

Billboard

The International Music-Record Newsweekly

Mono Price Hike Triggers U.S. Probe of Disk Trade

By MIKE GROSS

NEW YORK — The Department of Justice began an investigation last week into alleged price fixing and collusion in the record industry. The investigation, which is now in the preliminary stage, was sparked by the industry's increase of the price of monaural records to the stereo price level. It marked a general increase of \$1.

The Department of Justice was alerted to the price increase by members of Congress who had been receiving letters of complaint about the industry action from their constituents. The initial price rise went into effect in early June and most of the important companies in the business com-

pleted their mono-stereo price equalization by the first week in July.

The Antitrust Division of the Justice Department sent two investigators, Samuel B. Preses and Roy E. Green, to New York Thursday (3) to launch its probe. The team worked in New York two days and then returned to their Washington base to continue the inquiries.

\$64 Questions

Questions bothering the Justice Department were: (1) whether there was behind-the-scenes activity in which the top companies banded to-

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More Name 'Outsiders' Lured to Disk Grooves

NEW YORK—The disk business is continuing to lure performers who've made their mark in other fields of show business. The Ashley-Famous Agency, for example, is stepping up its activity to serve its clients in all show business media with special emphasis on the recording field.

Bobby Brenner, who is in charge of the agency's New York Variety, Television, Radio and Recording Department, has recently concluded recording deals for such diversified personalities as Yul Brynner, Mike Kellin, Gilbert Price and Ed Sullivan.

"Most of the Ashley-Famous clients want to be on records whether they can sing or not," said Brenner, "so it's become just a matter of getting the right idea for a proper disk showcase."

For example, Brenner has set Yul Brynner with Vanguard Records for an album of gypsy music that features the actor as a singer-instrumentalist. Actors Mike Kellin and Gilbert Price have been set with MGM Records as singers, and Ed Sullivan has been worked into a deal with Columbia Records in which the TV emcee's upcoming

(Continued on page 10)

Lib. Sets Up Italian Firm, Distrib Deal

By GERMANO RUSCITTO

MILAN — Liberty Records will set up Liberty-Italiana here, with distribution of Liberty product to be handled by Belldisc-Italiana, formerly Bluebell. All Liberty labels, including Imperial, Dolton, Blue Note, Soul City and Sunset, are covered by the distribution deal.

The decision was made at a three-day meeting of Liberty executives here. According to Ron Cass, Liberty's director of overseas operations, the agree-

(Continued on page 59)

Cap. Artist Royalty Switch

By ELIOT TIEGEL

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

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

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

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

When we decided to make the switch," Scott noted, "we spent a great deal of time seeing that we did it right. We made a mass mailing to our old artists and an awful lot of people have responded and said 'fine.' All our new contracts are being written this way. It's a complete switch. I would expect that the bulk of our contracts would be completely rewritten within 30-60 days. Then it's a matter of the other contracts running out."

Scott says the company is "not pressuring anybody," he feels there would be no reason for any artist to prefer the old royalty set-up, which he believes is based on a "phony" retail price. "Let's start with something more realistic," he said.

NARA Parley Seen Landmark for Group

By CLAUDE HALL

ATLANTA — The 12th annual convention of the National Association of Radio Announcers (NARA) this week is expected to be one of the biggest and best in the organization's history. A golf tournament Tuesday (8) and Wednesday (9) starts off activities, followed by a barbecue at Otis Redding's Ranch in Macon, Ga., Wednesday night. Official events get under way Thursday, and Warner Bros. Records will host a luncheon. ABC Records hosts a cocktail reception a 6 p.m., Decca - Brunswick Records is giving a dinner at 7 p.m. and there will be an Otis Redding show at the Municipal Auditorium. Members can attend.

Friday's events include a breakfast by Duke - Peacock Records, luncheon by Atlantic Records, cocktail reception by Chess, and dinner by RCA Victor. There will be an all-star

variety show at the Municipal Auditorium.

MGM Records hosts a luncheon Saturday, and business events of the afternoon includes the election of new officers. At 6 p.m., Capitol Records hosts a cocktail reception. The black tie dinner that night, however, is the major highlight of the convention. Bill Cosby is emcee; Ella Fitzgerald will be honored as Woman of the Year, Harry Belafonte will be honored as Man of the Year, Cosby will receive the annual Golden Mike Award.

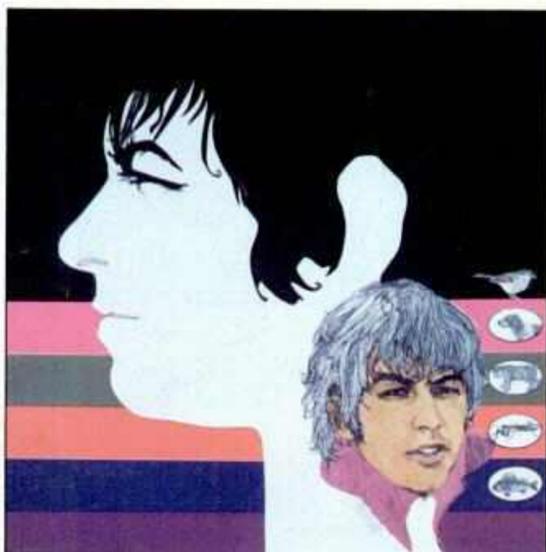
Columbia Records hosts a luncheon Sunday, Motown Records will sponsor a reception for new officers that afternoon at 2:30. A NARA Gospel Caravan show at Municipal Auditorium winds up the convention.

Exhibits will be open daily at 10 a.m.; hospitality suites will be open daily at 6 p.m.

(Advertisement)



The Fifth Estate, hot new act, bows follow-up to "Ding Dong the Witch Is Dead," called "The Goofin' Song" (Jubilee 5588), as well as a power-packed album (JGM 8005), which includes "Ding Dong the Witch Is Dead," "The Goofin' Song" and "I'm a Believer." Produced by Steve and Bill Jerome for Real Good Productions. *(Advertisement)*



Eric Burdon and the Animals, MGM's August stars on the "Celebrity Scene," have another big chart hit with their latest MGM single, "San Franciscan Nights" (K-13769). The new single will be featured in a special set of 45's going to DJ's this month. The set also includes hits from their Top LP's, "The Best of the Animals" (E/SE-4324) and "The Best of Eric Burdon and the Animals Vol. II" (E/SE-4454). *(Advertisement)*

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Industry Sets Up Organization to Prevent Encores of Racial Strife

NEW YORK — The music/record industry effort to prevent further racial violence from erupting in U. S. cities has now taken the form of an organization called Take a Look Foundation. Legal counsels for the Foundation have already taken the necessary measures to petition a New York State charter for the non-profit organization.

Directors of the Foundation are Clyde Otis, who launched the project a few weeks ago, Clarence Avant, Del Shields, Bennett R. Rosner and Howard Cook.

Records whose lyric content are related to the "Take a Look" theme have been released by Columbia, Mercury and Decca, RCA Victor, Liberty and ABC Records will issue disks shortly.

Several record companies have been approached for financial contributions to the Foundation. Funds received by the Foundation will go toward the expansion of the "Take a

Look" theme and general operating expenses.

Board to Meet

The Foundation's board of directors will meet soon to establish an advisory committee to be composed of personalities and representatives from the music industry.

Songwriters and publishers with songs related to the "Take a Look" program are invited to submit material to Clyde Otis as the Take a Look Foundation, 1967 Broadway, New York.

The Foundation requests that the song not have inflammatory lyrics, not be negative in attitude toward brotherhood, have moral implication, and be of a contemporary pop nature.

Asks P. D.'s to Help

Meantime, Otis is asking programming directors of radio stations around the country to pitch in to help quell the riots and the violence of "the long, hot summer." In an open letter to the program directors, Otis

points out that several record companies have generously released certain recordings to be programmed as public service features. "The lyrics of these songs suggest that one should look to one's self before blaming others for his misfortunes. They offer hope and direction stated in contemporary musical terms."

Among the records listed were "American Power" by Johnny Wright on Decca Records; "This Bitter Earth" by Dinah Washington on Mercury Records, and "Take a Look" by Aretha Franklin on Columbia Records.

"The programming of these records," he says, "will hopefully do much to cool the heat of this long, hot summer. If these records contribute in only a small extent toward making the adults and especially the youth of this country better citizens, the contribution is certainly an important and necessary one."

Country & Western Academy Eyes TV, Branch and Convention Moves

LOS ANGELES—The Academy of Country and Western Music is eyeing a broader scope of activities, reports Bill Thompson, newly elected chairman of the board of directors, because the Western region is so active in c&w activities.

In the talking stage are a joint television awards venture with the Country Music Association, the Nashville-based trade association; the development of a country convention in Los Angeles and the creation of Academy branches to service members in the 11 Western States.

Already in operation is a liaison committee consisting of Academy members Johnny Bond and Hugh Cherry, responsible for keeping the CMA informed

to the local organization's programs and plans.

Already set is a March 4 Century Plaza location for the Academy's 1968 awards/dinner. Hopefully, there will be television coverage, Thompson said. The 31-year-old operations manager at KGBS, which went country in January 1966, hopes to either have regional or national coverage. Dick Schofield, KFOX general manager, is in charge of developing TV coverage. He formerly held the post now occupied by Thompson.

Fete a Year Away

Thompson sees a Western convention culminating in the awards dinner as one year away. "A lot of the country people living here would like to at-

tend the WSM convention in Nashville but can't make it because of expenses," he said. A Coast gathering would be designed around meaningful, educational workshops, where an "exchange of ideas" would stimulate panel discussions. "If we go into a joint TV venture," Thompson added, "we would schedule the convention at some other time."

Thompson sees the CMA's annual awards and the Academy's own three-year-old citations as a powerful audience draw on television.

The Academy has named Dick Kirk, of Broadcast Music Inc. (BMI), as chairman of its awards presentation. Ten committees are working on various aspects of the show. A producer is yet to be named.

Because the organization has members outside the Los Angeles - Bakersfield - Long Beach regions, the triangle for country activity, the Academy is thinking of establishing local chapters. "They would have a say in the furthering of country music in their areas," Thompson explains. "Basically, people out here want representation. There has been some misconception that this organization was formed to combat the CMA. This is not true. Both have the same common aim: the promotion and bettering of country music."

To Enter a Float

Toward this end, the Academy is entering a float in the annual Santa Claus Parade in Hollywood (it draws good local TV coverage) and has established a welfare committee to develop means of raising money for members ill or injured. A separate corporation would be formed to regulate money raised from an annual show and dispensed to needy members.

Internally, the monthly general membership meetings are designed to offer a touch of social, business and educational themes. Named program co-chairmen are Bob Kingsley and Billy Mize. One proposal, allowing fans to join as non-voting associate members, is still under consideration. Thompson feels fan membership would weaken the organization's strength as a professional group.

Workshops Planned For NARM Meeting

LANCASTER, Pa. — Workshop plans for the midyear meeting of the National Association of Record Merchandisers, Inc., have been set by the workshop leaders. Sessions are listed on warehouse security, tape CARtridges, and electronic data processing. The meeting will run at the Host Farm here Sept. 5-8.

