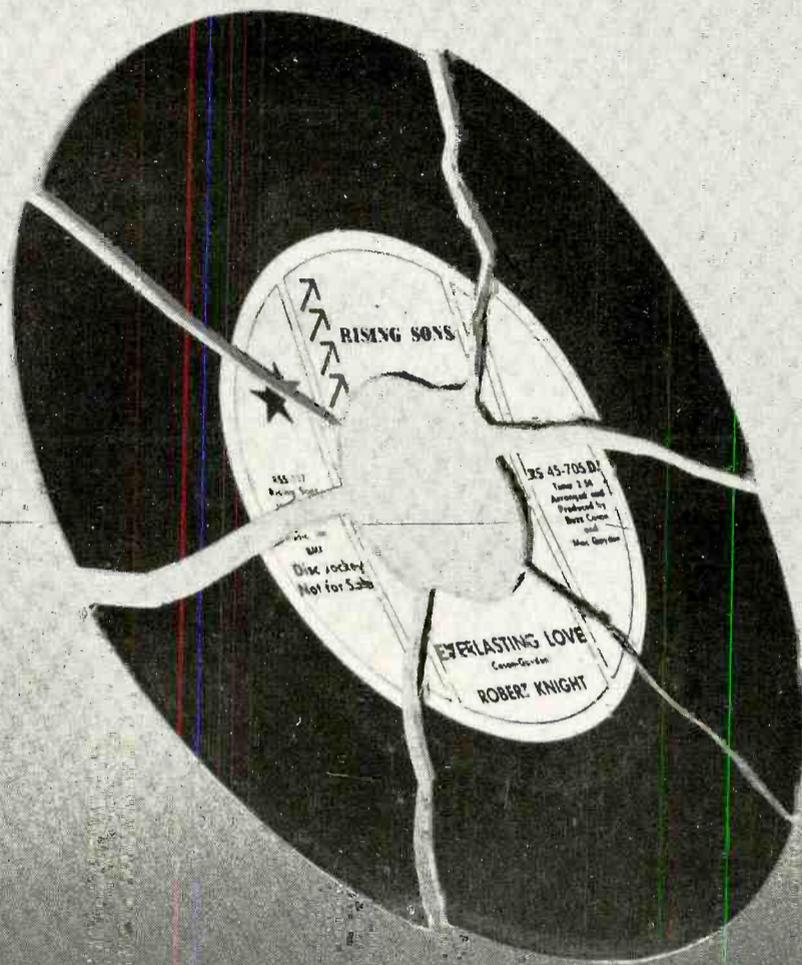
## ONE-MAN-ACT IN CLUBS DEAD —MERRICK

LAS VEGAS — Broadway producer David Merrick claims that nightclub singers and comics are "passe and unentertaining" and warned that nightclubs which feature them were doomed.

Merrick said single acts which perform in Las Vegas showrooms should be transferred to the more intimate lounges. He maintains the big showrooms should be devoted to "production" acts.

Merrick, in Las Vegas recently to discuss a Broadway musical with Ann-Margret, said the day of the one-man show is finished. "Entertainers must include production numbers in their acts in order to maintain interest," he said.

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**POP!**

**FUNKY BROADWAY**

Part 1 & 2  
OS64

**DYKE & The Blazers**

When played on a top 40 Station these are the results in listener response by sales —

DISTRIBUTOR		QUAN. SOLD
Merto, New York	WMCA	70,150
Schwartz Bros., D. C.	No pop play	41,100
Tone, Florida	WQAM	40,200
Universal, Philadelphia	WIBG/WFIL	37,000
Seaway, Cleveland	WHK	32,900
Seaboard, Hartford	No pop play	29,100
Southland, Atlanta	WQXI	26,350
Bib, Charlotte	No pop play	25,700
Indep't, SFO	No pop play	24,700
Royal Disc, Chicago	No pop play	24,400
Metro, LA	No pop play	20,000

Coming Soon:

Funky Broadway LP OSLPM 5016  
STEREO 8876 Also 4 & 3 track tape



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**Billboard TOP 40**

**EASY LISTENING**

These are best selling middle-of-the-road singles compiled from national retail sales and radio station air play listed in rank order.

THIS WEEK	1 Wks. Ago	2 Wks. Ago	3 Wks. Ago	TITLE Artist, Label & Number	Weeks On Chart
1	3	3	4	<b>IT'S SUCH A PRETTY WORLD TODAY</b> Andy Russell, Capitol 5917 (Freeway, BMI)	9
2	7	14	15	<b>MORE AND MORE</b> Andy Williams, Columbia 44202 (Sunbeam, BMI)	5
3	4	5	5	<b>YOU ONLY LIVE TWICE</b> Nancy Sinatra, Reprise 0595 (Unart, BMI)	7
4	1	1	1	<b>DON'T SLEEP IN THE SUBWAY</b> Petula Clark, Warner Bros. 7049 (Duchess, BMI)	8
5	2	2	2	<b>MARY IN THE MORNING</b> Al Martino, Capitol 5904 (Pamco, BMI)	11
6	5	6	8	<b>YOU WANTED SOMEONE TO PLAY WITH</b> Frankie Laine, ABC 10946 (Morris, ASCAP)	6
7	11	20	33	<b>IN THE CHAPEL IN THE MOONLIGHT</b> Dean Martin, Reprise 0601 (Shapiro/Bernstein, ASCAP)	4
8	6	4	3	<b>NOW I KNOW</b> Jack Jones, Kepp 833 (Helios, BMI)	10
9	13	14	25	<b>BRAMBLE BUSH</b> Trini Lopez, Reprise 1596 (Feist, ASCAP)	5
10	14	11	11	<b>EVERYBODY SAY PEACE</b> John Gary, RCA Victor 9213 (April, ASCAP)	9
11	9	10	12	<b>UP, UP AND AWAY</b> Fifth Dimension, Soul City 756 (Rivers, BMI)	8
12	10	9	9	<b>I LOVE YOU</b> Billy Vaughn Singers, Dot 17021 (Morris, ASCAP)	11
13	18	25	34	<b>IN THE BACK OF MY HEART</b> Jerry Vale, Columbia 44185 (Razzle Dazzle, BMI)	4
14	15	17	20	<b>DAYS OF LOVE (Theme from "HOMBRE")</b> Tony Bennett, Columbia 44154 (Feist, ASCAP)	9
15	21	34	35	<b>THE HAPPENING</b> Herb Alpert & the Tijuana Brass, A&M 860 (Jobete, BMI)	4
16	24	26	26	<b>MORE AND MORE</b> Tony Sandler and Ralph Young, Capitol 5928 (Sunbeam, BMI)	5
17	17	13	13	<b>NIGHT AND DAY</b> Sergio Mendes & Brasil '66, A&M 853 (Harms, ASCAP)	11
18	19	21	21	<b>SAME OLD YOU</b> Patti Page, Columbia 44115 (Red Balloon, ASCAP)	9
19	12	7	6	<b>TIME, TIME</b> Ed Ames, RCA Victor 9178 (April, ASCAP)	14
20	26	35	38	<b>WONDERFUL SEASON OF SUMMER</b> Ray Conniff Singers, Columbia 44192 (Gil, BMI)	4
21	22	22	30	<b>THERE MUST BE A WAY</b> Jimmy Roselli, United Artists 50179 (Laurel, ASCAP)	5
22	20	16	14	<b>LOVE ME FOREVER</b> Roger Williams, Kepp 821 (Rogelle, BMI)	14
23	23	19	24	<b>SORRY</b> Doris Day, Columbia 44150 (Artists, ASCAP)	7
24	31	36	—	<b>MY HEART CRIES FOR YOU</b> Connie Francis, MGM 13773 (Massey, ASCAP)	3
25	36	—	—	<b>SUMMER COLORS</b> Wayne Newton, Capitol 5954 (April, ASCAP)	2
26	8	8	7	<b>STOP! AND THINK IT OVER</b> Perry Como, RCA Victor 9165 (Northern, ASCAP)	16
27	16	12	10	<b>ONLY LOVE CAN BREAK A HEART</b> Margaret Whiting, London 108 (Arch, ASCAP)	14
28	37	40	40	<b>WHEN WE ALL GET TOGETHER</b> Marilyn Maye, RCA Victor 9234 (Chappell, ASCAP)	4
29	35	37	37	<b>THE SINNER</b> Robert Goulet, Columbia 44186 (Mills, ASCAP)	4
30	28	32	32	<b>SOMETIMES</b> Anthony Quinn, Capitol 5930 (Morley, ASCAP)	6
31	—	—	—	<b>TIMELESS LOVE</b> Ed Ames, RCA Victor 9255 (Gypsy Boy-T.M., BMI)	1
32	30	31	36	<b>ANYONE CAN MOVE A MOUNTAIN</b> Kate Smith, RCA Victor 9217 (St. Nicholas/Video-craft, ASCAP)	6
33	—	—	—	<b>YELLOW DAYS</b> Percy Faith, Columbia 44166 (Marks, BMI)	1
34	34	—	—	<b>YELLOW DAYS</b> Damita Jo, Epic 10176 (Pocket Full of Tunes, BMI)	2
35	33	33	19	<b>LOVE'S GONNA LIVE HERE AGAIN</b> Buddy Greco, Reprise 0584 (Blue Book, BMI)	7
36	40	—	—	<b>LOVER'S ROULETTE</b> Mel Torme, Columbia 44180 (Peer Int'l, BMI)	2
37	—	—	—	<b>WHAT TO DO</b> Matt Monro, Capitol 5947 (Levine, ASCAP)	1
38	—	—	—	<b>ALONG COMES MARY</b> Baja Marimba Band, A&M 862 (Irving, BMI)	1
39	39	39	39	<b>JACKSON</b> Nancy Sinatra and Lee Hazelwood, Reprise 0595 (Boxhill Quartet, ASCAP)	3
40	—	—	—	<b>STOUT-HEARTED MEN</b> Barbra Streisand, Columbia 44225 (Harms, ASCAP)	1

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**THE SINNER**  
Robert Goulet .....(Columbia)

**WHEN YOUR OLD WEDDING RING WAS NEW**  
De Angelis Singers .....(ABC)  
Jimmy Roselli .....(U.A. LP)

**WANNA WALK IN YOUR SUN**  
The Henchmen .....(U.A.)

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

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

**MY SUMMER LOVE**  
Nina & Frederick .....(Atco)

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

**MARY LOU**  
Sleewfoot Five .....(Decca C&W)

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IRRESISTABLE MAGIC  
GOOD DAY SUNSHINE  
B/W THE LOOK OF LOVE 864



CLAU<sup>AM</sup>DINE



Billboard

HOT 100

STAR performer—Sides registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million selling single.

Table with columns: THIS WEEK, 1 Wk. Ago, 2 Wks. Ago, 3 Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes Billboard Award icon and entries like 'LIGHT MY FIRE', 'I WAS MADE TO LOVE HER', 'ALL YOU NEED IS LOVE'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks On Chart. Includes entries like 'YOUR UNCHANGING LOVE', 'WORDS', 'C'MON MARIANNE', 'SOCIETY'S CHILD'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks On Chart. Includes entries like 'BLUES THEME', 'APPLES, PEACHES, PUMPKIN PIE', 'IT'S A HAPPENING WORLD'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Large alphabetical list of songs and artists, including 'All You Need Is Love', 'Along Comes Mary', 'Penny Arcade', 'Gimme Little Sign', etc.

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**MEMO TO CHARTISTS:**

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**NEW DINO SINGLE!**

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**"LITTLE OLD WINE DRINKER, ME!"**

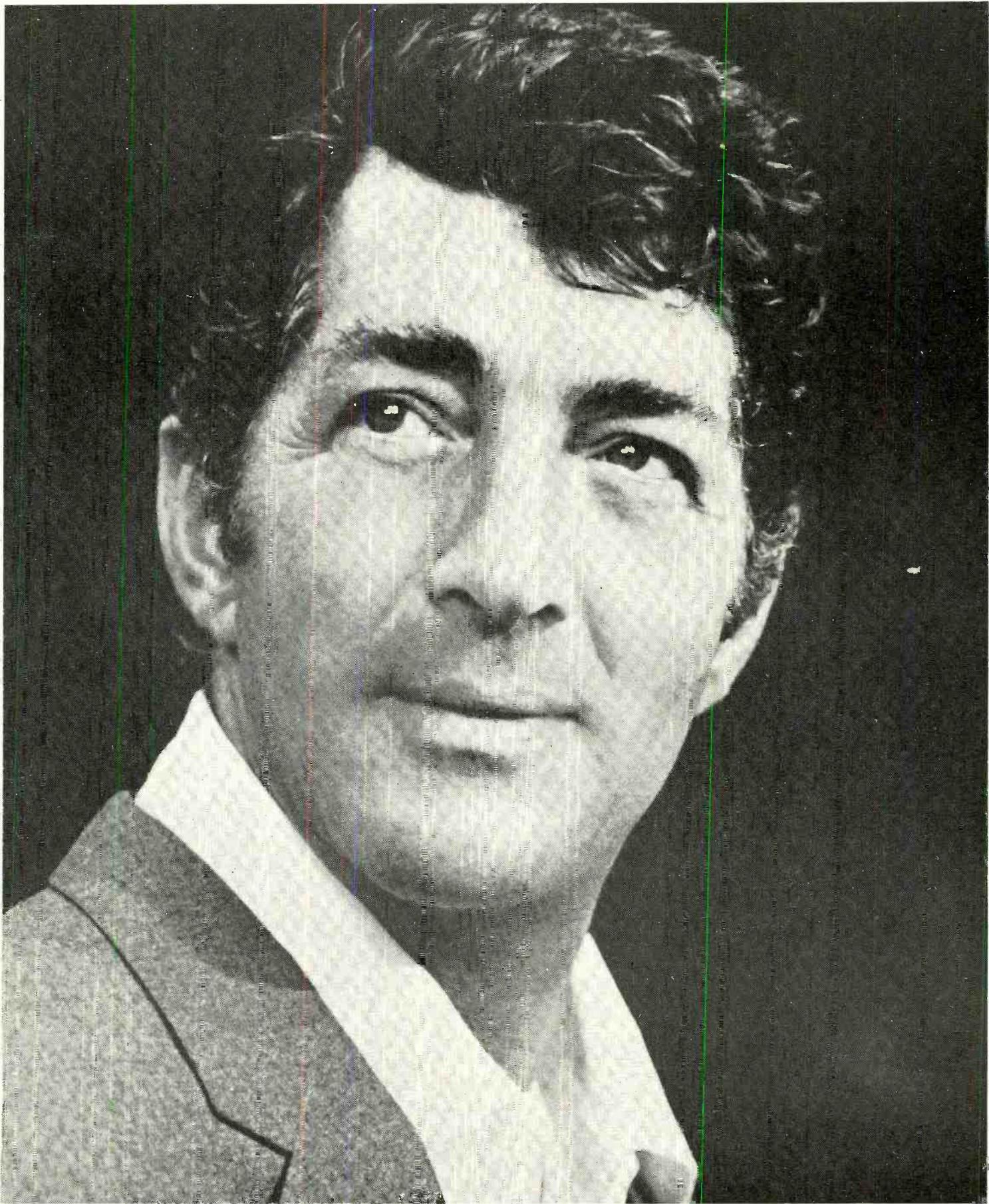
**B/W**

**"I CAN'T HELP REMEMBERING"**

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**#0608**

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*reprise*  
RECORDS



# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

"Good Music Lives" is the theme of a big summer-long campaign by CKEY in Toronto to promote its Easy Listening programming policy. Promotion includes newspaper ads, billboards, and bus, subway, and taxi-back posters. . . . **Bob Kelly**, program director of KTHT in Houston since 1962, has been named operations director of 5,000-watt KOY in Phoenix. Both stations are owned by Southern Broadcasting Co. of Winston-Salem, N. C. . . . **Tim Gayle** says that any radio stations wanting copies of his "Gone With the Gayle" newsletter should write him at Tim Gayle, 6376 Yucca, Hollywood, Calif. 90028.



KELLY  
John Robert Garland, ex-air personality for WKER at Pom-

ton Lake, N. J., who has been holding down the 6-10 a.m. slot for Radio Alaska in Anchorage with the Armed Forces Radio Network, has been reassigned to Vietnam; watch out WKER, he's on his way to see you. Attention **Steve Morgan** at WFUN in Miami. That wasn't really **Ed Sullivan** and **John Wayne** and **James Stewart** you put on the air the other night. Cost you a beer to find out what deejay from what city was putting you on.

★ ★ ★

WWSW and WWSW-FM will move to new studios in September—One Allegheny Center, Pittsburgh. . . . **Al Scott**, who used to spin records for a New York discotheque, is now spinning records at the Golden Cave in Houston flanked by au go-go girls. . . . **Dave Diamond**, who'd been with KBLA, Los Angeles, prior to its switch to a country (Continued on page 35)

## Country Acts For TV Show

HOUSTON — Source Television Productions of Houston, a division of "S" System, Inc., has signed country artists Kitty Wells, Sonny James, and Ferlin Husky to a 52-week contract for a syndicated TV show. A new group, the Homesteaders, also was signed, Source talent and production chief Arthur (Rusty) Gabbard said.

Gabbard said Source would produce a two-hour block of country entertainment, designed either for a weekly two-hour show for subscribing TV stations, or four half-hour segments to be used during the week. Gabbard said Richard E. Eiser of Houston would be executive producer of the shows, which will be syndicated by cable nationally and possibly internationally.

## German DJ's Form Bargaining Group

BONN — West German disk jockeys have turned the table on GEMA, the German licensing society, and organized their own industry bargaining unit.

The German disk jockeys, henceforth, will be represented by the Deutsche-Disk-Jockey-Organization (DDO). The disk jockeys accuse GEMA of having sold them down the river in the dispute last year with German radio and TV stations.

GEMA tried to jump royalty fees for recorded music tenfold, and the stations retaliated by cutting their programming of

recorded music by 90 per cent.

The disk jockeys were rendered jobless, record sales sagged, and hit tunes lost their luster, due to lack of exposure. In the end, the stations' pressure was effective and GEMA was forced to settle for a less than threefold boost.

The disk jockeys charged that GEMA acted without consulting them, and without taking their economic interests into consideration. In the future, the DDO will represent the disk jockeys in bargaining with the stations and on other professional matters.

## KCBH-FM's 'Wedding' Clicks

By ELIOT TIEGEL

BEVERLY HILLS—KCBH-FM, the 50,000-watt stereo voice of this wealthy community, is scoring with adult listeners by blending Hot 100 records and the classics. Last year, with little fanfare, the 13-year-old station reduced its classical programming in favor of a more contemporary, popular sound.

Unless a listener was aware that KCBH had been an exclusive classical voice with a distinctively clear signal, the station's marriage of the Lovin' Spoonful, Baja Marimba Band and Village Stompers with keyboard giants and evergreen masterworks would be a major shock.

Nonetheless, program director Hamilton Williams, one of the deep-voiced announcers (he's been with the operation since 1959) says the switchover to a daytime pop format has points to suggestions from New York ad agencies as stimulating the programming change.

Since September 1966, the station has been beaming the up sounds of non-raucous rock between 6 a.m. and 5:30 p.m. "We tiptoed into this field," Williams explained. Initial phone contests proved to management that a pop audience resulted in greater listenership than with a classical format. The classical buffs apparently feel the music is a fixture in their homes and don't want to get involved with the station, Williams offered.

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

The deejays are free to select their own material; there is no playlist, albeit the emphasis is naturally on albums.

The classics start with the Williams-hosted "Crescendo," emphasizing piano classics and followed by Bruce Wendell's "Enchantment of Music," a light classical show; "Concerto From Coldwater Canyon" and "Concerto Da Camera," both hosted by the ever-present Williams.

The pop deejays include Don Jaye, Barney Sullivan and Lou

Epton. On Saturday, John Davis, the chief engineer, hosts "Folk Music Concert" from 8 a.m. to noon. For diversity,

## WSLR Takes Akron Reign

AKRON, Ohio — Country music has become king of the Rubber Capital of the World as WSLR has topped the market's leading Hot 100 format station—WAKR—from 10 a.m. to midnight. The station has increased in ratings 313 per cent since last July, according to program director Ken Speck.

An April Pulse, just released, showed WSLR falling short of WAKR until 10 a.m., then going ahead 29-28 until 3 p.m., 23 to 22 during the 3-7 p.m. period, and driving ahead 23 to 15 7 p.m. to midnight. The country music station also shows up fairly well in Cleveland ratings, it is understood. As far back as December 1964, WSLR didn't show up in ratings in even Akron.

## NARA Meet

• Continued from page 32

appointed mercenaries capitalizing off the movement" and to "beg most humbly" that the convention be given support by sending "us a responsible spokesman who can help us to take the message back to our listeners that nobody wins in a riot. As we have thrown our support behind the Youth Opportunity Program and Stay-In-School Campaign, we stand ready to tell our listeners, "Keeping cool is not enough, but responsibility is."

The telegram to Kennedy read similarly, but asked, "If your daytime duties on Capitol Hill preclude your making an appearance then please give us a half hour one evening during this four-day convention . . . you must talk to our delegates and give them the message to take back to their communities."

the station airs Webley Edwards' "Hawaii Calla" Saturdays (5-5:30 p.m.); the "Magic of Greece" with Jim Papadatos (which precedes "Hawaii") and the "California Italian Hour" "Sundays from 8-9 a.m.).

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

## WOODS KEEPS NARA LINKS

PHILADELPHIA—Although air personality Georgie Woods has been off the air since he won the primary election May 16 for a seat on the city council here with 98,000 votes, he plans to attend the annual convention of the National Association of Radio Announcers Aug. 9-14 in Atlanta. "Win, lose, or draw, I've got a six-year contract and have to go back on the air for WHAT after the final elections in November," he said. Woods is a democrat, but is running on the republican ticket. He went off the air because of the problem of "equal time" for his opponents.

## Yesteryear's Hits

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

### POP SINGLES—5 Years Ago August 4, 1962

1. Roses Are Red—Bobby Vinton (Epic)
2. Breaking Up Is Hard to Do—Neil Sedaka (RCA Victor)
3. Sealed With a Kiss—Brian Hyland (ABC-Paramount)
4. The Wah-Watusi—Orlons (Cameo)
5. Ahab the Arab—Ray Stevens (Mercury)
6. Speedy Gonzales—Pat Boone (Dot)
7. I Can't Stop Loving You—Ray Charles (ABC-Paramount)
8. Loco-Motion—Little Eva (Dimension)
9. The Stripper—David Rose & His Ork (MGM)
10. Theme From Doctor Kildare—Richard Chamberlain (MGM)

### POP SINGLES—10 Years Ago August 5, 1957

1. Teddy Bear/Loving You—Elvis Presley (RCA Victor)
2. Love Letters in the Sand/Bernardine—Pat Boone (Dot)
3. Bye Bye Love—Everly Brothers (Cadence)
4. Searchin'/Young Blood—Cosaters (Atco)
5. Short Fat Fannie—Larry Williams (Specialty)
6. Tammy—Debbie Reynolds (Coral)
7. So Rare—Jimmy Dorsey (Fraternity)
8. Send for Me/My Personal Possession—Nat King Cole (Capitol)
9. I'm Gonna Sit Right Down—Billy Williams (Coral)
10. Whispering Bells—Del Vikings (Dot)

### R&B SINGLES—5 Years Ago August 4, 1962

1. You'll Lose a Good Thing—Barbara Lynn (Jamie)
2. Bring It on Home to Me—Sam Cooke (RCA Victor)
3. I Can't Stop Loving You—Ray Charles (ABC-Paramount)
4. Twist and Shout—Isley Brothers (Wand)
5. Roses Are Red—Bobby Vinton (Epic)
6. The Wah-Watusi—Orlons (Cameo)
7. I Need Your Loving—Don Gardner & Dee Dee Ford (Fire)
8. Party Lights—Claudine Clark (Chancellor)
9. Having a Party—Sam Cooke (RCA Victor)
10. Snap Your Fingers—Joe Henderson (Todd)

### POP LP'S—5 Years Ago August 4, 1962

1. Modern Sounds in Country & Western Music—Ray Charles (ABC-Paramount)
2. West Side Story—Soundtrack (Columbia)
3. Stranger on the Shore—Mr. Acker Bilk (Atco)
4. Peter, Paul & Mary—(Warner Bros.)
5. West Side Story—Original Cast (Columbia)
6. Breakfast at Tiffany's—Henry Mancini (RCA Victor)
7. Rome Adventure—Soundtrack (Warner Bros.)
8. Best of the Kingston Trio—(Capitol)
9. The Stripper & Other Fun Songs for the Family—David Rose & His Ork (MGM)
10. Bashin'—The Unpredictable Jimmy Smith (Verve)

## ABC's Emery Cuts TV Pilot

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

"I'm trying to get Nashville off the ground with a new type TV show," Emery said. He said a national advertising agency, a TV network, and individual sponsors have expressed interest in the show. The pilot, which opens with a pop-sound theme, utilizes a 13-piece orchestra, with four violins and three horns. Emery plans to utilize such established stars as Teresa Brewer, Patti Page and Brenda Lee on the series if it materializes.

## WCMF-FM Adds Names

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

## AFTRA NAMES NBC'ER BRANDT

SAN FRANCISCO — Mel Brandt, an NBC radio and NBC-TV staff announcer the past 20 years, was elected national president of the American Federation of TV and Radio Artists here last week at the union's annual convention. He has been president of AFTRA's New York local the last 18 months.

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

# ZIP-ZIP-ZIP-ZIP-ZIP

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

*You guessed it, the title is*

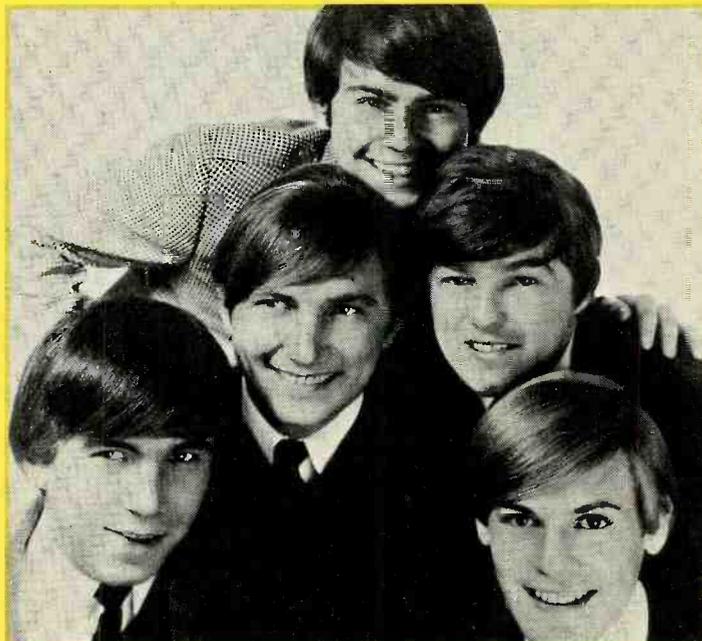


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# Gospel Music

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

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

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

Appearing for the eighth time were the Singing Le Fevres of Atlanta. Backing

them up were the Chuck Wagon Gang, the Swance River Boys, the Sejo Brothers and Naomi, the Frost Brothers and the Rudy Sisters with Juanita Miller.

In between the professional acts there was congregational singing, using Inspiration No. 6 as the official song book. An estimated 12,000 were on hand for the singing at the fairgrounds, which underwent an overhauling just for the event.

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



HOVIE LISTER AND JAMES BLACKWOOD visit U. S. Sen. Mark Hatfield of Oregon at his Capitol office. The Senator is an outstanding Christian layman, and spends much of his time speaking at governors' prayer breakfasts and other religious events. He also is a gospel music fan.

## Col.'s Price to Form Agency

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

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

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

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

## Battle in Houston

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



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

## Shaped Notes

Mom Spears, one of the most revered gospel singers, is improving from her illness, and may be able to make a show or two in the near future. The Spear Family recently played a benefit in Savannah, Ga., to 4,500—in the rain. . . . Jake Hess and the Imperials worked throughout Kentucky at membership meetings of the Rural Electric Association. Jake is now representing two publishing companies, Mosie Lister Publications and Manna Music. . . . Johnny Frost of the Frost Brothers worked with the Imperials through

July. . . . The Harmony Four Gospel Quartet with Bob Scott has just completed a tour of Haiti. . . . R.E.F. Recording of Home, Pa., is looking for new gospel talent.

The Blackwood Brothers are booked through this month in Nashville, Atlanta, Greensboro, Hodgenville, Ky., Sandusky, Ohio, Cincinnati and Louisville. . . . Jimmy Davis is in Nashville recording a new album. . . . Heart Warming Records will have a new album release for the Prophets this month, as well as hymn albums for the Imperials and the Spears.

# Canaan



THE HOTTEST NAME IN GOSPEL MUSIC



CA-4639  
CAS-9639

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

On this record:  
Happy Tracks • The Eyes of Jesus • His Grace Is Sufficient • Unafraid • God's Way • I'm on the Right Road Now • I Came Here to Stay • Welcome Home • The Good Folks in My Life • Without God • I Found a Savior • Love Is the Key



CA-4636  
CAS-9636

This group of vibrant people has another album for your listening pleasure. GOOD 'N' HAPPY offers a variety of audience pleasing gospel music as it moves from one inspirational number to another.

On this record:  
When Morning Sweeps the Sky • Life Evermore • The Eyes of Jesus • Move Up a Little Closer • Remind Me, Dear Lord • The Old Rugged Cross • He Filled a Longing • Heartbeat from Heaven • My Lord's Gonna Lead Me Out • Lord, I Need a Blessing • Do You Know My Jesus • It Happened



CA-4634  
CAS-9634

As you listen to this album by Joel & LaBreska you will realize it is not "just" a gospel record. It is an album of songs sung in complete sincerity of their faith. Mr. Dealer, this is a real winner.

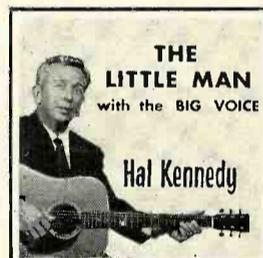
On this record:  
He Filled a Longing • Point of No Return • Crying in the Garden • I Wouldn't Take Nothing For My Journey • Life Evermore • Not in a Million Years • A Mansion Just For Me • The Eyes of Jesus • The Way Is Made • Led Out of Bondage • It Might As Well Be Me • There's Been a Lot of Changes



CA-4623  
CAS-9623

The excitement of a live gospel concert is almost impossible to record on an album. However, the Dixie Echoes with Hal Kennedy have brought the excitement of the concert into the recording studio and recorded an album to be excited about.

On this album:  
Welcome Home • In the Shelter of His Arms • Lead Me to the Altar • Zion's Hill • I Want to Do Thy Will, Oh Lord • How Much Further Can We Go? • Give Up • Table Grace • Day of Rejoicing • The Taller Your Shadow Will Be • Poor As a Beggar • At the End of the Road



CA-4619  
CAS-9619

The work of Hal Kennedy on this very first album of his will not be just "songs" to its listeners, but will be one of the most rewarding experiences of a lifetime. Hal Kennedy has become and remains today one of the most loved gospel singers of our time.

On this record:  
Full Up—No Vacancy • That Same Road • The Answer's on the Way • Remind Me, Dear Lord • Wanted, One Mother • To My Mansion in the Sky • I See a Bridge • Prisoner of Love • My Mother Prayed for Me • The Breaking of the Day • Don't Take My Cross Away • It'll All Be Over But the Shouting



CA-4637  
CAS-9637

Walk hand in hand with the Blue Ridge Quartet as they bring you the vocal artistry of their newest album. This is your album. By the votes in a national poll conducted by Christian Herald Magazine these are your requested favorites.

On this record:  
Beyond the Sunset • Abide With Me • Whispering Hope • God Will Take Care of You • Ivory Palaces • Jesus Savior, Pilot Me • How Great Thou Art • The Old Rugged Cross • What a Friend We Have in Jesus • Amazing Grace • In the Garden • Rock of Ages

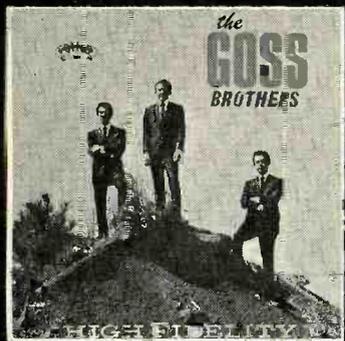
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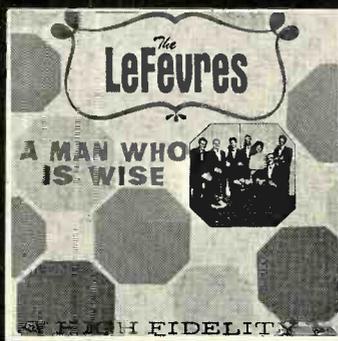


SRLP 6057/SSLP 6057

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SRLP 6056/SSLP 6056



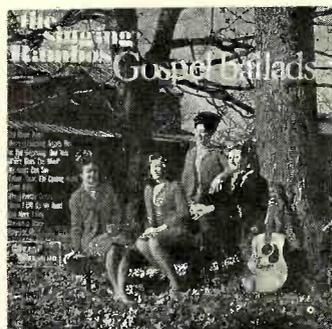
MFLP 3219/MSLP 3219

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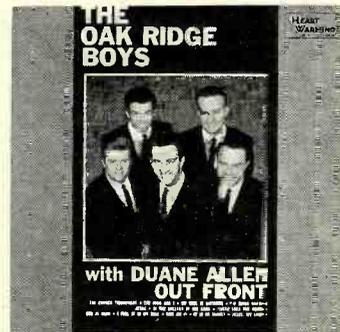
HWS 1936/HWM 1936



HWS 1933/HWM 1933



HWS 1920/HWM 1920



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On COLUMBIA RECORDS

# Chi. Indie Stores Hold Tight; Racks, Big Dealers Hike Price

By RAY BRACK

CHICAGO—Mono price increases are not yet reflected in many independent record shops here.

Rack jobbers and large dealers, however, are well into the inventory-price transition and on the way to making monaural stock a memory.

Independent operators such as Daniel Winograd, owner of Roseland Music Shop, are holding off on mono orders as long as they can, moving over-stock, trading, and holding the old mono prices. "We haven't raised our mono price yet," Winograd said. "We're phasing out of mono and hope to be 80 per cent stereo by the end of the year. We think that at the same price most people will buy stereo."

Eighty per cent stereo business by the end of the year is also the goal of V. H. Anderson, owner of the Record Center, another independent outlet. Like Winograd, Anderson has not yet raised his mono price. "We're not marking up mono in order to phase it out," he said. "Our ratio of stereo to mono sales is now 60-40, and we want that to be 80-20 in five months. There will always be some mono sales."

Anderson said he was ordering stereo only, "except what I can trade for." Oct. 1 is his price-change target date.

Locked in a price battle with a nearby Sears & Roebuck retail store, Edward Nelson, owner of the Deluxe Music Shop, is also holding the line on mono prices.