James Schwartz of Schwartz Bros. and District Records of Washington, leader of the Sept. 6 "Warehouse Security" workshop, plans a complete survey of methods successfully being used in his area. Jack Tettlebaum of Schwartz Bros. will work with him.

A panel meeting of NARM members is slated for Sept. 7. Cartridge workshop chaired by Jack Geldbart will open with a report on changes in the cartridge picture since last year's meetings.

The panelists will be Merritt Kirk of Callectron, Inc., of San Francisco, who will speak on "How to Merchandise the Tape Cartridge"; James Levitus of Car Tapes, Inc., of Chicago on "What Are the Profits in the Cartridge Business?" Stanley Jaffe of Consolidated Distributors, IKNC, of Seattle on "Fixturing and Inventorying the

Multiple Configuration"; and James Tiedjens of Midwestern Tape Distributors, Inc., of Milwaukee on "What Can NARM Do for the Cartridge Industry?" Time for extensive discussion and audience participation will be provided.

Actual systems in operation at four NARM member companies will be explained in detail at the Sept. 8 "Electronic Data Processing" workshop conducted by Cecil H. Steen of Recordwagon, Inc., of Woburn, Mass. Systems utilized will be those of Recordwagon, J. L. Marsh Co. (Heilicher Brothers) of Minneapolis, District Records and Music Merchandisers of America of Los Angeles. Applications of the systems for rack jobbers, distributors and one-stops will be surveyed. The opening workshop on Sept. 6 will be on "Your Business in Today's Economy" with Amos Heilicher as chairman.

A special area will be set up on the convention level of the hotel with conference tables for NARM associate members (manufacturers) to meet with their customers in the afternoons and evenings of Sept. 6 and 7. Associate members also are invited to attend the workshops.

EDITORIAL

Meets: Mfr. Burden

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

As Amos Heilicher, leading Minneapolis distributor and record merchandiser, states, "It's getting to the point where a record man needs to own an airline in order to keep up with manufacturers' sales sessions. One week there's a flight to Las Vegas, another week entails a trip to Miami, followed by trips to Los Angeles, New York and elsewhere."

The manufacturer wants a captive audience—distributors undisturbed by other activities including the blandishments of rival manufacturers.

It becomes increasingly difficult to condone such an attitude. The time has come for the manufacturer to make some concessions to the people whom he depends upon to move his product.

It is known that NARM executive director Jules Malamud has given much thought to the problem. We venture to say that, given some co-operation, Malamud and the manufacturers and distributors could come up with a plan which would materially ease the problem of sales meetings next year.

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

RCA Pub. Entry Points Up Trade's Total Involvement

NEW YORK — The importance of a record company's total participation in all phases of the music business has been pointed up anew with the setting up of the Arbor (ASCAP) and Dunbar (BMI) music firms by RCA Victor. All the majors are now involved in publishing activities and many independent labels are also operating with music publishing subsidiaries.

Victor had been mulling its entry into the music publishing business for some time and Norman Racusin, division vice-president and general manager, heralded the move with, "We are now in the music publish-

ing business—with a strong organization of men of proven abilities." Racusin pointed out that Arbor/Dunbar Publishing is an autonomous operation, independently staffed and geared to meet the demands of a competitive business.

Gerald E. Teifer, president of the Arbor/Dunbar operation, said that the firms would be involved in every phase of the music business from pop, rhythm and blues and country, to the areas of musical comedy, TV and motion pictures.

On Teifer's staff are Andrew Anka, manager of administration, and Edward Dean, professional manager.

London Wraps Up Regional Meets in 25-LP Package

NEW YORK — London Records concluded its regional meetings, which introduced its 25-album fall program, on Thursday (3). The sales caravan, which opened in Los Angeles on July 25, then moved to Chicago for dinner at Sage's East Restaurant and an all-day meeting at the Continental Plaza Hotel.

The Atlanta meeting, which opened on Monday (31) at the Regency Hyatt House Motor Inn, included an all-day session at the Inn on Tuesday (1). New York's meetings were at the Summit Hotel with dinner a Toots Shor's on Wednesday (2).

The sales caravan consisted

Dolittle Due At ABC Meet

NEW YORK — Special screenings of "Doctor Dolittle" will be a feature of the regional distributor meetings of ABC Records. The meetings got underway Friday (4) in Los Angeles. Other meetings are set for Chicago Monday (7) and New York Wednesday (9).

Product of ABC, Impulse, Bluesway, Dunhill and 20th Century-Fox will be shown in the morning sessions, with Command product shown in the afternoons.

of Herb Goldfarb, national sales and distribution manager; Walt Maguire, national singles sales and a&r manager; Marty Wargo, director of administration, and Terry McEwen, classical sales manager. The New York sessions also were attended by D. H. Toller-Bond, London Records president; John Stricker, company president, and other personnel from the firm's home office. Goldfarb reported especially heavy orders for the first Procol Harum album on London's Deram label.

RECORD LABELS CAN GET FREE GOSPEL SPACE

NEW YORK — Billboard is preparing a gospel discography which will appear in the forthcoming issue of The World of Gospel Music. Record labels with gospel albums in their catalog will receive free editorial listings. Listings should be sent to World of Gospel Music, Billboard, 165 West 46 Street, New York 10036, in the following form: Album title, artist, catalog number. All listings must be in the Billboard office by Aug. 14.

Billboard

AUDIO RETAILING 67

GETTING THE MOST OUT OF YOUR NEEDLE STOCK. Some advice from an expert.

CLASSICAL 48

FALL OPERAS. Among the new operatic packages due before Christmas are Bellini's "Beatrice di Tenda," Handel's "Hercules" and "Julius Caesar," Tchaikovsky's "Pique Dame," and Lortzing's "Zar und Zimmerman."

COIN MACHINES 69

A BIG MOA CONVENTION is now assured with the signing of the major record companies for the October event.

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CLUBS FEATURING country music are booming, says manager Wendell Goodman.

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LOUIS ARMSTRONG dominated the Eighth International Jazz Festival at Antibes-Juan-les-Pins in France.

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PROGRAMMING CONSULTANT Bill Drake disavows tight playlist image. KLIF "alters" format to include more albums.

TALENT 21

THE INTERCOLLEGIATE JAZZ FESTIVAL will debut at Miami Beach next May. Formerly the Intercollegiate Music Festival, the event is taking on a new shape.

TAPE 64

John Israel has demonstrated how with small capitalization, a healthy tape retailing operation can be set up.

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SWING WITH SOCIETY

'Maverock' Disks Attack Hippies

By MIKE GROSS

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

The music of this new cult is being referred to as philosophical rock. And its lyric content stresses the importance of the simple things in life, and that youngsters should turn on straight. It is anti-hippie and anti-drug and is attempting to reach the teen-agers who are caught up in the hippie whirl and help them get out.

Philosophical rock moved in to the big disk time just a few weeks ago with the release by Columbia Records of Chris Wilson's "All the Joy" and "Inspiration Road." And later

this summer Wilson's "optimistic poetry" will be showcased by CBS-TV on a half-hour special.

Vs. Drug Users

Wilson, an 18-year-old from Brooklyn, is in total disagreement with the teen-agers who dig drugs and who are continually putting down society. He says that the use of LSD for a mind expansion trip is comparable to cutting off your legs so that you can ride around in a wheelchair, and he says that kids have a hard time today but no one has a harder time than parents.

Wilson's recent appearance at the Cafe Wha in Greenwich Village was heralded with "Chris Wilson knows God is alive and very healthy. His songs are of God and His joy-

ous, mournful beauty."

In addition to the two songs on his first Columbia single, Wilson has about 100 of his own compositions in the hopper. Some of the other titles are "The Future Belongs to the Children," "The Things That You Are" and "Rose Against the Sky." The songs are published by Martinique Music, a BMI affiliate. He's managed by Nicholas DeMartino and Bob Hughes, and represented by General Artists Corp.

Last week Wilson and Hughes attended the Columbia Records national sales convention in Hollywood, Fla. They are now motoring back to New York, stopping off in key cities to visit disk jockeys, promote the record and spread the optimistic gospel of philosophical rock.

RCA's Nilsson Push Schedule Is Revamped

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

Unbeknownst to Victor, the single cut of "You Can't Do That," a potpourri of 11 Beatles tunes, was aired on KRLA, Los Angeles on Tuesday (1) and started a flood of inquires of who the singer was and where the disk was available. KRLA played Nilsson as a "Mystery Artist" for a day and then revealed his name. By this time the disk had reached the San Francisco disk jockeys and Victor then decided to upset its release schedule to bring out the single backed with "Ten Little Indians."

Victor had scheduled its promotion push on Nilsson for October to coincide with the release of his first LP, "Pandemonium Shadow Show." However, the RCA Victor executives decided to tear up the blueprint and rush out with the single while interest in the new singer was building with the continued airplay of "You Can't Do That."

More Songs to The Aberbachs

NEW YORK—The Aberbachs have acquired Johnny Mathis' interest in a number of outstanding copyrights, including "More Than You Know," "Great Day," "It's Only a Paper Moon," "The Night Is Young and You're So Beautiful," "Without a Song," and "Tonight You Belong to Me."

The acquisition also includes material by Percy Faith, Jess Mae Robinson, Carl Sigman and many more writers.

Roulette, Trinity Tie

NEW YORK—Roulette Records, headed by Morris Levy, last week shifted its New York distribution to Trinity. Beta had handled the line.

Executive Turntable

David Skolnick is the new national sales manager for United



SKOLNICK

Artists' upcoming economy label, Unart Records. In addition, he will have the same title for UA's tape cartridge sales. Skolnick, who will report to Mike Lipton, UA's vice-president and director of marketing, had been sales manager for Marnel Distributors, Philadelphia, and prior to that, sales manager for Cosnat Distributors, also in Philadelphia. . . . Theodore A. Flynn

has resigned as vice-president of Packard Bell Sales. His duties will be reassigned to other members of the organization.

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

Joseph Lorde has been named director of management information services for MGM Records, replacing Joel Fischler, who has left the company. Lorde will report to Tom White, director of business affairs. Lorde joined MGM in the international accounting department, then went into film sales and distribution. He spent a year in West Africa and the Middle East with the MGM Film Division and conducted feasibility studies in the Middle East. He will be in charge of record industry research.



LORDE

Perry Cooper has been named assistant to Tom Rogan, Liberty's East Coast promotion head. Cooper was program director for the "Murray the K" show when it was on WINS. . . . Pierre Dubord, formerly French-product promotion representative at Capitol Records (Canada) Ltd.'s Montreal branch, is now in charge of French a&r. He will be responsible for discovering and recording French-Canadian talent and releasing material from affiliates in France. He replaces Jules Gauthier, who has left the company. Frank Henry, previously sales and promotion representative for Capitol and Angel product, is now in charge of promoting all Capitol and affiliated product in Quebec and the Maritimes.