"Sears is retaining its mono price through July," Nelson said. "They sell at \$2.52 and on weekends drop prices on hot items down to \$1.99. They're only a block away and I can't afford to be \$2 over their price, so I haven't increased my mono prices yet. I want to sell out as much as I can before I have to re-order, and I have considerable over-stock and will be able to trade. I sell \$3.79 product at \$2.88, but I make more profit selling two 45's."

Some dealers, such as Dale Shonrock, manager of Alexander's Record Shop, have instituted a partial price increase.

"I feel I have an obligation to my loyal customers," said Shonrock, who has an excellent c&w trade, "so I only went up

part way, to \$3.36. And I think I'm selling more by not having gone all the way up."

Shonrock said that when he re-stocks something, however, it goes to \$3.85, "where my stereo is. But what am I going to do with King, Starday and others that have no stereo albums?"

## Hottest Album

He said that his hottest album right now, "Blues Theme" on Tower, is selling two to one mono over stereo, "because I'm keeping the mono price down. Which way do you push an album like this?"

Rose Discount Records, with two big downtown stores, has gone up to \$3.88 on everything and, according to Merrill Rose, "has felt no ill effect. People aren't reacting. Business is the same."

A price lag may exist in the great South Side market for some time. Minett's Records, a South Side one stop, has not yet raised its mono price.

"Some dealers are phasing out stereo as rapidly as possible — going whole hog," reported Singer One-Stop owner Fred Sipiara. "Others are being realistic, selling out at old prices as long as possible." Sipiara has detected an increase in stereo orders. "There is a trend toward more stereo buying, but there is as yet no complete or accurate picture. We'll be able to tell when the fall buying season begins."

## Raised Prices

One of the Midwest's largest rack jobbers, Musical Isle, raised its mono prices just two

# One Hurt as Buses Collide

GREENUP, Ill. — One vehicle was destroyed and another badly damaged in the collision of two gospel group buses near here.

One man was slightly injured when the Oak Ridge Quartet bus slammed into the rear of the Spear Family bus, destroying the bus of the Oak Ridge group. Damage to the Spear bus was estimated at \$10,000. Both vehicles were towed to Chicago.

The buses were traveling together from St. Louis to Bloomington, Ind. This is common practice among the gospel groups, whose buses are equipped with citizens band

radios. They keep in close contact with one another, ready to help in emergency situations.

Brock Spear said the Spear bus was in the lead, but had to slam on its brakes to avoid striking a station wagon which stopped suddenly in front of the vehicle. The Oak Ridge bus, close behind, was unable to stop, and smashed into the rear of the first bus.

Herman Harper, bass singer with the Oak Ridge Quartet, suffered leg injuries. Others in both buses received whip lashes. The front of the older Oak Ridge bus was caved-in, rear-end damage was done to the Spear bus.

## PICKWICK EXPANSION CREATES NEED FOR TOP SALES PERSONNEL

The broad acceptance of Pickwick/33 Economy product and other Pickwick Lines has developed growth opportunities for aggressive knowledgeable record personnel who seek unlimited potential and opportunity and can assume executive status in sales and product management.

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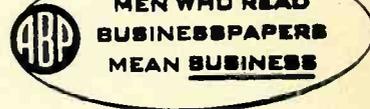
Record company with world-wide outlets is seeking a dynamic executive to assist the general manager of their international department stationed in New York which includes export sales and licensing.

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## JESSE JAMES

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



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# Vox Jox

Continued from page 34

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

**Art Ford**, personality with WPXI-FM, stereo Easy Listening format station in New York, has been appointed national program director for Transcontinental Investing Corp., a subsidiary of Teen Clubs International which licenses the Hullabaloo Teen Dance clubs all over the country.

The firm has its own nationally syndicated radio show, besides buying considerable time in more than 40 markets. Ford will continue his WPXI-FM show.

**Jeff Starr**, who bills himself as the James Bond of the deejays, has joined WAAB in Worcester, Mass. Aug. 12 is Buck Owens' birthday and **Eddie Briggs** of the Buck Owens Enterprises at 403 Chester Avenue in Bakersfield, Calif. (Area Code 805, 323-8311), is lining up the second annual world-wide salute to the fabulous country artist. Anybody wanting to help and/or participate should get in touch with Briggs. Buck (The Tiger) Owens has done a lot for country music and never fails to go out of his way to help radio stations and deejays; it's time to pay our debts by helping him celebrate his birthday.

**Florence (Fagala) Katz**, hostess of the B'nai Shalom program heard each Sunday on KUXL in Minneapolis, was recently a guest on WEVD, New York. A veteran of show business (she was in "A Majority of One" at the old Log Theater), Miss Katz plays cantorial music and show tunes on her show. There should be a place where ratings could be put on public display, and why not right here. I'll print new ratings from time to time that are sent to me, especially in the major markets. We'll start with:

**June-July Hooper** (total rated time periods) for Los Angeles: KHJ 12.6, KLAC 10.0, KFI 8.7, KRLA 8.2, KMPC 7.9, KFVB 5.1, KNX 4.6, XTRA 4.3, KPOL 4.2, KABC 3.9, KGBS 3.2, KGFI 2.9, KGIL 2.4, and KBBQ 1.0. The line-up at KHJ is: Program director **Ron Jacobs**; **Robert W. Morgan**, **Sam Riddle**, **Bobby Tripp**, **Don Steele**, **Humble Harve**, **Tom Maule**, **Johnny Williams** and **Frank Terry**.

## RADIO-TV MART

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**Wes Maley** has joined WFBG in Altoona, Pa., after stints at WRTA and WVAM in the same market. . . . **WDZ**, 265 South Park St., Decatur, Ill., has a weekly jazz show on Sunday afternoons—"The Jazz Patio"—and needs all jazz albums it can get hold of, according to **Harold Johnson** of the station. . . . New music director of KBUC, the country music outlet in San Antonio, is **Jeff Britt**; the 5,000-watt station will send its playlist to all who need it.

With the resignation of **Carter S. Jones**, now general manager of WIGO in Atlanta, **Bob Castle**



CASTLE

**Murray Lang**, formerly with the McLendon chain, is the new program director at XERB, an r&b radio station in Los Angeles. **Rick Lawrence**, former deejay, has been named the station's music director. . . . **George Burns** is now assistant program director of KLAC and KMET-FM in Los Angeles; he'd been assistant national program co-ordinator for chain. The line-up of the new country music operation in Syracuse, N. Y., is: Program director, **Sonny Ledet**; **Jim Sims**, **Johnny Gardner**, **Howie Castle**, **Rick Ryder**, and **Tom Brannon**. The 1,000-watt station is beaming around the clock. . . . Recently appointed program director **Ken Jackson** would like to receive Hot 100 records. Send to WGOH, P.O. Box 487, Grayson, Ky. Jackson says: "We are 5,000 watts with a good pop sound, but have been slighted in the passing out of deejay copies of the hits."



O'QUINN

**Wesley J. O'Quinn** has been promoted to operations manager of WYLD in New Orleans. Replacing **Castle** as program director is **Ronald O'Quinn**, formerly with WYLD's sister station WFUN in Miami. . . . **George Burns** is now assistant program director of KLAC and KMET-FM in Los Angeles; he'd been assistant national program co-ordinator for chain. The line-up of the new country music operation in Syracuse, N. Y., is: Program director, **Sonny Ledet**; **Jim Sims**, **Johnny Gardner**, **Howie Castle**, **Rick Ryder**, and **Tom Brannon**. The 1,000-watt station is beaming around the clock. . . . Recently appointed program director **Ken Jackson** would like to receive Hot 100 records. Send to WGOH, P.O. Box 487, Grayson, Ky. Jackson says: "We are 5,000 watts with a good pop sound, but have been slighted in the passing out of deejay copies of the hits."

**WMFJ**, Daytona Beach, Fla., has promoted night personality **Dave Randall** to assistant program director of the 1,000-watt station; he'd been music director. . . . Multi-voiced **Gene Packard** is the new personality 6:30-10:30 p.m. on WLW, Cincinnati; he'd been at WIBC, Indianapolis.

**Gary Fuller** has been upped to program director of WTBC, Tuscaloosa, Ala. **Jack Garrett** has been moved to the new post of chief announcer of the Hot 100 operation. . . . **Michael J. Ludgate** has been appointed manager of KFRE-FM, Fresno, Calif.; he'd been sales manager of WNB-FM in Binghamton, N. Y. . . . Would you believe that **Mrs. William B. Williams** sat in on WNEW-FM in New York last week for vacationing **Pam McKissick** of the all-girl Easy Listening stereo station. **Mrs. Williams'** competition? Her husband on WNEW. **Mrs. Williams** retired as a radio-tv personality about eight years ago.

**Bob Van Camp** has now been with WSB in Atlanta more than 20 years; he hosts the early morning show. . . . **Burton J. Sherwood** has been appointed to the new post of station manager of WNHC, Hartford, Conn. **Sherwood** comes from WTRY in the Albany-Schenectady-Troy, N. Y. area where he'd been manager.

## TOP SELLING R & B SINGLES

★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	1	I WAS MADE TO LOVE HER Stevie Wonder, Tamla 54151 (Jobete, BMI)	7	26	26	THAT DID IT Bobby Bland, Duke 421 (Don, BMI)	3
2	1	MAKE ME YOURS Bettye Swann, Money 126 (Cash Songs, BMI)	14	27	29	SHOW BUSINESS Lou Rawls, Capitol 5941 (Raw Lou/Hidle, BMI)	3
8	8	(I Wanna) TESTIFY Parliaments, Revilot 207 (Groovesville, BMI)	6	28	23	YOU GAVE ME SOMETHING (And Everything Is All Right) Fantastic Four, Ric Tic 128 (Myto, BMI)	9
6	6	HYPNOTIZED Linda Jones, Loma 2070 (Zira/Flotoca, BMI)	13	32	32	I'LL DO IT FOR YOU Toussaint McCall, Ronn 9 (Suma, BMI)	5
9	9	MORE LOVE Smokey Robinson & the Miracles, Tamla 54152 (Jobete, BMI)	7	33	33	A WHITER SHADE OF PALE Procol Harum, Deram 7507 (Essex, ASCAP)	3
6	5	HERE WE GO AGAIN Ray Charles, ABC 10938 (Dirk, BMI)	9	48	48	GLORY OF LOVE Otis Redding, Volt 152 (Shapiro-Bernstein, ASCAP)	2
7	3	SOUL FINGER Bar-Kays, Volt 148 (East, BMI)	11	32	31	LEE CROSS Aretha Franklin, Columbia 44181 (Noma, BMI)	6
8	4	AIN'T NO MOUNTAIN HIGH ENOUGH Marvin Gaye & Tammi Terrell, Tamla 54149 (Jobete, BMI)	10	33	34	WHEN WE'RE MADE AS ONE Manhattans, Carnival 529 (Sanavan, BMI)	3
11	11	BABY PLEASE COME BACK HOME J. J. Barnes, Groovesville 1003 (Groovesville, BMI)	12	39	39	LET THE GOOD TIMES ROLL AND FEEL SO GOOD Bunny Sigler, Parkway 153 (Travis, BMI)	3
19	19	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	3	35	36	LOVE ME TENDER Percy Sledge, Atlantic 2414 (Presley, BMI)	5
11	13	I'LL ALWAYS HAVE FAITH IN YOU Carla Thomas, Stax 222 (Falart-Champion, BMI)	5	36	35	SHAKE, RATTLE AND ROLL Arthur Conley, Atco 6494 (Progressive, BMI)	6
12	12	FOR YOUR LOVE Peaches & Herb, Date 1563 (Beechwood, BMI)	6	44	44	LET IT BE ME Sweet Inspirations, Atlantic 2418 (Pronto, BMI)	2
16	16	YOUR UNCHANGING LOVE Marvin Gaye, Tamla 54153 (Jobete, BMI)	5	—	—	I TAKE WHAT I WANT James & Bobby Purify, Bell 680 (East/Cotillion, BMI)	1
14	10	SOUL DANCE NUMBER THREE Wilson Pickett, Atlantic 2412 (Pronto, BMI)	7	39	39	THAT'S HOW IT IS (When You're in Love) Otis Clay, One-Derful 4848 (Arc-Cragvee, BMI)	1
15	7	FOR YOUR PRECIOUS LOVE Oscar Toney Jr., Bell 672 (Sunflower, ASCAP)	11	40	40	BABY, I LOVE YOU Howard Tate, Verve 10525 (Ragmer, BMI)	6
16	17	SOOTHE ME Sam & Dave, Stax 218 (Kags, BMI)	6	41	42	SO SHARP Dyke & the Blazers, Original Sound 69 (Routeen, BMI)	5
17	18	FOUR WALLS J. J. Jackson, Calla 133 (Meager, BMI)	8	42	42	FORGET IT Sandpebbles, Calla 134 (Unbelievable, BMI)	1
43	43	BABY I LOVE YOU Aretha Franklin, Atlantic 2427 (Pronto, BMI)	2	43	41	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive In/Routeen, BMI)	16
28	28	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley, Vando 101 (Blackwood, BMI)	3	44	45	WASHED ASHORE (On a Lonely Island in the Sea) Platters, Musicor 1251 (Catalogue-A-La-King, BMI)	5
30	30	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 35034 (Jobete, BMI)	4	45	45	IT'S BEEN A LONG, LONG TIME Elgins, V.I.P. 25043 (Jobete, BMI)	1
21	21	NEARER TO YOU Betty Harris, Sansu 466 (Marsaint, BMI)	4	46	46	YOU AIN'T READY Lou Courtney, Riverside 4591 (Emalou, BMI)	4
22	24	TAKE ME (Just as I Am) Solomon Burke, Atlantic 2416 (Fame, BMI)	4	47	47	IT'S GOT TO BE MELLOW Leon Haywood, Decca 32164 (Jim-Edd, BMI)	2
23	15	RESPECT Aretha Franklin, Atlantic 2403 (East/Time/Walco, BMI)	14	48	49	HEART AND SOUL Incredibles, Audio Arts 60007 (Famous, ASCAP)	2
24	14	TRAMP Otis & Carla, Stax 216 (Modern, BMI)	13	49	50	I CAN'T STAY AWAY FROM YOU Fascinations, Mayfield 7716 (Camad, BMI)	2
25	27	COME ON SOCK IT TO ME Syl Johnson, Twilight 100 (Caform, BMI)	4	50	50	I'LL TURN TO STONE Four Tops, Motown 1110 (Jobete, BMI)	1

## TOP SELLING R & B LP's

★ STAR Performer—LP's registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	30	16	14	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	11
2	2	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	9	20	20	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	22
3	4	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	18	28	28	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1518 (M); (No Stereo)	2
4	5	HIP-HUG-HER Booker T & the MG's, Stax 717 (M); S 717 (S)	7	19	17	COLLECTIONS Young Rascals, Atlantic 8134 (M); SD 8134 (S)	17
5	3	SUPREMES SING RODGERS AND HART Motown MLP 659 (M); SLP 659 (S)	8	20	18	SUPREMES SING HOLLAND-DOZIER-HOLLAND Motown MLP 650 (M); SLP 650 (S)	24
6	7	TEMPTATIONS LIVE Gordy 921 (M); S 921 (S)	19	21	16	THE QUEEN ALONE Carla Thomas, Stax 718 (M); S 718 (S)	6
7	6	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	12	22	24	CARRYIN' ON Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	28
10	10	JAMES BROWN LIVE AT THE GARDEN King 1018 (M); S 1018 (S)	8	23	23	BACKLASH Freddie Hubbard, Atlantic 1477 (M); SD 1477 (S)	5
9	9	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	4	24	24	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	1
10	8	KING AND QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	17	25	25	PAINT IT BLACK Soulful Strings, Cadet LP 776 (M); LPS 776 (S)	6
11	11	JUST FOR NOW Nancy Wilson, Capitol T 2712 (M); ST 2712 (S)	10	26	21	BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	17
12	12	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	21	27	27	KING CURTIS PLAYS GREAT MEMPHIS HITS Atco 33-211 (M); SD 33-211 (S)	10
13	15	ARETHA FRANKLIN'S GREATEST HITS Columbia CL 2673 (M); CS 9473 (S)	8	28	28	FOR YOUR PRECIOUS LOVE Oscar Toney Jr., Bell 6006 (M); 6006 S (S)	1
14	13	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	34	29	29	NINA SIMONE SINGS THE BLUES RCA Victor LPM 3789 (M); LSP 3789 (S)	2
19	19	UP, UP AND AWAY 5th Dimension, Soul City SCM 91000 (M); SCS 92000 (S)	2	30	30	THE FABULOUS IMPRESSIONS ABC ABC 606 (M); ABCS 606 (S)	4

# International News Reports



CBS INTERNATIONAL and MTA Productions, Ltd. officials agree on a contract for CBS to represent both MTA Records and publishing operations in most of the world. Conferring at the contract signing are, from left, Harvey Schein, vice-president and general manager of CBS International; Bob Thompson, vice-president of MTA Productions, Ltd., and Sol Rabinowitz, director of record acquisition and publishing operations for CBS International. Among the MTA artists who will now be distributed by CBS International affiliates are King Richard's Fluegel Knights, Bobby Arvon and Bill Goodwin.

## British Record Sales Climb 9%; April Production Up

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

The record companies had sales worth \$6 million in March — a 9 per cent jump from March 1966. Home market sales were up by 4 per cent and exports, which accounted for 18 per cent of the total, rocketed by 37 per cent. Total production of records that month

amounted to 6,861,000 — a 90,000 dip from the same period of 1966.

In April, manufacturers sold records valued at \$4,910,000, a slight increase over April last year. Domestic sales climbed 3 per cent, but exports, which accounted for 15 per cent of the total, dropped by 14 per cent. The industry pressed 6,462,000 records in April, a production increase of 3 per cent compared with April 1966. Albums continued to increase their market share with 2,596,000 LP's pressed in March against 2,491,000 a year earlier, and in April 2,773,000 were turned out compared with 2,468,000 in April 1966.

## Randall Is Named Mgr. by Chappell

LONDON—Bill Randall has been named professional manager of Chappell Music here, succeeding Terry Oates, who has joined RCA. Randall has been associated with Chappell for many years, and will work in conjunction with the Chappell group team of Leslie Simpson, Leslie Kettle, George Smith, Deke Arlon and Jack Oliver.

## Electrola Appoints

COLOGNE — Electrola has appointed Kurt Wenzel, a long-time company executive and special production chief, to Electrola's top management as chief of public relations and marketing. Wenzel will be in charge of advertising, press, artist promotion, and market analysis.



KELVINATOR SALES of Puerto Rico, based in San Juan, is the newest member of the RCA Victor worldwide group of licensees and subsidiaries. Shown at the recent signing of the contract are: seated left to right, Carlos Rom, vice-president and managing director of Kelvinator Sales, and Dario Soria, division vice-president of RCA Victor; standing left to right, Jose Vias, manager of record marketing and licensee relations for Latin America, and Ignacio Mena, Kelvinator's record manager.

## 38 Pop LP's, 12 Singles on Philips

HAMBURG—Philips will release 38 pop albums and 12 singles this month.

Ray Charles, Spanky and Our Gang and the Five Tops are included among the singles. The LP line-up features the Spencer Davis group, Yves Montand, Horst Jankowski and a "Show Boat" album with Nana Mouskouri, Gerhard Wendler and Owen Williams.

Other LP's are "Premiere With Alexandra" with Arno Flor, "Ole" by the Festival Flamenco Gitano and an album of Wilhelm Busch fairy tales.

Current LP best sellers for Philips are Bela Sanders "La Bostella" and the new set by Esther and Abi Ofarim. Singles scoring are Dave Dee's "He's a Raver," Manfred Mann's "Ha Ha Said the Clown" and "Cauliflowers" by the Rattles.

## Rouvaun Leads Double Disk Life

TORONTO — RCA Victor's "exciting new discovery," Rouvaun, is also, in Canada, Sparton Records' "exciting new discovery." Immediately following RCA Victor's release of Rouvaun's "Vesti La Giubba" and "I Want You More" in mid-July, Sparton released Rouvaun's "What Now My Love" and "Shadow of Your Smile."

Sparton's national sales promotion manager and divisional sales manager for Ontario and the West, Joe Pariselli, says that protests from RCA Victor here prompted Sparton to clarify the situation, and that Norman Provost and Associates of Oakland, Calif., confirms that Sparton is free to release in Canada any Rouvaun product not contracted to RCA Victor, and that the artist has agreed to come to Canada to record especially for Sparton.

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

## Keyboard Into Classical Field

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

The composer-conductor's next album will include music of Bartok as well as his own. Planned for the future is a recording of Bartok's "Piano Concerto No. 3," which Serly completed after Bartok's death.

On the current Serly disk, mezzo-soprano Carolyn Stanford is soloist in four songs from Joyce's "Chamber Music" and Wylie's "Strange Story." Emanuel Vardi is the soloist in the "Concerto for Viola and Orchestra." These are Serly's first catalog listings. Keyboard, which is located here, currently is setting up its national distribution.

## 32 Nations to Vie at Rio de Janeiro Fest

RIO DE JANEIRO — The second international song festival, sponsored by the Brazilian Tourism Department, will be held here the latter part of October.

The Brazilian government, through its local consul, Raul de Smandek and Augusto Marzagao, executive director of the songfest, report 32 foreign na-

tions will be represented in the competition spread over two periods, Oct. 19-22 and Oct. 26-29 in the 30,000-seat indoor Maracanazinho Stadium. The first session is for Brazilian composers to present their new works, with one selected to vie against the foreign field. Some 1,200 Brazilian compositions are reported in the competition. The Brazilian winner will be announced Oct. 22.

## 3 TV Nets Sign For 'Golden Shot'

MAINZ — West Germany's Second Television Program (ZDF) has sold its pop music program "The Golden Shot," which regularly features U. S. recording artists, to TV networks in England, Japan and Mexico.

"Golden Shot" producer Werner Schmidt announced that the program has been sold to the Japanese TV network "Hakuhodo, Inc." Program director Makio Tsutahara signed a contract in Munich for 39 weekly programs. Schmidt has dispatched a team of technicians to Japan to help launch the program there.

The "Golden Shot" will soon be screened regularly in Mexico and the British TV network ITV has just started televising "The Golden Shot" on Sunday evening. The ZDF-ITV deal is a long-term agreement which could stretch into four or five years.

The international presentations will commence Oct. 26, with the final top 10 tunes selected Oct. 29. Prizes will be awarded for both the best original scores and to the artist interpreting the material. Golden Rooster trophies plus financial stipends go to the top five composers and vocalists. Gold medals will be presented to the remaining five winners. An international panel will judge this competition.

A 49-piece orchestra will assist the vocalists, who will perform in their native tongues. Last year, the top prize went to a German tune, with the host nation second.

The event will be covered live by Globo TV, a private Brazilian network and videotaped by Eurovision, according to the Festival's Marzagao. A host of radio companies plan covering the festivities.

America's composer entry is Quincy Jones, with his artist yet to be determined. A number of U. S. composers have been invited to attend as "honored guests."



PATHE-MARCONI ARTIST Mathe Altery was a guest recently at the Royal Palace of Monaco where she dedicated her latest disk, "La Valse de Monte-Carlo," by Georges Auric, director of the Paris Opera, to Princess Grace. Princess Grace, left, receives the specially packaged disk from Miss Altery.

## From The Music Capitals of the World

### CHICAGO

The Indiana State Fair High School Band Contest will be held on Aug. 30 at Indianapolis. . . . The board of directors of WCLR Radio, Crystal Lake, have elected Lynn W. Renne as president. . . . Chad Mitchell captivated his Chicago friends at Mr. Kelly's. His album as a single is on Reprise. Mort Sahl and Hal Frazier moved into the club July 17 for two weeks. . . . One-Derful's Otis Clay has started a reservations riot at Father Blues, 1641 West Roosevelt Road. "The Arkansas Yardbird" has a new single, "That's How It Is." . . . WLS' "Super Summer Treasure Truck" is touring the metropolitan area giving away \$30,000 worth of prizes. . . . Lee Brooks, Joe Gino and friends have started a local show business magazine for teens called "Psyche Scene." . . . A&M's Tommy Boyce and Bobby Hart made the radio tour with their new album, "Test Patterns," July 20-21 under the wing of national promotion director Don Graham. Single excerpt from the album is "Out and About." Summit Distributors hosted a party for the duo, creators of much of the Monkees' material. . . . The Serendipity Singers are scheduled for a concert at Ravinia Park Aug. 9. . . . The Club on South State Street celebrated its second anniversary early in July with the appearances of Joe Hinton, Syl Johnson, Jo Ann Garrett, Johnny Williams and Tommy Brown. . . . A new revue opened at the Regal Theater July 7, featuring Duke artist Bobby Bland, Junior Walker and the All Stars, Freddie Scott, the Elgins, the

Malabus, Vie Campbell and Brenda and the Tabulations. . . . WEFM has received the National Federation of Music Clubs' "Special 4-Star Award" for "outstanding programming devoted to American Composers." . . . WCFL's 23-year-old deejay Barney Pip has cut a single for Smash Records, "You Can't Sit Down/You Turn Me On" in which his trumpet playing is featured. He's backed by a Chicago group, the Rovin Kind. . . . The 4 Seasons have just completed a 10-day tour of the West Coast and have moved on to the Midwest. . . . Chuck Berry recently cut a "live" instrumental album at the Fillmore in San Francisco, with Abe Kesh at the controls. . . . Smash is servicing TV stations with video films of "Apples, Peaches and Pumpkin Pie" by Jay and the Techniques. . . . Keith and the Wild Kingdom will be on Upbeat late in July. . . . Detroit's Utopias are planning a tour of Boston, Philadelphia, and Atlantic City late this summer. . . . WVON Radio in cooperation with the Chicago Park District is giving away \$5,000 in athletic and academic scholarships. . . . The Young-Holt Trio opened at the London House July 11, to appear through the 30th. The Clark Terry-Bobby Brookmeyer quintet opens at the Spot Aug. 1. . . . Roy Leonard of WNAC, Boston, has joined the staff of WGN Radio. . . . Narcotics Court Judge Kenneth R. Wendt freed rock 'n' roll singer Baby Huey on a grass- possession charge because the arresting officers acted on "hearsay based on hearsay." RAY BRACK

### DUBLIN

England's King Records now has an Irish office at Dublin's Beresford Place. Irish chief Michael Clerkin starts the local operation with a strong stable headed by Larry Cunningham (a director of King Records (Ireland), Ltd.) and the Mighty Avons, the Royal Showband, Nita Norry and the Dragons. . . . The last recently returned to Ireland after a tour of Iceland, and their first disk for King is a revival of "Yesterday's Gone." . . . Surprise of the year was the entry of Al O'Donnell's "Sammy's Bar" (Tribune) to Radio Eireann's "Ten of the Best." Not only hasn't it yet shown on the nation's other charts, but it's officially the B side of his debut 45, which features "Spanish Lady." . . . Van Morrison, has left for New York, where he will complete the first LP under a 10-year contract with Bang. His next single, "The Cool Room," is 8½ minutes long. Louis Armstrong and the All Stars played to capacity houses at Dublin's Adelphi. . . . Promoter John Moloney is seeking Frank Sinatra. Tony Bennett is already booked for February. . . . The first peak exposure for pop on Irish television for several months, "The Go-2 Show," will run for nine weeks and feature many of the country's show bands. All shows are pre-recorded. . . . Tourists are credited with putting Johnny Kelly's "Black Velvet Band" back to No. 1. It's the hottest summer in memory for folk disks. . . . Major Minor will release Tribune product in Britain, starting with Danny Doyle's "Step It Out Mary," backed with "An Irish Soldier Laddie," which couples his two Irish smashes. . . . The Hely Group, which distributes Music For Pleasure here, reports sales of albums are "well above our original target" after their first year's operation. KEN STEWART

### LONDON

Mort Nasatir flew into London for a week until Sunday (23) for talks with the label's British head Rex Oldfield and to complete manufacturing and distribution arrangements with EMI. MGM has signed Paul and Barry Ryan to a major record pact following their recent MGM movie deal. The duo was previously on Decca, and recently clicked with its single "Clare." Meanwhile, the company has set its first independent release, Eric Burdon's current U. S. single "Good Times," which will be issued here August. Pye has captured the B. T. Puppy label from EMI. Previously released on the Stateside label, B. T. Puppy product will initially be released on the Pye International label, but the U. S. company is believed to be seeking its own logo from Pye, which has rush-released its first disk under the deal, the Happenings' "My Mammy." The Koobas have started a long Continental trek taking them to Holland, Germany, Denmark, Sweden, Switzerland and possibly Malta. Their itinerary has been set up by Stan Stern of EMI's overseas department. . . . CBS managing director Ken Glancy and a&r manager Derek Everett attended the Columbia convention in Miami. Everett will then fly to New York until Aug. 4 to visit the CBS head office and meet the executives there. . . . Frankie Vaughan, who recently quit Philips, will be recorded by Norman Newell for EMI release. His first side for the Columbia label is "There Must Be a Way." Newell will also record an album with Eddie Fisher, who is visiting London. Ember has set a new production agreement with India producers Al Johnson and Roy Lee Walker. . . . Fontana rush-released a single by the New Vaudeville Band, "Green Street Green," to maintain the group's record releases

during their lengthy absence in America. . . . EMI has named C. B. Dawson Pane manager of international copyright with A. W. Dewdney, manager copyright department, Personal assistant to L. G. Wood, Fred Marks has been appointed administration manager to EMI's publishing company, Ardmore & Beechwood, responsible to Harry Lewis. I. E. F. Lloyd has been appointed personal assistant to L. G. Wood. . . . Deke Arlon, who has recorded for EMI, has joined Chappell to work on the development of the publishing company's recording activities for British writers. He will also work on material from American associate companies Lowery, Fame, Bondola, P. K. Compass and Copperleak. . . . Bill Martin and Phil Coulter, composers of Sandie Shaw's Eurovision winning song, "Puppet on a String," have been signed to a personal management deal by her manager, Eve Taylor. In addition to penning her follow-up, "Tonight in Tokyo," the two have also written the latest Troggs' single, "Hi Hi Hazel." GRAEME ANDREWS

### MILAN

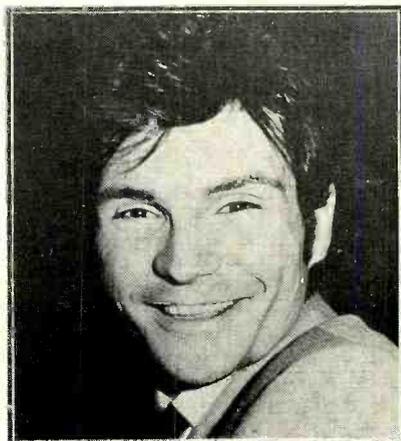
Rifi International Manager Giuseppe Velona has returned from the U. S. with news of Italian-language recordings set for Atlantic artists. Sonny and Cher have done "Don't Talk to Strangers" as

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"Fantasia" and "It's the Little Things" as "Caro, Cara," and the Young Rascals have Italianized (Continued on page 38)

# next time you are in Spain . . . .

Bruno Lomas is one of the many EMI artists who enjoy good sales in Spain.



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# From The Music Capitals of the World

• Continued from page 37

"Groovin'" and "Sueno," keeping the original titles. Fox Records has assigned its Swiss distribution to Seventh Music of Lugano.

Phonogram's best-selling artist, Orietta Berti, has cut an album in Paris with the Swingle Singers. . . . Italian EMI's international a&r man, Sergio Bono, returned from London and discussions with Immediate executives Andrew Oldham and Tony Calder. Immediate will be launched here in September, and label artists like the Small Faces, Chris Farlowe and P. P. Arnold will record in Italian.

Fonit Cetra's Sergio Endrigo and Marisa Sannia will represent Italy in the Festival of Latin Nations in Buenos Aires in September. The festival is being organized by Milan impresario Pietro Bonino, well known in South America.

PPX Enterprises president Edward Chalpin had talks here with leading record companies, including Italian RCA, Durium, and Ricordi. . . . Ricky Roberts is ahead in the current Festivalbar Juke Box Contest (Billboard, June 10), followed by CGD's Caterina Caselli with "Sono Bugiarda," the Italian version of "I'm a Believer." CDI presented an "Anthology of Russian Music" to the Milan authorities and a Russian embassy delegate at a press club ceremony here. The anthology consists of 10 albums contained in de luxe boxes. Tiffany's Lucia Valeri has eight Spanish TV dates this month and next and will take part in the Bar-

celona Song Festival in September. Luisa Casali (Fox) is set for an extensive South American tour. Bluebell's Santo and Johnny have recorded "The Last Date," the leading theme from the movie, "Occhio Selvaggio."

GERMANO RUSCITTO

## SYDNEY

At a special ceremony recently at the Hotel Australia, Adelaide, South Australia, the general manager of Radio Station 5KA, Mr. K. R. Parham, presented the third series of awards for outstanding talent in the Australian Record Industry in the 5KA Top Talent Awards. The awards were chosen by 5KA management executives and disk jockeys, from Australian record releases up to and including May 31, 1967, and covered the following categories:

- (1) Best Male Vocal—Johnny Young for his recording of "Kiss Me Now" (Clarion Records).
- (2) Best Female Vocal—Bev Harrell for her recording of "What Am I Doing Here With You" (HMV).
- (3) Best Australian Composition—George Young and Harry Vanda of the Easybeats for their composition "Friday On My Mind."
- (4) Best Vocal Group—The Twilights for their recording of "Needle in a Haystack" (Columbia).
- (5) Best Instrumental — The Aulton Mob for their disk "Kommotion."

The Gold Award was won by Johnny Young for his recording of "Stepback." . . . Released to coincide with Australia's Day at Expo 67, the disk "Canada" by the Young Canada Singers was used by all TV stations showing the direct television show from Montreal. Woomera Music, the publisher, is selling sheet music of the song in lush 4-color edition. . . . Bill and Boyd, the Sydney-based pop singers are to tour America with the Tijuana Brass. The singers have been offered \$30,000 for the tour. The boys were a supporting act to Herb Alpert and the Tijuana Brass during their April tour of Australia, Bill and Boyd must be in America by Aug. 14 for the state fair circuit. . . . Ex-EMI artist, Billy Thorpe has signed with Festival Records. Thorpe, whose recording of "Over the Rainbow" was a best seller in Australia and England this time last year. . . . EMI has signed up former "Kommotion" artist Graham Chapman to a five year contract. . . . Grantley Dee, top Melbourne disk jockey, is about to launch his first LP on the HMV label. . . . Little Patti who clicked with "I'll Eat My Hat" has a follow up in "If He Would Care"/"The Thrill Has Gone."

GEORGE HILDER

## TORONTO

Columbia Records of Canada management group attending the Columbia convention in Hollywood, Fla., includes Robert Pampe, vice-president and managing director; Fred Wilmot, vice-president, manufacturing and sales; Terry Lynd, vice-president, finance; and Jack Robertson, general manager, sales and marketing, on hand for the one-day international meeting, plus Peter Westwood, Record Club manager; C. J. Curtis, controller; Toronto branch manager Bill Eaton; Montreal branch manager John Williams; and Montreal a&r producer Jacques Gagne. . . . Back at Quality Records are Clyde McGregor, Eastern regional sales manager; Harold Winslow, national promotion co-ordinator, and Ed Lawson, Atlantic-Atco national promotion manager, from the Atlantic-Atco meet in Miami, and George Keane, vice-president and managing director; George Struth, production co-ordinator, and McGregor, national sales manager for MGM product, from the MGM convention in Las Vegas.

Fontana has U. S. release of the Guess Who's latest, "This Time Long Ago," slated for just about now. It's already chart-climbing for Quality in most major markets and many smaller ones here. . . . An American Dixieland group, the Levee Loungers from St. Paul, playing in one of the clubs at La Ronde, the amusement area at Expo, have come up with fresh instrumental versions of the official Expo song, "Hey Friend, Say Friend" and the official Centennial song, "Canada," on Apex. . . . The Munks, one of the top Montreal groups, have a new single on London, "Make It or Break It" and "Fancy Free," produced by Al Nichols and Bill Hill of the Jaybees, now interested in independent producing. . . . "Bring It Down Front" by the Jon-Lee Group on ABC Records, is a hit in Toronto, where the group was formerly known as Jon and Lee and the Checkmates.

The large Italian population in Canada, particularly in Toronto and also in Montreal, has prompted London to release the current No. 1 in Italy, "Stasero Mi Butto" by Rocky Roberts and the Airdales, on Durium.

Compo introduces the Challenge label to Canada with Mickey Dolenz' "Huff Puff" in its special four-color sleeve. Previous Challenge product was released on Compo's own Apex label. . . . As Canadian distributor of Enoch Light's Project 3 label, Compo now also has Light's new pop label, Socko, bowing with "Say It Isn't So" by Kenny Preston. . . . As a fast follow-up to acquiring the B. T. Puppy label for Canada, Compo is rushing out its first album on the label, "Back to Back" with the Tokens and the Happenings.

Compo management, distributor executives, all sales and promo-

tion personnel, for a total of 35 or so, are set to attend the Decca Records convention in Nashville the end of September, which will feature a special "Canada Day."

. . . Compo's vice president and general sales manager, S. D. (Red) Roberts, and Apex division sales manager Lee Armstrong take their fall product presentation on tour across Canada early this month.

Gord Edwards, recently named Capitol's national advertising manager, and also manager of economy product, is on a swing through the West, calling on distributors, dealers, rack jobbers and key radio stations.

The Mandala have bought their way out of their recording contract with the Chess-Koppelman-Rubin's K.R. label to sign with a major U. S. company, and have set up their own production company to produce their own disks. After entertaining 3,000 Vietnam-bound troops at Fort Eustis, Va., July 16, they returned to Toronto for recording sessions at the Sound Canada studios. . . . The Paupers back to Toronto for a week's holiday in late July prior to starting a 30-city U. S. tour, coinciding with release of their first Verve/Forecast album, "Magic People." A trip to England in the fall and film work also in the crystal ball for the local-group-made-good.

The new Giant label, off to a rousing start with its "Canada" album and "This Land Is Our Land" single, both by the Craddock Kids, follows up fast with debut disks by two local groups, the Ragged Edges with "Good Times" and "Why Don't You," and the Boody Hoo with "Mornington Crescent" and "When She Takes You Down." . . . Just released, the Magic Cycle's second Red Leaf single, "Give Me the Right."

What started out as an "exploratory" recording session in Toronto may turn out to be Ian and Sylvia's next single release. It's "Candy Girl," with the duo backed by their favorite accompanist, guitarist David Rae, plus guitarist Alex Darou and drummer Jimmy Watson of the Kensington Market and organist Art Ayre of the Art Ayre Trio.

The Yorkville Records' Sugar Shoppe, currently climbing charts with their fresh arrangement of "Canada," chosen to launch the new "in" spot, Granny's Place at the Walker House Hotel in Toronto. . . . Atco artist King Curtis becoming almost a regular attraction at Toronto's Le Coq d'Or.

. . . The Johnny Cash Show hits the Maritimes this month, in Glace Bay, Charlottetown, Halifax, Moncton, Saint John and Fredericton. KIT MORGAN

## WELLINGTON, N. Z.

Independent producer Philip Warren has arranged a string of productions by local artists on major labels. They are songstress Sandy Edmonds, on Festival, Herma Keil and the Keilises, on Salem, the Hamilton County Bluegrass Band and a new group, the Brew, on Allied International. Other productions scheduled include artists Lew Pryme and Ray Woolf. TV personality, Lee Grant, will cut an album for HMV.

Philips here has taken over the distribution of the Zodiac label. Arrangements were completed with managing director of Zodiac, Eldred Stebbing, recently. . . . The series of releases from HMV a&r man Nick Karavias to promote local artists includes solo debut of former Sounds Inc. vocalist Alan Galbraith with "Either Way I Lose," a local group, the Avengers, and a South Island group, the Plainsmen. . . . Large-scale promotion by license holder Philips is designed to popularize the compatible LP technique. Called Duo-sonic, the development allows play of the LP on either mono or stereo rigs.

Both local and overseas producers here are scheduling pressings of local material for the national Gold Disc Awards timed to conclude in October. Industry sources predict more entries and higher quality than in previous years. . . . Local playwright Brian Bell has been commissioned by NZBC to produce six plays for the national TV hook-up. One is to be a musical "Mama's a Good Girl" and Sounds Unlimited is to provide background music for the story line devised by Ian Cross. . . . Allied International Records has stocked distributors with the new RCA catalog which contains all current releases for all categories of pressings. . . . Robin Robinson has been appointed assistant a&r man at Philips under promotions man John McCready. . . . Shift around in label licenses locally has brought MGM and Verve to the Philips organization and United Artists, Liberty and Dot to the Relative newcomer Festival Records, local Auckland based manufacturer and distributor.

JOHN P. MONAGHAN

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# HITS OF THE WORLD

## ARGENTINA

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	PUPPET ON A STRING—Sandie Shaw (Music Hall); Caravelli (CBS); Al Hirt (RCA); Franck Pourcel (Odeon); *Bingo Reyna (Disc Jockey)—Fermata	
2	2	HABLEMOS DEL AMOR—Raphael (Music Hall); *Siro San Roman (Microfon)—Fermata	
3	3	TENDRAS UN ALTAR—*Hernan Figueroa Reyes (CBS); *Los Crucenos (Vik); *Cuatro Hermanos Saltenos (CBS)—Lagos	
4	8	LA PLAZA—Wilson Simonal (Ariel); Ronnie Vonn (Polydor); *Juan Ramon (RCA); *Las Cuatro Voces (CBS); *Banda de Kessler (Music Hall)—Fermata	
5	4	HAY UNA ESPECIE DE SILENCIO—Herman's Hermits (Odeon); New Vaudeville Band (Philips); *Popsingers (CBS)—Fermata	
6	5	THIS IS MY SONG—Petula Clark (Opus); Ray Conniff Singers (CBS); Franck Pourcel (Odeon); Al Korvin (Fermata); Cyril Stapleton (Music Hall); James Last (Polydor); Paul Jordan (RCA)—Neumann	
7	6	POCO PUEDO DARTE—*Palito Ortega (RCA); The Monkees (RCA)—Relay	
8	10	SOMETHIN' STUPID—Nancy & Frank Sinatra (Music Hall); *Juan Ramon (RCA); *Vincent Morocco (Polydor)—Relay	
9	7	CUANDO TU NO ESTAS—Raphael (Music Hall)—Fermata	
10	—	MI AMOR MI AMIGO—Marie Laforet (Music Hall); *Barbara & Dick (Vik)	

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex	
2	7	SAN FRANCISCO—Scott McKenzie (CBS)	
3	8	SILENCE IS GOLDEN—Tremeloes (CBS)—Castle	
4	2	THIS IS MY SONG—Petula Clark (Astor)—Leeds	
5	5	WATERLOO SUNSET—Kinks (Astor)	
6	4	PICTURES OF LILY—The Who (Polydor)—Essex	
7	10	SHE'D RATHER BE WITH ME—Turtles (Festival)—Alberts	
8	9	NO, NO, NO—*Marty Rhone (Spin)—Southern	
9	3	GROOVIN'—Young Rascals (Festival)—Alberts	
10	6	CREEQUE ALLEY—Mama's and Papa's (RCA)	

## IRE

(Courtesy New Spotlight, Dublin)

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex	
2	3	BLACK VELVET BAND—*Johnny Kelly (Pye)—Segway Mecolico	
3	2	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)—Burlington	
4	4	CARRIE ANNE—Hallies (Parlophone)—Gralto	
5	7	BOSTON BURGLAR—*John McEvoy (Pye)—Box & Cox/Waltons	
6	—	ALTERNATIVE TITLE—Monkees (RCA Victor)—Screen Gems	
7	—	SHE'D RATHER BE WITH ME—Turtles (London)—Robbins	
8	6	WATERLOO SUNSET—Kinks (Pye)—Carlin	
9	8	THEN I KISSED HER—Beach Boys (Capitol)—Carlin	
10	5	SILENCE IS GOLDEN—Tremeloes (CBS)—Ardmore & Beechwood	

## FRANCE

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex	
2	2	ADIOS AMOR—*Shelia (Philips)—Carrere	
3	4	AMOUR D'ETE—*Juhnny Halliday (Philips)—Pigalle	
4	5	NOTRE ROMAN—*Adamo (Voix de son Maitre)—Pathe-Marconi	
5	3	ADIEU A LA NUIT—*Mireille Mathieu (Barclay)—Salabert	
6	10	ARANJUEZ MON AMOUR—*Richard Anthony (Columbia)—None	
7	7	AME CALINE—*Michel Polnareff (A.Z.)—Meridian	
8	—	HIP, HIP, HIP, HURRAH—*Claude Francois (Philips)—Bagatelle	
9	6	C'EST BAN LA VIE—Nana Mouskouri (Fontana)—April Music	
10	—	LES DALTON—*Joe Dassin (CBS)—Bagatelle	

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	LA COPPIA PIU' BELLA DEL MONDO—*Adriano Celentano (Clan)—Clan	
2	4	LA MIA SERENATA—*Jimmy Fontana (RCA)—RCA	
3	3	STASERA MI BUTTO—Rocky Roberts (Durium)—Curci	
4	2	A CHI—*Fausto Leali (Ri Fi)—Curci	
5	6	LA ROSA NERA—*Gigliola Cinquetti (CGD)—Aromando	
6	12	NEL SOLE—*Al Bano (VdP)—VdP	
7	9	LA BANDA—*Mina (Ri Fi)—Cicegna	
8	8	RICORDO QUANDO ERO BAMBINO—Rokes (Arc)—RCA	
9	7	NON C'E' PIU' NIENTE DA FARE—*Bobby Solo (Ricordi)—Fono Film Ricordi	
10	5	29 SETTEMBRE—*Equipe 84 (Ricordi)—R. R. Ricordi-Tank	
11	—	DIO E' MORTO—*Nomadi (Columbia)—VdP	
12	10	SE STASERA SONO QUI—*Wilma Goich (Ricordi)—R. R. Ricordi	
13	—	TRE PASSI AVANTI—*Adriano Celentano (Clan)—Clan	
14	11	CORRIAMO—*Isabella Jannetti (Durium)—Duomo-Souvenir	
15	13	SONO BUGIARDA—*Caterina Caselli (CGD)—Aromando	

## JAPAN

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	SHINJUKU BLUES—*Ohgi Hiroko (Columbia)—JASRAC	
2	3	KOYUBI NO OMOIDE—*Ito Yukari (King)—JASRAC	
3	2	BLUE CHATEAU—J. Yoshikawa & *Blue Comets (Columbia)—Watanabe	
4	4	MAKKA NA TAIYO—Misora Hibari & *Blue Comets (Columbia)—JASRAC	
5	6	YOGIRIYO KONYAMO ARIGATOU—*Ishihara Yuujiro (Teichiku)—JASRAC	
6	8	SHIRITAKU NAINO (I REALLY DON'T WANT TO KNOW)—*Sugawara Yohichi (Polydor)—Aberback Tokyo	
7	10	KOI—*Fuse Akira (King)—JASRAC	
8	5	HANAWA—OSOKATTA—*Miki Katsuhiko (Crown)—JASRAC	
9	7	KOI NO HALLELUJAH—*Mayuzumi Jun (Capitol)—Ishihara	
10	—	TSURETETTE—*Sono Mari (Polydor)—JASRAC	

## MALAYSIA

(Courtesy Radio Malaysia)

\*Denotes local origin

This Week	Last Week	Title	Label
1	3	DON'T SLEEP IN THE SUBWAY—Petula Clark (Pye)	
2	1	HA, HA, SAID THE CLOWN—Manfred Mann (Fontana)	
3	2	FUNNY, FAMILIAR, FORGOTTEN FEELINGS—Tom Jones (Decca)	
4	5	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)	
5	7	WATERLOO SUNSET—Kinks (Pye)	
6	4	HAPPY TOGETHER—Turtles (London)	
7	6	YOUR FAULTS, YOUR CARES AND YOU—*Cyclones (Philips)	
8	—	SHE WOULD RATHER BE WITH ME—Turtles (London)	
9	—	WHEN I WAS YOUNG—Eric Burdon and the Animals (Columbia)	
10	9	CARRIE ANNE—Hollies (Parlophone)	

## MEXICO

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	CELOSO—*Panchos (CBS)—M. A. Muniz (RCA)—Mundo Musical	
2	2	SHE—Monkees (RCA)—Mundo Musical	
3	3	THEME OF THE MONKEES—Monkees (RCA)—Mundo Musical	
4	5	AUNQUE SE OLVIDEN—*Sonora Santanera (CBS)—Mundo Musical	
5	4	I'M A BELIEVER—Monkees (RCA)—Mundo Musical	
6	8	NO—*Carlos Lico (Capitol)—Emmi	
7	7	EL CABLE—Mario y sus Diamantes (Peerless)—Mundo Musical	
8	6	ESPUMAS—*Javier Solis (CBS)—RCA	
9	9	A MAN AND A WOMAN—Soundtrack (Gamma)—Pending	
10	10	PULPA EN TAMARINDO—*Sonia Lopez (CBS)—Campei	

## NEW ZEALAND

(Courtesy El Gran Musical)

\*Denotes local origin

This Week	Last Week	Title	Label
1	2	SILENCE IS GOLDEN—Tremeloes (CBS)	
2	1	PUPPET ON A STRING—Sandie Shaw (Pye)	
3	9	NEW YORK MINING DISASTER—1941—Bee Gees (Polydor)	
4	—	ALL PURPOSE LOW—The La De Das (Philips)	
5	3	HA! HA! SAID THE CLOWN—Manfred Mann (Fontana)	
6	6	WHEN I WAS YOUNG—Eric Burdon & the Animals (MGM)	
7	5	OPPORTUNITY—Mr. Lee Grant (HMV)	
8	8	I THINK WE'RE ALONE NOW—Tommy James & the Shondells (Roulette)	
9	4	I'M GONNA GET ME A GUN—Cat Stevens (Deram)	
10	—	HI HO SILVER LINING—Jeff Beck (Columbia)	

## PHILIPPINES

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	TWO OF US—Harriette Blake (Monument)—Mareco, Inc.	
2	3	SOUL & INSPIRATION—Righteous Brothers (RCA)—Filipinas Record Corp.	
3	2	I'M A BELIEVER—The Monkees (RCA)—Filipinas Record Corp.	
4	4	SOUL TIME—Shirley Ellis (CBS)—Mareco, Inc.	
5	5	A LITTLE BIT ME, A LITTLE BIT YOU—The Monkees (RCA)—Filipinas Record Corp.	
6	7	SWEET SOUL MUSIC—Arthur Conley (Atco)—Mareco, Inc.	
7	6	SPANISH NIGHTS AND YOU—Connie Francis (MGM)—Mareco, Inc.	
8	9	WHOEVER YOU ARE I LOVE YOU—Connie Francis (MGM)—Mareco, Inc.	
9	8	WEDNESDAYS CHILD—Matt Monro (Capitol)—Mareco, Inc.	
10	10	(HEY YOU) SET MY SOUL ON FIRE—Mary Wells (Atco)—Mareco, Inc.	

## SINGAPORE

(Courtesy Radio Singapore)

\*Denotes local origin

This Week	Last Week	Title	Label
1	4	OKAY—Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)	
2	3	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)	
3	6	A BEAUTIFUL STORY—Sonny and Cher (Atlantic)	
4	1	FUNNY, FAMILIAR, FORGOTTEN FEELINGS—Tom Jones (Decca)	
5	7	SHE WOULD RATHER BE WITH ME—Turtles (London)	
6	9	CARRIE ANNE—Hollies (Parlophone)	
7	8	MR. PLEASANT—Kinks (Pye)	
8	2	HA, HA, SAID THE CLOWN—Manfred Mann (Fontana)	
9	—	A LITTLE BIT ME, A LITTLE BIT YOU—Monkees (RCA)	
10	5	PUPPET ON A STRING—Sandie Shaw (Pye)	

## SOUTH AFRICA

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	SILENCE IS GOLDEN—Tremeloes (CBS)—Ardmore & Beechwood (SA)-GRC	
2	7	NEW YORK MINING DISASTER 1941—Bee Gees (Polydor)—R. Spigwood-Abigail-Gallo	
3	2	PUPPET ON A STRING—Sandie Shaw (Pye)—MPA-Teal	
4	8	THEN I KISSED HER—Beach Boys (Capitol)—Brian Wilson-Belinda (Jhb)-EMI	
5	6	YAMAO TOKO NO UTA—New Christy Minstrels (CBS)—C. Control-GRC	
6	3	HA, HA, SAID THE CLOWN—Manfred Mann (Fontana)—S. Bron-Trutone	
7	4	FUNNY, FAMILIAR, FORGOTTEN FEELINGS—Tom Jones (Decca)—Acuff-Rose (SA)-Gallo	
8	—	A GROOVY KIND OF LOVE—Petula Clark (Vogue)—Screen Gems, Columbia-Teal	
9	5	DEDICATED TO THE ONE I LOVE—Mama's and the Papa's (RCA)—Lou Adler-Laetrec-Teal	
10	—	SILENCE IS GOLDEN—Square Set (Continental)—G. Beggs-MPA-Gallo	

## SPAIN

(Courtesy El Gran Musical)

\*Denotes local origin

This Week	Last Week	Title	Label
1	1	LOLA—*Los Brincos (Novola)—Zafiro-Universal Jazz	
2	2	LA CAZA/NADA—*Juan & Junior (Novola)—Zafiro-Canciones del Mundo	
3	—	DEDICATED TO THE ONE I LOVE—Mama's and the Papa's (RCA)—RCA	
4	4	A LITTLE BIT ME, A LITTLE BIT YOU—Monkees (RCA)—Hispavox	

5	3	HAPPY TOGETHER—Turtles (Columbia Espanola)—Canciones del Mundo
6	10	ROSAS EN EL MAR—*Massiel (Novola)—RCA
7	7	ALELUYA—*Massiel (Novola)—RCA
8	—	A WHITER SHADE OF PALE—Procol Harum (Columbia Espanola)—Musica del Sur
9	8	INCH' ALLAH—Adamo (Odeon)—Gramofono Odeon
10	6	ALELUYA NO. 1—*L. E. Aute (RCA)—RCA

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# Album Reviews

Continued From Back Cover



**POP SPOTLIGHT**  
**XOCHIMILCO**

Peter Nero. RCA Victor LPM 3814 (M); LSP 3814 (S)

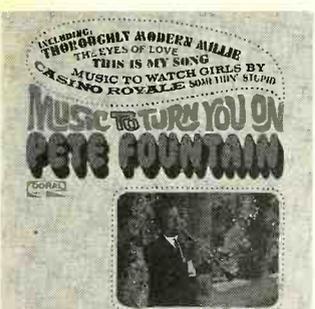
The title song is Peter Nero's flavorsome salute to Mexico and sets the rich tone of the standout material that follows. Nero's piano styling is rich and colorful and creates new images on songs like "A Man and A Woman," "Guantanamera," "Summer Samba" and "A Walk in the Black Forest."



**LOW PRICE POP SPOTLIGHT**  
**MEMORIES OF FRANKIE LAINE'S GREATEST HITS**

Mercury (Wing) MGW 16349 (M); SRW 16349 (S)

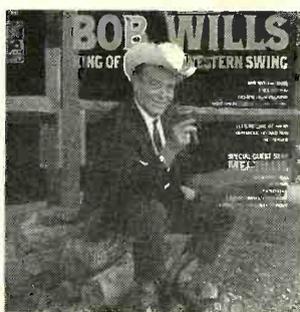
Frankie Laine is on a comeback spurt with several clicks on the ABC label so his early hits will have special value to his new-found audience. The memorable "That's My Desire" sparks the set that includes a lot of other solid material.



**POP SPOTLIGHT**  
**MUSIC TO TURN YOU ON**

Peter Fountain. Coral CRL 57496 (M); CRL 757496 (S)

Pete Fountain's "turn-on" music is far from the psychedelic groove, but it does take a flock of the current pop tunes and turns them into highly enjoyable material. His clarinet lead is sharp and precise and Bud Dant's arrangements give the repertoire a special lift.



**COUNTRY SPOTLIGHT**  
**KING OF WESTERN SWING**

Bob Willis. Kapp KL-1523 (M); KS 3523 (S)

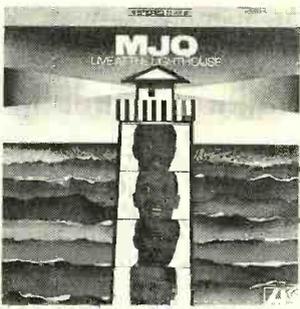
Pans bet a big bonus here—Mel Tillis joins with the Bob Willis band on some old Willis standards like "Faded Love," "Sugarfoot Rag" and three others. "Memphis" comes through with a zing under the Tillis influence. Vocalist Tagg Lambert also shines on "I Needed You." Over it all is Willis himself, leading and lending a mariachi trumpet sound to many numbers and cutting a rug with fiddle on "Comanche Hit and Run."



**POP SPOTLIGHT**  
**FUTURE**

The Seeds. GNP Crescendo GNP 2038 (M); GNPS 2038 (S)

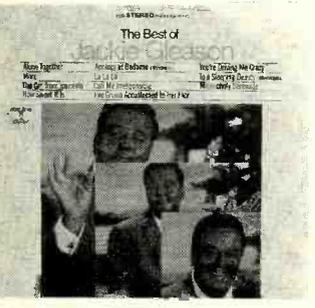
If for nothing else, this one should make it on packaging. Fortunately, inside the packaging is product, which aimed dead center at the teen market, is right in the pop groove. The boys write their own material.



**JAZZ SPOTLIGHT**  
**MJQ LIVE AT THE LIGHTHOUSE**

Atlantic 1486 (M); SD 1486 (S)

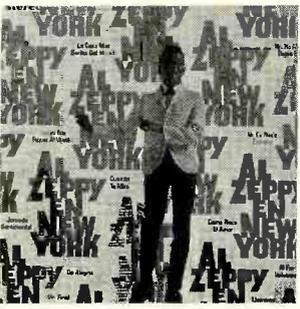
The MJQ's artistry heightens with each new disk. This LP makes up the quartet's first recorded "live" club date with songs ranging from standards such as "The Shadow of Your Smile," and "What's New," to new compositions entitled "Novamo," and "The Spiritual." This one will score big, for the group was never in better form.



**POP SPOTLIGHT**  
**THE BEST OF JACKIE GLEASON**

Capitol W 2796 (M); SW 2796 (S)

There's not much better for listening or dancing than the tunes in this LP, culled from the Great One's best. Included are such songs as his famous "Alone Together," "How Sweet It Is" and "You're Driving Me Crazy," featuring Toots Mondello. Added are his two monologues, "Apology at Bedtime" and "To a Sleeping Beauty."



**INTERNATIONAL SPOTLIGHT**  
**AL ZEPPY EN NEW YORK**

United Artists. UAL 3583 (M); UAS 3583 (S)

Al Zeppy is a Latin-American singer who's already made his mark in Central and South America. This debut album on the United Artists label should help win similar fame in the U. S. His Spanish language renderings of "Try to Remember," "It's Not Unusual," "Sentimental Journey" and "Call Me" are of high order.

## NEW ACTION ALBUMS

★ **NATIONAL BREAKOUTS**

**THERE ARE NO NATIONAL BREAKOUTS THIS WEEK**

★ **NEW ACTION LP's**

These new albums, not yet on Billboard's Top LP's Chart, have been reported getting strong sales action by dealers in major markets.

**LOVE-IN . . .**

Charles Lloyd Quartet, Atlantic 1481 (M); SD 1481 (S) (180-01481-3; 180-01481-5)

**THE BEST OF SONNY & CHER . . .**

Atco 33-219 (M); SD 33-219 (S) (175-33219-3; 175-33219-5)

**YOU GOT WHAT IT TAKES . . .**

Dave Clark Five, Epic LN 24312 (M); BN 26312 (S) (465-24312-3; 465-26312-5)

**BORN UNDER A BAD SIGN . . .**

Albert King, Stax 723 (M); S 723 (S) (833-00723-3; 833-00723-5)



### SPECIAL MERIT PICKS

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



**SOUNDTRACK SPECIAL MERIT**

**GUNN . . . NUMBER ONE!**  
Soundtrack. RCA Victor LPM 3840 (M); LSP 3840 (S)

Mancini's composing-conducting on this soundtrack item is the pivot to its appeal. The album is an excellent recall of the West Coast Jazz background to the television series Peter Gunn and its no wonder because the film is the motion picture counterpart of that television series. Included are Bud Shank, Shelley Manne and other artists of that school.



**SOUNDTRACK SPECIAL MERIT**

**THE STORY OF THE GNOME-MOBILE**  
Various Artists. Disneyland ST 3946 (M)  
Walter Brennan and the "Mary Poppins" kids Matthew Garber and Karen Dotrice team up to make this LP a smashing one with their songs from the film. The kids do "In Me Jaunting Car" and the "Gnome-Mobile Song," in a manner that will boost this one high in sales.



**CHILDREN'S SPECIAL MERIT**

**BORN FREE**  
The Do-Re-Mi Children's Chorus. Kapp KL-1532 (M); KS-3532 (S)  
The happy singing spirit of the Do-Re-Me Children's Chorus is used to advantage here. The repertoire consists of several topnotch items including "Born Free," "Ding-Dong! The Witch Is Dead," "What the World Needs Now Is Love" and "Chickery Chick." The youngsters do well by all.



**INTERNATIONAL SPECIAL MERIT**

**JERUSALEM OF GOLD**  
Various Artists. Hed-Arzi BAN 49-52 (M)  
This stirring authentic disk is a fitting tribute to the valiant Israeli forces during the recent six days of war with 12 songs written and first performed during the conflict. The various performers sang these numbers before front-line Israeli troops. While "Jerusalem of Gold" sold well as a single in that area, other titles like "Sharm-A-Sheikh," "We Shall Pass" and "Nasser Waits for Rabin" indicate the resolve of the Israelis.

**All records submitted for review should be addressed to Record Review Department, Billboard, 165 W. 46th Street, New York, N. Y. 10036.**



### FOUR-STAR ALBUMS

The four-star rating is awarded new albums with sufficient commercial potential in their respective categories to merit being stocked by most dealers, one-stops and rack jobbers handling that category.

### POPULAR

**THE HAWAIIAN SURFERS TODAY**  
Decca DL 843 (M); DL 748343 (S)  
**ED KENNEY'S HAWAII**  
Decca DL 4877 (M); DL 74877 (S)  
**EVERYTHING BUT . . .**  
The Kitchen Cinq. LHI E 12000 (M); (7) E 12000 (S)  
**THE BEST OF RUSS MORGAN**  
Decca DXB 196 (M); DXSB 7196 (S)  
**OLD TIME DANCE SHOW**  
Dick Rodgers & His TV Recording Orch. Decca DL 4898 (M); DL 74898 (S)

**HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING**  
The West One Orch. United Artists UAL 6592 (M); UAS 6592 (S)

### COUNTRY

**JOHNNY BOOTH COUNTRY '67**  
UNI 3006 (M); 73006 (S)  
**MARGIE SINGLETON SINGS COUNTRY MUSIC WITH SOUL**  
Ashley A3003

### LOW PRICE COUNTRY

**THE COUNTRY MISFITS**  
Wyncote W 9205 (M); W 9205 (S)

### CLASSICAL

**THE MUSIC OF TIBOR SERLY**  
Keyboard K101-M (M); K101-S (S)

### LOW PRICE CLASSICAL

**IVES: PIANO SONATA No. 1**  
Noel Lee, piano. Nonesuch H 1169 (M); H 71169 (S)

**HAYDN: SYMPHONY No. 77 IN B-FLAT MAJOR**  
The Little Orch. of London (Jones). Nonesuch H 1168 (M); H 71168 (S)

### ALBUM REVIEW POLICY

Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.

**OTIS REDDING LIVE IN EUROPE . . .**  
Volt 416 (M); S 416 (S) (915-00416-3; 915-00416-5)

**LET'S LIVE FOR TODAY . . .**  
Grass Roots, Dunhill D 50020 (M); DS 50020 (S) (445-50020-3; 445-50020-5)

**BEST OF THE BEACH BOYS, VOL. 2 . . .**  
Capitol T 2706 (M); DT 2706 (S) (300-02706-3; 300-02706-5)

**THE SOUND OF WILSON PICKETT . . .**  
Atlantic 8145 (M); SD 8145 (S) (180-08145-3; 180-08145-5)

**ARE YOU EXPERIENCED . . .**  
Jimi Hendrix Experience, Reprise R 6261 (M); RS 6261 (S) (780-06261-3; 780-06261-5)

**I LOVE YOU . . .**  
Billy Vaughn Singers, Dot DLP 3813 (M); DLP 25813 (S) (430-03813-3; 430-25813-5)

**GROOVIN' . . .**  
Young Rascals, Atlantic 8148 (M); SD 8148 (S) (180-08148-3; 180-08148-5)

**CANNED HEAT . . .**  
Liberty LRP 3526 (M); LST 7526 (S) (630-03526-3; 630-07526-5)

**BACH: DER STREIT ZWISCHEN-PHOEBUS UND PAN**  
Bach-Collegium (Rilling). Nonesuch H 1166 (M); H 71166 (S)

**DOWLAND: SONGS & AYRES**  
Various Artists. Nonesuch H 1167 (M); H 71167 (S)

**MASTER WORKS FOR ORGAN, Vol. 5**  
Jorgen Ernst Hansen. Nonesuch H 1170 (M); H 71169 (S)

### JAZZ

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

**HERE IT IS!**  
The Quartette Tres Bien. Decca DL 4893 (M); DL 74893 (S)

### SPOKEN WORD

**PABLO NERUDA Reading His Poetry (in Spanish).** Caedmon TC 1215 (M)

**MOVEMENT SOUL**  
Various Artists. ESP 1056 (M)

### FOLK

**BASHO SINGS, Vol. 3**  
Robbie Basho. Takoma C 1012

**BLUE LIGHTNIN'**  
Lightnin' Hopkins. Jewel LP 5000 (M)

### BLUES

**LEGEND OF THE BLUES, Vol. 1**  
Memphis Slim. Jubilee JGM 8003 (M); JGMS 8003 (S)

### INTERNATIONAL

**A BAILAR SENORES**  
Chano Martinez Sextet. Decca DL 4900 (M); DL 74900 (S)

**THE BEST IN TANGOS**  
Gaucho Strings. RCA Victor International FPM 181 (M); FSP 181 (S)



### THREE-STAR ALBUMS

The three-star rating indicates moderate sales potential within each record's music category.

### POPULAR

**DAYS HAVE GONE BY**  
John Fahey. Takoma C 1014 (M)  
**TOROS SUITE FOR TWO GUITARS**  
Vicente Gomez. Decca DL 4873 (M); DL 74873 (S)

**THE PSYCHEDELIC SAXOPHONE OF CHARLIE NOTHING**  
Takoma C-1015

### SPOKEN WORD

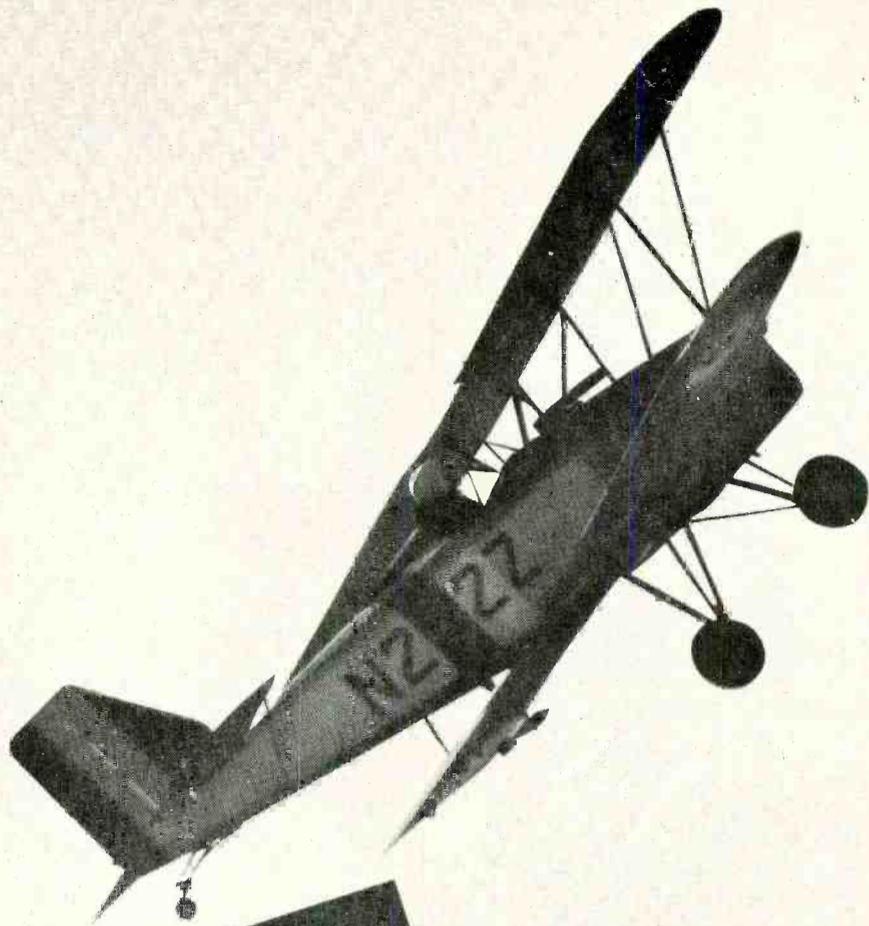
**BEARSKIN RUG SOUNDS**  
Tommy Shannon. Sound S1-1010

### INTERNATIONAL

**AN ETHNIC FESTIVAL**  
Vladimir Prymak & His Orch. Sound S1-1009 LPS M/S

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**THIS L.P.**  
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**NON-STOP**  
**L.A. TO N.Y.**  
**TOP TEN**  
**ALL MARKETS**



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# Classical Music

## 2 CBS Operas in 17-LP Showing

HOLLYWOOD, Fla.—Two operas on the CBS label are part of a 17-album August classical release introduced at the CBS/Columbia convention here last week. The release also included eight Columbia albums and seven sets on the low price Odyssey line.