A. William T. Smith has been appointed vice-president, Australasian Operations, of the CBS International division. Prior to his new appointment, Smith was managing director of the Australian Record Co., CBS International's subsidiary. While he remains head of the Australian Record Co., his additional responsibilities include directing the operations of the CBS International division in New Zealand, the Philippines, Malaysia, Singapore, Hong Kong, and all other territories of the Far East except Japan. Smith was with the Australian Record Co. when CBS purchased it in 1960. He immediately became managing director and the following year launched the CBS Australian Record Club.



SMITH

Robert W. Keyworth has been named director of marketing for Geib, Inc., a leading manufacturer of musical instrument cases. Keyworth was formerly president of Kay Musical Instrument Co. Both are Chicago area firms. . . . Mike Gershman has joined Rogers, Cowan & Brenner, public relations agency, and will head the expanded music department in Beverly Hills, Calif. Gershman had represented such artists as the Dave Clark

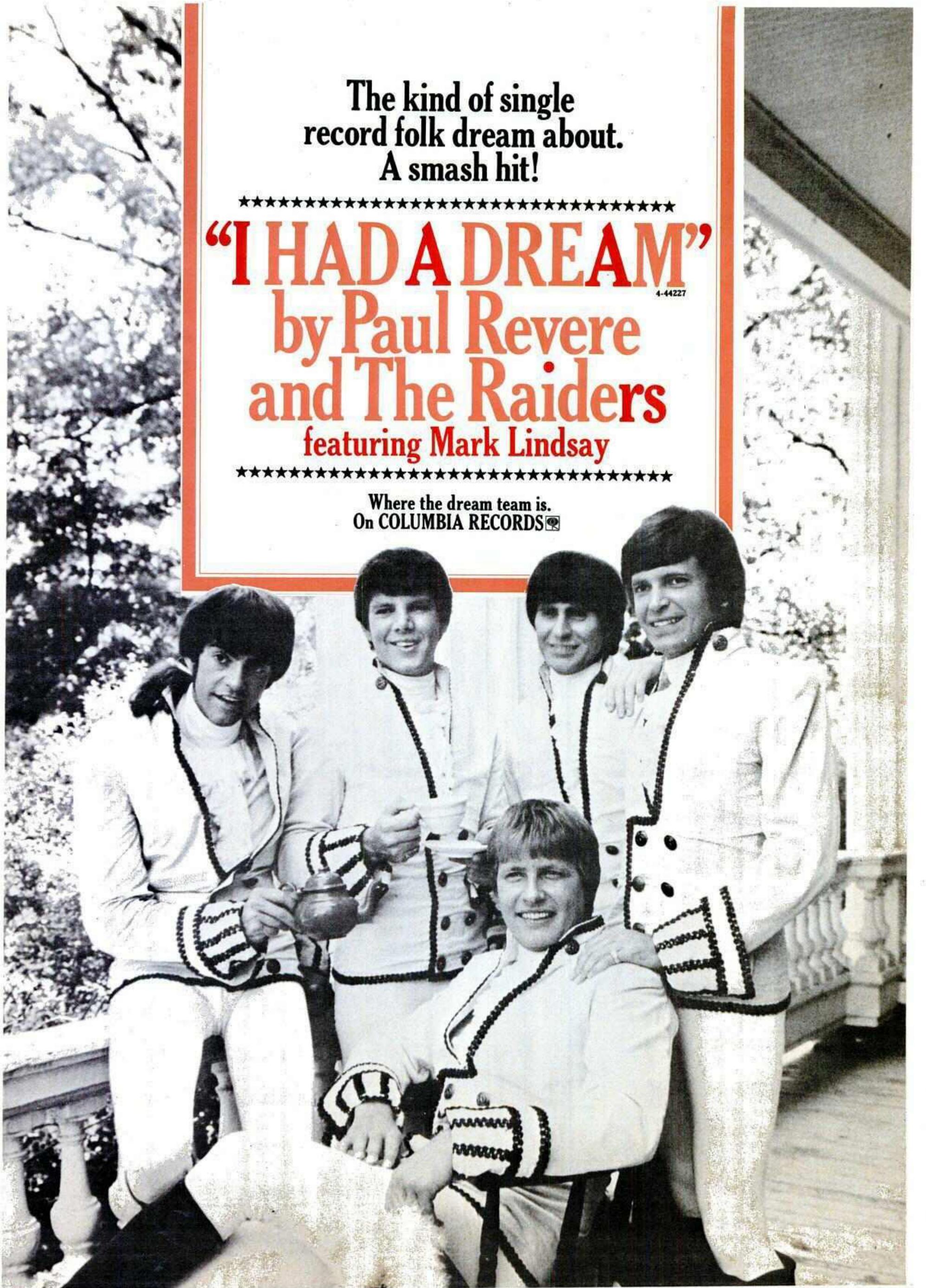
(Continued on page 10)

The kind of single
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A smash hit!

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by Paul Revere
and The Raiders
featuring Mark Lindsay

4-44227

Where the dream team is.
On COLUMBIA RECORDS





COLUMBIA RECORDS NATIONAL SALES CONVENTION at Hollywood, Fla., is addressed by Goddard Lieberman, left photo, president of the CBS/Columbia Group, and Clive J. Davis, right photo, vice-president and general manager of CBS Records. Other photos show Bill Farr, left, vice-president for marketing of CBS Records, presenting J. J. Harris, director of Audio Products and Accessories, with the Paul E. Southard Sales Achieve-

ment Award "for continuous excellence and outstanding individual contributions to Columbia Records and our industry," and Paul Smith, right, director of merchandising for Audio Products and Accessories, presenting the Masterwork Audio Products Merchandiser of the Year Award to Tony Martell, sales manager of Columbia Records' New York Sales Office, as audio men Marvin Paris, left, and Shelly Rudin look on.

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

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

The new pact with Miss Streisand, announced by Goddard Lieberman, president of CBS/Columbia Group who also was emcee of the all-star show, marks the third top artist brought back into the Columbia Records fold soon after their contracts had expired. The other two are Andy Williams and Bob Dylan.

Miss Streisand, who has won seven gold record awards for albums that have had sales of over \$1 million, is now contracted to make three motion picture musicals: "Funny Girl" for Columbia Pictures, "Hello, Dolly!" for 20th-Fox, and "On a Clear Day You Can See Forever" for Paramount. The soundtrack of "Funny Girl" has been acquired by Columbia Records. The soundtrack of "Hello Dolly," however, will be released by the 20th Century-

Fox label. No deal for the soundtrack of "On a Clear Day You Can See Forever" has yet been made.

Award to Faith

Another highlight of the evening was the presentation of a gold record to Percy Faith for his LP, "Themes for Young Lovers." The presentation was made by Clive J. Davis, vice-president and general manager of CBS Records. Faith has also won gold records for his Columbia LP's "Viva!" and "Bouquet," as well as his singles "The Theme From A Summer Place" and "The Song From Moulin Rouge."

Davis also established a new Columbia policy of honoring engineers involved in the recording of gold record-winning albums. The engineers cited for their contributions to the recordings which won gold records since August 1966, were Jack Lattig, Ray Gerhardt and Stanley Weiss. Lattig, of Columbia's Los Angeles studios, won an award for the editing and mixing Ray Conniff's "Somewhere My Love." Gerhardt, also of the Los Angeles studios, received four gold records: three for editing and mixing the Paul Revere and the Raiders albums, "Just Like Us," "Midnight Ride" and "The Spirit of '67," and

one for the mixing of Andy Williams' "The Shadow of Your Smile." The award for editing "The Shadow of Your Smile" went to Weiss of Columbia's New York studios.

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

J. J. Harris Cited

The Paul E. Southard Sales Achievement Award was presented to J. J. Harris, director of Audio Products and Accessories. Harris is the fourth to receive this award since it was established six years ago. Last year, the award was presented to Don Law, artists and repertoire producer in Nashville.

Featured in the show, which closed the convention, were Paul Revere and the Raiders, John Barry, Peaches and Herb, Phyllis Diller, Ray Conniff and a Dixieland Combo, Ray Price, Anita Bryant and Jim Nabors.

The one sad note of the convention was the death of Laif Harold (Hal) Bakke, promotion manager of Columbia Records Sales in Dallas. Bakke, who was 46, died of a heart attack on Saturday morning (29) at the Diplomat Hotel. He had been with the Columbia organization since 1962.

Kapp's Sales Soar by 60%

NEW YORK — Kapp Records sales for the fiscal year just ended topped the previous year's gross by 60 per cent, according to Sid Schaffer, sales vice-president.

Schaffer, who returned from a national sales tour this week, cited the label's activity in the teen market, particularly the activity by the Critters.

He also pointed to Kapp's expansion in the country field and the continued sales appeal of Roger Williams and Jack Jones.

AF Bows 9-Album Release Backed by a Heavy Pitch

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

New product includes releases by Jo Basile, the Dukes of Dixieland, George Jessel's debut album on the label, Alan Burke's (syndicated television interviewer) first album, and "Carnevale Italiano," which features Toni Arden, Johnny Desmond, Tony Cabot, Angelo Di Pippo and Ted Auletta. The last-named album was recorded at New York's Mama Leone's Restaurant and is being released through the co-operation of Restaurant Associates.

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

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

The Jessel album will be promoted by the artist when he appears on the "Tonight," "Today" and "Merv Griffin" shows.

New album and singles product for Mr. G, AF's latest label, will be announced in a few weeks.

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

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

Winners in the category of privately owned institutions are the Carnegie Institute of Technology at Pittsburgh, Converse College School of Music of Spartanburg, S. C., and Goucher College at Baltimore. Honorable mentions and Awards of Merit went to Capitol University's Conservatory of Music of Columbus, Ohio; Harit College of Music of the University of Hartford, Conn.; Mills College of Oakland; Southwestern College of Winfield, Kan.; the American University of Washington, and the University of Illinois School of Music, at Urbana.

The three winners among State or municipal colleges and universities are the University of Missouri's School of Music at Kansas City, the Music Department of the University of Maryland, at College Park, and the University of Washington's School of Music, at Seattle.

Recipients of honorable mentions and Awards of Merit were the College of Fine Arts of Arizona State University at Tempe; the College Conservatory of Music of the University of Cincinnati; the Department of Music of the University of Idaho; Indiana University and Iowa's School of Music, at Iowa City.

The San Francisco Conservatory of Music received honorable mention and an Award of Merit in the category on independent conservatories and schools of music. The awards were announced by Mrs. Maurice Honigman, president of the National Federation of Music Clubs, and Stanley Adams, ASCAP president.

Beechwood Sets Workshop For Neophyte Composers

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

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

For the past two and one-half years, Beechwood, owned by Capitol Records, but with success in placing its copyrights with other labels, has concentrated on developing a nucleus of contemporary writ-

ers. Now, Hendler and Francis Scott III, Capitol's business affairs chief, believe the time is ripe for developing Beechwood's strength in other areas.

"We will go to the colleges or any place where there might be a source of raw material," Hendler said last week. Candidates for the workshop will be judged on the value and potential of their already written compositions, either lyrically or poetically. Hendler envisions bi-monthly workshop meetings at which the neophyte composers will be offered direction, not instruction on how to write songs.

Staff producers, of whom a number are also Beechwood scribes, will be invited to discuss songwriting and offer criticism and analysis of the student's labors. Once a candidate has been screened, he will be given a standard Beechwood contract, so if he creates anything during the run of the workshop, the publisher reaps the copyright.

Stockholders of Pickwick Vote A 3 for 2 Split

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

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

THE YOUNGBLOODS

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Copyright Extension Bill Snarled On Hot Hassle to Include CATV

By MILDRED HALL

WASHINGTON — Legislation to extend expiring music and other copyrights for one year, pending passage of the copyright revision bill, is hung up on the question of copyright liability of community antenna systems.

Sen. John L. McClellan (D., Ark.) chairman of the Copyrights Subcommittee, and traditionally author of the copyright extension bill, insists that a one-year moratorium on Community Antenna systems' copyright liability be included. The moratorium on CATV liability would freeze but not knock out copyright suits involving CATV for one year.

The Senator has not yet formally introduced his bill, nor has the subcommittee or full Judiciary committee come into active participation yet. At present, frequent and tense exploratory meetings are being held between counsels for the Senate Copyrights Subcommittee, the Copyright Office, the CATV industry, music licensors, broadcasters and the movie people, to try to reach agreement. Currently, it is the movie people who are fighting the one-year CATV copyright moratorium.

In previous years, Senate and House copyright term extension bills have been passed with copyrights from falling into public domain to 1965, and then through Dec. 31, 1967. The revised copyright law will give copyrights of life plus a 50-year renewal term, in place of the two 26-year terms under the present law.

The moratorium on CATV systems, which retransmit TV programming to subscribers for a monthly fee, would give the wildly unsettled copyright status of this service a chance to jell. Under present (1909) copyright law, federal district and appellate courts have declared it is liable for copyright performance payments, as a public use for profit. A Supreme Court decision is expected this year, and betting is heavy that the lower courts will be affirmed.

Senate Problem

Since the House knocked out all CATV provisos in the Copyright Revision bill it passed in April 1967 (H.R. 2512), the Senate will have to tackle the complicated problem of how much liability CATV will face in the revision. Senate action and report out of the Judiciary committee, and a Senate vote on its version of the copyright revision legislation are not expected to be completed until the second session of the 90th Congress, which starts January 1968.

Meanwhile McClellan wants a breathing space. He has dug in on his position, and will not introduce any copyright extension to save the expiring copyrights from public domain unless he can get the one-year hold on CATV copyright liability tacked on.

The motion picture industry is fighting hard against the CATV moratorium. With movies becoming the staple fare of network TV, and CATV freely

Breed on Atca

NEW YORK—The "Top 60" spotlight given the American Breed's "Don't Forget About Me" in last week's Billboard was inadvertently credited to the Atco label. The American Breed is on Atca Records.

picking them up and showing them all over the country to its subscribers, the movie people see streams of copyright revenue running away from them. They also fear that there could be further extending of the moratorium if the revision bill passage is delayed.

Heavier Stake

Music copyright owners have an even heavier stake in TV and CATV use of movies than previously, because of the comeback of the popularity of the movie-musical. Currently, CATV systems are not music-licensed, the way TV stations and networks are, for performance of music which covers music in movies. Movie producers pay for synchronization rights in music. Consent decrees have barred collection of performance fees from movie theaters.

The CATV issue cuts across all of these segments of copyright in entertainment. Broadcasters wonder if a moratorium for CATV would make music copyright licensors try for higher fees to cover retransmission of CATV. Movie people wonder if their synchronization rights might cost more to cover the CATV use of music incorporated in showings of movies. Music licensors have said any use for profit is a use, and there should not be any CATV exemption, as the House Subcommittee proposed, where CATV merely "fills in" local station coverage.

The licensors, the broadcasters, and CATV have all made polite offers to compromise on Senator McClellan's proposal for a moratorium. But Subcommittee spokesmen say that when it comes down to the wire of commitment—it's a standoff.

To all copyright owners and users involved, CATV's future holds all kinds of possibilities of vast revenues to be made—or lost—in dealings with this proliferating industry.

Some predict that CATV may burgeon beyond everyone's wildest dreams, if the current studies of spectrum space by the Commerce Department, the FCC and the White House Telecommunications advisers decide that the air is needed for satellite, safety and education—and that entertainment TV might have to go to wire. The military would like this extra spectrum space, too.

May Play Big Role

CATV may play a big role when multi-channel cables make each home an electronics service center, with two-way home TV facilities providing news, educational and library service, facsimile of newspapers, shopping and banking services and others not even envisioned as yet.

Movie theaters fear CATV may join with Pay-TV and become a box-office network, with movies the predominant fare. If this happens, music copyright owners may want something more than synchronization rights if the movie music is to be networked throughout a Pay-TV and CATV operation.

(The Federal Communications Commission has not made any decisions on whether it can regulate all-wire Pay-TV. But it is coming down to the tape on authorizing an airborne Pay-TV system for use by TV stations. The proposed rules for the airborne Pay-TV, which would be unscrambled by subscribers at the home set, would limit Pay-

TV to markets of five TV stations or more, and ban movies over two years old from Pay-TV programming, with a few older classics excepted. Comment is due in on this by the end of September.)

The Senate is ultimately expected to come up with some protection against naked liability for CATV systems, possibly along the lines the House Copyrights Subcommittee tried to put into its bill—including some compulsory licensing arrangements for CATV.

A Brave Front

CATV has thus far put a brave front on its copyright situation. They say they are sure other industries will not gouge them if the Supreme Court decides the present law makes CATV liable. The argument is that since CATV will definitely be paying some fees under the revision law, it will be to everyone's advantage not to damage the industry's health with exorbitant individual copyright suits or fees at this time.

However, it is privately admitted that if broadcasters and copyright owners decided to take advantage and press suits or use the copyright liability as leverage, CATV systems could go out of business right and left. But it is also well known that CATV has many friends in Senate and House whose constituents rely on the CATV service to bring them home television.

Another aspect of thickening copyright plot is the status of computer use for storage and retrieval of copyrighted information, as well as present and future technologies for making multiple copies cheaply and at lightning speeds. Music publisher spokesman Julian Abeles, who is also counsel for the office of Harry Fox, publishers' agent and trustee, collection of mechanical royalties, warned that even records can be reproduced in cheap usable profusion by today's sophisticated computer technologies.

3-Year Steady

McClellan is introducing a bill to set up a three-year study of copyright aspects of the computer and copying techniques. The study will not get into the matter of further transmission of stored or retrieved materials out of computer-networks and pools which are currently being linked by microwave and other techniques.

The copyright owner's stakes in the future uses of his works were never higher, nor his risks greater. Predictions by experts are for as much as half the nation's Gross National Product to be ultimately generated by the information explosion, and uses of copyrighted material, which is another reason the Senate Copyrights Subcommittee and the Copyright Office urge industries involved, creators and users, to reach intelligent compromises, out of their intimate knowledge, to help set up legislation that will be fair to all.

Berliner N. Y. Office

LOS ANGELES—Latin music publisher Oliver Berliner plans opening a New York office in early August. Belissrio Lopez will be general professional manager. Berliner cites the growing acceptance for Latin-inspired dances coming from the East as his reason for opening the operation.

Market Quotations

(As of Noon Thursday, August 3, 1967)

NAME	65-66 High	65-66 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	20 3/4	925	24 1/4	23 1/8	23 3/4	- 1/2
American Broadcasting	102	72 3/4	927	78 3/4	75 3/8	78	unch.
Ampex	40 3/4	22 3/4	1932	40 3/4	37 3/8	38 3/8	+ 1/2
Audio Devices	30 3/8	21 3/8	241	27 3/8	25 3/4	26 1/2	- 1/2
Automatic Radio	6 3/8	3 1/4	80	6 3/8	5 3/8	6	unch.
Automatic Retailer Assoc.	74 1/4	51 3/4	101	74 1/4	71 1/8	73 3/4	+ 1 1/8
Cameo Parkway	13 3/8	2 1/8	2609	13 3/8	7 3/8	12 3/8	+ 6 1/8
Canteen Corp.	28 3/8	21 1/2	471	23 1/2	22 3/8	23 1/2	+ 3/4
CBS	76 3/8	59 3/8	1430	65 3/8	61 1/4	64	+ 2 3/8
Columbia Pic.	52 3/8	33 1/2	130	48 3/8	46 1/2	47 1/4	+ 3/8
Consolidated Elec.	57 3/4	36 3/8	663	53 3/8	48 3/8	49 3/8	- 3
Disney, Walt	106	75	387	89	80 3/8	83 1/2	+ 2 1/4
EMI	5 3/8	3 1/2	3438	5 3/8	4 3/8	5 1/2	+ 3/8
General Electric	109 3/8	82 1/2	1573	109 3/8	105 3/8	107	+ 2 3/8
Handleman	34 1/2	17 3/8	61	32 3/4	30 3/2	30 3/4	- 1 3/8
MCA	58 1/4	34 3/4	260	57 3/8	53 3/8	57 3/8	+ 3 3/8
Metromedia	57 3/8	40 3/8	302	57 3/8	53 1/4	57 1/2	+ 2 3/4
MGM	59 1/4	32 3/4	276	58	54 1/2	56 1/2	+ 3/8
3M	93 1/2	75	1809	87 1/2	80 1/2	86	+ 5 3/8
Motorola	132 3/4	90	1141	129 3/8	117 3/4	129 1/2	+ 7 1/4
RCA	55 1/2	42 3/8	2703	55 1/2	52 1/2	54 1/4	+ 1
Seeburg	20 3/8	15	236	18 3/8	17 3/8	18	+ 1/8
20th Century	57 3/8	32 3/8	768	57 1/4	53 3/8	55 3/8	+ 3/8
Trans Amer.	46 1/4	28 1/2	1493	45 1/4	43 1/2	44 1/4	+ 3/8
WB	27 3/8	16 3/4	199	27 3/8	23 3/8	27 3/8	+ 3 3/4
Wurlitzer	36	18 3/8	408	28 3/4	22 1/4	26 3/8	+ 4 3/8
Zenith	70 3/8	47 3/4	926	68 1/4	64 1/2	67 3/8	- 1 1/4

OVER THE COUNTER*

(As of Noon Thursday, August 3, 1967)

NAME	Week's High	Week's Low	Week's Close
GAC	8	7 1/2	8
Jubilee Ind.	5 3/4	5 3/8	5 1/2
Lear Jet	17 3/8	16	16 3/8
Merco Ent.	10 3/8	10	10 3/8
Mills Music	25 1/4	24 1/4	25 1/4
Pickwick Int.	16	14 3/4	15 1/2
Telepro Ind.	4 3/8	4 1/4	4 1/4
Tenna Corp.	12 3/8	12 3/8	12 3/8
Orrtronics	10 3/4	8	8
ITCC	10 3/4	9 1/2	9 1/2

*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.

Case Against Jobete Loses

DETROIT — A copyright infringement case brought against Jobete, the publishing wing of Motown Records, was ruled out last week when Federal Judge Talbot Smith here issued a summary judgment from the bench. Lorenzo Packson, doing business at Packson Music, claimed that "Baby Love," a hit by the Supremes, was similar to his "I'm Afraid." Smith ruled there was no similarity.