The two CBS operas, both two-record sets, are Honegger's "Joan of Arc at the Stake," a first listing, and Berg's "Wozzeck." The Honegger work features narrator Vera Zorina and Alec Clunes with Seiji Ozawa conducting the Orpington Junior Choir and the London Symphony Orchestra and Chorus. Pierre Boulez conducts the Paris National Opera Orchestra in the Berg opera, which features baritone Walter Berry and soprano Isabel Strauss.

### Three by Ormandy

Three of the Columbia pressings are by Eugene Ormandy and the Philadelphia Orchestra including a disk of Lalo and Bruch featuring violinist Isaac Stern. Beethoven's "Symphony

No. 9," which was part of last year's complete Beethoven symphonic package by the Philadelphia, is being issued by itself. Soloists are soprano Lucine Amara, contralto Lili Chookasian, tenor John Alexander and bass John Macurdy with the Mormon Tabernacle Choir. The third Philadelphia set contains a march collection.

Rudolph Serkin is piano soloist in a Brahms album with George Szell and the Cleveland Orchestra. Szell and the Cleveland also perform incidental music by Mendelssohn and Schubert on another disk. Pianist Glenn Gould plays three Bach concertos with Vladimir Golschmann and the Columbia Symphony. That orchestra also presents two Stravinsky ballet suites conducted by the composer. Rounding out the Columbia list is a Prokofiev disk by Leonard Bernstein and the New York Philharmonic.

### French Songs

The Odyssey release includes two two-LP packages, one in mono only. The mono historic

set has baritone Pierre Bernac and pianist Francis Poulenc in songs of Poulenc, Ravel, Chabrier, Debussy and Satie. Another mono-only title is the first volume of Gesualdo madrigals conducted by Robert Craft.

The other Odyssey multiple set has the complete 12 trio sonatas of Corelli's Opus 4. The package has Max Goberman and Michael Tree on violins and Eugenia Earle and Jean Schneider on continuo. Goberman conducts the New York Sinfonietta in Vivaldi in another album.

Guitarist Renata Tarraga is featured in Torroba and other Spanish music with Jesus Arambarri and the Madrid Concert Orchestra. Harpsichordists Antonio Ballista and Fernando Tagliavini play two J. C. Bach concertos with Umberto Cattini and the orchestra of the Angelicum of Milan. The seventh Odyssey album has mezzo-soprano Jennie Tourel in Russian songs accompanied by pianist Allen Rogers and bassist Gary Karr.



BATH FESTIVAL ORCHESTRA is feted by Angel Records at the Tavern on the Green during the orchestra's New York visit. From left are Tom Lewy, Angel sales representative; pianist Hephzibah Menuhin; John Coveney, Angel artist relations representative; violinist and conductor Yehudi Menuhin; Kurt Weinhold, Schuyler Chapin and Thomas Thompson, representatives of Columbia Artists Management, and Jack Cohen, Angel sales manager. Angel is slated to release an album of Mozart divertissement by the orchestra in September.

## London to Issue 'Tosca' & 2 Other Multiple Sets

LOS ANGELES — Puccini's "Tosca" is one of three multiple sets slated for August release by London Records. The other two are repackagings. The two-LP "Tosca" features soprano Birgit Nilsson, tenor Franco Corelli and baritone Dietrich Fischer-Dieskau. Loren Maazel conducts the orchestra of the Accademia di Santa Cecilia of Rome.

Leonard Bernstein conducts the Vienna Philharmonic in a Mozart album, with the conductor as soloist in the "Piano Concerto No. 15." Pianist Julius Katchen is soloist with Istvan Kertesz and the London Symphony in a pressing of Bartok and Ravel.

Willi Boskovsky conducts the Vienna Philharmonic in a three-record set of Johann Strauss Jr., Johann Strauss Sr., Josef

Strauss and Eduard Strauss. The material was out previously in separate disks. A four-LP repackaging has Viennese chamber music of Beethoven, Mozart and Haydn.

Another repackaging has soprano Renata Tebaldi in operatic duets with tenors Carlo Bergonzi and Mario Del Monaco. Georg Solti conducts the London Symphony in Mussorgsky and Glinka. Rounding out the London release is an album of Liszt and Wagner preludes by Zubin Mehta and the Vienna Philharmonic.

During its sales meetings last week and this, London also is launching its Richmond Opera Treasury Series with packages of Mozart's "The Magic Flute," Richard Strauss' "Der Rosenkavalier," Wagner's "Parsifal" and Wagner's "Die Meistersinger." (Billboard, July 29.)

## 'La Rondine,' Mahler's No. 3 Issued by RCA for August

NEW YORK — Two two-record sets are being issued by Victor in August, including Puccini's "La Rondine." The other package is Mahler's "Symphony No. 3," which will feature Shirley Verrett with Erich Leinsdorf and the Boston Symphony.

Francesco Molinari-Pradelli conducts the RCA Italiana Orchestra in "La Rondine," which stars soprano Anna Moffo, tenor Daniele Barioni and baritone Mario Sereni. Soprano Hanne-Lore Kuhsa makes her American disk debut with a recital of lieder by Schubert, Wolf, Brahms and Dvorak.

Julian Bream plays six 20th century guitar pieces on an-

other album, all new to the catalog, including "Four Fragments for Guitar" by Rignald Smith Brindle, who currently has no works listed. The other catalog additions are Britten's "Nocturnal, Op. 70," and Martin's "Quatre Pieces Breves," Villa Lobos' "Etude No. 5" and "Etude No. 7," and Henze's "Trei Tentos."

Pianist Artur Schnabel and the Guarneri Quartet team for a Brahms album, while pianist John Browning is offered in Beethoven. Another album features Stan Getz and conductor Arthur Fiedler at Tanglewood. Rounding out the Red Seal release is a pressing of Shakespearean readings by Sir John Gielgud and Irene Worth.

## Indianapolis to Strike Up 'Romantic' Musical Notes

INDIANAPOLIS — "Romanticism" will be the theme of the Indianapolis Symphony's 1967-68 season with emphasis on the music of Brahms, Tchaikovsky and Rachmaninoff. The Sept. 28-29 season opener will include Brahms' "Piano Concerto No. 2," with Grant Johannesen as soloist. Later in the season John Browning will be soloist in the "Piano Concerto No. 1."

Pianist Malcolm Frager will be soloist for the Tchaikovsky

"Piano Concerto No. 1." Rachmaninoff piano soloists will be Misha Dichter for the "Concerto No. 2" and Abbey Simon for the "Concerto No. 3." Izler Solomon, music director, will be conductor for 13 of the orchestra's pairs, while composer Aram Khachaturian will conduct a pair featuring his works with cellist Karine Georgian.

Tenor Richard Lewis and mezzo-soprano Rosalind Elias will be soloists in Mahler's (Continued on page 43)

## Lucerne Lures Top Artists

LUCERNE, Switzerland — The International Music Festival Week here from Aug. 16 to Sept. 7 promises to be Europe's biggest music attraction this summer.

Dozens of top recording artists and orchestras will take part in the festival in this Swiss lake resort center. The festival is being used by European record companies as a promotional vehicle for autumn and winter disk sales drives. The festival will open Aug. 16 with Istvan Kertesz conducting the Swiss Festival Orchestra in Dvorak's "Cello Concerto" and Brahms' "Symphony No. 2." The cello soloist will be Pierre Fournier.

The closing program, Sept. 7, will have Georg Solti conducting the Paris Orchestre National de l'ORTF in the Suite from Bartok's "Mandarin." Violinist Isaac Stern will be soloist.

Ten symphony concerts are on the program. The seventh concert, Aug. 31, will have Herbert von Karajan conducting the Cleveland Orchestra in Mozart's "Concerto for Three Pianos, K 242." Karajan will double as a piano soloist along with Joerg Demus and Christoph Eschenbach.

### Van Cliburn Sept. 3

Geza Anda will be featured in a piano evening Aug. 27, and Van Cliburn in a second piano evening Sept. 3. Conductors also will include Ru-

dolf Baumgartner, Joseph Keilberth, Charles Dutoit, Rafael Kubelik, George Szell, Maurice Le Roux and Igor Markevitch.

Among the featured instrumental soloists will be Arthur Grumiaux, Wolfgang Schneiderhan, Enrico Mainardi, Erich Vollenwyder, Robert Casadesu, Henryk Szeryng and Nikita Magaloff. Vocal soloists will include Ernst Haefliger, Peter Lager, Erna Spoorenberg, and Marjorie Thomas.

### 'Liederabend'

Dietrich Fischer-Dieskau will present a "Liederabend" Sept. 1 of music from Schubert's "Winter Journey" with Demus at the piano.

In connection with the music festival week, "master courses" will be given for the piano, violin, cello, and chamber music. Courses will be led by Anda, piano; Schneiderhan, violin; Mainardi, cello and chamber music; Franziska Martienssen and Paul Lohmann, singing; and Martha Moedl, drama and staging.

A further attraction will be the Third International Piano Competition in the "Concours Clara Haskil," in memory of the late artist, from Aug. 5 to 13. In West Germany, Deutsche Grammophon, Philips, and Telefunken-Decca (Teldec) are preparing elaborate sales promotion geared to the Lucerne festival, which will spotlight some of the top artists from each of the three labels.

## Catalog Firsts by Westminster

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

The new listings include an album of 20th century music with Joseph Eger conducting the Vienna Radio Orchestra. The set contains Peter Jona Korn's "In Medias Res, Op. 21" and "Concertino, Op. 15"; Prokofiev's "Divertimento, Op. 43"; Riegger's "New Dance, Op. 18b"; and Copland's "Letter From Home."

The Trio di Bolzano performs three trios by Alessandro Stradella and three by Muzio Clementi, all new listings. Anton Filtz's "Symphony in E Flat" appears in an album by Gabor Otvos and the Vienna Radio Orchestra of 18th century symphonies, which includes works by Joseph Kraus and J. S. Bach.

### Varga Listing

Violinist Ruben Varga plays his "Prelude" and "Four Ca-

prices" and another first listing Paganini's "Introduction and Variations on 'Nel Cor Piu Non Mi Sento'" as well as a Paganini caprice and a J. S. Bach partia. Maurice Durufle and Marie-Madeline Durufle-Chevalier play the organs of France's Soissons Cathedral and Saint-Etienne-Du-Mont Church in music of Louis Vierne and Charles Tournemire.

Two albums are slated of Italian arias, one by soprano Teresa Stich-Randall and the other by bass-baritone Norman Treigle. The Stich-Randall pressing contains arias from "I Puritani," "La Sonnambula," "Norma," "La Traviata," "Ernani," "Don Pasquale," "Mefistofele," and "Tosca." Treigle's arias are from "Simon Boccanegra," "Don Carlo," "Macbeth," "Don Giovanni," "Die Zauberfloete," "La Gioconda," "La Juive," and "Faust."

Pianist Edith Farnadi plays Liszt in three Collectors series pressings and one in the regular Westminster line. This line also has two Mozart disks, one with

the Allegri String Quartet in two quartets and the other with Brian Priestman conducting the Vienna Radio Orchestra in two concertos with pianist Fou Ts'ong.

### Round Out Series

Rounding out the regular-line release is a disk of three J. S. Bach sonatas for cello and piano with cellist Bernard Greenhouse and pianist Anthony Makas. In the mono-only Collectors Series pianist Egon Petri plays two recitals, one of four Bach-Busoni transcriptions, and the other with four Bach-Busoni transcriptions, three Bach-Petri transcriptions, one Buxtehude - transcription, and a Busoni piece.

Hermann Scherchen conducts the Vienna State Opera Orchestra in a Brahms LP, which features violinist Jean Fournier and cellist Antonio Janigro. Argeo Quadri conducts the same orchestra in a Respighi set and a Rimsky-Korsakov album. Pianist Vivian (Continued on page 43)

# A New Price In Offing?

• Continued from page 1

By the same token, he continued, the product which wholesales for from 95 cents to \$1.05 and sells over the counter for \$2.50 or less does not offer the manufacturer enough cushion.

The \$3.50 price, he maintained, gives the manufacturer a safe profit margin and is not too high to scare off the buyer.

Corsack feels that low-priced labels of major companies will eventually become \$3.50 lines, or else the majors will establish new lines to list at \$3.50.

Vanguard also has a regular \$4.79 line and a \$2.50 classical line, Everyman. And Everyman is branching out, with seven new releases in the pop folk and jazz fields. These are all taken from the Vanguard catalog.

The new Cardinal Series, which makes its debut Aug. 25, will consist of fresh recordings cut in the U. S. and Europe.

### 11 Releases

Included in the first batch of 11 releases are three multiple sets. They are Mahler's "Symphony No. 5," with the Leipzig Gewandhaus Orchestra; Monteverdi's "Vespers," with Dennis Stevens conducting, and Mahler's "Symphony No. 2," with the Utah Symphony, Maurice Abravanel conducting.

Other releases include works by Beethoven, Brahms, Bloch, Telemann and Ives, featuring the Yale Quartet, Earl Wild, Guiomer Novaes, Zara Nelsova, the Concentus Musicus and the Vienna State Opera Orchestra.

Album design and illustrations are by Herschel Levit, professor of art at Pratt Institute.

# Catalog Firsts By Westminster

• Continued from page 42

Rivkin plays two MacDowell concertos with that orchestra under Dean Dixon. The final Collectors Series album has Marcel Dupre performing his organ music.

The Music Guild release includes two volumes of French march music with Desire Dondeyne conducting the Musique des Gardiens de la Paix de Paris Orchestre. Many of the works will be new listings. The other set has Claude Monteaux on flute and Walter Trampler on viola and viola d'amore in Telemann and C. P. E. Bach, none of which is currently listed.

# Romantic Musical

• Continued from page 42

"Das Lied von der Erde," while Stanley Weiner will be soloist for his "Violin Concerto." Bass Jerome Hines will sing the leading role in his sacred opera "I Am the Way." The performance will be the world premiere of the opera with full symphony orchestra. Other soloists for the season will be soprano Jane Marsh, violinists Sidney Harth and Arthur Tabachnick, and guitarist John Williams.

# BEST SELLING CLASSICAL LP's

Billboard Award	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
◆	1	1	<b>HOROWITZ IN CONCERT (2-12" LP's)</b> Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	14	21	16	<b>SHOSTAKOVICH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9</b> Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	23
	2	2	<b>MAHLER: SYMPHONY NO. 8 (2-12" LP's)</b> Various Artists/ London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	26	22	22	<b>RACHMANINOFF: CONCERTO NO. 2</b> Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	20
	3	3	<b>MY FAVORITE CHOPIN</b> Van Cliburn, RCA Victor LM 2576 (M); 2576 (S)	70	23	32	<b>MAHLER: SYMPHONY NO. 3</b> Concertgebouw Orch. (Haitink), Philips PHM 2-596 (M); PHS 2-996 (S)	3
	4	4	<b>ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES, NO. 1, 4 &amp; 6 (3-12" LP's)</b> BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	8	24	26	<b>ORMANDY-PHILADELPHIA ORCH.'S GREATEST HITS</b> Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	12
	5	5	<b>A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's)</b> NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	16	25	13	<b>LEONTYNE PRICE-PRIMA DONNA</b> RCA Victor LM 2896 (M); LSC 2896 (S)	43
	6	6	<b>ORFF: CARMINA BURANA</b> New Philharmonic Orch. (DuBurgos), Angel 36333 (M); S 36333 (S)	50	26	24	<b>CHOPIN WALTZES</b> Artur Rubinstein/ RCA Victor LM 2726 (M); LSC 2726 (S)	68
	7	8	<b>HOLST: THE PLANETS</b> New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	8	27	28	<b>ART OF DENNIS BRAIN</b> Seraphim IC 60040 (M); (No Stereo)	11
	8	7	<b>MAHLER: DAS LIED VON DER ERDE</b> James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	22	28	23	<b>GOUNOD: FAUST (4-12" LP's)</b> Sutherland/Corelli/Ghiavaurov/London Symphony (Bonyge), London A 4433 (M); OSA 1433 (S)	24
	9	9	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)</b> Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	49	29	27	<b>WAGNER: DIE WALKUERE (5-12" LP's)</b> Various Artists/Vienna Philharmonic (Furtwaengler), Seraphim IE 6012 (M); (No Stereo)	11
	10	11	<b>RAVEL: BOLERO/RHAPSODIE/LA VALSE</b> New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	37	30	—	<b>STRAVINSKY: SYMPHONY IN E FLAT, OP. 1</b> Columbia Symphony (Stravinsky), Columbia ML 6389 (M); MS 6989 (S)	1
	11	15	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	52	31	—	<b>OLD TIMERS' NIGHT AT THE POPS</b> Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)	1
	12	10	<b>BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN</b> New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	41	32	—	<b>SHOSTAKOVICH: SYMPHONY NO. 5</b> Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40004 (M); SR 40004 (S)	1
	13	12	<b>PUCCINI: LA BOHEME (2-12" LP's)</b> Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	43	33	35	<b>WAGNER: DIE WALKUERE (5-12" LP's)</b> Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	12
	14	14	<b>THE WORLD OF CHARLES IVES</b> Philadelphia Orch. (Ormandy)/American Symphony (Stokowski)/New York Philharmonic (Bernstein), Columbia ML 6415 (M); MS 7015 (S)	6	34	39	<b>NIELSEN: SYMPHONY NO. 1</b> Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	4
	15	18	<b>VERDI: UN BALLO IN MASCHERA (3-12" LP's)</b> Price/Bergonzi/Merrill/Various Artists/ RCA Italiano Opera Orch. (Leinsdorf), RCA Victor LM 6179 (M); LSC 6179 (S)	17	35	36	<b>NIELSEN: SYMPHONY NO. 4/HELIOS OVERTURE</b> Chicago Symphony (Martinon), RCA Victor LM 2958 (M); LSC 2958 (S)	3
	16	17	<b>MAHLER: SYMPHONY NO. 2 (2-12" LP's)</b> Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 2217 (S)	9	36	34	<b>NIELSEN: SYMPHONY NO. 3</b> New York Philharmonic (Bernstein), Columbia ML 6169 (M); 6769 (S)	8
	17	21	<b>GERSHWIN: RHAPSODY IN BLUE</b> New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	50	37	30	<b>STRAUSS: AN ALPINE SYMPHONY</b> Royal Philharmonic Orch. (Kempe), RCA Victor LM 2923 (M); LSC 2923 (S)	20
	18	25	<b>WEST MEETS EAST</b> Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	4	38	38	<b>HUMMEL: CONCERTO IN B FOR PIANO &amp; ORCH., OP. 89/HAYDN: CONCERTO IN D FOR HARPSICHORD, OP. 21</b> Innsbruck Symphony (Galling/Wagner), Turnabout 4073 (M); 34073 (S)	2
	19	19	<b>RODGERS: VICTORY AT SEA, VOL. 1</b> RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	36	39	31	<b>GROFE: GRAND CANYON SUITE</b> New York Philharmonic (Bernstein), Columbia ML 6018 (M); MS 6618 (S)	11
	20	20	<b>BERNSTEIN'S GREATEST HITS</b> New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	7	40	—	<b>RACHMANINOFF: SYMPHONY NO. 1</b> Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	1

# Classical Notes

Jose and Amparo Iturbi performed with the Washington National Symphony at Columbia, Md., on Friday (28) and Saturday (29). Iturbi conducted both concerts. Lloyd Geisler conducted the orchestra in a Rodgers and Hammerstein program. . . . Mezzo-soprano Jennie Tourel appears with Seiji Ozawa and the New York Philharmonic in four New York park concerts this week beginning on Tuesday (1) at Central Park. . . . Louis Lane conducts a pops program with the Cleveland Summer Orchestra on Friday (4) and Saturday (5). Soloists will include soprano Bonnie Murray, baritone Jack Russell and Ernest Kardos, the orchestra's concertmaster.

Despite rain just before concert time, the New York Philharmonic under Sixten Ehrling drew 40,000 at its Central Park concert on Tuesday (25). Pianist Andre Watts was the soloist. . . . A scene from Virgil Thomson's new opera "By-

ron" will receive its world premiere on Aug. 24, in a reading by the Metropolitan Opera Studio at Newport. Kenneth Riegel and Karen Wilson will sing. . . . Samuel Krachmalnick will conduct the Naumburg Symphony in Central Park on Monday (31). Cellist Leslie Parnas will perform with the orchestra. . . . Arthur Fiedler will conduct the Washington National Symphony on Sunday (6) at Columbia, Md. . . . Pianist Rudolf Serkin performed at the Marlboro Music Festival on Saturday (29).

## Cliburn, Texas Date

TYLER, Texas—Pianist Van Cliburn, a native East Texan, will be featured artist next April 11 at the silver anniversary of the East Texas Symphony. Joseph Kirshbaum will conduct. The performance is an addition to the four regularly scheduled orchestra concerts.

# S. F., L. A. Set Assn. as Goal

LOS ANGELES—San Francisco and Los Angeles have entered an operative agreement with a joint association the object. The San Francisco Opera Co. will present a four-week Los Angeles Opera season in March 1969, the first San Francisco appearances here since 1965.

Plans call for the formation within five years of a San Francisco-Los Angeles Opera Association that would produce opera for Northern California as the San Francisco Opera Association and for Southern California as the Los Angeles Opera Association.

Kurt Herbert Adler, general director of the San Francisco Opera Association, will have the same duties with the new company. The agreement followed a series of meetings involving Prentis Cobb Hale, president of the San Francisco Opera Association, and John A. McCone, president of the Mu-

sic Center Opera Association, Los Angeles.

Under the agreement, Los Angeles in 1970 will contribute a new production to be premiered in the south and included in that fall's San Francisco repertoire. The San Francisco Opera, which begins its 45th annual season in San Francisco on Sept. 19, also produces the Spring Opera of San Francisco and the Western Opera Theater, and conducts San Francisco Opera Auditions, and the Merola Opera Program.

ZIP Codes keep postal costs down but only if you use them.



# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

### HEROES AND VILLAINS . . .

Beach Boys, Brother Records 1001 (Sea of Tunes, BMI)

## ★ REGIONAL BREAKOUTS

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

### HEART AND SOUL . . .

Incredibles, Audio Arts 60,007 (Famous, ASCAP) (Pittsburgh)

### ROLLIN' AND TUMBLIN' . . .

Canned Heat, Liberty 55979 (Arc, BMI) (Seattle)

### LITTLE OLD WINE DRINKER ME . . .

Robert Mitchum, Monument 1006 (Moss-Rose, BMI) (Atlanta)

### CASONOVA (YOUR PLAYING DAYS ARE OVER) . . .

Ruby Andrews, Zodiac 1004 (RicWill/Colfax, BMI) (Milwaukee)

### SUNNY GOODGE STREET . . .

Tom Northcott, Warner Bros. 7051 (Southern, ASCAP) (Seattle)

## WB ISSUING VAN DYKE DISK WITH FILM BOW

LOS ANGELES—Warner Bros. is rushing the release of a LeRoy Van Dyke single to coincide with the world premiere of his first motion picture, "What Am I Bid?" The release is the title song, backed with "I'll Make It Up To You," two of the 11 songs in the movie.

Gene Nash, Van Dyke's manager, disclosed that Van Dyke will begin work on a second movie this fall, "Can You See the Rainbow"; also written and directed by Nash. Nash has managed Van Dyke's booming career for the past three years.

"This is the start of a whole series of movies LeRoy will do," Nash said. The Warner Bros. recording star will move from Nashville to Hollywood as a result of the new direction in his career.

The movie was premiered in Dallas, at the Capri, July 26 and then was shown in Nashville at the Paramount two days later. After the premiere, the movie opens in 10 key markets, with saturation booking slated for the Labor Day weekend. In Denver, on Aug. 4, it will follow "The Bible." During the three years Nash has worked with Van Dyke, the former "Grand Ole Opry" star has done 17 shows for the Country Music Association, and will perform for the New York radio-TV executives along with other country artists in a special presentation Oct. 9.



ARTISTS AND DEEJAYS gather at the Brushy Mountain Prison in east Tennessee to perform for maximum-security prisoners. The show was sponsored by WIVK, Knoxville, in co-operation with Charley Dick of Starday Records. From left, back row: Ray King, Starday; Mike Hanes, WIVK; Claude Tomlinson, WIVK. Front row: Darrell Glenn, Columbia; Jamey Ryan, Columbia; Bobby Denton, WIVK.

## Philharmonic Goes Abroad

NEW YORK — Grants of \$150,000 from Trans World Airlines and \$100,000 from the Department of State will enable the New York Philharmonic to make a five-week tour of Europe and the Near East in 1968, the final tour for the orchestra with Leonard Bernstein as its music director. Bernstein will resign as music director at the end of the 1968-69 season.

During the tour, the Philharmonic will play the festivals of Flanders, Lucerne, Israel, Athens, Venice, Montreux and West Berlin. Among the countries to be visited are Belgium, Switzerland, Greece, Austria, Israel, Italy, Monaco, Germany, Denmark and England. The visits will be the Philharmonic's first to Israel and Denmark. The two grants will provide about half the cost of the tour with the rest expected to be met by concert fees.

## Concert Clearing New Paths for Indian Music

NEW YORK—The idea that Western audiences are becoming increasingly receptive to Indian music was given a boost Friday (14) with the appearance of Bismillah Khan and Party at Philharmonic Hall.

Bismillah, who plays the shehnai, a several hundred-year-old oboe-like instrument of the royal Indian courts, had the packed house listening attentively as he delivered a program of Indian classical music. Accompanying him were four other shehnai players, who acted as echoes to his wailing instrument, and a man on the tabla, or drum. The shehnai was never before considered a classical instrument until Bismillah made it one.

The Indian artist is currently under contract to His Masters Voice of India Ltd. The contract expires soon. His manager, and producer of the Philharmonic date, Jay Hoffman, said that several labels, including the Connoisseur Society, were negotiating with Bismillah. The Indian and his group will make concert appearances in Chicago and San Francisco, as well as an appearance at the Festival of Indian Music in the Hollywood Bowl, Aug. 4, with Ravi Shankar and Ali Akba Khan before returning to India in mid-August. Hoffman said that he did not expect a new recording contract to be signed until the fall. **CHARLES BARRETT**

# New Album Releases

## ATLANTIC

BROTHER JACK McDUFF—Do It Now! (M) 1484; (SD) 1484  
 MIQ Live at the Light House—(M) 1486; (S) 1486  
 PERCY SLEDGE—The Percy Sledge Way—(M) 8146; (SD) 8146 (S)

## CAPITOL

THE OUTSIDERS—Happenings "Live!"—T 2745 (M); ST 2745 (S)  
 ANDY PARKS—Sex, School . . . And, Like Other Pressures—T-2799; ST-2799  
 PAUL JONES Sings Songs From the Film "Privilege"—T-2795 (M); ST-2795 (S)

## CHART

The World of JUNIOR SAMPLES—CLP 1005 M/S

## COMMAND

DOC SEVERINSEN—The New Sound of Today's Big Band—RS 917 (M); RS 917SD (S)

## CHORAL

PETE FOUNTAIN—Music to Turn You On—CRL 57496 (M); CRL 57496 (S)

## CROSSROADS

FRANCK: SYMPHONY IN D MINOR—The Czech Philharmonic Orch. (Barbirolli) 22160127 (M); 22160128 (S)

## DECCA

VINCENTE GOMEZ—Toros Suite for Two Guitars—DL 4873 (M); DL 74873 (S)  
 The HAWAIIAN SURFERS Today—DL 4843 (M); DL 74843 (S)  
 ED KENNY'S Hawaii—DL 4877 (M); DL 74877 (S)  
 CHANO MARTINEZ SEXTET—A Bailar Senores—DL 4900 (M); DL 74900 (S)  
 The Best of RUSSELL MORGAN—DXSB 196 (M); DXSB 7196 (S)  
 THE QUARTETTE TRES BIEN—Here It Is!—DL 4893 (M); DL 74893 (S)  
 DICK RODGERS & HIS TV RECORDING ORCH.—Old Time Dance Show—DL 4898 (M); DL 74898 (S)  
 The Happy Sound of the SLEWFOOT FIVE—DL 4915 (M); DL 74915 (S)  
 KITTY WELLS & RED FOLEY—Together Again—DL 4906; DL 74906 (S)

## DISNEYLAND

VARIOUS ARTISTS—The Story of the Gnome-Mobile—ST 3946 (M)

## ESP-DISK

MOVEMENT SOUL—Live Recording—ESP 1056 (M)

## CRESCENDO

THE SEEDS—Future—GNP 2038 (M); GNPS 2038 (S)

## JEWEL

LIGHTNIN' HOPKINS—Blue Lightnin'—LP 5000 (M)

## KEYBOARD

The Music of TIBOR SERLY—K101-M (M); K101-S (S)

## LHI

THE KITCHEN CINQ—Everything But . . . —E 12000 (S); (7)E 12000 (M)

## LITTLE DARLIN'

JOHNNY PAYCHECK—Jukebox Charlie—LD 4006 (M); SLD 8006 (S)

## MERCURY WING

Of Memories/FRANKIE LAINE'S Greatest Hits—MGW 16349 (M); SRW 16349 (S)

## MGM

SYMPHONY OF THE BIRDS—Johan Dalgas Frisch—JE 4442; SE 4442

## MOTOWN

FOUR TOPS—Reach Out—M-660 (M); S-660 (S)

## NONESUCH

BACH: DER STREIT ZWISCHEN PHOEBUS UND PAN—Bach-Collegium (Rilling)—H 1166 (M); H 71166 (S)  
 VARIOUS ARTISTS—Dowland: Songs & Ayres—H 1167 (M); H 71167 (S)  
 JORGEN ERNST HANSEN, ORGAN—Master Works for Organ, Vol. 5—H 1170 (M); H 71170 (S)  
 HAYDN: SYMPHONY NO. 77 IN B-FLAT MAJOR—The Little Orch. of London (Jones)—H 1168 (M); H 71168 (S)  
 IVES: PIANO SONATA NO. 1—Noel Lee, piano—H 1169 (M); H 71169 (S)

## RCA CAMDEN

ARTHUR GODFREY—All I Want for Christmas Is My Two Front Teeth—CAL/CAS 1092  
 AL HIRT—Struttin' Down Royal Street—CAL/CAS 2138  
 LIVING GUITARS—Dedicated to the One I Love—CAL 2156; CAS 2156  
 LIVING STRINGS—Bouquet of Roses—CAL 2154; CAS 2154  
 LIVING TRIO With Chimes and Bells—I'll Be Home for Christmas—CAL 2159; CAS 2159  
 THE RAGTIMERS—Music from "Thoroughly Modern Millie"—CAL 2165; CAS 2165  
 ROSEMARY RICE AND CAST—Bedtime Stories and Songs—CAL 1089; CAS 1089  
 DOTTIE WEST AND THE HEARTACHES—The Sound of Country Music—CAL 2155; CAS 2155

## RCA VICTOR INTERNATIONAL

ORQUESTA ARAGON—"That Cuban Cha-Cha-Cha"—FPM 187; FSP 187  
 MARIACHI VARGAS de TECALITLAN—"Poeta y Campesino"—MKL 1740; MKS 1740  
 "THE GRAZIANI MALE CHORUS"—FPM 192  
 PEPE JARA—"Mis Canciones Para Ti . . ."—MKL 1736  
 LUCHA MORENO y JOSE JUAN—"Impactos Musicales"—MKL 1738  
 NILLA PIZZI—"La Regina Della Canzone"—PML 10389  
 "STELLA"—FPM 189; FSP 189  
 FERRUCCIO TAGLIAVINI—"Romanze Di Sempre"—PML 10384  
 "BOLEROS RANCHEROS CON PEDRO VARGAS"—MKL 1739; MKS 1739  
 VARIOUS ARTISTS—"Ragazzi Pops"—FPM 180  
 VARIOUS ARTISTS—"Basta Essere Belle"—FPM 182  
 ROLAND VON MALMBORG—"Rack Din Hand"—FPM 186; FSP 186

## RCA RED SEAL

BEETHOVEN: SONATA NO. 31, OP. 110—John Browning—LM 2963; LSC 2963  
 BRAHMS: PIANO QUINTET IN F MINOR, OP. 34—Guarneri Quartet—(Rubinstein)—LM 2971; LSC 2971  
 BOSTON POPS—Stan Getz & Arthur Fiedler at Tanglewood—LM 2925; LSC 2925  
 A LIEDER RECITAL—Hanne-Lore Kubse & Taijiro Jimori—LM 2967; LSC 2967  
 MAHLER: SYMPHONY NO. 3—Various Artists (Leinsdorf)—LM 7046-1; LSC 7046-1  
 MEN & WOMEN OF SHAKESPEARE—Sir John Gielgud and Miss Irene Worth—VDM 115; VDS 115  
 PUCCINI: LA RONDINE—Various Artists—(Molinari-Pradelli)—LM 7048; LSC 7048  
 JULIAN BREAM—20th Century Guitar—LM 2964; LSC 2964

## RCA VICTROLA

HANDEL: SILETE BENTI—Collegium Aureum—(Reinhardt)—VIC 1264; VICS 1264  
 HAYDN: SALVE REGINA IN G MINOR—Tolzer Children's Choir—VIC 1270; VICS 1270  
 HAYDN: SYMPHONY NO. 94 IN G—MBC Symphony Orchestra—(Toscanini)—VIC 1262  
 STRAUSS: ALSO SPRACH ZARATHUSTRA OP. 30—Chicago Symphony—(Reiner)—VIC 1265; VICS 1265  
 TCHAIKOVSKY: "NUTCRACKER" SUITE . . . BIZET "CARMEN" SUITE—NBC Symphony Orchestra—(Toscanini) VIC 1263  
 VARIOUS COMPOSERS—Symphony Orchestra of Rome—(Maderna)—VIC 1239; VICS 1239

## RCA VICTOR

Christmas With ED AMES—LPM 3838; LSP 3838  
 JULIE ANDREWS—A Christmas Treasure—LPM 3929; LSP 3829  
 GARY BURTON QUARTET—Duster—LPM 3835; LSP 3835  
 FLOYD CRAMER—Class of '67—LPM 3827; LSP 3827  
 FLOYD CRAMER—We Wish You a Merry Christmas—LPM 3828; LSP 3828  
 JIMMY DEAN—Most Richly Blessed and Other Great Inspirational Songs—LPM 3824; LSP 3824  
 GEORGE HAMILTON IV—Folksy—LPM 3854; LSP 3854  
 NORMA JEAN—Jackson Ain't a Very Big Town—LPM 3836; LSP 3836  
 WAYLON JENNINGS & THE WAYLORS—Love of the Common People—LPM 3825; LSP 3825  
 JOHN KLEIN—Bells in Toyland—LPM 3832; LSP 3832  
 GLENN MILLER ORCH.—In the Mood—LPM 3819; LSP 3819  
 The Best of VAUGHN MONROE—LPM 3817 (e); LSP 3817 (e)  
 Christmas With HANK SNOW—LPM 3826; LSP 3826  
 Gunn. Number One!—SOUNDTRACK—LPM 3840 (M); LSP 3840  
 STATESMEN QUARTET—Showers of Blessing—LPM 3815; LSP 3815  
 The Best of RUDY VALLEE—LPM 3816 (e); LSP 3816 (e)  
 GLENN YARBROUGH—Honey and Wine—LPM 3860; LSP 3860

## SOUND

VLADIMIR PRYMAK & HIS ORCH.—An Ethnic Festival—S1-1009; LPS M/S  
 TOMMY SHANNON—Bearskin Rug Sounds—S1-1010

## STAX

VARIOUS ARTISTS—The Stax/Volt Revue Vol. 1 Live in London—721 (M); S 721 (S)  
 VARIOUS ARTISTS—The Stax/Volt Revue Vol. 2 Live in Paris—722 (M); S 722 (S)

## TAKOMA

ROBBIE BASHO—Basho Sings Vol. 3—C 1012  
 JOHN FAHEY—Days Have Gone By—C 1014  
 The Psychedelic Saxophone of CHARLIE NOTHING—C-1015

## TURNABOUT

THE KOHON STRING QUARTET OF N. Y. UNIVERSITY—Ives: String Quartet No. 1/String Quartet No. 2

## UNI

JOHNNY BOOTH Country '67—73006 (M); 73006 (S)  
 HUGH MASEKELA'S Latest—3010 (M); 73010 (S)

## UNITED ARTISTS

AL CAIOLA—King Guitar—UAL 3586 (M); UAS 6586 (S)  
 FERRANTE & TEICHER—Our Golden Favorites—UAL 6556 (M); UAS 6556 (S)  
 JIMMY ROSELLI—Saloon Songs Vol. 2—UAL 3583 (M); UAS 6585 (S)  
 THE WEST ONE ORCH.—How to Succeed in Business Without Really Trying—UAL 6592 (M); UAS 6592 (S)  
 AL ZEPHY in New York—UAL 3583 (M); UAS 3582 (S)

## Yesteryear's Country Hits

### COUNTRY SINGLES—

5 Years Ago  
 August 4, 1962

1. Wolverton Mountain—Claude King (Columbia)
2. Adios Amigo—Jim Reeves (RCA Victor)
3. She Thinks I Still Care—George Jones (United Artists)
4. Trouble's Back in Town—Wilburn Brothers (Decca)
5. The Comeback—Faron Young (Capitol)
6. A Little Heartache—Eddy Arnold (RCA Victor)
7. It Keeps Right on a-Hurtin'—Johnny Tillotson (Cadence)
8. In the Jailhouse Now—Johnny Cash (Columbia)
9. Success—Loretta Lynn (Decca)
10. Take Time—Webb Pierce (Decca)

### COUNTRY SINGLES—

10 Years Ago  
 August 5, 1957

1. Teddy Bear/Loving You—Elvis Presley (RCA Victor)
2. Four Walls—Jim Reeves (RCA Victor)
3. Gonna Find Me a Bluebird—Marvin Rainwater (MGM)
4. Bye Bye Love—Everly Brothers (Cadence)
5. Fraulein—Bobby Helms (Decca)
6. Fallen Star—Jimmy Newman (Dot)
7. White Sport Coat—Marty Robbins (Columbia)
8. Fallen Star/Prize Possession—Ferlin Husky (Capitol)
9. Whole Lotta Shakin' Goin' On—Jerry Lee Lewis (Sun)
10. Bye Bye Love/Missing You—Webb Pierce (Decca)

# Country Music

## Television Shows Are Grabbing Country Artists by the Dozens

By BILL WILLIAMS

NASHVILLE—Country music is enjoying a sudden surge of exposure on network TV and in syndicated TV shows. Individual country artists are being sought for guest shots on such programs as the "Tonight Show," "Dean Martin Show," "Joey Bishop Show," and "The Lawrence Welk Show."