Stock Dividend At Col. Pictures

NEW YORK—A 2 1/2 per cent stock dividend on common stock has been approved by the Board of Directors of Columbia Pictures Corp., parent company of Screen Gems, Columbia music and Colgems Records. Stockholders of record as of July 14 will receive a certificate for one or more full shares on Sept. 1 if they owned 40 or more shares. Fractional interest order cards will be distributed to those owning less than 40 shares.

Imperial Moves

LOS ANGELES — Imperial Records is operating out of new quarters in the parent Liberty Records complex on Sunset Boulevard. The label had previously been located on LaBrea Avenue. Metric Music continues functioning from the LaBrea address.

Audio Devices' Sales Up; Net Dips

NEW YORK — While net sales for Audio Devices rose by nearly \$1 million, net income and earnings per share dropped 50 per cent for the six months ended June 30 against last year's comparable period.

Net sales for the company during the first half of 1967 were \$8,838,383. Net income for that period was \$259,135 against \$509,829 for the six months through June 30, 1966. Audio Devices' earnings per share for the first six months of 1967 was 27 cents.

Who Disk Reissue

NEW YORK — Atco is re-releasing "Substitute," by the Who, originally issued by the label a year ago. During the past year the Who have become a top seller in the U. S. on the Decca label. "Substitute" was a hit by the Who in England.

NARM MAKES MEETING COED

PHILADELPHIA — The board of directors of NARM has reviewed its "for men only" policy for the midyear meetings and will permit members to bring their wives. No planned activities are set for the ladies, for whom there will be no registration fees. They may take advantage of the Host Farm's recreational activities, however.

THE SOUL SOUND IS ON **STAX-VOLT**



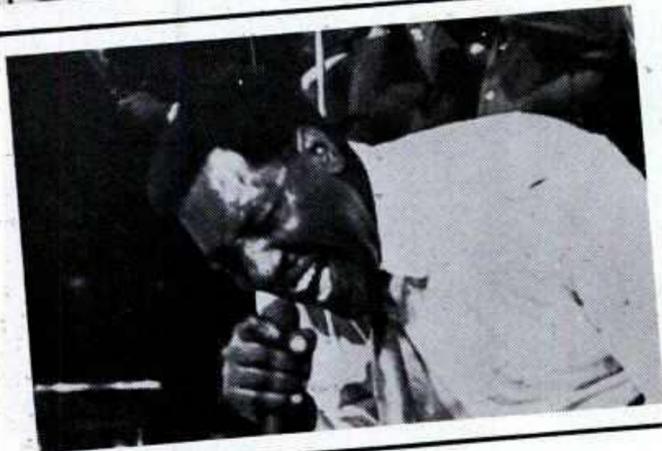
BOOKER T. & THE MG'S **Groovin'**

Stax-224



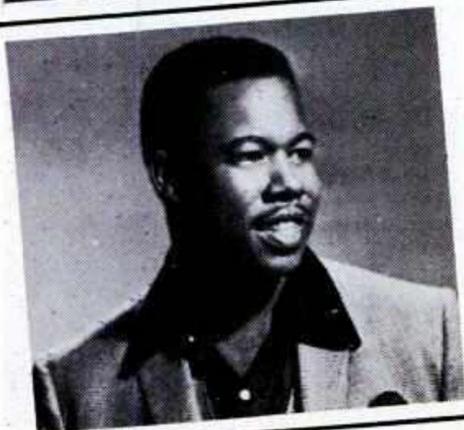
OTIS & CARLA **Knock On Wood**

Stax-228



OTIS REDDING **The Glory Of Love**

Volt-152



EDDIE FLOYD **Love Is a Doggone Good Thing**

Stax-223

STAX '67
The Sounds Of The Year!
DISTRIBUTED BY ATLANTIC-ATCO



Mono Price Hike Triggers U.S. Probe of Disk Trade

• Continued from page 1

gether to raise the price; (2) why was there a universal price rise of \$1 and not, say, 50 cents; (3) why, if the companies wanted to eliminate the monaural record, did they not eliminate manufacture entirely or dump it on the market, and (4) why was there not one top manufacturer to voice opposition to the increase.

The Justice Department probe is regarded in the trade as a routine investigation, but there's always the possibility that it may come up with something and call for a grand jury investigation.

The price equalization move was initiated by Columbia Records at a morning press conference May 25 conducted by Clive J. Davis, vice-president and general manager of CBS Records. Later that day RCA Victor announced a similar move. The manufacturer reaction was favorable and

within the next two weeks virtually every important label had followed the Columbia lead.

Davis Campaign

A few weeks ago, Davis launched a campaign to educate the consumer that stereo disks can be played on monaural machines purchased in the last five years. As part of the effort to spark sales of stereo disks to owners of monaural equipment, Columbia prepared a statement which it mailed to retailers and inserted into the jackets of its album product. However, some needle manufacturers in Chicago voiced their disagreement with Columbia's assertion that stereo records could be played on monaural machines without damage.

Meantime, many record manufacturers who have been holding their annual sales meetings during the past month, report that orders for stereo albums have been outpacing mono at a greater rate than ever before.

Hill Fight Is Shaping Up Over Postal Bill

WASHINGTON — A fight is shaping up over the postal rates recently proposed by the House Subcommittee on Postal Rates. If the full Post Office Committee approves the bill, a number of congressmen have promised a battle over high first-class rates of 6 cents for letters and cards, and a hike to 10 cents for all airmail effective January 1968—while third-class rates would go up less than a penny over a three-year period.

On fourth-class special educational and cultural materials, including records and films, the subcommittee would raise rates from 10 cents the first pound and 5 cents each additional, to 11 cents and 6 cents. The Postmaster General had proposed 16 cents for the first two pounds and 6 cents for each additional.

Rates for advertising of educational materials—including books, records and films—would go into a special third-class category with a bulk rate of 19 cents per pound by 1970 and a 3.2 cent minimum per piece by 1970.

The subcommittee has set up a special air category for speed-

ing service for newspapers and businesspapers, on a space-available basis, with a surcharge of 50 per cent over regular mailing cost in the air category. It also changed a previously adopted amendment which would have charged first, third or fourth-class mail rates for inserted advertising and orders for subscriptions in the second class publications. But the final decision was to let orders for subscriptions inserted in the publications retain second-class rates, while adjusting rates of inserted advertising, bills or receipts to appropriate higher rates.

The bill's critics say the third-class "junk" mailers have been let off easy with less and than a penny raise over a three-year period. The Postmaster General had asked for raise from present 2 7/8 cents per piece (bulk rate) to 3.8 cents by Jan. 1, 1968, but the subcommittee cut the increase to 3 1/2 cents by January 1970.

The full House Post Office committee was scheduled to consider the subcommittee bill last Thursday (Aug. 3).

SG-Col. Pub., Gerig to Form Cologne Pub.

NEW YORK — The Screen Gems-Columbia Music Publishing Division and Dr. Hans Gerig will form a Cologne publishing company to represent the division's catalog in West Germany, Austria and Switzerland. Gerig will manage the new company.

Irwin Robinson, director of business affairs and general attorney for Screen Gems-Columbia, set the deal for the division. Robinson also renegotiated the division's agreement with Leeds Music Ltd., which will continue to manage and represent Screen Gems-Columbia Music Ltd. in Australia and New Zealand from Sydney.

Emil LaViola, vice-president in charge of the division, is in Hollywood for two weeks of conferences with movie and TV producers and recording companies. LaViola also is meeting with Columbia - Screen Gems songwriters now on the West Coast.

Vanguard Cuts Mono Output

NEW YORK — Vanguard Records will virtually discontinue monaural production on all its lines effective Sept. 1. Only exceptions will be the folk and pop 9000 series, which will still be offered in monaural and stereo. Existing classical items, originally pressed in both mono and stereo, will still be available in both forms.

Otherwise, the entire Vanguard classical catalog, listing at \$5.59, and the Everyman Series, listing at \$2.50 will be pressed in stereo only.

A company spokesman pointed out that for several years, Vanguard stereo sales have been outstripping monaural sales 5-1. He also pointed out that most classical record buyers either have stereo equipment or late model monaural sets which can play stereo records without damage.

Say You Saw It in Billboard

More Name 'Outsiders' Lured to Disk Grooves

• Continued from page 1

ing album releases will be pegged to assorted "Ed Sullivan Presents" themes.

Brenner also works the TV end of his operation to tie in with his client's disk work. Yul Brynner is in England this week taping an appearance on Ed Sullivan's show. Brynner will be singing and playing songs that he recorded for the Vanguard album. Brynner's appearance on the Sullivan show will be slotted for broadcast on CBS-TV sometime in October in conjunction with the release of the Vanguard album.

The album projects for Kellin and Price on the MGM label are still in the works. The "Ed Sullivan Presents" series for Columbia Records will be launched with a Christmas album in a couple of months, and Teo Macero, Columbia a&r producer, Sullivan and Brenner are now working out ideas for follow-up LP's.

In another offbeat move,

Brenner recently signed the name of "Your Father's Moustache," a chain of banjo nightclubs, to RCA Victor. The album released by Victor with the "Your Father's Moustache" tag will, of course, feature banjo music.

Brenner also finds disk outlets for the Ashley-Famous clients who can't sing or play a musical instrument. His outlet, in this respect, is the spoken word record. His most recent deal was for George Rose, British actor who has been featured on Broadway for the past several years. Rose will record a series of "readings" for the independent CMS label.

Brenner doesn't confine his disk activity to the star actors on the Ashley-Famous roster. He's also closely involved with the young musical groups attached to the agency. He recently concluded a deal with the Veep label for the recording services of Wally and the Knight.

Executive Turntable

• Continued from page 4

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

★ ★ ★

Doovid B. Barskin, formerly artist and talent executive with Warner Bros. Pictures, joins Capitol Records as artist negotiator. He reports to Francis M. Scott III, vice-president, business affairs. . . . Robert L. Halpern has been appointed vice-president and general manager of Concord Electronics Corp. He had served as director of operations since 1964. . . . Jay Faulker has been appointed national credit manager of Liberty Records, Inc. Dorothy Linder has been promoted to Western regional credit manager.

★ ★ ★

Y. L. Chang has been head of Maruwa Electronics Corp., Hong Kong, Muntz Stereo-Pak exclusive tape cartridge agent. . . . Charles V. Bredek Jr. has been named general sales manager for G. Leblanc Corp. Bredek will direct the national sales program for the company's entire line of musical instruments.

2 New Roles for Beechwood

LOS ANGELES—Financing a motion picture soundtrack and entering the book publishing field are two new off-shoot ventures for Beechwood Music.

The publisher financed the creation of the music from the forthcoming U. S. film, "Jodi," with producer Dave Axelrod and free-lance arranger B. B. Barnum writing the music and Capitol vocalist Lou Rawls writing the lyrics and singing the title tune.

The film, whose author wrote the award-winning "David and Lisa," is being pegged for a European festival showing before its domestic release in the fall. Rawls' title tune will be released as a Capitol single. The film depicts the life of a 13-year-old schizophrenic boy.

For the second venture,

Beechwood has become associated with Price-Stern-Sloan, the Beverly Hills publisher of "humorous trend" books. The first venture spotlights the Association, whose works are in the Beechwood repertoire, but who record for Warner Bros. The book promotes the group's writing and literary skills. Herb Hender, Beechwood's vice-president and general manager, explains that the book project will seek to expose all the literary facets of an artist. Comedians, signed to Capitol, will find a new outlet for their monologues via the low priced books, which four-year-old PSS has effectively sold through gift shops.

CMS RELEASING LP BY NEWSMAN

NEW YORK — CMS Records is releasing an album by Harrison E. Salisbury from his book "Behind the Lines—Hanoi" and an interview with the New York Times reporter on a correspondent's role in reporting facts which are contrary to government views and information. The interview was unrehearsed and unedited. CMS Records specializes in spoken word disks.

N. Ertegun Is NARAS Trustee

NEW YORK — Nesuhi Ertegun of Atlantic Records, 1964-1965 president of the National Academy of Recording Arts and Sciences, was returned as a national trustee by the board of governors of the New York chapter after a two-year absence. John Hammond of Columbia Records and Steve Sholes of RCA Victor Records were re-elected to two-year terms.

Contest by Sound of Youth

NEW YORK — A national youth talent contest with record contracts, tours and scholar-

Checker Jumps On C-P for 100G

PHILADELPHIA — Singer Chubby Checker filed a \$100,000 suit in Common Pleas Court against Cameo/Parkway Records. The suit was filed under his real name, Ernest Evans.

The suit, filed by attorneys William T. Coleman Jr., and Stuart H. Savett, claims the label's accounting of moneys due him to be \$25,000 falls far short of the correct mark. Checker claims the label short-changed him some \$32,000 when it paid him for the six-month period ended Dec. 31, 1966.

The suit also claims the company overcharged him \$6,000 for use of its studios here. Lastly, Checker says he has received no statement from the company for the six-month period ended last June 30. He estimated the company owed him \$72,000 for that period.

ships among the prizes will be run by Sound of Youth, Inc., this fall. The new firm, which was formed by composer-conductor Sid Bass, Bette Crum-packer, Deborah Cotton and Dee Bass, will conduct the Sound of Youth, USA program through local community groups, such as city and State Junior Chamber of Commerce Chapters. The contest will work up to a national competition with a TV show planned.

Sound of Youth is approaching national sponsors to tie in with the promotion, as well as the American Federation of Musicians, the American Federation of Radio and Television Artists, and the American Guild of Variety Artists. Contest headquarters will offer a complete package to local community groups for their use. The package will include a promotion album, publicity, judging, and other materials.

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

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EXCLUSIVE ON
VANGUARD
RECORDS

Musicians Studio Hours Ruling Hits Wrong Note With Schroeder

By CLAUDE HALL

PENSACOLA, Fla. — The musicians union is making it "awfully difficult" to create a hit record today, according to Don Schroeder, head of Papa Don Productions, which recently signed a \$1 million deal to produce for Bell Records. "If you can record a record in less than three hours today, you're lucky," he said.

Schroeder is a former deejay who has produced some big records in the past few months including, "For Your Precious Love" by Oscar Toney Jr. and "I'm Your Puppet" by James and Bobby Purify. He also turned out the current hit by the Purifys—"I Take What I Want."

A record company can only

afford just so much money on a record session, he said, "because the chances of coming up with a hit record are extremely small, anyway." He said that sometimes you can walk into a studio with a group of musicians and "strike a groove in 10 minutes. Other times you can record for six hours and have to throw it all away."

"I'm Your Puppet" took 23 hours in a studio, he said. "For Your Precious Love" took 18 hours. "Shake a Tail Feather" to 27 hours; James and Bobby Purify worked six hours with Schroeder on it and had to drop it and move on to another song. "The next night, we tried it again and hit it the first time," Schroeder said.

But the rules of the American Federation of Musicians about studio hours have been

(Continued on page 63)

Laurie, LeGrand Form R&B Label

NEW YORK — Laurie Records and LeGrand Records have formed an r&b label, Peanut Country Records.

Bob Schwartz, Laurie president, and Frank Guida, president of LeGrand Records, which is distributed by Laurie, say their first release will be "You Told Me That You Loved Me" b/w "I'm Minnie" by Samantha Lee.

Under the new arrangement, Peanut Country will be maintained by Guida, with Laurie having world-wide distribution rights. Laurie and LeGrand have been associated for several years and their successes include Gary (U. S.) Bonds' "New Orleans," "School Is Out" and others.

Schwartz said that this move is part of Laurie's continuing expansion into all facets of the industry, which includes composing commercial jingles, publishing and maintaining recording studios.

Monument Ties With S. A. Pubs

LOS ANGELES — Monument has tied in with Fermata of Argentina and Brazil for South American publishing representation. Involved are the American label's six companies.

Enrique Lebandigar, president of Fermata will begin covering local language versions of such Monument copyrights as "Single Girl" and "Satin Pillows."

The Fermata organization will also acquire foreign rights to the catalogs of House of Bryant and Matamoros plus special titles from Mar-Son and Ahab Music. The Bryant and Matamoros catalogs are controlled by Combine Music, one of Monument's six publishing outlets.

LOS ANGELES — Monument has licensed with "Golden Monument Awards" when they achieve a No. 1 sales position in their markets with its product. First recipient is Marcopolo of the Philippines for its efforts on the Harriette Blake single, "Two of Us." Last January, Monument established its own label identity internationally.



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

Decca Expands on W. Coast With Bow of New Office

LOS ANGELES — Decca Records opened its expanded West Coast administrative facilities Wednesday (2), with Gil Rodin, West Coast a&r director, hosting the festivities. While the label has had office space here for some time, the new set-up, at 1777 N. Vine Street, Hollywood, is the first Decca permanent facility here.

Just prior to the opening, the West Coast force had signed the Sundowners and the Cakes,

and had set several major production deals.

Staffing the Hollywood office, along with Rodin, will be Teri Brown, recently hired a&r man, and Gus Savalas and Warren Lanier, promotion representatives. Bud Dant, West Coast a&r man, will divide his time between the new office and the Decca offices on the Universal City lot.

President Martin P. Salking and sales vice-president Sydney Goldberg will fly in for the opening.

Producer Meaux Is Eying Set-Up Move to Nashville

NASHVILLE—Huey Meaux, veteran independent recording producer, is "thinking seriously" of moving here, opening a recording studio, and bring more r&b to the city.

Meaux, who has studios in Houston and Amarillo, said he probably would move one of those studios to Nashville and work full time in independent production here.

"I'll work with all the studios, but not for any of them, Meaux added. He is based temporarily in the offices of Audrey Williams on Music Row here and has been working closely with her in establishing an independent production firm.

The Louisiana native said all sorts of major firms "have offered me deals, not only for records but for movies and television as well.

"Whether I move or not, I definitely will set up offices in Nashville," Meaux added. He said he and Audrey Williams would jointly work on a production firm and a publishing company.

"My plan," Meaux said, "is to pick up masters and produce them with various companies. I want to set aside certain hours every day when we'll do nothing but listen to masters. I've already placed one with Kapp."

Meaux said he would do some country sessions, too.

The onetime barber and songwriter said his studio here would be just for dubs.

Meaux cited the move here of r&b pianist-writer Bob Wilson from Detroit (formerly with Motown) as an example of the potential here.

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



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From The Music Capitals of the World

NEW YORK

Bobby Darin, Atlantic artist, to England next week for TV appearances and then to Monaco to headline Princess Grace's annual Red Cross charity ball Aug. 25. . . . Johnny Tillotson, MGM artist, will appear at the Wisconsin State Fair, West Allis, Wis., Thursday (10). . . . Steve Lawrence and Eydie Gorme, who record for Columbia, have a date at the Forest Hills Music Festival Aug. 26. . . . Jane Morgan, newly signed to ABC, due at the Americana's Royal Box Sept. 7-23. . . . Suzie Campbell, of Arthur Gorson's management, has produced her first single, "Women in the Street," by the Thundergrin on Epic.

The Gladys Gross-Lee Borden Talent Agency has signed a fe-

Nashville Pub Is Backed by 'Paul'

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

"Stookey is trying to bridge the gap between what Nashville is doing and what other music capitals are doing," said Wayne Berry, a young Nashvillian who will operate the publishing company, Lynn-Way.

An independent agency out of New York actually will be the guiding hand for the publishing firm. It will direct operations, and Berry will be the lone writer for the company at first.

Lynn-Way, which will be affiliated with BMI, will deal in all facets of music from rock to country.

Time Accents Atl.'s Life in Soul Area

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

The article "The Turkish Tycoons of Soul" dealt with Atlantic's Aretha Franklin, Wilson Pickett, Percy Sledge, Otis Redding, Sam and Dave and Carla Thomas. The label's executives Ahmet Ertegun, Jerry Wexler and Nesuhi Ertegun also were included in the story.

Valley Installation

NORTH HOLLYWOOD, Calif.—Valley Recording, a new studio here, has completed installation of a new Scully master recording system. The studio has an introductory rental offer of \$15 an hour during this month.

male rock 'n' roll group, the Butterflies, to a personal management contract. The group is making its New York debut at the Headliner. . . . The Young Rascals, Atlantic group, wind up a five-date Hawaiian tour at the Hilo Civic Auditorium Friday (11). . . . Molly Bee, MGM artist, set to headline four fair dates during August. Miss Bee will appear Aug. 10-13 at the J. C. Boot Hill Rodeo, Sikeston, Mo.; Aug. 16 at the Lenawee County Fair, Adrian, Mich.; Aug. 17-19 at Berrien County Youth Fair, Berrien Springs, Mich., and Aug. 23-26 at San Joaquin County Fair, Stockton, Calif. . . . Wand Records' Kingsmen set for concerts in Richmond, Ky., Tuesday (15) and Hamilton, Ind., Wednesday (16). . . . Laurie Records' the Energy Package, currently out with "This Is the Twelfth Night," have changed their name back to the Boys From N.Y.C. . . . The 4 Seasons, Philips group, set for the Fair Grounds, Friday through Sunday (11-13).

Leonard Stogel, personal manager, has set Sam the Sham to his first tour of the Orient in September. . . . Jimmy Dean, RCA Victor artist, is the headliner at the Billings, Mont., Rodeo Wednesday (9) through Sunday (13). . . . The Barry Sisters, whose new ABC disk is "Henry, Sweet Henry," appear at the Stevensville Hotel, Swan Lake, N. Y., Saturday (12). . . . The Hassles, re-

(Continued on page 63)

UA ACQUIRES 'LA MANCHA'

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

"La Mancha" has been touring the country and recently ended a 16-week stay here.



TERRY PHILLIPS, representing Maurice Fund Music, signs Maurice Irby, left, to an exclusive writing contract for the BMI firm. Irby wrote "Apples, Peaches, Pumpkin Pie," currently high on the charts.