Ferlin Husky, Capitol artist, appeared on the "Tonight Show" (26), doing three songs and taking part in an interview by Bob Newhart, the temporary host.

Minnie Pearl, who records for Starday, taped shows both for Dean Martin and Joey Bishop on the West Coast, and was in-

vited back by Bishop who expressed his interest in country music. He also displayed a remarkable knowledge of the artists and the industry.

Columbia's Ray Price is scheduled for a repeat on the "Tonight Show." Eddy Arnold and Homer & Jethro of RCA Victor, are slated for the "Dean Martin Show." George Jones of Musicor and David Houston of Epic have tentative arrangements to do the "Joey Bishop Show."

### Welk Show Plans

For the "Lawrence Welk Show" there are plans for Jeanie Seeley and Billy Walker of Monument and Connie Smith

and Charlie Pride of RCA Victor. There also is a possibility that Jan Howard of Decca and George Jones of Musicor will do the Welk show.

Sonny James recently appeared on the "Mike Douglas Show," and Jim Ed Brown is tentatively set for an appearance. James is a Capitol artist, Brown with RCA Victor. The "Merv Griffith Show" has spotlighted scores of the country artists.

Skeeter Davis of RCA Victor, and David Houston of Epic Records, also appeared on the "Jerry Blavat Show" on WFIL-TV in Philadelphia, which is pop-oriented.

Hubert Long, talent director in Nashville, said inquiries are constantly being received as to the availability of top country stars for network appearances.

Molly Bee, who is scheduled for the "Ed Sullivan Show" later this year, said her appearance there would be strictly country. The MGM Records' artist recently had a one-month date at the Desert Inn, Las Vegas, extended to two months, and turned down a third month offer. She set a house record for the two months, and will return in the near future to play a date with Dean Martin at the Sands.

"The act is authentic country," Miss Bee said. "We used steel guitars, and the band was directed by Smokey Rogers. There is no need to disguise country music. Most of the people in Vegas are from Ohio or Illinois, or somewhere else where country music is played."



MR. AND MRS. DAN McKINNON, KSON, welcome CMA executives Paul Cohen, left, and Roy Horton, right, to the McKinnon home on Mission Bay, San Diego, after a boat trip across the bay. The entire CMA board as well as Southern California Broadcasters were feted by the radio executive.

## 'Bid' Solid in Good Tunes, Showmanship

NEW YORK — The new country music movie "What Am I Bid?" featuring Warner Bros. Records artist LeRoy Van Dyke and other record artists is being billed as a Class A movie. And it is, especially as far as the music is concerned. Every tune, including the title song, has showmanship and production. Van Dyke, the star, does his "Auctioneer" that boosted him to fame in the country field and also does a bang-up job, among others, on the title tune and "Big Wide Wonderful World of Country Music" which was written and produced by Gene Nash originally for a Country Music Association presentation.

Unfortunately, some of the

acting by professional movie stars just doesn't come off as well as might be expected. In fact, some of the country artists out-act the actors in the movie. Van Dyke, Tex Ritter, Johnny Sea, Faron Young and Al Hirt all do well at acting and singing in the film. But the "record producer" favors neither fish nor fowl in reality. Good directing, wide-screen, and color boost what is, in actuality, a thin story line.

Still, the movie does a highly commendable job at showing the world that modern country music is quality music. No goer will fail to be entertained. The Liberty International production was produced by Wendell Niles Jr.; Nash wrote and directed the songs. Ernie Freeman arranged and conducted.

CLAUDE HALL

## FILMS BOON TO COUNTRY MUSIC & HALL OF FAME

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

Tommy Hunter, Canadian network personality, has done a feature show which will be shown on network in that country. It is built around the Hall of Fame. Porter Wagoner, whose syndication is distributed in more than 100 markets, also has done feature bits from the Hall of Fame, and these will appear in future shows. Bill Anderson also has taken a similar effort.

Additionally, the NBC-TV special, being put together by Chet Hagan for a winter showing, has concluded its Nashville shooting. The special, which will try to tell the basics of the country music story, will include shots of the Hall of Fame, the "Grand Ole Opry," the Acuff-Rose dedication, and several of the artists on public appearance locations, ranging from plush night spots to rodeos.

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

NEW YORK — Frank Sinatra's seven-city, 11-concert tour wound up last week with a gross of \$1,172,565 and an attendance of 120,900. Ticket prices for the tour were scaled from \$12.50 to \$4.50.

Beginning on July 2 with a matinee and evening performance at Pittsburgh's Civic Arena, which contains 11,000 seats and grossed \$234,035, the tour racked up the following box-office marks:

Cleveland's 9,800-seat Public Auditorium on July 6, grossed \$103,120. Sinatra gave a matinee and evening performance on July 8 at the new auditorium at the Dade County Fair Grounds, which contains 8,200 seats in Madison, Wis., and grossed \$120,418.50. Detroit's 11,700-seat Cobo Hall pulled in \$106,532.50 on July 9. Chicago's 12,200-seat International Amphitheatre grossed \$217,885 for concerts on July 10-11. Two concerts were also given in Philadelphia's 11,700-seat Convention Center on July 13-14 and grossed \$261,794. The July 15 concert at Baltimore's Civic Center, which contains 13,200 seats, grossed \$128,780.

Appearing on the bill with Sinatra were Sergio Mendes and Brasil '66, and comedian Pat Henry. Buddy Rich's orchestra, augmented with a 12-piece

### Ashley Distributor

NASHVILLE — Spartan of Canada will distribute Ashley Records in Canada under a new deal just completed with the firm by Terry Fell of Ashley Records.

string section, backed Sinatra.

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

## GMA Gives Go Signal on Special LP

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

A committee, consisting of Bob Benson, Heart Warming Records; Marvin Norcross, Word Records; Meurice LeFevre; Maury Lehmann, Brock Spear, and LeWayne Satterfield, executive director of GMA, is busy obtaining clearances. Larry Westbrook, GMA attorney, has drawn up the clearance agreement for performers, composers, publishers and record companies.

The group plans to have the special album ready by the time of the National Gospel Quartet convention in October. An announcement says the best songs of the 14 groups will be on the record. All money from

## Vignettes Tell Story Of 'Fames' Members

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

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

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

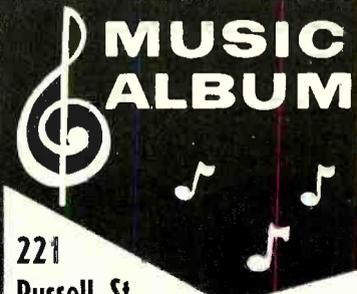
Cherry devised the idea some months ago, and worked with Bill Thompson, also of KGBS and president of the Country and Western Academy of Music. He used the resources of the John Edwards Memorial Foundation at UCLA to collect specific data.

The tapes, produced so that

the sale will be used to finance the GMA. The Association also nominated new officers, to be voted upon at the Memphis convention this fall.

## FOREIGNERS AT HALL OF FAME

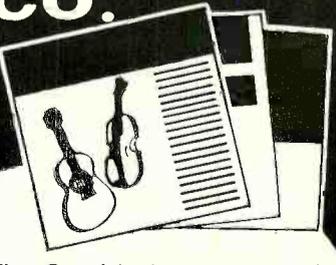
NASHVILLE — Guests from Norway and Japan were among the 4,301 who visited the Country Music Hall of Fame and Museum here last week. Dorothy Gable, museum director, said Ichiro Fukeda, major Tokyo disk jockey, came here to visit the shrine. He also represents a Japanese news service. The Norwegian guests were brought by Mrs. Mary Reeves. Other visitors included contest winners from WMAD, Madison, Wis., a full-time country station. The winners were selected from 10,000 entries who wrote on the subject "Why I like country music."



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Billboard SPECIAL SURVEY For Week Ending 8/5/67

# Nashville Scene

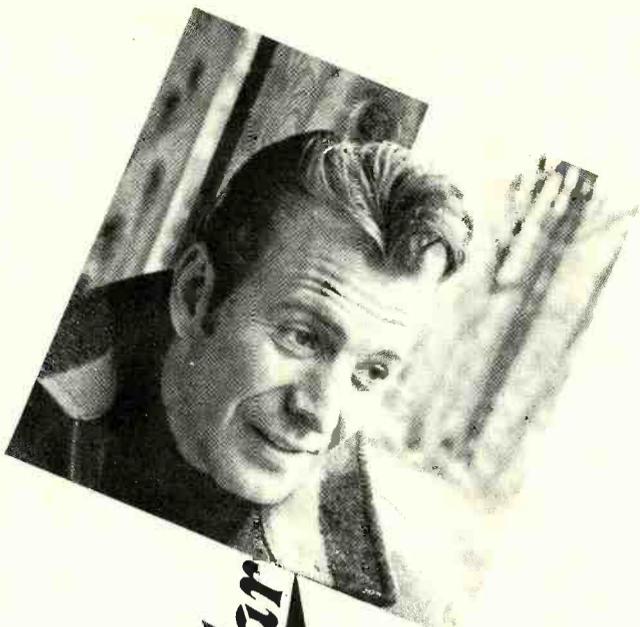
By BILL WILLIAMS

Eddy Arnold, having completed a nine-show engagement at the Peoria, Ill. State Fair, played to an audience of some 200,000, according to Arnold's management company, Garard Purcell Associates. Following the fair, Arnold performed to an SRO audience in the Dane County auditorium, Madison, Wis.

When Marty Robbins reached No. 1 in the Billboard charts, it marked a milestone for Bob Johnston. It was the first Nashville session for the Columbia a&r director. . . . Decca hosted a special reception honoring Johnny Wright and Kitty Wells in Atlanta (24). . . . Ben Peters, one of Nashville's successful new song-writers, scored twice in a week. He wrote the new Eddy Arnold single, "Turn the World Around," just out, and also a song by Duane Dee, produced at Capitol by Kelso Hurston, titled "Before the Next Teardrop Falls." One is on Peters' Fingerlake publishing firm, the other on his Raleigh Music. . . . Louis Buckley continues drawing huge crowds with his record shop promotion near the "Opry" House. Tex Ritter and Sonny James both drew so many fans for an autograph session the program had to be moved out on the street. . . . Jim Ed Brown's "Pop A Top" is breaking pop in four major Southern markets. Brown's month-long tour of Europe in the fall has been extended for an additional week in Europe. He and Tex Ritter also broke attendance marks (8,000) for the park concert in Nashville last week.

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

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



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# HOT COUNTRY ALBUMS

★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	6
2	2	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	15
3	5	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	11
4	4	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	11
5	7	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	7
6	11	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	9
7	6	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	8
8	8	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	29
9	14	JOHNNY CASH'S GREATEST HITS, VOL. I Columbia CL 2678 (M); CS 9478 (S)	3
10	9	MAKE WAY FOR WILLIE NELSON RCA Victor LPM 3748 (M); LSP 3748 (S)	14
11	13	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	28
12	10	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic LN 24305 (M); BN 26305 (S)	9
13	3	NEED YOU Sonny James, Capitol T 2703 (M); ST 2703 (S)	15
14	23	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	7
15	16	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27092 (S); SRS 67092 (S)	7
16	15	WALK THROUGH THIS WORLD WITH ME George Jones, Musicor MM 2119 (M); MS 3119 (S)	18
17	12	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	15
18	25	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	4
19	21	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	3
20	17	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	23
21	18	MY KIND OF COUNTRY Marty Robbins, Columbia CL 2645 (M); CS 9445 (S)	15
22	24	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	22
23	32	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	4
24	19	A LOSERS CATHEDRAL David Houston, Epic LN 24303 (M); BN 26303 (S)	14
25	29	STONEMAN'S COUNTRY Stonemans, MGM E 4453 (M); SE 4453 (S)	8
26	26	IT'S A GUITAR WORLD Chet Atkins, RCA Victor LPM 3728 (M); LSP 3728 (S)	14
27	27	AMERICA'S MOST WANTED BAND Buck Owens' Buckaroos, Capitol T 2722 (M); ST 2722 (S)	14
28	30	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	5
29	31	DRIFTING APART Warner Mack, Decca DL 4883 (M); DL 74883 (S)	9
30	34	PATSY CLINE'S GREATEST HITS Decca DL 4854 (M); DL 74854 (S)	15
31	41	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	4
32	35	THANKS, HANK! Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	4
33	33	HEART, WE DID ALL WE COULD Jean Shepard, Capitol T 2690 (M); ST 2690 (S)	19
34	20	LIZ ANDERSON SINGS RCA Victor LPM 3769 (M); LSP 3769 (S)	10
35	37	APARTMENT NO. 9 Bobby Austin, Capitol T 2773 (M); ST 2773 (S)	2
36	36	15TH ANNIVERSARY ALBUM Slim Whitman, Imperial LP 9342 (M); LP 12342 (S)	9
37	28	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	33
38	28	GEORGE JONES' GREATEST HITS Musicor MM 2116 (M); MS 3116 (S)	12
39	39	RUBY, DON'T TAKE YOUR LOVE TO TOWN Johnny Darrell, United Artists UAL 3594 (M); UAS 6594 (S)	2
40	42	I CAN DO NOTHING ALONE Bill Anderson, Decca DL 4886 (M); DL 74886 (S)	4
41	22	WHAT AM I GONNA DO NOW? Ferlin Husky, Capitol T 2705 (M); ST 2705 (S)	5
42	44	MY OWN WAY Hank Williams Jr., MGM E 4428 (M); SE 4428 (S)	5
43	43	FROM MEXICO WITH LAUGHS Don Bowman, RCA Victor LPM 3795 (M); LSP 3795 (S)	2
44	40	JIMMY DEAN IS HERE RCA Victor LPM 3727 (M); LSP 3727 (S)	20
45	—	PRIDE OF COUNTRY MUSIC Country Charlie Pride, RCA Victor LPM 3775 (M); LSP 3775 (S)	4

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★ STAR performer—LP's on chart 15 weeks or less registering greatest proportionate upward progress this week.

Record Industry Association of America seal of certification as million dollar LP's.

Table of Top LP's (left column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like SGT. PEPPER'S LONELY HEARTS CLUB BAND, HEADQUARTERS, SURREALISTIC PILLOW, FLOWERS, THE DOORS, SOUNDS LIKE, I NEVER LOVED A MAN THE WAY I LOVE YOU, BORN FREE, REVENGE, DR. ZHIVAGO, A MAN AND A WOMAN, UP, UP AND AWAY, THE HOLLIES GREATEST HITS, REWIND, RELEASE ME, CLAUDINE, MORE OF THE MONKEES, I'LL TAKE CARE OF YOUR CARES, THE SOUND OF MUSIC, THE SUPREMES SING RODGERS & HART, HERE WHERE THERE IS LOVE, PAUL REVERE & THE RAIDERS GREATEST HITS, INSIGHT OUT, BOB DYLAN'S GREATEST HITS, MAMA'S AND THE PAPA'S DELIVER, S.R.O., WHIPPED CREAM & OTHER DELIGHTS, THE BEST OF THE LOVIN' SPOONFUL, MOBY GRAPE, THIS IS MY SONG, TOO MUCH, COLLECTIONS, THE TEMPTATIONS' GREATEST HITS, GOING PLACES, THE MONKEES, KING & QUEEN, SPRING!, THOROUGHLY MODERN MILLIE, CASINO ROYALE, JUST FOR NOW, MAN OF LA MANCHA, JAMES BROWN LIVE AT THE GARDEN, TEMPTATIONS' LIVE!, JANIS IAN, LET'S FALL IN LOVE, BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?, THE LONELY BULL, WHAT NOW MY LOVE, DADDY'S LITTLE GIRL, HAPPINESS IS DEAN MARTIN.

Table of Top LP's (middle column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like NEW GOLD HITS, MY CUP RUNNETH OVER, THE SANDPIPER, THE WILD ANGELS, THAT'S LIFE, THE BEST OF THE ANIMALS, BETWEEN THE BUTTONS, WONDERFULNESS, DOUBLE TROUBLE, THE YARBIRDS GREATEST HITS, HAPPY TOGETHER, THERE'S A KIND OF HUSH ALL OVER THE WORLD, SOMEWHERE MY LOVE, TIME & CHARGES, SOUTH OF THE BORDER, EQUINOX, ABSOLUTELY FREE, IF YOU CAN BELIEVE YOUR EYES AND EARS, SUPER PSYCHEDELICS, LOU RAWLS LIVE, THE BEST OF EDDY ARNOLD, YOU ONLY LIVE TWICE, THE MAMAS AND THE PAPAS, BORN FREE, JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART, GOOD TIMES, SOMETHIN' STUPID, THE GRATEFUL DEAD, GEORGY GIRL, SUPREMES SING HOLLAND-DOZIER-HOLLAND, WHY IS THERE AIR?, SERGIO MENDES & BRASIL '66, LEONARD NIMOY PRESENTS MR. SPOCK'S MUSIC FROM OUTER SPACE, FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM, I THINK WE'RE ALONE NOW, CALIFORNIA DREAMING, THE SEA, HAPPY JACK, I STARTED OUT AS A CHILD, HOW GREAT THOU ART, ELECTRIC MUSIC FOR THE MIND AND BODY, FOUR TOPS LIVE!, ERIC BURDON & THE ANIMALS, VOL. II, ARETHA FRANKLIN'S GREATEST HITS, HEADS UP!, FRANKIE VALLI SOLO, GREATEST HITS FROM ENGLAND, PARSLEY, SAGE, ROSEMARY AND THYME, WE CAN FLY/UP, UP AND AWAY, TIME, TIME.

Table of Top LP's (right column) with columns for This Week, Last Week, Title-Artist, Label & No., and Wks. on Chart. Includes entries like SUPREMES A' GO GO, BY REQUEST, HIP HUG-HER, LISTEN, BORN FREE, I'M A MAN, GREATEST HITS OF ALL TIMES, GOLDEN GREATS, DANNY BOY, GRAND PRIZ, BOOTS WITH STRINGS, SECOND GOLD VAULT OF HITS, LOU RAWLS SOULIN', IN CASE YOU'RE IN LOVE, ROGER, A MAN AND HIS SOUL, FIDDLER ON THE ROOF, WALKIN' IN THE SUNSHINE, HERE COMES MY BABY, SPIRIT OF '67, WESTERN UNION, AND THEN... ALONG COMES THE ASSOCIATION, LONELY AGAIN, THE BEST OF HERMAN'S HERMITS, EVERY MOTHER'S SON, FIRE & FLEET & CANDLELIGHT, MAME, TINY BUBBLES, THE MOVIE ALBUM, SWEET SOUL MUSIC, SO GOOD, EVOLUTION, BORN FREE, BIG SWING FACE, YOUNG RASCALS, FRESH CREAM, WATCH OUT, MERCY, MERCY, MERCY, RHAPSODIES FOR YOUNG LOVERS, WINCHESTER CATHEDRAL, BACK TO BACK, CARRYIN' ON, THE ZODIAC COSMIC SOUNDS, LADY, GIMME SOME LOVIN', STRANGERS IN THE NIGHT, JOSEPHINE, LOVIN' SOUND, THE QUEEN ALONE, MAN IS NOT ALONE.

\*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

Compiled from national retail sales by the Music Popularity Dept. of Record Market Research, Billboard.

# Sound leadership.

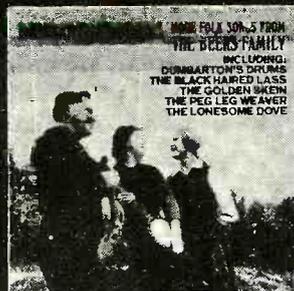
Columbia backs its firm pledge  
to the record industry  
with a massive show of product strength  
for August.

# Sound leadership.

Here and now.

Columbia converts its dynamic slogan into sales, sales and more sales.

## Popular



CL 2672/CS 9472



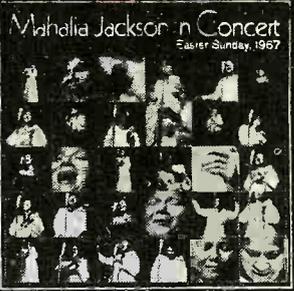
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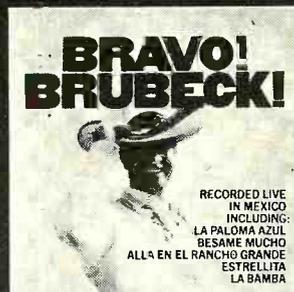
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CL 2688/CS 9488



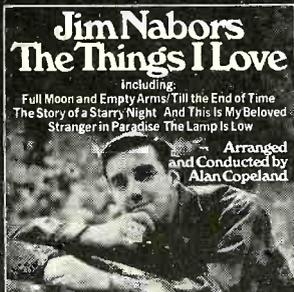
CL 2690/CS 9490



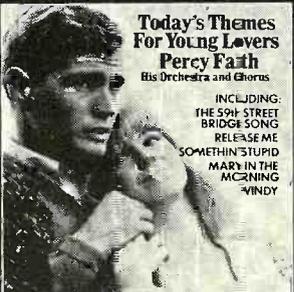
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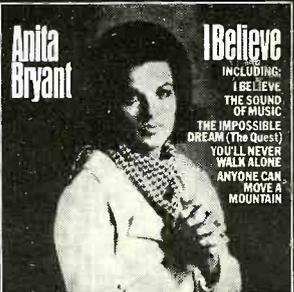
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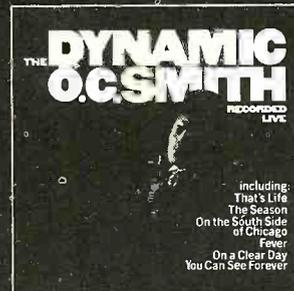
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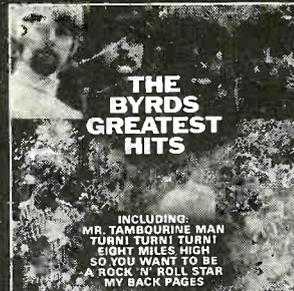
CL 2704/CS 9504



CL 2706/CS 9506



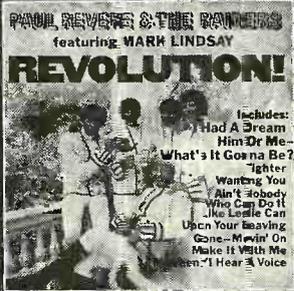
CL 2714/CS 9514



CL 2716/CS 9516



CL 2719/CS 9519



CL 2721/CS 9521



CL 2728/CS 9528

## Odyssey Records

Corelli: 12 Trio Sonatas—Goberman/Tree/Earle/Schneider  
32 25 0005/32 25 0006 (A 2-Record Set)

Recital by Pierre Bernac and Francis Poulenc  
32 25 0009 (A 2-Record Set in Mono Only)

Jennie Tourel Sings Russian Songs 32 16 0069/32 16 0070

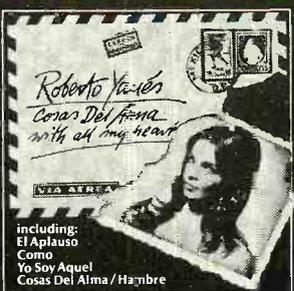
Gesualdo: Madrigals, Vol. 1—Craft 32 16 0107 (Mono Only)

J. C. Bach: Two Concertos for Harpsichord and Orchestra—Ballista/  
Tagliavini/Cattini  
32 15 0111/32 15 0112

Spanish Music for Guitar—Tarragó 32 16 0113/32 16 0114

Vivaldi: The Four Seasons—Goberman/New York Sinfonietta  
32 15 0131/32 15 0132

## EX Series



EX 5191 (Mono Only)



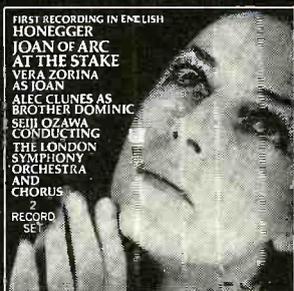
EX 5192/ES 1892

## date Records

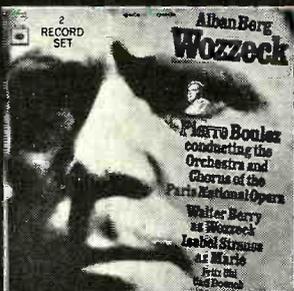


TEM 3005/TES 4005

## CBS Label



32 21 0003/32 21 0004  
(A 2-Record Set)

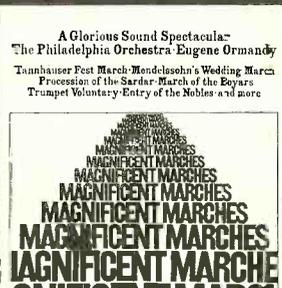


32 21 0001/32 21 0002  
(A 2-Record Set)

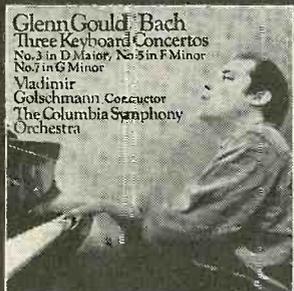
## Masterworks



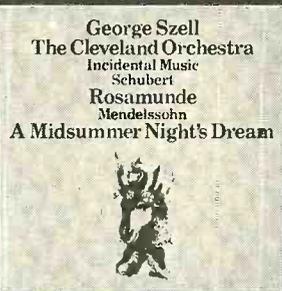
ML 6367/MS 6967



ML 6379/MS 6979



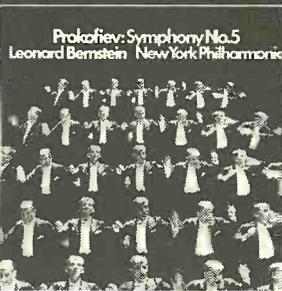
ML 6401/MS 7001



ML 6402/MS 7002



ML 6403/MS 7003



ML 6405/MS 7005

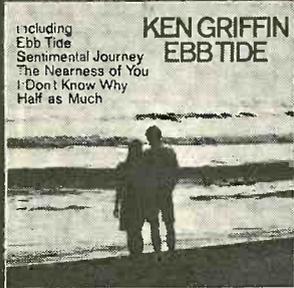


ML 6411/MS 7011



ML 6416/MS 7016

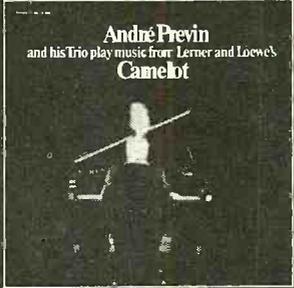
## Harmony Records



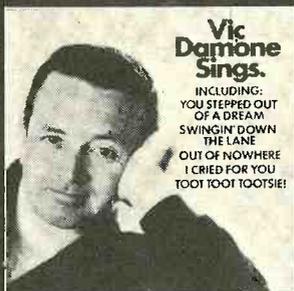
HL 7426/HS 11226



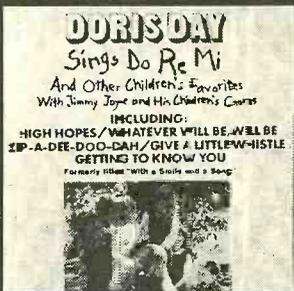
HL 7427/HS 11227



HL 7429/HS 11229



HL 7431/HS 11231



HL 9559/HS 14559



HL 9560/HS 14560

### For Point-of-Sales Impact . . .

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

### A Full-Color Op Display

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

### 3-D Targets

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

### Special Tape Cartridge Display

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

### "Galaxy of Stars" Window Streamer for Tape Cartridges

### Tape Cartridge Consumer Brochure

A complete repertoire listing of TC4 and TC8 product.

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

Now more than ever . . . the leading label.  
COLUMBIA RECORDS

# TAPE CARTRIDGE TIPS

by Larry Finley

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

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

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

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

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

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

HOLLYWOOD, Fla. — Masterwork Audio Products, a department of Columbia Records, introduced its new 4 and 8-track stereo tape cartridge playback equipment during Columbia's national sales convention here last week. The new equipment was presented by J. J. Harris, director of audio products and accessories.

In line with Columbia's recent move into the 4-track stereo tape cartridge field, Audio Products has developed a 4-track cartridge player, M-4400, with a suggested list price of \$99.95. It is a self-contained unit encased in a vinyl-covered wood cabinet to ensure proper acoustics. It's the first three-way unit that operates on batteries or AC current. It can be plugged into an automobile cigarette lighter or connected to a boat battery. The M-4400 delivers 10-watt output and uses eight D-cell batteries. Other features include an auto-lighter

adapter cord, a change-over channel switch and an electronic battery indicator.

Harris also unveiled a new line of 8-track equipment, which replaces the Masterwork models introduced at last year's convention. He said, "The new 8-track cartridge playback equipment not only features advanced design, but it is attractively priced for volume sales. The pricing will appeal to more consumers—and result in faster turnover. Columbia cartridge sales are increasing. We intend to increase the sale of Masterwork equipment."

### Priced at \$59.95

Model M-8002 is priced at \$59.95, \$20 less than last year. This new 8-track attachment features a program-selector key, automatic program changer with four-color indicator lamps, and a brushed-aluminum control panel with cartridge slot door. It has a walnut-finish wood enclosure.

## COL. BOWS 16 8-TRACKS, 15 4-TRACKS IN AUGUST

HOLLYWOOD, Fla.—Columbia Records will release 16 8-track and 15 4-track stereo tape cartridges in August. The company's new cartridge product was presented at its national sales convention here last week.

Featured in the 8-track release are Tony Bennett, the Buckingham, Chad and Jeremy, the Ray Conniff Singers, Aretha Franklin, Moby Grape, Javier Solis, Trio Los Panchos, Leonard Bernstein with the New York Philharmonic, the Mormon Tabernacle Choir, Eugene Ormandy with the Philadelphia Orchestra, the original Broadway cast recordings of "My Fair Lady" and "West Side Story," the soundtrack of "Porgy and Bess," and Peaches and Herb.

Artists represented in the 4-track release are Tony Bennett, Johnny Mathis, Barbra Streisand, Andy Williams, the Dave Brubeck Quartet, the Buckingham, the Byrds, Ray Conniff and His Orchestra and Chorus, the Ray Conniff Singers, Lester Flatt and Earl Scruggs, Aretha Franklin, Moby Grape, and Peaches and Herb.

## DGG Goes Independent on Sales Push, Opens Big Cassette Drive

By OMER ANDERSON

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

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

Grammophon's big sales push commits it to cassette production on a major scale. Grammophon is tackling cassette production across the board with the full range of

material from its classical and Polydor pop repertoires.

For example, classical cassette releases include the Berlin Philharmonic under Herbert von Karajan in Brahms' "Eight Hungarian Dances" and Dvorak's "Five Slavonic Dances"; trumpet concertos by Adolf Scherbaum from the works of Stradella, Torelli, Vivaldi, Telemann, Graupner and Johann Friedrich Fasch; and the Berlin

### SNOW BUS GETS LEAR SYSTEM

NASHVILLE — In honor of Hank Snow's 30 years as a recording artist for RCA Victor records, the label has equipped his air-conditioned bus with a Lear Jet Stereo-8 CARtridge system. The bus is used by the artist for his tours.

Model M-8502 will be the replacement for model M-8500. This self-contained player is encased in walnut with contrasting ebony speaker compartments. The control panel incorporates the slot door and six controls. The model also has a pre-amp stage with input jacks for operating a record changer, a tape deck or an FM stereo tuner, reproducing stereo sound through the four-speaker system. The machine will play cartridges, records or reel-to-reel tapes, and the automatic program changer features color indicators. Model M-8502 carries a suggested retail price of \$119.95—again, \$20 less than last year's comparable model.