NEW ALBUMS for AUGUST

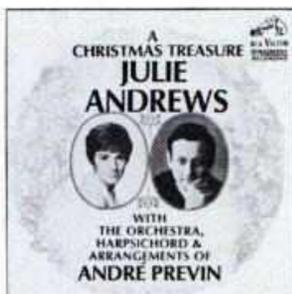
RCA VICTOR

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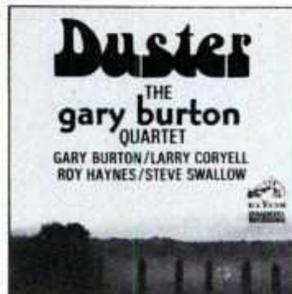
NEW POP



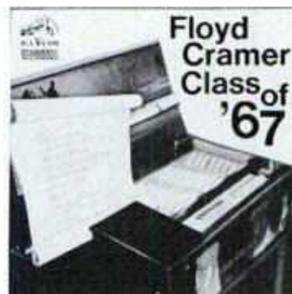
Favorite songs for the Christmas season. "Deck the Halls," "O Come, All Ye Faithful," "Away in the Manger," "Joy to the World," "The First Noël," "Do You Hear What I Hear." LPM/LSP-3838*



Two top talents get together for this one. "Joy to the World," "Away in the Manger," "The Lamb of God," "Greensleeves," "Jingle Bells," "It Came Upon the Midnight Clear." LPM/LSP-3829*



Young breed in jazz does a fine blend of country and jazz. "Ballet," "Sweet Rain," "General Mojo's Well Laid Plan," "One, Two, 1-2-3-4," "Liturgy," "Sing Me Softly of the Blues." LPM/LSP-3835*



Floyd does the biggies of 1967. "Alfie," "Windy," "Casino Royale Theme," "Music to Watch Girls By," "I Got Rhythm," "Portrait of My Love," "Release Me," "Groovin'." LPM/LSP-3827*

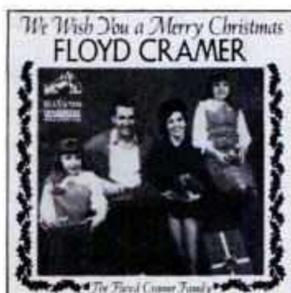
NEW RED SEAL



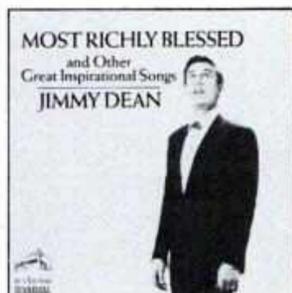
First modern recording of one of Puccini's most melodic operas. The stellar cast includes Anna Moffo, Daniele Barioni, Graziella Scutti, RCA Italiana Opera Orchestra and Chorus, Francesca Molinari-Pradelli, Conductor. Complete version on 2 L.P.s. Includes libretto. LM/LSC-7048*



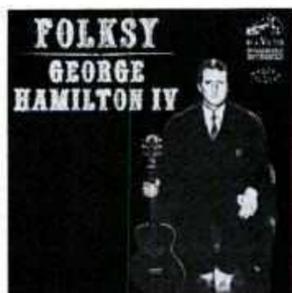
First recording in a new series. One of the great quintets of the chamber music literature. A "must" for every Rubinstein collector, Guarneri Quartet admirer and chamber music lover. LM/LSC-2971*



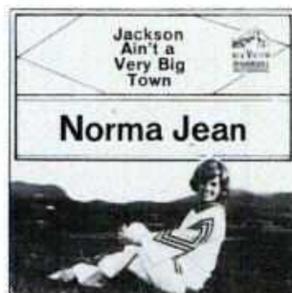
All-time favorites like "Jingle Bell Rock," "I'll Be Home for Christmas," "Silver Bells," "Winter Wonderland," "Silent Night," "It Came Upon a Midnight Clear," "Frosty the Snow Man." LPM/LSP-3828*



Inspirational songs should please fans of gospel and Jimmy. "It Is No Secret," "Just a Little Talk with Jesus," "These Hands," "Peace in the Valley," "Most Richly Blessed." LPM/LSP-3824*



Folk-country steps front and center as George does "Colours," "Gentle on My Mind," "Ruby, Don't Take Your Love to Town," "I'll Be Gone," "Urge for Going," "Go Go Round." LPM/LSP-3854*



Current and past hits put together should make this one a strong entry. "It's About Time," "Try Being Lonely," "You Ain't Woman Enough," "Ride, Ride, Ride," "Pursuing Happiness." LPM/LSP-3836*



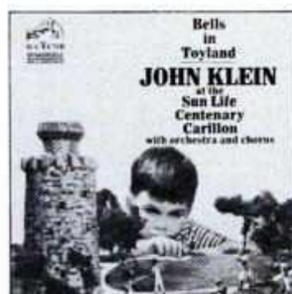
Mahler's popularity is growing every day and this new recording will add further lustre to the Bostonians' reputation as leading Mahler exponents. Shirley Verrett, soloist. 2 L.P.s. LM/LSC-7046*



The great Getz and his sidemen sit in with the "Pops." Includes new works and arrangements by some of the country's leading composers. Jazz, pop and "Pops" fans will go for this one! LM/LSC-2925



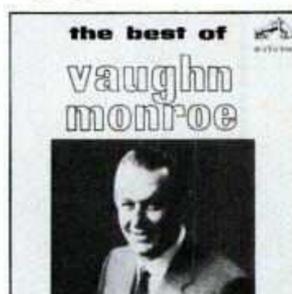
Country-pop selections will attract fans of both. "Young Widow Brown," "I Tremble for You," "Don't Waste Your Time," "Two Streaks of Steel," "Money Cannot Make the Man." LPM/LSP-3825*



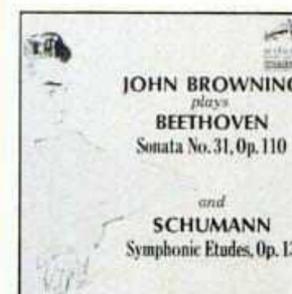
The joyful sound of bells in such numbers as "March of the Toys," "Dancing Doll," "Sweet Nutcracker!," "Toy Train," "Syncopated Clock," "Parade of the Wooden Soldiers." LPM/LSP-3832*



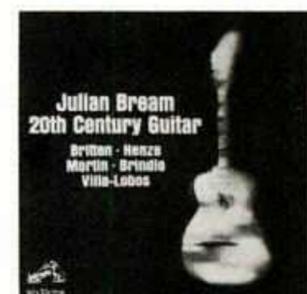
Songs in the pure Miller tradition along with others with today's beat. "In the Mod," "Shangri-La," "The Continental," "Sherry!," "Song of India," "Gone with the Wind." LPM/LSP-3819*



Vaughn's biggest hits. "Riders in the Sky," "Mister Sandman," "Racing with the Moon," "Ballerina," "There I Go," "Red Roses for a Blue Lady," "Sound Off," "Someday." LPM/LSP-3817(e)



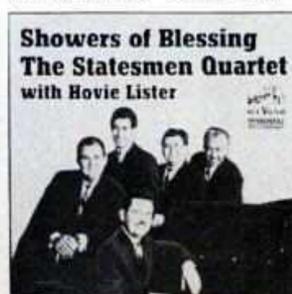
Beethoven's Sonata No. 31 is one of the composer's subtlest, most profound works. Schumann's Symphonic Etudes are a showcase for Browning's acclaimed virtuoso technique. LM/LSC-2963*



Magnificent recording of 20th century guitar music. After Bream's successful recordings of music from every other period, he now conquers the modern repertoire. Great listening! LM/LSC-2964



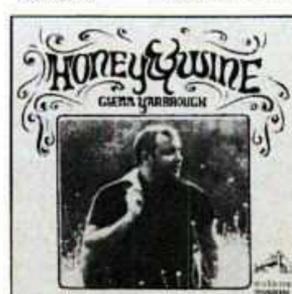
C&W approach to Yuletide songs. "Christmas Roses," "Silent Night," "Blue Christmas," "Frosty the Snow Man," "Rudolph the Red-Nosed Reindeer," "The Christmas Cannonball." LPM/LSP-3826*



Great gospel songs. "My Father's Will," "The Hand of God," "The Old Account Settled Long Ago," "Many Joys and Thrills Ago," "This Great Love of Jesus," "You'd Better Run." LPM/LSP-3815*



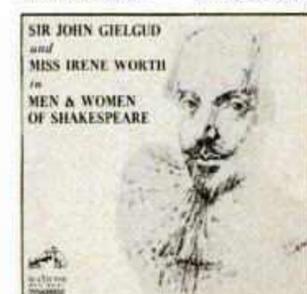
Here's the originator of the current "vo-vo-dee-oh-do" craze singing his hits. "My Time Is Your Time," "The Whiffenpoof Song," "Deep Night," "I'm Just a Vagabond Lover." LPM/LSP-3816(e)



Glenn's favorite songs. "Honey and Wine," "All the Time," "Walking on Air," "Ain't You Glad You're Livin' Joe," "They Are Gone," "Thank You," "Fields of Wonder," "Here Am I." LPM/LSP-3860*



One of Europe's leading sopranos. She's the first artist permitted to leave East Berlin for foreign appearances and this new American recording will add to her growing list of admirers. LM/LSC-2967*



Two of the world's outstanding classical actors in a fascinating cross-section of the men and women in Shakespeare's plays. Scenes from Romeo and Juliet, Hamlet and others. VDM/VDS-115*

*Recorded in Dynagroove sound

†Available on RCA Stereo 8 Cartridge Tape

Jazz Beat

By ELIOT TIEGEL

Joe Williams, once billed as a man who shouts the blues, says there is no particular significance to shouting the blues. "Some of the kids seem to think this is the way the blues are done."

Williams says he doesn't shout all the blues tunes he sings and he doesn't think other blues performers do also. For the six years he was featured vocalist with Count Basie, ending in January 1961, Williams' powerful voice boomed out in front of Basie's own dynamics. Since leaving Basie, Williams' repertoire has greatly broadened out of the exclusive blues bag to include more pop tunes, but he has been generating back to what he does best: band work.

His wonderful voice comes through impressively with the New York-based Thad Jones-Mel Lewis Band on United Artists Records. And during his jazz club bookings, Williams digs into a program of blues tunes with vitality.

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

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

Williams explains that the blues may be happy despite the sad connotation of being blue. "Shake, Rattle and Roll" is an example of a happy blues. "It's about a man talking about life. He tells his woman to get out of bed and fix him some food because he's got to go to work. He's complaining that the money he makes goes quicker than he can make it because the woman is extravagant. He also kids her and says, 'You make me feel you don't care for me anymore.' It's all said in such a way to bring a smile to the listener."

Ray Charles, Williams says, is excellent in conveying happiness through blues. Selecting one Charles hit, Williams said: "What I Say? See the girl with the red dress on. She can dance all night long. Diamond Ring. She knows how to shake that thing. This isn't the unhappiest sound in the world."

There are songs which hit a tender nerve and emotionally grasp the 48-year-old performer who has been singing professionally since 1937.

"It happened the other night," Williams recalled. "I was doing 'Nobody Knows the Way I Feel This Morning.' My plans got wet and heavy and I think everybody else's did too." How often does this

(Continued on page 63)



ROGER WILLIAMS was presented with five gold records (RIAA certified) in one swoop by Dave Kapp, president of Kapp Records. Williams, who already has 10 gold records, has failed to pick up the last five. So Kapp, on a trip to the West Coast, brought them along and presented them to Williams.