### Completes Line-Up

Completing the line-up of new playback equipment is Model M-8600, a table model unit with the component look in solid walnut. The features are similar to those of Model M-8502, including provisions for using a record changer, tuner or tape deck. Utilizing larger speakers than the M-8502, this machine has a 30-watt output and is suggested to retail at \$139.95.

In addition, Masterwork has developed a special changer attachment which converts Model M-8600 into a complete music system, thus enabling the owner to play records or tapes. Available at \$49.95, this Masterwork/Garrard changer functions by plugging it into the jacks in the rear of the primary unit. The tubular tone arm contains a ceramic cartridge with diamond needle. This changer comes complete with a walnut-veneer base and dust cover.

Delivery of these new Masterwork Audio Products is scheduled for Sept. 15.

## Units Set for Japan Market

TOKYO — Auto 4 and 8-track stereo cartridge players to be marketed in Japan this year include Teikoku Dempa, models CA-806 \$79.16, PA-501 \$91.11, PA-312 \$73.05; Pioneer, model RPS-503 \$88.88; Taiko Onkyo, models CS-5E \$78.88, CS-3E \$78.88; Mecca Record Pak, models MA-80 \$76.38, MA-12 \$94.44, MA-45 \$62.50, MA-30 \$48.61; Matsushita Communication Ind., model CX-801 \$88.88; Kobe Industries Corp., model CSL-1101 \$88.88; Yanase, model Y-26 \$97.22; Sanyo, model FT-800 \$88.88; Hitachi, model CS-103 \$87.50.

Home model stereo 4 and 8-track cartridge players to be marketed in Japan include Mecca Record Pak, models A-1201 \$81.94, MHW-12 \$101.38; Teikoku Dempa, model CA-815 \$84.72; Victor, model CHR-100 \$45.83; Hitachi, models TPQ-104 \$63.88, TPQ-105 \$102.77; Columbia, model TRC-360 \$82.77; Matsushita Electric, models RS-810 \$110.55, RS-800U \$63.33.

Prices are retail, converted to U. S. dollars.

## N. A. Philips to Step Up Pitch

NEW YORK — The North American Philips Co. will step up its advertising effort on behalf of the expanded Norelco and reel-to-reel tape recorders. The firm, which had set a \$1.5 million budget for tape products during the year, will intensify the advertising campaign for the second half of the year.

Some \$350,000 will be spent in spot television between Thanksgiving and Christmas, with color advertising providing for dealer tags for local retailer support.

Four-color advertisements will also be placed in special interest publications and in leading consumer publications.

## Ala Cart to Do Material For 8-Tracks

CHICAGO—A new company has been formed here to create original material for tape cartridges. The firm, Ala Cart, Inc., has completed its initial production, "Go Cart No. 1," first in a series of 8-track stereo travel tapes to entertain children of all ages while on long trips.

Ala Cart has also set up a "Communicarts" division which will produce tapes with customized sales information, training and in-the-field communication for salesmen on the road. The division will also produce tapes containing condensations of market trends, news and items of general interest to a particular industry—kind of a trade magazine on tape. Experimental tapes for the fashion and beauty industry have been cut.

(Continued on page 56)

**FRANKIE LAINE**

*Sings*

*The Hottest New Song of the Year*

**Laura**

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

*1967*

*Exclusively on ABC Records*

*Written by Margie Singleton and Leon Ashley*

**GRT\***

**Get Results Today**

Another in a series of 52 ways GRT is making life in the tape cartridge business easier for you and yours:

**The "numbers game."** You know, the one that goes, "Look at this 43,235 titles," or, "We've got 1001 (count 'em, 1001) albums."

If 80% are losers, then "43,235 titles" and "1001 albums" is meaningless, confusing and a real liability to your operation.

At GRT . . . we go on the theory that you're more impressed with the numbers on your cash register, than the ones in a catalog . . . that the real name of the "game" is how many items you can stock and sell. That's why we play the "game" called "Market-Tailored Merchandise." The one that gets you results today!

If you're looking for some and would like our latest Catalog . . . write today to Dept. RESULTS:

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Sunnyvale, California 94086  
(408) 738-2660

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

By MIKE HENNESSEY

BRUSSELS—Fonior will set up a duplicating plant for 4-track and 8-track CARtridges in France by spring 1968. The company will duplicate French, Belgian and Dutch product for use in imported Japanese 4-track and 8-track playback units.

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

The plant will be either at the French pressing plant at

Tourouvre in the Orne or housed with the recording studios in Paris.

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

"We are hoping to interest French and Italian automobile manufacturers to install the playback unit in their more ex-

pensive models.

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

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

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

"The local production of cartridges does not present a very great problem," said Palmans, "because they consist of only 14 separate parts which can easily be made in France."

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

**Amerline Into Full Schedule**

CHICAGO—Amerline Corp., which began sample production runs of cassette cases July 1, will begin full production schedules Sept. 1.

Amerline also manufactures 4 and 8-track cartridge cases. Production of these types is now balanced equally between the two configurations, according to Frank Glaubitz, Amerline's director of marketing.

Amerline is also prepared to manufacture specially colored cartridges on a custom basis.

**Ala Cart Material**

• Continued from page 54

Company officers are Doris Craig, president; Ralph Craig, vice president, and Cherie Mason, secretary. The women are former radio-TV writers. Craig has been in the music business for 20 years as an artist, composer and personal manager.

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

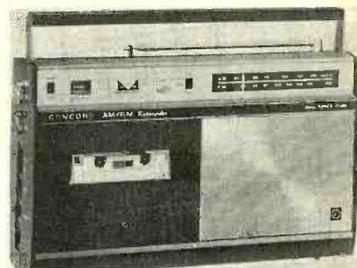
CHICAGO — Trade authorities returning from Japan report that three Japanese firms have negotiated for manufacture of the new Starr cassette player concept and five other major Japanese manufacturers are expected to follow suit.

The new player, developed by the Starr laboratory in Belgium, boasts four new patents in cassette playback technology. One of these is a proprietary tape inserting mechanism giving the player improved applicability to automobiles. The key feature is front insertion of the car-

tridge into a slot similar to that of 4 and 8-track players. This is said to permit one-touch insertion of the tape cartridge.

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

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



CONCORD AM/FM RADIOCORDER of Concord Electronics Corp., a self-contained cassette portable, provides a tape speed of 7 1/2 ips with a suggested list of less than \$150. The unit can be operated by battery or AC. A single control starts, stops and rewinds the tape.

Everything sounds better on . . .

**AMERICAN CRYSTALINE RECORDING TAPE**

manufactured by

**GREENTREE ELECTRONICS**

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

**IN NEW YORK CITY  
8,000 SQUARE FEET  
PRIME OFFICE SPACE  
AT 1560 BROADWAY**

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

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Call collect if out of city prospect.

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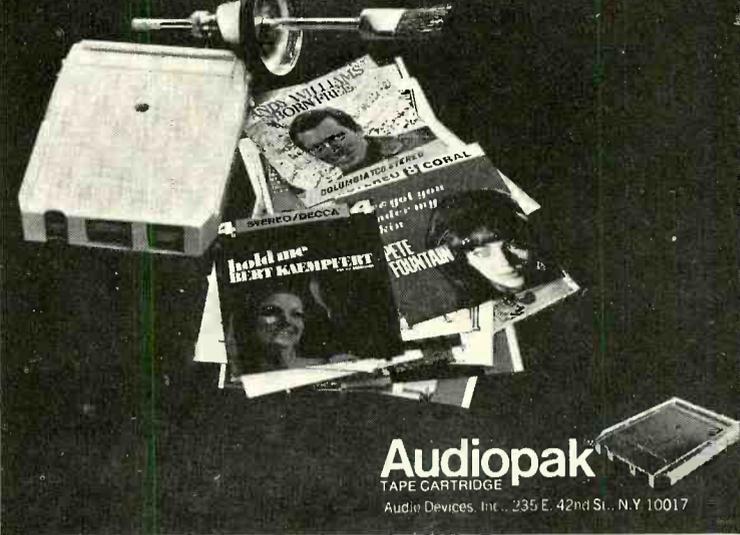
# Tape CARtridge

## TOP LP's • Continued from page 50

151	151	ALL THE TIME	3	176	188	JOHNNY CASH'S GREATEST HITS, VOL. I	3
		Jack Greene, Decca DL 4904 (M); DL 74904 (S)				Columbia CL 2678 (M); CS 9478 (S)	
152	158	CHANGES	34	177	171	JEFFERSON AIRPLANE TAKES OFF!	11
		Johnny Rivers, Imperial LP 9334 (M); LP 12334 (S)				RCA Victor LPM 3384 (M); LSP 3384 (S)	
153	154	THE KINKS GREATEST HITS	50	178	177	FOR EMILY, WHENEVER I MAY FIND HER	11
		Reprise R 6217 (M); RS 6217 (S) (780-06217-3; 780-06217-5)				Glenn Yarbrough, RCA Victor LPM 3801 (M); LSP 3801 (S)	
154	155	WHY! (Am I Treated So Bad)	6	179	174	JOHNNY'S GREATEST HITS	440
		Cannonball Adderley Quintet, Capitol T 2617 (M); ST 2617 (S) (300-02617-3; 300-02617-5)				Johnny Mathis, Columbia CL 1133 (M); CS 8634 (S)	
*155	—	DAVE, DEE, DOZY, BEAKY, MICK & TICH'S GREATEST HITS	1	180	181	I'LL REMEMBER YOU	67
		Fontana MGS 27567 (M); SRS 67567 (S) (498-27567-3; 498-67567-5)				Roger Williams, Kapp KL 1470 (M); KS 3470 (S)	
156	159	WICKED PICKETT	29	181	176	DYNAMIC DUO	12
		Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)				Jimmy Smith/Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	
157	160	REVOLVER	49	182	183	BEST OF THE BEACH BOYS, VOL. I	49
		Beatles, Capitol T 2576 (M); ST 2576 (S)				Capitol T 2545 (M); ST 2545 (S)	
158	157	GOT LIVE IF YOU WANT IT	34	183	121	CABARET	31
		Rolling Stones, London LL 3493 (M); PS 493 (S)				Original Cast, Columbia KOL 6640 (M); KOS 3040 (S)	
159	152	THE IMPOSSIBLE DREAM	56	*184	199	RHAPSODIES FOR YOUNG LOVERS, VOL. 2	2
		Jack Jones, Kapp KL 1486 (M); KS 3486 (S)				Midnight String Quartet, Viva V 6008 (M); V 36008 (S)	
160	153	THE WILD ANGELS, VOL. II	16	185	178	COLOR MY WORLD/WHO AM I?	25
		Soundtrack, Tower T 5056 (M); ST 5056 (S)				Petula Clark, Warner Bros. W 1673 (M); WS 1673 (S)	
161	162	JOHNNY RIVERS' GOLDEN HITS	31	186	182	ILLYA DARLING	8
		Imperial LP 9324 (M); LP 12324 (S)				Original Cast, United Artists UAL 9901 (M); UAS 9901 (S)	
162	149	IMPOSSIBLE DREAM	21	187	190	THE PETER, PAUL & MARY ALBUM	50
		Jerry Vale, Columbia CL 2583 (M); CS 9383 (S)				Warner Bros. W 1648 (M); WS 1648 (S)	
163	—	SOUNDS OF SILENCE	38	*188	—	HUGH MASEKELA'S LATEST	1
		Simon & Garfunkel, Columbia CL 2469 (M); CS 9269 (S)				UNI 3010 (M); 73010 (S)	
*164	—	THE SUPER-HITS	1	189	192	THE FABULOUS IMPRESSIONS	4
		Various Artists, Atlantic 501 (M); SD 501 (S)				ABC ABC 606 (M); ABCS 606 (S)	
165	168	SO MUCH FOR DREAMIN'	7	190	186	I HEAR A SYMPHONY	52
		Ian & Sylvia, Vanguard VRS 9241 (M); VSD 7294 (S)				Supremes, Motown MLP 643 (M); SLP 643 (S)	
166	166	GUITAR FREAKOUT	25	191	197	HITS OF OUR TIMES	4
		Ventures, Dolton BLP 2050 (M); BST 8050 (S)				Lawrence Walk, Dot DLP 3790 (M); DLP 25790 (S)	
167	169	THE MAGNIFICENT MEN "LIVE!"	2	192	191	ELECTRIC COMIC BOOK	16
		Capitol T 2775 (M); ST 2775 (S)				Blues Masques, Mercury MG 21104 (M); SR 61104 (S)	
168	156	DON'T COME HOME A DRINKIN'	18	193	193	KING CURTIS PLAYS THE GREAT MEMPHIS HITS	10
		Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)				Atco 33-211 (M); SD 33-211 (S)	
169	172	DAVE CLARK FIVE'S GREATEST HITS	60	194	194	RAVI SHANKAR IN NEW YORK	2
		Epic LN 24185 (M); BN 26185 (S)				World Pacific WP 1441 (M); WPS 21441 (S)	
170	170	BIG HITS (High Tide and Green Grass)	68	195	196	THE MOVIE SONGS	2
		Rolling Stones, London NP-1 (M); NPS-1 (S)				Frank Sinatra, Capitol T 2700 (M); DT 2700 (S)	
171	180	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 6	24	196	198	FOR YOUR PRECIOUS LOVE	2
		Various Artists, Motown M 655 (M); S 655 (S)				Oscar Toney, Jr., Bell 6006 (M); 6006-5 (S)	
172	173	DIONNE WARWICK ON STAGE & AT THE MOVIES	6	197	195	MY GIRL JOSEPHINE	2
		Scepter SRM 559 (M); SPS 559 (S)				Jerry Jaye, Hi HL 12038 (M); SHL 32038 (S)	
173	167	YOUNGER THAN YESTERDAY	21	198	185	BLUE SIDE OF LONESOME	4
		Byrds, Columbia CL 2642 (M); CS 9442 (S)				Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	
174	164	JAMES BROWN PLAYS THE REAL THING	4	199	—	THE PERCY SLEDGE WAY	1
		Smash MGS 27093 (M); SRS 67093 (S)				Atlantic 8146 (M); SD 8146 (S)	
175	179	IT'S SUCH A PRETTY WORLD TODAY	3	200	200	BELAFONTE ON CAMPUS	2
		Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)				Harry Belafonte, RCA Victor LPM 3779 (M); LSP 3779 (S)	

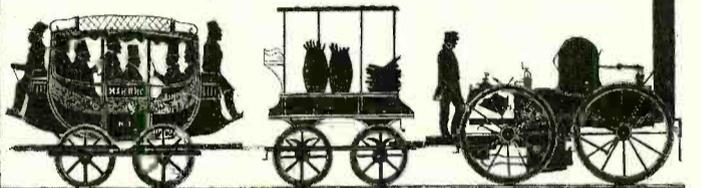
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### FOUR-TRACK CARTRIDGES

4CL-2571	THE BEST OF BOBBY DARIN	Capitol
4CL-2732	EXTRA SPECIAL!—Peggy Lee	Capitol
4CL-2733	DADDY'S LITTLE GIRL—Al Martino	Capitol
4WA-1696	INSIGHT OUT—The Association	Warner Bros.
4WA-1697	THE MUGWUMPS	Warner Bros.
4RA-6257	GEMINI CHANGES—Morgana King	Reprise
LC4-86023	ELOQUENCE—Oscar Peterson Trio Live at Tivoli Gardens	Limelight
PC4-600-199	BRAZILIANA—Luiz Bonfá & Maria Toledo	Philips
PC4-600-230	TEXAS LEATHER AND MEXICAN LACE—Teresa Brewer	Philips
10A-570	I'LL MAKE ALL YOUR DREAMS COME TRUE—Ronnie Dove	Diamond
10Y-575	THE BEST OF ARTHUR SOYCK	Verve
10Y-577	A CERTAIN SMILE A CERTAIN SADNESS—Astrud Gilberto and Walter Wanderley	Verve
10Y-583	HAPPINESS—CONNIE FRANCIS ON BROADWAY TODAY	MGM
10Y-585	THE LOVE ALBUM—Lainie Kazan	MGM
14A-677	THE ZODIAC: COSMIC SOUNDS—Cyrus Faryar	Elektra
14Y-678	HUGH MASEKELA'S NEXT ALBUM	MGM
21Y-505	MORE THAN A NEW DISCOVERY—Laura Nyro	Verve
21Y-507	THE VELVET UNDERGROUND AND NICO—ANDY WARHOL	Verve
21Y-513	JAMES BROWN LIVE AT THE GARDEN	King
21Y-521	ABSOLUTELY FREE—The Mothers Of Invention	Verve
21Y-525	THE QUEEN ALONE—Carla Thomas	Stax
21Y-526	WANTED ONE SOUL SINGER—Johnnie Taylor	Stax
21Y-527	EVERY MOTHER'S SON	MGM
21Y-528	THE BEST OF ERIC BURDON AND THE ANIMALS, VOL. II	MGM
26A-529	SOUL—Ray Bryant	Sue
26Y-532	THAT'S MY KICK—Erroll Garner	Verve
26Y-533	JOHNNY SMITH	Verve
26Y-534	JIMMY & WES—THE DYNAMIC DUO—Jimmy Smith & Wes Montgomery	Verve
28B-171	NINA SIMONE AND HER FRIENDS	Bethlehem
29Y-152	STAND BY ME—Spyder Turner	MGM
41Y-149	THEMES FROM THE GREAT MOTION PICTURES: GRAND PRIX, DR. ZHIVAGO, BORN FREE	MGM
46Y-156	GRAND PRIX—Original Sound Track	MGM
54Y-272	MY OWN WAY—Hank Williams, Jr.	MGM
80Y-130	HOW GREAT THOU ART—Pat Boone	Dot

### FROM THE TOP

#### OF THIS WEEK'S BILLBOARD LP CHART

CURRENT BILLBOARD POSITION	SELECTION	ARTIST	LABEL	MUNTZ CATALOG #
1	SGT. PEPPER'S LONELY HEARTS CLUB BAND	The Beatles	Capitol	4CL-2635
5	THE DOORS		Elektra	21A-445
7	I NEVER LOVED A MAN THE WAY I LOVE YOU	Aretha Franklin	Atlantic	21Y-495
9	REVENGE	Bill Cosby	Warner Bros.	4WA-1691
10	DR. ZHIVAGO		MGM	46Y-135

### FROM THE TOP

#### OF THIS WEEK'S BILLBOARD HOT 100

CURRENT BILLBOARD POSITION	SELECTION	ARTIST	LABEL	MUNTZ CATALOG #
1	LIGHT MY FIRE	Doors	Elektra	45K-167

### NEW MINI-PAK SINGLES

JACKSON—Nancy Sinatra & Lee Hazelwood	Reprise	4RK-0595
IN THE CHAPEL IN THE MOONLIGHT—Dean Martin	Reprise	4RK-0601
WORLD WE KNEW—Frank Sinatra	Reprise	4RK-0610
LET THE GOOD TIMES ROLL & FEEL SO GOOD—Bunny Sigler	Parkway	45K-169
COLD SWEAT—James Brown & The Famous Flames	King	45K-170
YOU KNOW WHAT I MEAN—The Turtles	White Whale	45K-172

# NEW RELEASES FROM MUNTZ STEREO PAK!

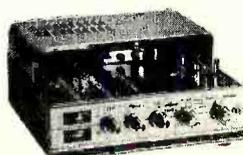


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# Audio Retailing

## Experts Warn Mono Play May Damage Stereo Disks

• Continued from page 1

on the same equipment, yet will reveal full stereo sound when played on stereo record players."

He added: "... it is to the advantage of consumers who own monaural players to buy, give and build collections of current records in the stereo versions, anticipating their future ownership of a stereo phonograph."

### Compliance

Needle experts side with Davis in encouraging all monaural equipment owners to go stereo eventually, but they point out that Davis did not specify what he meant by "today's mono record player." How many years old must a mono player be to be a threat to stereo disks? Will stereo records escape damage

on even the newer players without cartridge adjustments? And what does the owner of an older mono player do? These are questions, they said, that Columbia skirted.

Here's how the experts answer such questions:

Bruce Wight, president and general manager of Pfanstiehl Chemical Co., one of the top five needle makers, said, "If the customer has a light tone arm on his mono phonograph and the vertical compliance of the cartridge is good, he will suffer no damage to a stereo record."

"Vertical compliance is the key to preventing stereo damage. This means the up and down movement of the cartridge. Lateral compliance is not so critical because a needle will follow in the groove. A heavy tone arm

and poor vertical compliance will damage a stereo record by scraping off the variations at the bottom of the groove."

### Scrape

"We question the Columbia statement," said Jerry Reese, of Fidelitone. "The real answer to the question, 'Will stereo play on mono equipment?' is 'Yes, but ...'"

Reese, like Wight, stressed the point that if the record player is old and doesn't have "that all-important vertical compliance, then it will be more resistant to tracking through the stereo groove and will scrape badly. There must be flexibility up and

(Continued on page 59)

## SOUND OF MUSIC

### Is Tape Really Superior?

CHICAGO — Ampex Stereo Tapes — with admitted bias — has injected its opinion into the discussion of whether or not tapes are superior to disks.

Ampex, of course, believes tape is the superior means of music playback because tape offers "inherently truer sound and more durable characteristics than disks."

This is true, Ampex says, because:

"Tape recorded sound channels are clearly defined, permitting absolute separation of stereo. Both recording and playback are accomplished through two magnetic heads separated from each other by the width of a track. To reproduce high quality stereo on disks requires some degree of technical maneuvering as two separate signals are inscribed in one groove. When a turntable revolves, the needle and pickup cartridge are subject to certain

variations which result in at least some degree of cross talk or leakage between channels.

"Tape is ideally suited for maximum range sound recording and reproduction because it passes smoothly across the record and playback heads. . . . With disks the pickup arm is subject to abnormal movement during heavy musical passages, making dynamic range a factor in controlling the sound put on a disk.

### Tracking

"There is a consistent relationship between the tape as it is recorded and the tape as it is played back, making tracking exact. When a record is produced, the instrument that describes the recorded signal on the disk cuts its circular grooves in a straight line as it moves to the center. When the record is played the tone arm, as it moves to the center, cuts a diagonal arc. The result is at least a slight amount of tracking error and sound distortion.

"Perhaps the most significant advantage of tape over records is tape's durability. Every time a record is played, even with the lightest touch of the needle, the record surface wears. . . . Tape will play with original quality sound after years of use and hundreds of passes.

"The newest tapes are lubricated during manufacture and require almost no regular maintenance. Unless records are cleaned frequently, dust and dirt accumulate on them, producing audible popping noise during playback."

### Best Sales Month For Philco-Ford

PHILADELPHIA — The consumer products group of Philco Ford Corp. had the best sales month in history during June. Domestic sales increased 64 per cent over the previous record month.

First-half sales increased 15 per cent.

In June, color TV sales were ahead 238 per cent and console phonograph sales were up 7 per cent versus an industry drop of 32 per cent.

## Scanning The News

Ampex has published a brochure describing the capabilities of the new videotape duplicating center at Elk Grove Village, Ill. The information may be obtained by writing Ampex Consumer & Educational Products Division, 2201 Lunt Avenue, Elk Grove Village, Ill. 60007. . . . Campbell's in Washington, has a new outlet at 1300 G. Street, N.W., and celebrated the opening with a special sale on Fisher component and console stereos. The Philharmonic Series, for example, was reduced from \$549.50 to \$499.50. . . . Doc Severinsen and Skitch Henderson got together again with 46 amateurs from the Kansas University faculty for a concert at Lawrence, Kan., last week. . . . Hermitage Music Co., a major Nashville distributor of records, machines, has been named distributor for Philco-Ford radios, portable phonographs, tape recorders, walkie talkies, component entertainment centers and small TV set throughout Tennessee. . . . A big Cleveland merger has combined Discount Records Co., Disc Shop of Westgate Center, Inc., and Disc Shops of Summit Mall, Inc., into one big retail chain. . . . ZCMI, Salt Lake City, staged an autograph session for RCA artist Rouvaun, offering his new single for 98 cents. . . . Los Angeles' Discount Record Center chain has a new outlet at the Grossmont Shopping Center in La Mesa. . . . Disc Discount Records, Cleveland, has sold out its stock and closed up shop at 810 Euclid due to urban renewal. . . . Brook Mays, which operates four outlets in the Houston area, is expanding its 2401 South Main store and is celebrating the event with a remodeling sale. . . .

**PERSONNEL MOVES:** Ronald Cohen has joined Ampex' consumer and educational products division as national advertising and sales promotion manager. . . . John C. Wehrle has been named field sales supervisor/Midwest and John Sciacchitano merchandising manager by the Norelco Radio Department of North American Philips Co., Inc. . . . Paul E. Sullivan has been appointed manager of the Philadelphia district of Philco-Ford Corp.'s sales and distribution division.

**RAY BRACK**



RADIOS FOR THE MARINES at Fitzsimons General Hospital, Denver, were donated recently through the efforts of disk jockeys at Denver Station KHOW. Making presentation is deejay Rosemary (Barney) Barnwell to Capt. Jackson D. Melton, commander of the hospital's Medical Holding Co. Others in photo, from left, are disk jockeys Perry Allen and Bill Balance and Bud Heimlich, co-owner of Standard Tire & Auto Supply Co., Denver, radio donor.

## Sonotone, Empire Have New Stereo Cartridges

CHICAGO — Sonotone's Electronic Applications Division has introduced three new ceramic stereo cartridges for replacement in transistorized record-playing equipment, and Empire Scientific Corp. has brought out a new stereo cartridge of a "professional" type that the firm says will track 30 cm per second at less than 1 gram.

The three Sonotone cartridges, models 31TA, 32T and 39T, have clip-in and clip-out mounting brackets. The brackets fit all two-bossmount type tone arms. They are equipped with Sonotone's special needle which may be bent, knocked or flicked without damage, according to the company. Needle styli are

the turnover type and will play all record speeds. They come in combinations of 0.7-mil sapphire and 3-mil sapphire; dual 0.7-mil sapphire and 0.7-mil diamond and sapphire.

The new Empire cartridge, model 999, is said to offer linear frequency response above and below the most extreme range of audibility; 30 DB stereo separation at 1,000 cps, and as much as 20 DB at 20,000 cps; minimum damping to prevent distortion with "souped-up" records and 30 by 10—6 cm/dyne compliance for wide excursion bass notes.

Patented 4-pole, 4-coil, 3-magnet design is used with the new cartridge.

## FTC Acting on Transistors

WASHINGTON — The Federal Trade Commission (FTC) will conduct hearings in October to formulate a rule preventing deception with respect to the number of transistors used in radios.

The Commission said it initiated the proceeding because it has reason to believe:

1. Marketers of radios have included in the transistor count transistors which are dummy or perform only auxiliary functions;

2. Great emphasis is placed on the number of transistors, both in advertising and labeling;

3. A substantial portion of the purchasing public believes that the greater number of transistors in a radio set, the greater will be its power of detecting, amplifying and receiving, and this practice . . . "tends to mislead and deceive purchasers into believing that radio sets possess capabilities, qualities and characteristics which they do not in fact possess. . . ."

The hearing will begin at 10 a.m. on Wednesday, Oct. 4, 1967, and will be held in Room 532 of the FTC Building. All interested persons will get the opportunity to present arguments. Such may also be filed in writing (in duplicate) with the chief, division of trade regulation rules, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue at Sixth Street, N.W., Washington, D.C. 20580. The deadline for filing is Nov. 3, 1967.



SPECIAL SALES of Beatle merchandise dot the retailing landscape with the release of "Sgt. Pepper's Lonely Hearts Club Band." This display is at Busch TV in Glenview, Ill. Customer is Mike Carr, a member of a rock and roll group called the Boston Tea Party.

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# VTR--When Should You Get Involved?

NEW YORK—Video tape recorders will not become a hot retailing product for at least a year, predicted Ampex marketing manager John Trux at the Consumer Electronics Show. It will take at least that long for the popular-priced models to hit the market, Trux explained.

"At that time Ampex and most certainly foreign manufacturers will be announcing units in the \$450 to \$700 pricing area," he said. "This pricing will see the beginning of consumer involvement in our products. To be sure, today's major users—education, industry and medicine—will be the largest consumers of these products, as they are now of products priced substantially higher. We estimate that education represents 30 per cent of the market; industry, 50 per cent; medicine, 5 per cent and various personal uses, the balance.

The lower prices, Trux said, will create a home market, and in this connection he suggested that the TV set makers will have to be more closely involved in product development than they have been thus far.

Trux disclosed that Ampex is developing VTR's that will be designed for off-the-air recording, playback of pre-recorded tape, with an appeal that will begin to "edge out the 8mm camera for home movies." He added: "It goes without saying that color is a fundamental product requirement and color there will be.

"But, customers today for VTR are not buying at retail. They are being sold by hard, expensive, technically demanding on-site sales efforts. And, while there are some retail success stories, they are greatly over-emphasized and remote."

## Experts Warn Mono Play May Damage Stereo Disks

• Continued from page 58

down or there will be damage."

But, Reese asked, what is an old player. "You really can't put a year on it because improvements came from the manufacturers in staggered years."

Recoton, however, did define an "old" mono player as "over five or six years old."

Peter Wish, sales manager for Recoton, offered the following suggestion to retailers for answering consumer questions about the effect of playing stereo on mono equipment:

1. If possible, purchase a stereo phonograph in order to play stereo records.

2. Purchase a stereo cartridge for use in the mono phonograph if the phonograph is less than five or six years old.

3. Purchase a stereo needle for use in the newer type monaural cartridges.

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

"There are no specific guarantees that can be made for playing stereo records on mono equipment. But we would state generally that mono cartridges produced over the past five or six years have been manufactured with basically the same horizontal compliance as stereo cartridges. This is not the case with older cartridges. We believe, therefore, that any mono set over six years old should not be used to play stereo records. We believe that record damage would remain great even if the changer and cartridge were replaced.

"With regard to the newer mono phonographs, use of a .001-mil long-play tip on a stereo record certainly increases the possibility of the needle skipping across the record or sticking in

grooves with resultant record damage. The record would certainly be playable for a certain number of times and, particularly on inexpensive sets, the acoustic differences might not be noticeable. Damage certainly would occur, however, and would become extremely noticeable, should the record ever be played on stereo equipment. Use of a stereo tip, .0007-mil in a newer mono cartridge would be an advantage, but is still a second choice."

Wight said that "any needle manufactured in quantity today is the .0007-mil stereo tip, even though it is sold as a replacement for a mono .001-mil needle."

About 5 per cent of Recoton's needle business is still in numbers that are 15 years old, such as Recoton's series from 300 to 350. But even these old mono needles are going out with .0007-mil stereo tips.

Though he is certain that use of mono equipment with stereo records will damage a lot of records during the next few years, Wish said he is certain that much more damage will result from the fact that "people hardly ever recognize the fact that a phonograph needle requires replacement. We're puzzled at the sudden interest in the effect of a phonograph needle on a record."

In any event, all suppliers are agreed that the time is excellent for dealers to increase sales of phonographs, cartridges and needles.

## 3M Sales & Earnings Up

ST. PAUL—For the first half and second quarter of 1967, the 3M Co. has reported increases in sales and earnings.

Exceeding any previous quarter, sales for the second quarter were \$307.7 million, compared with \$290 million a year ago. Net income was \$36.5 million (68 cents a share) compared with \$36.1 million (66 cents a share) in 1966.

Sales for the first half rose to \$594.3 million, an increase of 7.4 per cent over the \$553.5 million a year ago. Net income for the period was \$66.9 million (\$1.25 per share) compared with \$65 million (\$1.22 a share) for the first six months of 1966.

# CLASSIFIED MART

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GRAMOPHONE RECORDS, BOOKS equipment. Personal attention to your orders. Tax free overseas. Gwen and Arthur Renton, 25 High St., Leamington Spa, Warwickshire, England. au13

DELETIONS, DELETIONS, DELETIONS. 200,000 12" L.P. & 7" E.P. Records, mono and stereo. Major labels. All new. Write, call or phone: FLaxman, 5374 Midland Record Co. (Export), Ltd., 402, Kings Road, Chelsea, London S.W. 10, England. au19

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RECORDING ARTISTS WITH MASTER. We will produce, press, promote and distribute internationally your records. Fee \$250 and 5% commission on each sold. Or place your masters material with major record company, fee \$100. (Fee in advance only.) Thunder Record Co., P. O. Box 271, Jenkintown, Pa. 19046.

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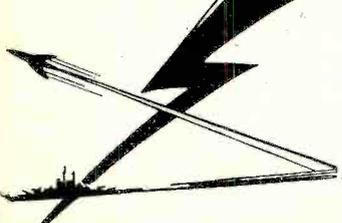
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## Travel



## NAVY

... the world over-while learning a profitable trade in the new modern Navy... See your local Navy recruiter—now.

## Schools: A Status Report

By CHARLES BARRETT

NEW YORK—Operators and distributors here are losing mechanics to other industries due to an alleged "apathy" to get these men hired when they graduate from the special training program set up by the Music Operators of New York (MONY). As a result, MONY is scrapping plans to hold a third class this fall.

MONY received \$70,000 from the federal government in 1966 to hold two nine-month classes with enrollment limited to 15 for each. Of the 25 men who graduated, a little less than half are working for operators or distributors in New York and environs. MONY said that it would be willing to start plans for another class only if enough pressure were brought to bear upon it by the coinmen. The classes were formed after years of complaints from coinmen that there was a shortage of mechanics here.

Classes here were held in the New York City board of education's manpower training center for 40 hours a week. Student

(Continued on page 66)

By PAUL ZAKARAS

WEST YELLOWSTONE PARK, Mont.—Jack Moran, director of the Institute of Coin Operations in Denver, told operators here that within the next 10 days he hopes to receive final word on his request for a federal contract that would enable him to train 850 coin machine mechanics in a period of 18 months.

Moran, speaking at last week's meeting of the Montana Coin Machine Operators Association, said: "The contract would help create new branches of the Institute in Chicago and Atlanta. These schools would provide training for men from all 50 States."

Moran said that each State would be allocated a number of slots according to need. His own survey, he said, showed a need of nearly 3,000 more coin mechanics in the U. S. The Department of Education agreed that at least 850 could be absorbed easily by the industry at this time. The department set a different number for each State—ranging from a high of 350 for

(Continued on page 66)

WEST YELLOWSTONE PARK, Mont.—James Tolisano, president of the Music Operators of America, told coinmen here last week that he will try to bring about an industrywide "meeting of minds" in an effort to discover what steps can be taken to help ensure the success of Jack Moran's Institute of Coin Operations.

Tolisano, speaking before a gathering of Montana Coin Machine Operators Association members and guests, proposed that the meeting take place during the time of the forthcoming MOA convention. "I think that all facets of this industry," he said, "operators, distributors, manufacturers, local, State and national associations as well, should make an effort to help the industry take advantage of the training program offered by this school."

"I'm not playing any favorites, and I'm not plugging Jack Moran. It doesn't make any difference what the man's name is. What is most important is that the industry cannot allow this opportunity to escape."

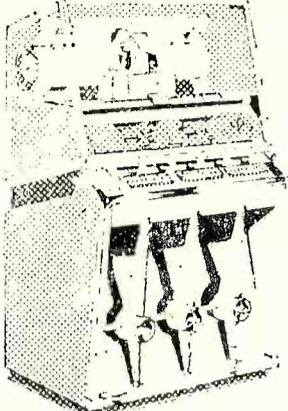
(Continued on page 66)

**MUSIC CO.**

**JUKE BOXES**

**24 HOUR SERVICE**

We Go Anywhere



**LATEST GAMES AND POOL TABLES**

Financial Assistance Available

THE LATEST ISSUE of the Yellow Pages doesn't always show the latest model jukebox. Witness this ad clipped from the 1967 edition for a metropolitan market. Artwork such as this should be brought up to date with the latest jukebox models regularly.

## Operating a Very Private Affair

By RAY BRACK

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

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

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

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

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

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

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

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

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

Next week: The promotional power of the barmaid.

### ALSO IN NEW PLANT

## United Billiards Into Game Business

By EARL PAIGE

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

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

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

### New Concept

"No," said Daddis cautiously, "it's not a shuffleboard and it's

not a shuffle alley. It's a kind of combination of several concepts worked out by my two brothers, Gene and Manny, and me."

Daddis, who entered the business in 1933 and began manufacturing pool tables seven years ago, said, "It will use a ball, a larger size ball than most games but it will use it in a different way."

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

### New Pool Table

"You know, Gene started in this business in 1929 and Manny in 1931. I think this adds up to about 116 years of combined experience so you know

we didn't go into making a completely different piece of equipment and laying this kind of money out without looking into it carefully."

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

"We're calling this our Model 1967½ because it is coming out, really, before our new 1968 line," Daddis said. The table's name was inspired by the address of the new United plant.

Among the new features incorporated in the Progress model are all-metal side doors, adjustable cushions to make the game easier or more difficult

(Continued on page 66)

## Import Jukeboxes Could Add International Spice to Show

CHICAGO—The influence of foreign-made jukeboxes could be a factor in making this year's Music Operators of America (MOA) convention and trade exhibit one of the most interesting in years. The show, expected to be one of the largest in recent times, will be held at the Pick Congress Hotel here Oct. 27-29.

The foreign-made trend began last year when Jupiter Corp. displayed three models of its French jukebox. Since that time, U. S. and Canadian distribution has been set up. Taran Enterprises, Miami, Fla., is the U. S. outlet for this manufacturer, which is currently planning a new 160-selection model.

The most recent foreign jukebox maker to express interest in this year's MOA is Swiss manufacturer John Fougounis, Gerinex Sa, who displayed a home

jukebox at the National Association of Music Merchants convention here in June. Discomatic, Inc., Plainfield, N. J., is the U. S. importer.

At that time Fougounis told Billboard he was returning to Switzerland to set up production of a model that can be used either as a hideaway or for incorporation in an easily assembled enclosure.

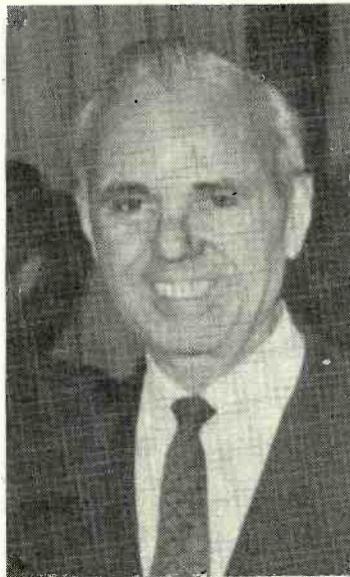
### Japanese Units

Fougounis also showed brochures depicting a Japanese-made Victor jukebox which uses his mechanism.

Last week another Japanese firm, Nippon Columbia (see separate story), related that it has a 60-selection jukebox in production, utilizing a multi-turntable system.

Still another imported jukebox

(Continued on page 65)



ARTHUR DADDIS, president of United Billiards, ready to expand in the games field.

## Japanese Jukebox Has New Multi-Turntable Mechanism

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

The system, dubbed "MTS," is said to permit the play of a record within 4 to 10 seconds after selection. It also permits play of two sides of a record with only a minimum break, claims the Japanese firm. A conventional selector panel is used.

Nippon Columbia has patent applications pending in Japan, the United States and the United Kingdom.

The new machine reproduces in stereo and has large-diameter

speakers specifically designed for the unit.

Other specifications: Power source, 100 V.; power consumption, 150 W. max.; records, 17 cm 45 r.p.m.; record storing capacity, 30 singles; selection system, electric push-button with credit indication; memory capacity, 60 plays; output, 20-watt maximum; pickup, 2-head plug-in ceramic type with diamond stylus; tone control, high and low-range tone control devices; speakers, 2 by 30 cm, 2 by 10 cm; dimensions, 1,210 mm high by 850 mm wide by 590 mm deep; weight, approximately 85 kg.

Marketing and pricing plans have not yet been disclosed.



NEW JUKEBOX developed by Nippon Columbia has a "multi-turntable" system.

## Operators Hit in Detroit

• Continued from page 4

of Soul Brothers" signs and went undamaged.

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

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

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

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

At Angott Distributing Co., Inc., on Puritan Avenue, manager Harold Christiesen Jr. said that three of his men had been standing guard every night with shotguns. This Wurlitzer

distributorship has a one-stop division.

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

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

Of the eight operators who sustained most of the location and equipment loss, Ed Bradley appeared to have suffered most. He estimated that half his route was destroyed. Operators James Menzie, Max Kurtz, Jim Hussey, Joe Kanterman, Harry Rich and Frank Alluvot reported extensive losses but had no specific information because they had not been able to tour their routes. Many operators hastily scribbled "Soul Brother" signs and attached them to locations and equipment.

"This wasn't a race riot," said Motown's Moloci. "This was an insurrection of the poor — black and white. They were fed up, and when things broke loose they went out and grabbed something."

## Court Rules for Operator

NORTH TONAWANDA, N. Y.—Main Distributors here will receive licenses within a few days to operate coin-pool tables in six taverns in the Village of Kenmore. A New York Supreme Court judge ruled Friday (21) to overturn Kenmore's denial of license application for Main to operate the machines in that village.

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

Kenmore has 30 days to appeal Judge Cosgrove's decision. Licenses costs \$26 annually per table, and Main Distributors filed application with Kenmore

last April 20 and was told May 5 that it was denied.

The tables were placed in six taverns in Kenmore, but remained unused pending outcome of the legal action. Kenmore, with a population of some 25,000, is a Buffalo suburb.

## RECORD AWARD BALLOTS SENT MOA MEMBERS

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

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(Natural finish hardwood cabinet)

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**NEW SIDE-MOUNT MODEL**  
(Walnut Formica finish—easy to clean)

• Scores 15-21 and/or 50 pts. Also 15-21 pts. only. F.O.B. Chicago. **\$249.50**

EACH model also has these features:  
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• "Game Over" light flashes on at end of game.  
• Easily serviced.  
• Large metal coin box—holds \$500 in dimes.

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2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set... \$19.95  
57" Cues—str., \$2.95 ea., \$33 dz.  
57" Jointed Cues... \$7.50 up  
Heath and A.B.T. Coin Chutes.  
Complete line. Write for new list.

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3-IN-LINE, 4-PI. ....	\$195	DISCOTEK, 2-PI. ....	\$285
BUS STOP, 2-PI. ....	245	50/50, 2-PI. ....	290
GRAND TOUR ....	195	MAGIC CIRCLE ....	260
HARVEST ....	210	SHEBA, 2-PI. ....	250
MAD WORLD, 2-PI. ....	215	TRIO ....	275
2-IN-1, 2-PI. ....	240	GOLD RUSH ....	310
BULL FIGHT ....	225	WILD WHEELS, 2-PI. ....	325

#### CHICAGO COIN

BIG HIT ....	\$110
ALL STAR BASEBALL ....	150
BIG LEAGUE ....	315
TV BASEBALL ....	390
HULA HULA ....	370

**SPECIAL!**  
**MIDWAY MYSTERY SCORE**  
**\$210**



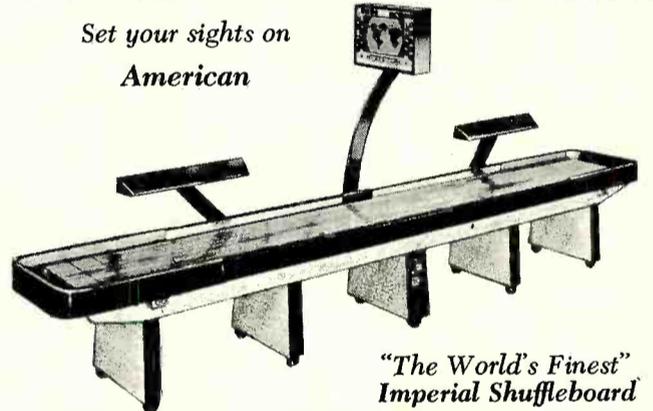
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Set your sights on  
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"The World's Finest"  
**Imperial Shuffleboard**

and you zero in on higher profits.

American's Imperial Shuffleboard has earned the reputation of being the "standard of the coin industry." In appearance, construction and operation it is years ahead of any other shuffleboard.

**American Shuffleboard Co.**

210 Paterson Plank Road, Union City, N.J. (201) UN 5-6633  
(Los Angeles Office—1423 Southwestern Avenue)

AROUND THE WORLD



**D. Gottlieb & Co.**

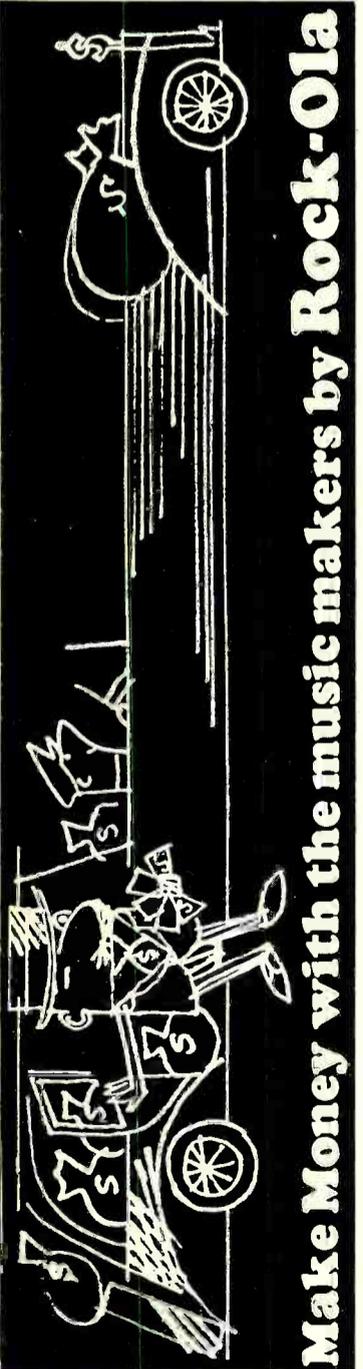
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when answering ads . . .

**Say You Saw It in Billboard**



MUSIC OPERATORS OF AMERICA is making available free of charge the above reproduction proof of its emblem. Printers can shoot directly from the proof and use the emblem to make up letterheads, checks and other material. Write: Music Operators of America, 228 N. LaSalle, Chicago, Ill. 60601.



Say You Saw It in  
**Billboard**

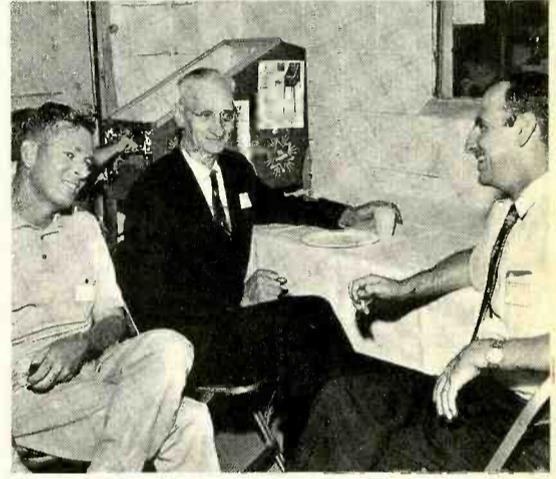
# Over 125 Bulk Vendors at Bitterman & Son Northwestern Open House



BERNARD AND ALAN BITTERMAN hosted over 125 bulk vending businessmen from six States at a recent open house to introduce Northwestern equipment and merchandise from several suppliers. The party was at the firm's Kansas City, Mo., headquarters. The hosts and their wives posed for Billboard's photographer in the photo at left in upper column. From left, are Mr. and Mrs. Bernard Bitterman; W. R. Greiner,

Northwestern sales manager; Northwestern sales coordinator Bill Hamilton, and Mr. and Mrs. Alan Bitterman. Visitors came from Nebraska, Iowa, Kansas, Oklahoma, Arkansas and Missouri. Many drove over 300 miles. One bulk operator drove 470 miles one way! Prizes included Northwestern's new Vantage professional stand; a Showcase stand of four venders; bulk quantities of gum, and numerous other items.

The Bittermans said Pop-It-Links, Pow Balls and Super Stuff were the most-talked-about bulk vending items. Several operators said 25-cent items such as jewelry, cigaret lighters, and a new item known as the Flub, are selling well this summer. Northwestern's 5-cent counter game, Booze Barometer, also excited the visitors. The lady with the white Pop-It-Links necklace (second photo in bottom row) is busily trying to defy its trickery.



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**NEW ITEMS  
HIGH QUALITY  
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## Vending News Digest

### Bids for New Cigaret Filter

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

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

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

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

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

### Ariz. School Utilizes Vending

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

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

## NORTHWESTERN

### Model 60 Bulk-Pak



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption. Bulk loading.  
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## NORTHWESTERN

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Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

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**\$2.25 per 1,000**

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**LINK-UPS**

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# Vending News

## Prepare for Calif. Cigaret Tax Hike

By BRUCE WEBER

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

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

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

The key issue facing cigarette machine operators is not the tax itself, or how much the hike will be, but how much "lead time" will be permitted from the time the governor signs the bill to the time operators must comply.

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

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

"Whatever the outcome on the final effective date and the work being done to obtain as much lead conversion time as possible," Kallick said, "it is not

expected that operators, because of the emergency nature of the tax bill and the State's budget problems, will have 30 days or more change-over and machine conversion time.

### Amount Uncertain

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

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

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

"It is felt," Kallick reported, "that if the State collects an additional amount for the cities, the present 38 charter cities who have their own tax would drop it to get the amount collected for them by the State. The charter cities would probably fall into line rather than force their residents to pay two cigarette taxes while getting the proceeds from one."

### More Headaches

"Some problems also may be encountered in cities that do not drop their own tax in time to qualify for the State money," he warned. "It is possible that a few cities for a time will collect their own taxes in addition to the State collection."

"This could make for additional headaches for cigarette operators," he said. "Work is being done in Sacramento with the League of California Cities to give the charter cities enough time to cancel their own taxes and qualify under the State measure."

Kallick said, "It is believed that the final tax bill will contain the amendment currently in the Assembly tax bill providing for assessment of sales tax on vending operators on the cost of merchandise sold at 10 cents and under rather the selling price."

## Jupiter Names Three Distributors

MIAMI — South Carolina, Pennsylvania and Ohio distributors have been named by Jupiter Sales of America, importers of the Jupiter jukebox line.

Appointed, according to Jupiter president Bob Taran, are Service Center Co., 224 State Street, Columbia, S. C.; D & L Coin Machines, 414 Kelker Street, Harrisburg, Pa., and 7-11 Distributing Co., 23509 Center Ridge Road, West Lake, Ohio.

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

## H. Sherman, Ohio Vender to Head '67 NAMA Convention

CHICAGO — Howard M. Sherman, president of Midwest Vending Co., Columbus, Ohio, will be general chairman of the 1967 National Automatic Merchandising Association (NAMA) convention and trade show here Oct. 28-31.

For the past 20 years Sherman, a graduate of Highland Park Junior College, has been in the vending industry. Prior

to this he was in the soft drink field for 19 years. His duties will include the over-all planning of the NAMA convention.

The NAMA trade exhibit, expected to draw over 10,000 industry personnel and executives, will be in Donovan Hall at Chicago's International Amphitheatre. The convention programs will be conducted at the Conrad Hilton Hotel.

Five seminar programs are featured in this year's NAMA convention schedule. They are "Sanitation Training for Routemen and Supervisors"; "Routemen Incentive Compensation"; "Data Processing for Vending Companies"; "Route Analysis and Control" and "The Potential of Convenience Foods."



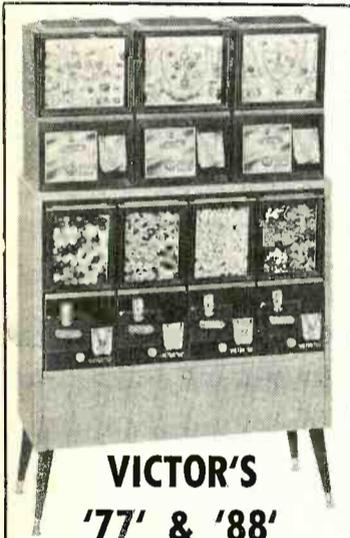
HOWARD SHERMAN, chairman of the 1967 National Automatic Merchandising Association convention.

## Va. Vendors Meet In Sept.

ROANOKE, Va.—The Automatic Vendors Association of Virginia will hold its semi-annual general membership meeting and convention at Virginia Beach Sept. 15, 16 and 17.

According to association executive director Jack G. Bess, the meeting will be held at the Mariner Motel on the Ocean at 57th Street.

President of the association is Clyde L. Davis, Old Dominion Tobacco Co., Virginia Beach. Vice-president is J. B. Whitley Jr., Macke Vending Co., Richmond. Nathan Metzger III, Cliff Weil Vending Services, Inc., Richmond; treasurer is William R. Quann Jr., Berlo Vending Co., Richmond.



### VICTOR'S '77' & '88'

#### WITH DELUXE CONSOLE STAND

This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vender has in the past.

AVAILABLE FOR IMMEDIATE DELIVERY.

Write for complete details and free color brochure.

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THEY'RE made of colorfast plastic.

They are covered with clear lids.

They stand up to sun, moisture, weather.

They don't bend, curl or warp.

THE signs in the Displays are glow-paper.

The copy is amusing, interesting, different.

EACH Display is tailored for 1c, 5c and 10c vends, single items or mixes.

EACH Display is tailored for the content, in compartmented, indented or open-spaced presentation to best display effects.

DISPLAYS are your salesmen. Displays are your showmanship. The better the Displays, the bigger the Sales.

ASK your distributor to show you our PLASTIC DISPLAYS, or write us directly, and we'll mail you samples pronto.

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163 Denton Ave.,  
Lynbrook, N. Y. 11563

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Manufacturers Representative  
Acorn - Amco Distributor

### MACHINES

#### GREAT TIME SAVER!

#### COIN WEIGHING SCALE

\$23.50

#### HOT - HOT 10c VEND ITEMS (all 250 per bag)

Mini-Books (3 per capsule) \$9.50  
Las Vegas 8.50  
Humptee 9.50  
Space Men 9.00  
Asst. Mix 7.00-8.00  
Finger Puppets 8.00

#### Hot 5c VEND ITEMS (all 250 per bag)

Bangles & Beads \$5.00  
Jokes & Tricks 5.00  
Bugs & Reptiles 5.00  
Rings 5.00  
Assortments \$4.25 to \$5.00

#### 1c VEND ITEMS

Per M \$3.50 to \$13.00  
Parts, Supplies, Stands & Globes.  
Everything for the operator.  
One-third deposit with order, balance C.O.D.

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715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

## ON LOCATION THE SUPER 60 EARNS MORE



A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

### Northwestern CORPORATION

2781 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c \$14.50  
N.W. Deluxe, 1c or 5c Comb. 12.00  
N.W. 10 Col. 1c Tab Gum Mach. 18.00  
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00  
Acorn 8 lb. Globe 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$ .92  
Pistachio Nuts, Jumbo Queen, White .87  
Afgan Crown Red Lip Pistachio Nuts .63  
Afgan Prince Red Lip Pistachio Nuts .57  
Cashew, Whole .83  
Cashew, Butts .75  
Peanuts, Jumbo .45  
Spanish .32  
Mixed Nuts .60  
Baby Chicks .35  
Rainbow Peanuts .32  
Bridge Mix .32  
Boston Baked Beans .32  
Jelly Beans .32  
Licorice Gems .32  
M & M, 500 ct. .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey's etc. .47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. \$14.00  
Rain-Blo Ball Gum, 1800 per ctn. 6.25  
Rain-Blo Ball Gum, 1800 printed per carton 6.40  
Rain-Blo Ball Gum, 5250 per ctn. 8.35  
Rain-Blo Ball Gum, 4250 per ctn. 8.35  
Rain-Blo Ball Gum, 3500 per ctn. 8.35  
Malfettes, 2400 per carton. 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .45  
Hershey's Chocolate, 200 ct. 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

## on the New Northwestern GOLDEN 60



This "all product" vendor is truly the most versatile on the market. Handles ball gum, charms, capsules, all nuts and any small bulk products without breaking or crushing. Gold decorative front panel. Mammoth capacity.

Available with 1c, 5c, 10c or 25c Mechanisms

Stamp Folders, Lowest Prices, Write

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## NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W 36th St., New York 18, N.Y.  
LONGacre 4-6467

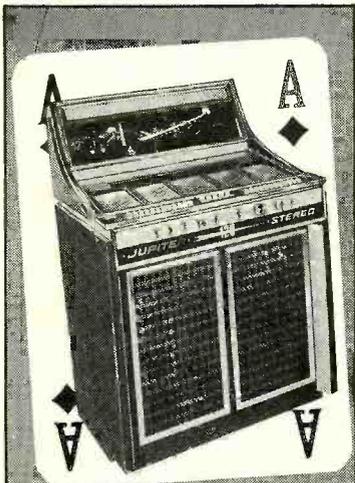
**New Building for Peach State Dist.**

COLUMBIA, S. C. — Peach State Distributing Co. will move into a 25,000-square-foot, air-conditioned building Aug. 1.

The new building contains 2,000 square feet of office space, 2,000 square feet of shop space, 10,000 square feet of display space and 10,000 square feet of storage space.

The building has parking space for 75 to 80 cars, and four loading spaces on the platform.

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



**ACES HIGH! JUPITER**

*the money making sound of music!*

Swiss precision engineering, smart Parisian styling, with rich mono-stereo system. Lower in cost, making it the most important breakthrough in price in years.

3 models, 80, 100, or 120, available.

Finger-tip accessibility to all parts.

Durable. Simplicity of design means less servicing, higher net profit.

Over 35,000 Jupiters now in economical, trouble-free operation.

True, rich sound means increased play.

Priced to save, built to last, designed to catch eyes and coins.

A FEW CHOICE DISTRIBUTORSHIPS ARE STILL AVAILABLE IN THE U.S., CANADA, AND THE CARIBBEAN.

**JUPITER Sales of America**

Division of Taran Enterprises Inc.  
3401 N.W. 36th St.,  
Miami, Florida. 33142  
(305) 635-2531

**The Bluebook**

**Valuation of Used & Reconditioned Coin Machines**

August 5, 1967

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

**Pool Tables & Shuffleboards**

All-Tech Industries

	Low	High
Gold Crest (3 1/2' x 6', 6-pocket)	100	300
Gold Crest (4 1/2' x 9', 6-pocket)	325	700
Gold Crest (3 1/2' x 7', 6-pocket)	150	395
Gold Crest (4' x 8', 6-pocket)	250	475

Fisher Mfg.

Empress 101A (101" x 57")	175	450
Empress 92A (92" x 52")	175	375
Empress 105C (105" x 59")	No Avg.	
Regent 92B (92" x 52")	175	375
Regent 77B (77" x 45")	95	350
Regent 86 (84" x 48")	125	350
Fiesta 59 (rebound pool) (57" x 41")	No Avg.	

**READY FOR LOCATION AT MIDSUMMER'S LOW, LOW PRICES**

BASEBALL	
Bally Ball Park	\$195.00
Bally Heavy Hitter	150.00
C.C. Batter Up	175.00
Midway Deluxe	225.00
Wms. Batting Champ	225.00
Wms. Big Inning	245.00
Wms. Short Stop	175.00
GUNS	
ARIZONA	\$125.00
Bally Bull's-Eye	175.00
Bally Gunsmoke	325.00
C.C. Long Range	350.00
CC Pony Express	350.00
CC Texas Ranger	375.00
Dale Crooks Saloon	195.00
Frantz Jr. Deputy Sheriff	100.00
Genco Big Top	225.00
Genco Wild West	225.00
Genco Circus	225.00
Keeney Sportsman	175.00
Keeney 2-Gun Fun	175.00
Midway Bazooka	175.00
Midway S. Gallery	195.00
Supreme Bull's-Eye	125.00
United Carnival	195.00
United Pirate	195.00
United Jungle	195.00
Wms. Crossfire	225.00
Wms. Crusader	225.00
Wms. Safari	225.00
Wms. Vanguard	225.00
ARCADE	
AIR HOCKEY	\$195.00
Hydroduck	295.00
Flash Soccer	295.00
Genco Motorama	195.00
Genco Space Age	195.00
Muto Double Drive Mobile	195.00
Squirts Water Polo	295.00
Lord's Prayer Vendor	145.00
Relaxalator	265.00
Set Shot Basketball	195.00
Wms. Road Racer	145.00
RIDES	
ALL TECH CHUCK WAGON	\$395.00
All Tech Cow Pony	395.00
All Tech Fire Engine	345.00
All Tech Twirlybird	395.00
Bally Motorcycle	325.00
Bally Champion Horse	345.00
Bally Model T	325.00

**MIKE MUNVES CORP.**

577 10 Avenue, N.Y. 10036  
212-BR 9-6677  
For over 50 years America's #1 supplier

	Low	High
Empress 101C	No Avg.	
Empress 92C	No Avg.	
Regent 91C	No Avg.	
Regent 86C	No Avg.	
Regent 91B (92" x 52")	No Avg.	
Regent 101C (101" x 57")	No Avg.	

Irving Kaye

Deluxe Regular Klub Pool (56" x 40")	75	250
Deluxe Jumbo Klub Pool (75" x 43")	100	250
Deluxe Eldorado Mark I (85" x 45")	125	300
Deluxe Eldorado Mark II (92" x 47")	175	350
Deluxe Eldorado Mark III (105" x 57")	250	550
Deluxe Eldorado Mark IV (114" x 64")	550	650
Deluxe Eldorado 66 (77" x 45")	250	525
Deluxe Satellite (77" x 45")	250	550
El Dorado Shuffle Board	No Avg.	
Ring-O-Round Pool Table (56" diameter)	No Avg.	
Junior IV (101" x 80")	No Avg.	

National Shuffleboard

Astrolite Shuffleboard (16'-22')	350	950
Champion Shuffleboard (16'-22')	300	1000
Star Lite Shuffleboard (13')	No Avg.	
Streamliner Shuffleboard (16'-22')	No Avg.	
Coronet I (45" x 77")	65	250
Coronet II (52" x 92")	100	425
Coronet III (59" x 105")	210	450
Coronet IV (63" x 113")	250	575
Model 100 (Select-O-Ball)	No Avg.	

United Billiards

Model 100 (78" x 46")	No Avg.	
Model 200 (88" x 51")	No Avg.	
Model 500 (114" x 64")	No Avg.	
Model 400 (58" x 103")	No Avg.	
Model 300 (53" x 93")	No Avg.	
Model 500 (114" x 64")	No Avg.	
1967 1/2 Progress	No Avg.	

U. S. Billiards

Pro 1 (78" x 45", 6-pocket)	100	295
Pro 2 (88" x 51", 6-pocket)	110	365
Pro 3 (93" x 53", 6-pocket)	145	385
Pro 4 (103" x 58", 6-pocket)	195	450
Pro 5 (114" x 64", 6-pocket)	245	595
Model 6700 Comet (6-pocket series)	No Avg.	
Model 7700 Comet (6-pocket series)	No Avg.	
Model 8200 Comet (6-pocket series)	No Avg.	
Model 9100 Comet	No Avg.	
Mustang Pro 27 (50" x 86")	No Avg.	
Club Pool (56" x 40", 73" x 43")	No Avg.	
Deluxe Rotation Bumper Model 48	No Avg.	
Deluxe Rotation Bumper Model 67	No Avg.	
Electro Pool	No Avg.	
Model 400 4/66	No Avg.	
Convertible Time Table, 10/66 10/66	No Avg.	

Valley Mfg.

5225/w Reg. Size	145	450
785A (78" x 45")	85	275
875A (88" x 50")	125	365
935A (93" x 53")	150	385
884 (88" x 50")	200	460
934 (93" x 53")	200	500
Bumper Pool	200	400
1785M (78" x 45")	No Avg.	
1875M (87" x 50")	No Avg.	
1935M (93" x 53")	No Avg.	
1787M (78" x 45")	No Avg.	
1877M (88" x 50")	No Avg.	
1937M (93" x 53")	No Avg.	
1017M (101" x 56")	No Avg.	

**Bowlers & Shuffles**

Bally

All-the-Way 10/64	75	250
Big 7 Shuffle, 9/62	75	260
Bowler 1965 2P, 5/65	275	475
Bowler 1966, 4/66	450	650
Del. Bally Bowler 16', 1/64	200	400
Super 8 Shuffle, 4/63	100	300

Chicago Coin

Belair Shuffle 12/65	395	595
Cadillac Ball Bowler, 1/64	300	625
Citation, 10/62	150	295
Corvette, 2/66	665	875
DeVillie Shuffle Alley, 8/64	275	525
Flair, 9/66	795	995
Gold Crown, 3/62	150	325
Gold Star, 6P, 7/65	375	550
Grand Prize, 3/63	225	450
Imperial Shuffle, 11/66	500	725
Majestic Bowler, 8-64	400	600
Medalist, 5/66	500	700



M. J. (MIKE) STANLEY, Seattle Rock-Ola distributor, seen chatting with Robert Nims (right), A.M.A. Dist. Co., New Orleans, during recent manufacturer showing of new jukeboxes.

	Low	High
Official Spare Lite, 9/63	250	450
Park Lane Shuffle, 1/67	No Avg.	
Royal Crown, 8/62	150	325
Spotlite Shuffle, 11/63	200	345
Starlite, 5-62	125	250
Strike Ball, 5-63	210	375
Super Sonic, 3/65	500	725
Top Brass, 4/65	50	175
Tournament Bowler, 12/64	400	625
Triple Gold Pin Pro, 2/61	200	
Triumph Shuffle Alley, 1/65	310	495
Vegas Bowler, 3/67	No Avg.	

Midway

Premier Shuffle, 5/66	250	450
Cobra Shuffle, 5/67	No Avg.	

United

Action, 7/62	100	225
Alamo, 4/62	150	295
Altair Shuffle, 3-67	No Avg.	
Amazon, 3/66	625	895
Astro, 6/63	200	325
Avalon, 4/62	95	215
Aztec, 9/66	No Avg.	
Bank Pool, 11/63	50	175
Blazer 6P, 6/66	450	650
Caravelle, 2/63	165	225
Cheetah, 3/65	310	525
Circus Roll-Down, 9/62	75	200
Corral 6P, 10/65	350	525
Cypress, 12/62	75	225
Embassy, 9/62	95	225
Encore, 6P Bowler, 10/66	600	745
Fury, 8/63	195	325
Futura, 12/63	250	350
Galleon, 3/65	500	695
Jill-Jill, 1/63	100	225
Kickapoo 6P, 9/65	225	400
Lancer, 10/62	100	250
Lucky, 11/62	125	300
Mambo Shuffle, 12/64	325	525
Matador Bowler, 14/64	350	550
Maverick, 11/65	500	700
Oasis 6P, 6/65	445	675
Orbit, 8/64	300	475
Pacer, 4/64	250	400
Polaris, 8/64	350	550
Pyramid, 6P, 6/65	375	550
Regal, 4/63	225	375
Rumpus Targette, 5/63	150	250
Sabre, 2/63	250	425
Sahara, 7/62	125	300
Shuffle Baseball, 6/62	75	200
Silver, 6/62	75	200
Skippy, 11/63	200	350
Sparky, 12/62	125	250
Tango 6P, 2/66	450	625
Tempest Shuffle, 2/64	225	400
Thunder Bowler, 6/64	295	475
Tiger Shuffle, 7/64	275	450
Topper, 2/64	225	385
Tornado Bowler, 3/64	345	525
Tropic Bowler, 9/62	125	275
Ultra, 8/63	200	345

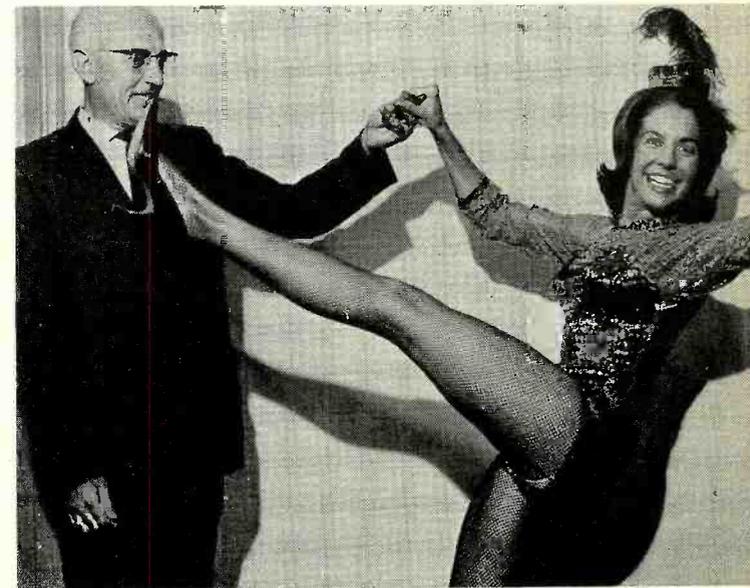
**Coinmen In The News**

NEW YORK

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

**Midway Vacation**

SCHILLER PARK, Ill. — Production facilities at Midway Manufacturing Co. here will be closed down for vacation July 31-Aug. 8. The office and sales department will remain open.



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



**Williams ELECTRONICS, INC.**  
3401 North California Ave. • Chicago, Ill. 60618

# Import Jukeboxes Could Add International Spice to Show

• Continued from page 60

manufactured by NSM Apparebau, Germany, will be distributed in the U. S., Mexico and Canada by Associated Coin Amusement Co., Inc., Oakland, and Simon Dist. Co., Los Angeles. Henry J. Leyser, president of Associated Coin, is an MOA vice-president.

Another manufacturer reported to be expressing interest in the MOA show is Cinematic Co., which introduced its Cinecolor unit at the recent Paris Coin Fair. This firm is part of the Thomson-Houston-Hotchkiss-Brandt group in Europe.

World-wide interest in the MOA show was pointed up here last year when a large contingent of English jukebox operators visited in Chicago. Increasing numbers of foreign visitors have been participating during the past few years.

Exhibitors, both foreign and domestic, have indicated needs for increased space at this year's show, according to MOA executive vice-president Fred Granger.

Cross-diversification by jukebox operators who are going into more phases of vending and by vending companies now interested in adding music to their services, is seen as yet another reason for increased interest in this year's MOA show, which again dovetails with the National Automatic Merchandising Association (NAMA) convention and trade exhibit.

The NAMA trade show, also reporting an increased interest on the part of exhibitors, will be held Oct. 28-30 at Chicago's International Amphitheatre. The convention programs will be at the Conrad Hilton here.

### MOA Committees

A.L. (Lou) Ptacek Jr., Bird Music Dist., Manhattan, Kan., and Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass., are co-chairmen of the 1967 MOA show.

Exhibit committee chairman is Frank Fabiano, Fabiano Amusement Co., Buchanan, Mich. Others on this committee are K.A. Cormney, Central Music Co., Lexington, Ky.; Moses Profitt, South Central Novelty Co., Chicago; Humbert Betti Jr., H. Betti & Sons, Inc., North Bergen, N. J.; Kenneth A. O'Connor, O'Connor Vending Machine Co., Richmond, Va.

John A. Wallace, Wallace & Wallace Music, Inc., Oak Hill, W. Va., MOA board chairman, is head of the reception committee. Other members are James Tolisano, MOA president, West Coast Music, Clearwater, Fla.; George A. Miller, Calif. Music Merchants Association, Oakland, Calif.; J. Harry Snodgrass, Servomation of New Mexico, Inc., Albuquerque, N. M.; W. R. Lumpkin, Gryant & Lumpkin, Ashland, Va.

Registration committee head is Les Montooth, Les Montooth, Peoria, Ill. Others are Harland Wingrave, Emporia Music Service, Emporia, Kan.; C. G. Silla, Silla Music Co., Inc., Oakland, Calif.; Fred Collins Jr.; Jerome Jacomet, Red's Novelty, West Allis, Wis.; Ralph Ridgeway, Vogue Music, Inc., Springfield, Mass.; F. P. (Nick) Carter, Leuenhagen & Co., Los Angeles; John Masters Jr., Missouri Valley Amusement Co., Lee's Summit, Mo.; Hal Shinn, Star Amusement Co., Gaffney, S. C.; Arnold Jost, Arnold's Coin Machine Co., Milwaukee; Robert Walker, Capital Music & Vending, Helena, Mont.; Sam Hastings, Hastings Dist. Co., Inc., Milwaukee.

Publicity & Foreign committee head is Henry J. Leyser, Associated Coin Amusement Co., Oakland, Calif. Others are Samuel A. Weisman, State Sales & Service Corp., Baltimore; Charles Tashima, Automatic Vending Machine Co., Oahu, Hawaii; Mrs. Millie McCarthy, Catskill Amusements, Inc., Hurleyville, N. Y.; Fred Ayers, Fred

# Bally's Herman Seiden, 60, Dies

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

Services were held Tuesday in Skokie, Ill., the home of Seiden, and his wife, Frieda. Seiden is also survived by a son, Philip; his mother, Mrs. Sarah Seiden; two brothers and two sisters.

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

Ayers Music Co., Greensboro, N. C.

Albert S. Denver, Lincoln Vending Corp., Brooklyn, N. Y., is chairman of the evaluation committee. Others are James K. Hutzler, Hutzler Vending Machine Co., Martinsburg, W. Va.; Henry C. Keels Jr., Keels Music Co., Florence, S. C.; Mossett Holland, Valley Music Co., Roanoke, Va.

Banquet committee chairman is William Anderson Jr., Broom & Anderson Amusement Co., Logan, W. Va. Others are Howard Ellis, Coin-A-Matic Music Co., Inc., Omaha, Neb.; Royce Green, Jr., Rosemary Amusement Co., Andrews, S. C.; Maynard Hopkins, Hopkins Music & Vending Co., Galion, Ohio; William Hullinger, Hullinger Music, Delphos, Ohio; Mrs. Orma Johnson Mohr, Johnson Vending Service, Rock Island, Ill.; Art Jentzen, Art's Amusement, Inc., Clovis, N. M.

MOA secretary William Cannon, Cannon Coin Machine Co., Haddonfield, N. J., is head of the awards committee. Others are John Wallace, J. Harry Snodgrass; Clinton S. Pierce, C. S. Pierce Music Co., Brodhead, Wis.; Lou Casola, Lou Casola & Associates, Rockford, Ill.; George Miller.

The forum committee chairman is John Trucano. Robert Nimms and Fred Collins Jr. are also on this committee.

Membership committee chairman is Jack Bess, Music Operators of Virginia, Roanoke, Va. Others are Ted Nichols, Automatic Vending Service, Fremont, Neb.; Joseph Levin, Blue Ribbon Vending Co., Philadelphia; Leon Taksen, D&L Coin Machine Co., Harrisburg, Pa.; Thomas Greco Jr., Greco Bros. Amusement Co., Glasco, N. Y.; Samuel Keys, Appollo Stereo Music Co., Inc., Denver; Robert Rooney, State Novelty Co., Inc., Baton Rouge, La.; Charles Bengimina, B&G Amusement Co., Kansas City, Mo.; C. C. Bishop, Bishop Music Co., Raleigh, N. C.; Paul Brown, Western Automatic Music Co., Chicago; Carl Pavesi, Automatic Phonograph Service, White Plains, N. Y.; Louis Glass, Modern Specialty Co., Madison, Wis.; Lawrence LeSturgeon, LeSturgeon Dist. Co., Charlotte, N. C.

Frank Fabiano is head of the nominating committee. Others are Harland Wingrave, Thomas Greco, Russell Mawdsley, Henry Leyser; Mrs. Leoma Ballard, Bell Amusement Co., Bell, W. Va.; Garlan Garrett, Cape Fear Amusement Co., Wilmington, N. C.

Howard Ellis is chairman of the committee on committees. Others are A. L. Ptacek, Russell Mawdsley, Henry Leyser, Jack Bess, Robert Nims, John Trucano.

# WTVB and Jukebox Co. Team Up for Hit

• Continued from page 32

as high as No. 14 on the station's playlist. Big problem was lack of distribution of the record in the town of 9,500.

Jukeboxes in the area have featured the station's playlist since it switched from an Easy Listening format about five weeks ago. The playlist, Linder felt, has helped improve jukebox play in the area. On another front, the G. C. Murphy Dime Store reports selling twice as many records since it started distributing the radio station's playlist.

The station is now considering using the record of a Michigan group for its next jukebox promotion—the Surf Suns on Ben Records with "Still In Love With You Baby." WTVB had scheduled Jerry Jaye's "Let the Four Winds Blow" for jukebox promotion last week, but dropped the plans at the last moment because they weren't assured of distribution of the

single in the area. Another record being considered for this type of promotion is "Apples, Peaches, Pumpkin Pie" by Jay and the Techniques. Jukeboxes have worked out so well for the station that it is planning to give away a jukebox in a contest soon.

# Danes Dislike 10% Tax Hike

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

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

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Wms. Pinch Hitter	95.
Wms. Shortstop Baseball	85.
Wms. World's Series	245.
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Seeburg Q 100	325.
Seeburg DS 100	445.
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# Schools: A Status Report

• Continued from page 60

"Yesterday I visited the Denver school for the first time. As far as I know I'm the first MOA executive to make such a visit. And I'm very glad I went. It was an impressive sight; men were working on coin machines, heads bent over the equipment. In one of the rooms I saw about 15 students who were working on jukeboxes they had just torn down. I spoke to them for a few minutes and was very glad to learn that four of them were from my home State of Florida. I asked them how they liked the school and they couldn't have replied more favorably."

In a later comment to Billboard, Tolisano said that all pertinent national associations, including the National Automatic Merchandise Association (NAMA), would be asked to participate in the discussions of the coin mechanics school.

"We all might as well face reality," he said. "Many vending firms now also have games and music equipment out on location. As far as I know they have no school for their men which can provide the comprehensive type of training offered by Jack Moran's Denver Institute."

## Enough Talk, Let's Do It: Jim Tolisano

CLEARWATER, Fla.—"I'm going to put myself out on a limb and say that it's time we stop talking about the labor shortage and start doing something about it," said Jim Tolisano after returning here from West Yellowstone, Mont., where he addressed the State's coin machine operators.

Tolisano, who is president of the Music Operators of America (MOA), said he would like to see the association, "from top to bottom," promote a total industry program to alleviate the shortage of qualified coin machine mechanics. "This effort should involve the MOA, the manufacturers, the distributors and all State and local accociations," he said. He said that he hoped all MOA communication channels could be used to coordinate such an effort.

Tolisano said he also hopes to set up an "exploratory" meeting with officials of the National Automatic Merchandising Association (MOA) to discuss possible co-operation between industries in solving common manpower shortage problems.

"It is not showing partiality to one man to say that Jack Moran of Denver should be recognized as the industry's pioneer in the trade school field. This man has gone out on a limb and started a school for the industry. He's the only one in the industry who has a bona fide school. He has experience and background. And somehow the industry should give Moran's effort more support."

• Continued from page 60

Illinois, to a low of 15 for New Mexico.

### 40 Per Cent

"As many as 40 per cent of these men," Moran said, "can be provided by operators. That is, they can be men now employed—hired directly by operators—who need additional training. The other 60 per cent would be provided by the unemployment departments of the various States. Each unemployment office will have brochures describing the curriculum of our schools and providing some general information about our industry."

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

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

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

### Board

"For my part of the bargain," Moran continued, "I would have to open additional schools in Chicago and Atlanta of a quality comparable to the level now available in Denver. I would also have to succeed in setting knowledgeable industry people to serve on an advisory board for this program. In order to fulfill the latter part of the requirement I have contacted a number of past presidents of the MOA and asked them to serve as advisors. All said they would co-operate."

Moran said he appreciates the support he has been receiving from various people in the industry. "I only hope that our efforts will not fail. Getting this federal contract would be a giant step forward in our desire to set up a useful educational institution for this industry. Right now we only have students from seven States (Colorado, New Mexico, Wisconsin, Florida, Mississippi, Nebraska, Oklahoma, West Virginia, and Kansas); the federal contract would enable us to provide nationwide service for the industry."

## MOA PROGRAMS WIN APPROVAL

CHICAGO — The wide acceptance of a variable pension plan being offered by the Music Operators of America (MOA) has prompted the national organization to poll its membership on the need for a balanced retirement and investment program. Members who would like to investigate such a plan should contact the MOA. Currently, the trade group is making available an income protection plan and a group life insurance program.

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KEEP POSTAL  
COSTS DOWN**

BUT ONLY IF YOU USE IT.

• Continued from page 60

dents received a government subsistence allowance of \$50 per week. Jukebox mechanics in the industry receive anywhere from \$100 per week to \$175, depending on experience.

Graduation for the second class was held earlier this summer, and many mechanics reportedly felt that they could not wait for the operators and distributors to hire them while they were receiving handsome offers from other industries.

## Thefts in N. H.

MANCHESTER, N. H.—Vending machines and flipper games have been the recent targets of thieves in this area. Albert Nichols, Bedford operator, reported two novelty vending machines were broken open, with an estimated loss of \$55. William Rudzinski told of having five flipper games broken into at a Weirs Beach golf range in Laconia, N. H.

## United Billiards

• Continued from page 60

and a new cloth which is 80 per cent wool and 20 per cent nylon. The unit has an illuminated meter inside the coin mechanism area.

"We're a little behind on our shipments right now because of the difficulty of moving three plants into one building. The riots in Newark last week caused us only a minimum amount of delay," Daddis said.

### New Pool Table

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

## Money Vender

ENFIELD, England — A local bank has installed what it claims is the world's first money vender. A director said the unit permits customers to draw \$28 in cash at any time of the day or night.

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

## Carolínians Hear Tax Man

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

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

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

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



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# Coinmen In The News

## SPRINGFIELD, ILL.

The big testimonial dinner for Lou Casola here July 15 charged the Holiday Inn East with a holiday spirit and filled it to capacity with industry well-wishers. Among those who attended were the following: **Chuck Harper** and **Bill Phillips**, Atlas Music Co., Chicago; **Andy Frasco**, A&F Sales; **Earl Paige** and **Ray Brack**, Billboard Publications; **Sam Castellis**, Rockford, Ill.; **Larry Hohbein**, the Dynaball Co.; **Jack Burns** and **Dave St. Pierre**, Empire Distributing, Chicago; **Ronald Miller** of the Falcon Club; **Mr. and Mrs. E. W. Gilbert**, Gilbert Music Corp., Bloomington, Ill.; **Mrs. Orma Johnson Mohr** (Orma was married a few days prior to the meeting); **Don Knott**, Knott Music Co., Galesburg, Ill.; **Kenneth Lundberg**, Lundberg Music, Cherry Valley, Ill.; **Mr. and Mrs. Les Montooth**, Montooth Music Service, Peoria, Ill.; **Charles and Margaret Sacco**, Lee Nordic Music Co., Chicago; **Don R. McDonald**, McDonald Merchandising Co., Ottawa, Ill.; **Clinton and Marie Pierce**, Pierce Music Co., Brodhead, Wis.; **Moses J. Proffitt**, South Central Novelty Co., Chicago; **Pete Robinson**, **Bud and Betty Hashman**, Star Novelty Co., Springfield, Ill.; **Mr. and Mrs. Fred Sipiora**, Singer One Stop, Chicago; **Charles Marik**, Star Music, Rockford, Ill.; **Fred Skor**, World Wide Distributors, Chicago; **Sanford Williams**, Williams Amusement Co.; **Mr. and Mrs. James Winning**, Springfield, Ill.; **Rep. Zeke Giorgi**, Rockford, Ill.; **Mr. and Mrs. Fred Granger**, Chicago; **Francis Roper**, Midwest Distributors, Rockford, Ill., chief organizer of the Casola tribute; **Mr. and Mrs. Wayne Hesch**, A&H Entertainers, Arlington Heights, Ill.; **Leonard Tillman**, St. Louis, Mo.; **Henry Lonnie and Warren Brown**, Eastern Music Co., Inc., Chicago; **Dick Gienko**, Dial Amusement Co., Chicago; **Chick Henske**, A. Henske Music & Vending, Jacksonville, Ill.; **Blackie Caldwell**, **Harry Schaffner**, Schaffner Music Co., Alton, Ill.; **Rene Sandona**, Rockford, Ill.; **Rudolph Kit**, Suburban Music Service, Riverside, Ill.; **Paul R. Nystrom**; **Bob and Nadine Kellney** and **Larry Stover**.

RAY BRACK

## WILKES-BARRE, PA.

Mechanics attending a two-day service school at Roth Novelty Co. conducted by Wurlitzer's **Hank Peteet** included **Dennis C. Dent**,



MR. & MRS. HAROLD MANNY, Schroth Music Co., Hermiston, Ore., pose beside one of the Florentine fountains that grace the entrance to the Wurlitzer Co. plant in North Tonawanda, N. Y. Service manager **C. B. Ross** conducted the couple on a tour of the plant recently.

Riedmiller Enterprises; **William G. Stover** and **William McLaughlin**, Pep Amusement Co.; **Kenneth Bollinger**, National Novelty Co.; **Joseph Chopick**, Chopick Novelty Co.; **James Hoy**, King Amusement Co.; **Joseph Deluca** and **James Fischetti**, Deluca Amusements; **Patrick DeLornezo** and **Sam Lomondo**, Triangle Vending Co.; **John Sacco** and **Eugene Sacco**, Gene's Music Co.; **William Shutter** and **Dick Baeshore**, Shutter's Music Co.; **Jay B. Zimmerman**, Shay's Vending Service; **Charles Snyder**, Michael L. Sacks Music Co.; **William Russell**, R&S Sales Co.; **Joseph Petrilyak**, JP Music & Vending Co.; **Ray Franklin** and **Randall Miller**, State Amusement Co.; **Joseph P. Turel**, **William Rothery**, **Dominick Saracino**, **Jerome J. Buckler**, **Elliott M. Perrego** and **Roger A. Samuels**, Roth Novelty Co.

## NEW YORK

**Willie McCarthy**, president of the New York State Coin Machine Association, has been invited to attend the Police Chiefs Convention and banquet Wednesday (26) at Binghamton. . . . A meeting of the New York State Operators Guild was held Wednesday (19) at Poughkeepsie. . . . A talk between NYSCMA president McCarthy and State Sen. **Thomas Laverne** (R., Rochester) was held recently when the senator was addressing a group in New York State. The two discussed legislation involving the industry for 1968 session of the State Legislature. . . . **W. Browning** of the Bob-Lo Co., Amherstburg, Canada, placed an order for 15 assorted pieces from **Mike Munves**, distributor, New York, during a recent visit, which included some gun and baseball machines. . . . **Al Panuzzo** of Rowe Manufacturing Co. conducted a class for the conversion of the Rowe Riviera Cigarette Machine to 100mm cigarette brand machines Tuesday (18) at Runyon Sales Co., here, a distributor for Rowe. . . . Several Rock-Ola representatives and out-of-town distributors said hi to distributors on 10th Avenue here during the two-day Rock-Ola Show at the Summit Hotel here Friday and Saturday (14 and 15). In the party were **Ed Doris** of Rock-Ola and **George Hincer**, Rock-Ola advertising and sales manager.

MONEY secretary **Sophie Selinger** was vacationing last week and back on the job today with her boss, **Ben Chicofsky**. . . . MONEY reports that they've heard rumors to the effect that the New York State Supreme Court will be taking further action on the operators tax this week, and an announce-

## Second Edition Of Link-Letter

CHICAGO — Fred Granger, executive vice-president of the Music Operators of America, (MOA), has mailed out the second edition of his MOA "Link-Letter," a regular communication intended to serve as a clearing house of information between the national association and regional groups.

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

ment of some kind will be made later this week.

Items of interest should be sent to **Charles A. Barrett**, Billboard, 165 West 46th Street, New York 10036.

CHARLES BARRETT

## WEST YELLOWSTONE PARK

Among visitors to last week's Montana Coin Machine Operators Association was **Pres Struve**, head of the Struve Distributing Co. of Salk Lake City, which has branches in Phoenix, Los Angeles, and Denver. **Gaylord Merrill**, manager of the Salt Lake City branch, which distributes Seeburg phonographs, accompanied Struve to the Montana meeting. Struve told Billboard that he is strongly in favor of operators associations at the State and local level. "Local associations, the MOA, and the trade press are vital factors in this business and we always try to encourage operators to take advantage of these things."

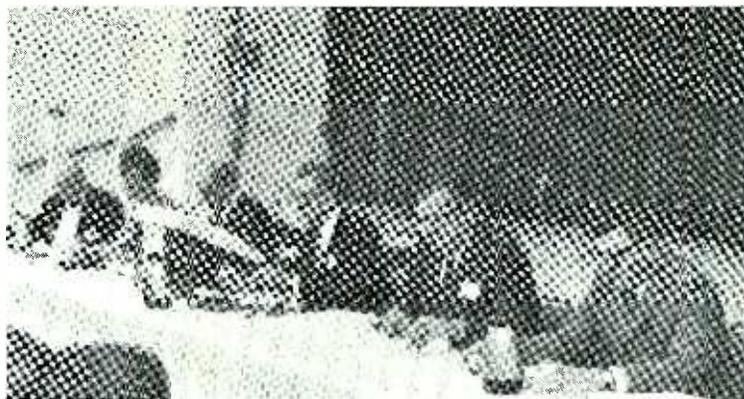
Stuve added that, like several other distributors around the country, he has recently entered the home pool table business and found it "quite profitable."

Montana operators challenged their counterparts in other States to come up with a fully active member of the business who is older than **Harry Brinck** of Butte. The latter claims to be 74, and has been so claiming for several years, according to friends.

**Bob Walker**, of Helena, who is treasurer of the MCMOA, flew his private airplane to the West Yellowstone meeting.

Among out-of-State guests at the meeting were **Glen Brener** of the Wico Corp. of Chicago—a large maker of coin machine parts—and **Jay Zelle**, of Empire Press, Chicago. Seattle one-stopper **Lew Choate**, a frequent visitor to Montana, and an associate member of the MCMOA, was there with his wife.

PAUL ZAKARAS



AT HEAD TABLE during meeting in which ICMOA voted a new dues structure of \$50 per company member employee and decided to hire an executive secretary were, from left, **Clint Pierce**, **Mrs. Orma Mohr**, **Fred Granger**, **Lou Casola**, **Harry Shaffner** and **E. J. (Zeke) Giorgi**.

## Solomon Dies At Columbus

COLUMBUS, Ohio—Pioneer coinman **Wolf Solomon** died here July 21. He operated the Central Ohio Coin Machine Exchange here since 1944. During that time he was a distributor for many major coin machine lines. He had the United line for 15 years. Before opening here he worked for the late **Morris Gisser** at Cleveland Coin Machine Exchange.

Solomon is survived by his wife, **Sarah**; two sons; two daughters; and a brother, **Samuel**.

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

## Swedes Have New Savings Vender

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

The impulse saver steps up to the machine, drops in his krona coin (20 U.S. cents) and receives a stamp. These stamps are pasted on a saving card, which, when full, is worth 15 kroner (\$3). The saver signs the card when it is full and places it in a slot in the machine. The bank then credits the customer's savings account. The Swedish Commercial Bank is placing the machines in schools and canteens on an experimental basis.



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

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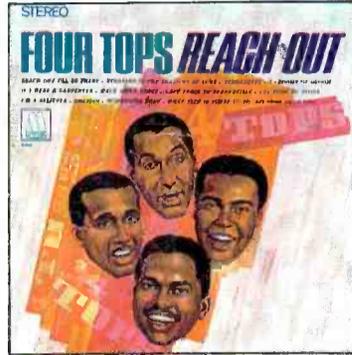
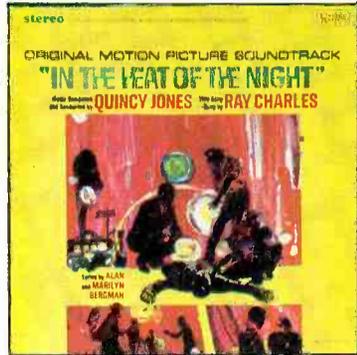
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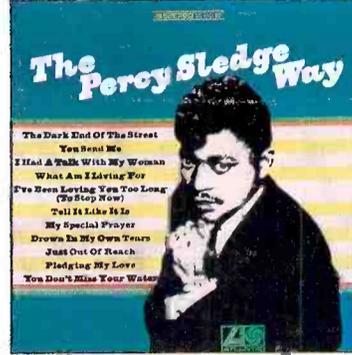
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**SOUNDTRACK SPOTLIGHT**  
**IN THE HEAT OF THE NIGHT**  
Soundtrack. United Artists UAL 4160 (M); UAS 5160 (S)

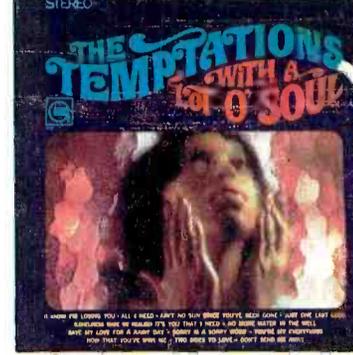
Quincy Jones has written a moody mixture of blues, jazz and country themes that are in keeping with the spirit and locale of the film. Ray Charles' rendition of the title song is a knockout and should pull pop play. Other good vocals are by Gil Bernal, Glen Campbell and Boomer & Travis.



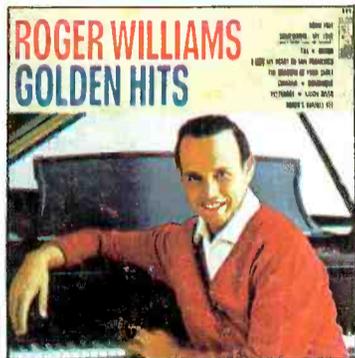
**POP SPOTLIGHT**  
**REACH OUT**  
Four Tops. Motown M-660 (M); S-660 (S)  
This is the distillation of the Motown sound, polished to a gleam and delivered with a full measure of commercial soul. The Tops are among the smoothest performers in the business, and they're really tops with "Standing in the Shadows of Love" and "I'm a Believer."



**POP SPOTLIGHT**  
**THE PERCY SLEDGE WAY**  
Atlantic 8146 (M); SD 8146 (S)  
Percy Sledge has a slow and careful way of handling a song to create an extra emotional wallop and he'll knock fans out with a country-flavored tune called "The Dark End of the Street." Every song in this album is a winner, from the old Sam Cooke hit of "You Send Me" to the country-flavored r&b hit by Solomon Burke "Just Out of Reach of My Two Empty Arms." A classic album.



**POP SPOTLIGHT**  
**WITH A LOT O' SOUL**  
The Temptations. Gordy M-922 (M); S-922 (S)  
The consistent Temptations have another chart item in this LP, which includes their hit "(I Know) I'm Losing You," and "All I Need." Top slow numbers include "Now That You've Won Me" and "Don't Send Me Away." Other good drivers include "Save My Love for a Rainy Day" and "Just One Last Look."



**POP SPOTLIGHT**  
**GOLDEN HITS**  
Roger Williams. Kapp KL-1530 (M); KS 3512 (S)  
Sparked by his big singles hits of "Somewhere My Love," "Born Free," and "Till," Roger Williams offers a lyric, rhythmic package that's destined for big sales. The other eight selections are also excellent, ranging from a gentle "Yesterday" to a Latin "The Shadow of Your Smile," including a powerful "Maria." Chamber music treatment for "Dominique" is tops.



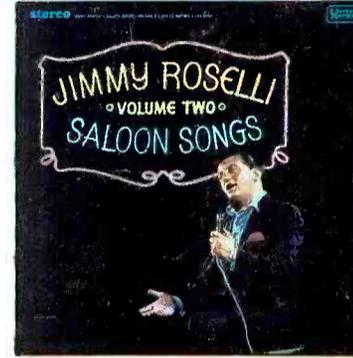
**POP SPOTLIGHT**  
**OUR GOLDEN FAVORITES**  
Ferrante & Teicher. United Artists UAL 6556 (M); UAS 6556 (S)  
The fare is familiar—it's the repertoire that has made Ferrante & Teicher piano favorites over the years—"I'm Always Chasing Rainbows," "Polonaise" and "Dominique." Their "Malaguena" is smooth and provocative, and "Chopsticks," to a bossa nova beat is great for the easy listening set.



**POP SPOTLIGHT**  
**CALL IT LOVE**  
Gunter Kallmann Chorus. 4 Corners of the World. FCL-4242 (M); FCS 4242 (S)  
The delightful Gunter Kallmann Chorus is back with another delightful album. Included is their latest single "This Is My Song" and "Paint Yourself a Rainbow." Country instrumentation contributes to a sparkling "Release Me." Other gems include a mellow waltzing "Edelweiss" and lulling versions of "Alfie" and "They Told Me."



**POP SPOTLIGHT**  
**HERE AND NOW!**  
Kate Smith. RCA Victor LPM 3821 (M); LSP 3821 (S)  
The dependable Kate Smith has come up with another surefire easy listening album, this time with current material. The 11 cuts all are sung well as the luster of Miss Smith's voice remains untarnished. Among the standouts are "All," "What Is a Woman?" "I'll Take Care of Your Cares" and "The Splendor of You."



**POP SPOTLIGHT**  
**SALOON SONGS, VOL. 2**  
Jimmy Roselli. United Artists UAL 3585 (M); UAS 6585 (S)  
Jimmy Roselli is beginning to monopolize the saloon song field. This is his second album in that groove and he makes each song his personal property. He belts with impact and a rhythmic energy that perfectly fits the style of the material.

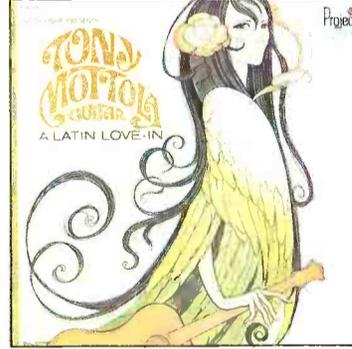
**POP SPOTLIGHT**  
**THE NEW SOUND OF TODAY'S BIG BAND**  
Doc Severinsen. Command RS 917 (M); RS 917SD (S)  
Doc Severinsen shows why he must be ranked among the top of the current crop of pop instrumentalists. His trumpet has a big sound, backed up with a big band. He takes chestnuts such as "Canadian Sunset" and "I've Grown Accustomed to Her Face" and imparts fresh meaning. And he is current with a lively "Monday, Monday."



**POP SPOTLIGHT**  
**HAPPENINGS "LIVE!"**  
The Outsiders. Capitol T 2745 (M); ST 2745 (S)  
The Outsiders perform new versions of their hits such as "Time Won't Let Me" and "Help Me Girl," as well as exciting versions of "Michelle" and "Gloria." "Come On Up" is rousing and will hit strong with fans. Most interesting aspect of this LP is comparison of their hit versions before and now, showing the constant musical development of the group.



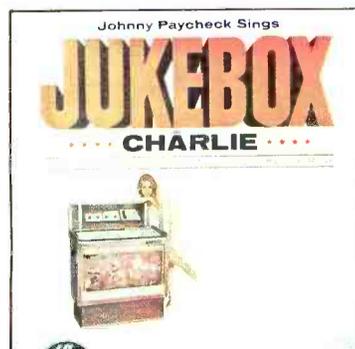
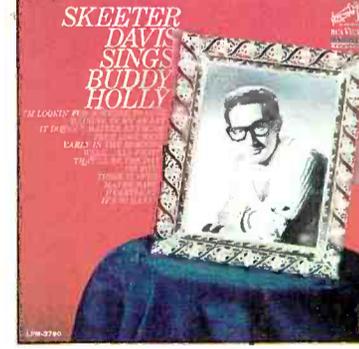
**POP SPOTLIGHT**  
**A LATIN LOVE-IN**  
Tony Mottola Guitar. Project 3 PR 5010 SD (S); PR 5010 (M)  
This album should sell for years to come. Features the guitar of Tony Mottola with exceptional flute, accordion and saxophone accompaniment. Mottola performs outstanding renditions of such familiar tunes as "Call Me," "So Nice" (Summer Samba), "Spanish Harlem" and "What Now My Love." Hats off to Enoch Light and arranger Lew Davies.



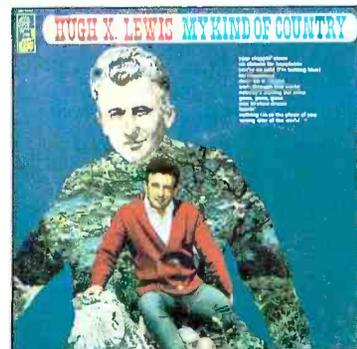
**COUNTRY SPOTLIGHT**  
**TOGETHER AGAIN**  
Kitty Wells & Red Foley. Decca DL 4906 (M); DL 74906 (S)  
This duo is back together for a special album with exciting material such as "Together Again," the Buck Owens' hit, and "Happiness Means You." Kitty Wells gives her usually great performance on "Have I Told You Lately That I Love You," "My Happiness," and "Ashes of Love." Red Foley has never been in better voice. An excellent and historic album.



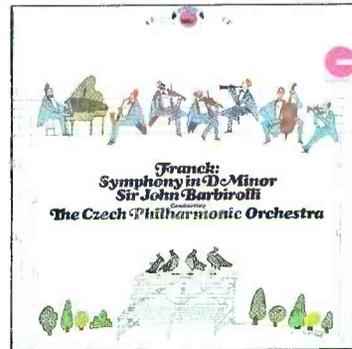
**COUNTRY SPOTLIGHT**  
**SKETEER DAVIS SINGS BUDDY HOLLY**  
RCA Victor LPM 3790 (M); LSP 3790 (S)  
The combination of top material associated with the late Buddy Holly and the voice and style of Skeeter Davis makes for an album slated for top sales that could spill over into the pop market. It presents 12 fine treatments. "Maybe Baby," "That'll Be the Day," "Oh, Boy!" "Raining in My Heart," and all winners.



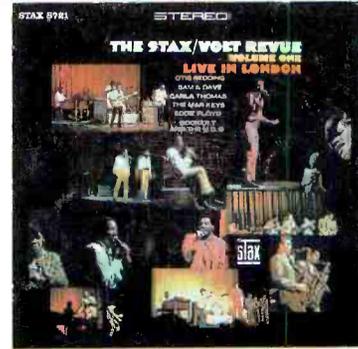
**COUNTRY SPOTLIGHT**  
**JUKEBOX CHARLIE**  
Johnny Paycheck. Little Darlin' LD 4006 (M); SLD 8006 (S)  
The hit single "Jukebox Charlie" sets a hot pace for this album and tunes like "Down at Kelly's" and "Meanest Jukebox in Town" are right in the jukebox groove. But Johnny Paycheck pays off on "My Baby Don't Love Me Anymore" with a smooth version of a set of good lyrics. Fans get a bonus in this LP—14 tunes instead of the usual 11 or 12.



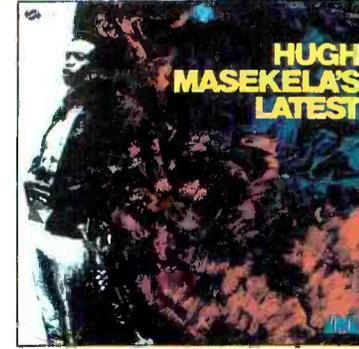
**COUNTRY SPOTLIGHT**  
**MY KIND OF COUNTRY**  
Hugh X. Lewis. Kapp KL-1522 (M); KS 3522 (S)  
Hugh X. Lewis is a consistent chart performer but there're many facets to his talent and no song could demonstrate this better than his version of the old standard "My Happiness." He lends a special charm to the tune and comes through with a similar performance on "Don't Do It Darling" assisted by Becki Bluefield.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**FRANCK: SYMPHONY IN D MINOR**  
The Czech Philharmonic Orch. (Barbirolli). Crossroads 22 16 0127 (M); 22 16 0128 (S)  
Sir John Barbirolli and the Czech Philharmonic Orchestra are a fitting unit to play Franck's 19th century French symphonic music. This symphony contains three movements which run a varied gamut.



**R&B SPOTLIGHT**  
**THE STAX/VOLT REVUE LIVE IN LONDON, VOL. 1**  
Various Artists. Stax 721 (M); S 721 (S)  
Out of the Stax studio in Memphis comes some of the top sounds by some of the top artists in the r&b world. Here is their live performance in London. The label caught it all on record. You'll hear Otis Redding with "Shake," Eddie Floyd with "Knock on Wood," Sam and Dave with "Hold On, I'm Comin'," and Carla Thomas with "B-A-B-Y."



**R&B SPOTLIGHT**  
**HUGH MASEKELA'S LATEST**  
UNI 3010 (M); 73010 (S)  
Hugh Masekela's considerable talents as a trumpet player never did win wide commercial acceptance—but he's making it as an r&b singer. His delivery is restrained for the idiom, and the African overtones are quite noticeable. The repertoire is making it, too—"Baby, Baby, Baby," "Groove Me" and "Society's Child."

# Album Reviews

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