Brief Solos

Herb Spivak, owner of Philadelphia's Showboat Jazz Theater, will produce the second annual Quaker City Jazz Festival on Sept. 30. Announced for the bill are Dave Brubeck, Stan Getz, Herbie Mann, Sarah Vaughan, Arthur Prysock, Miles Davis, Groove Holmes, Dizzy Gillespie, Ramsey Lewis, Mongo Santamaria, Dionne Warwick, Cannonball Adderley, Jimmy Smith, Sonny Stitt and Flip Wilson.

Spivak has scheduled a number of pop acts on his second and final day at the 16,000-seat Spectrum. Spivak originally produced the first Quaker City Festival last March at the Civic Center.

Bobby Scott, arranger-composer, spoke to students at Nassau Community College on Long Island about music and how it relates to young people. His talk was sponsored by New York's anti-poverty program. . . . The Four Tops will perform Sunday (13) at the second Watts Summer Jazz Festival. . . . Howard Lucreft, former KNOB Sunday DJ, has joined KCBH-FM with a Sunday stereo jazz show in Los Angeles. . . . Monterey, Calif., Dixieland protagonists Gary Ryna and Phil Howe brought their seven-piece band to the Sunday (6) meeting of the New Orleans Jazz Club of California in Santa Ana.

Jimmy Lyons, Monterey Jazz Festival founder, named chairman of the California Arts Commission for one year. . . . Richard (Groove) Holmes and his trio are featured at the Los Angeles County Museum's third annual free jazz concert Monday (14). . . . Avant-gardist Ornette Coleman, while in San Francisco, told Ralph Gleason the reason he likes music "is that it's like walking down the street naked."

Items for the column should be sent to Billboard, 9000 Sunset Boulevard, Los Angeles, Calif. 90069.

Laurie's Singer on A Promotional Trek

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

Singer will be promoting the Laurie catalog which includes oldies such as "Run Around Sue," by Dionne; "A Quarter to Three," by Gary (U. S.) Bonds; "He's So Fine," by the Chiffons; "Hushabye," by the Mystics, and a "Little Bit of Soul," by the Jarmels.

Anthologist Buck Buys U. K. Firm

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

Buck's 18-year-old company is called Jazzology and collects classic forms of the music. It recently expanded with the purchase of California-based Icon Records. Buck has been releasing New Orleans dixieland on his own two labels: Jazzology and GHB. His new artists include Capt. John Andy, Jimmy McPartland, the Original Salty Dogs and We Three Kings, with catalog material by the Boll Weevil Jazz Band, the Excelsior Jazz Band, Zenith Six, George Lewis and the Easy Riders Jazz Band. Buck's company is headquartered at 204 Beverly Drive, West Columbia, S. C.

Records Produced To Drink Wine By

NEW YORK—Victor Wolfson is producing a two-record set in Europe offering an informal course in wine appreciation with Alexis Lichine, socialite, as host. Lichine has taped conversations with the Duke and Duchess of Bedford, the Duke of Montesquieu, champagne magnate Claude Taittinger, cognac expert Thomas Hine and others. European locations include Bordeaux, Paris, Rome, London and Monaco. No label or distribution deal has yet been set.

Germans Get Chance Again On Copyright

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

President Johnson has signed a proclamation giving the affected German citizens of one year, beginning July 12, 1967, to apply for U. S. copyright registration or renewal. The German copyright holders will have the same rights they would have enjoyed had the work been registered or renewed between Sept. 3, 1939 and May 5, 1956.

(Continued on page 63)

Skylar Transferred By Peer-Southern

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

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

Chartbuster Hires Koppelman & Rubin

WASHINGTON — Chartbuster Music Corp. has hired Koppelman and Rubin to produce the British Walkers for release by Cameo Records.

Chartbuster also assigned Bobby Poe and Vernon Sandusky to produce the Chartbusters for release on Bell Records, and the Butlers on Parkway Records, and Papa Don Schroeder to produce Jimmy Jones for release on Bell.

Tabbert Killed

CINCINNATI—Monte Vance Tabbert, 32, trombonist and leader of the Queen City Jazz Band here, was killed Wednesday (2) when the auto he was driving was struck head-on by another car. Tabbert recorded on the Toad label. Surviving are his widow and four children.

Billboard SPECIAL SURVEY For Week Ending 8/12/67

BEST SELLING JAZZ LP's

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	23
2	2	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	13
3	3	EQUINOX Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	14
4	4	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	12
5	7	THE MOVIE ALBUM Ramsey Lewis, Cadet LP 782 (M); LPS 782 (S)	5
6	9	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	23
7	8	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	23
8	12	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	23
9	16	SERGIO MENDES & BRASIL '66 A&M, LP 116 (M); SP 4116 (S)	8
10	5	BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	16
11	6	FOREST FLOWER Charles Lloyd, Atlantic 1473 (M); SD 1473 (S)	18
12	19	SWINGIN' NEW BIG BAND Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	20
13	15	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	23
14	14	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	18
15	20	JAZZ RAGA Gabor Szabo, Impulse A 9128 (M); AS 9128 (S)	10
16	10	BIG SWING FACE Buddy Rich, Pacific Jazz PJ 10117 (M); ST 20117 (S)	6
17	—	LOVE IN Charles Lloyd, Atlantic 1481 (M); SD 1481 (S)	1
18	—	BEAT GOES ON Herbie Mann, Atlantic 1483 (M); SD 1483 (S)	1
19	17	BLUE NOTES Johnny Hodges, Verve V 8680 (M); V6-8680 (S)	4
20	—	SWEET RAIN Stan Getz, Verve V 8693 (M); V6-8693 (S)	1



STANLEY M. GORTIKOV, left, president of Capitol Records Distributing Corp., and Tom Moffatt, General manager of Honolulu's top-rated radio station, KPOI, chat about two of Capitol's gold disk singles, the Seekers' "Georgy Girl" and Matt Monro's "Born Free," and their chart positions in Billboard.

PERFORMANCE OUTSTRIPS THEORY!

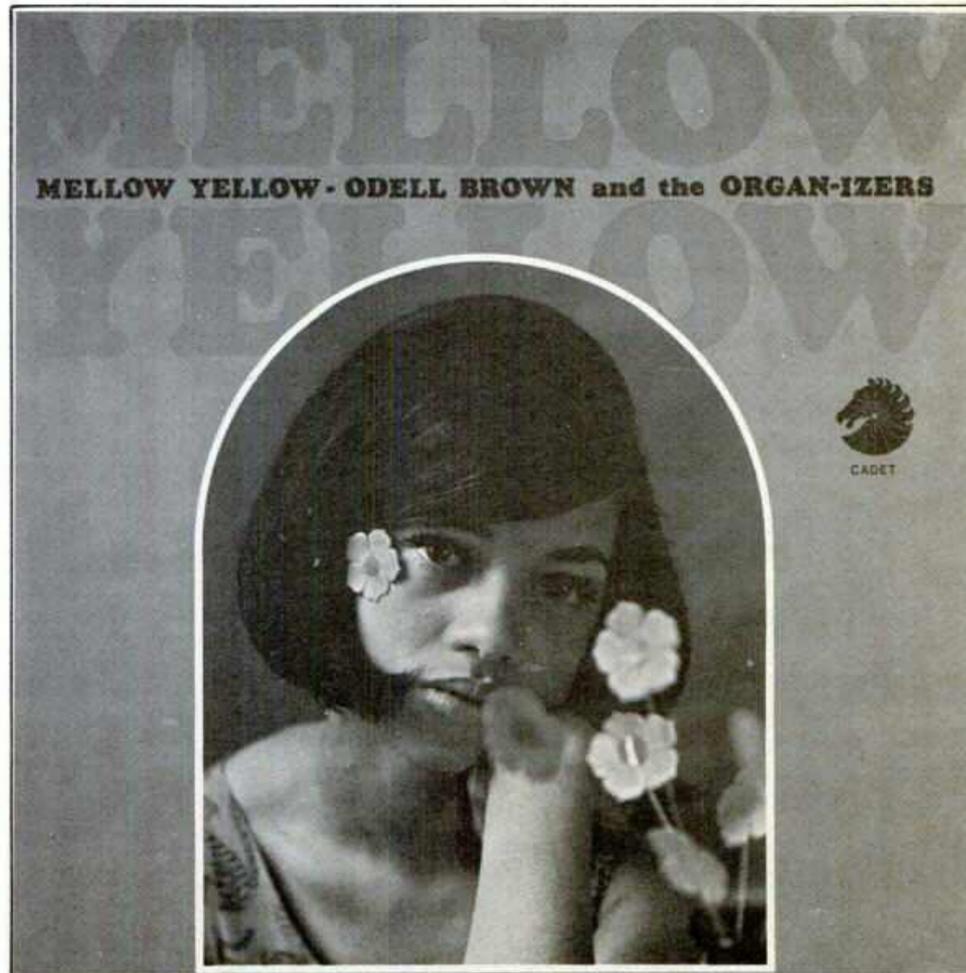
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THERE'S A WORLD OF EXCITMENT ON CADET



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Musical Instruments

Growth—In Guitars or Gimmicks?

By BRUCE WEBER

LOS ANGELES—Growth of the amplified instrument market over the next five years is going to dwarf the growth of the last five years, predicted several major retail executives in this region.

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

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

Expensive

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

Lean

Trends have a way of changing as rapidly as the stock market, especially when the mass market is involved, said several distressed retailers who are looking at lean 1967 sales figures. Chain and independent outlets are on the economic yo-yo. All report amplified guitar sales are up, other amplified instrument sales are low or non-existent, and sales in general are cool. Dealers that were predicting a 17 per cent growth rate at the beginning of the year have revised the figure to about 7 per cent.

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

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

Artists

The current down-trend business atmosphere also curtails

sales, Judkins said. "People have money but they're not spending it on luxury items like amplified equipment. In the end, though, it will be the guitar and perhaps the electric bass that will survive as best seller."

Retailers in Southern California are convinced that recording artists do most to popularize instruments. "It wasn't until Bob Dylan appeared on the musical scene that we saw a sales rebirth of the harmonica," Judkins said. "Public exposure of amplified instruments by recording artists could easily develop an amplified instrument craze."

Jack Tatner, sales manager of Blu-Note Music in Santa Ana, believes that as goes the economy go instrument sales. "If the business momentum in the amplified field holds out for about three to six months we may see a trend for all amplified instruments develop," Tatner said. "Right now it's strictly an amplified guitar market."

Throwback

Many retailers see amplified instruments as a throwback to the years when big bands roamed the country. While the big-band era may be dead, amplified instruments could play a part in an "artificial big band" sound return.

"We may be sitting on top of a volcano," Tatner said, "if the trend develops. But that 'if' is plenty 'iffy.'"

"Right now," one merchandising manager for Sears, Roebuck

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

Calls

"As a result," he said, "we just don't stock too much amplified equipment other than guitars. If we had enough calls for amplified horns, drums, etc., you can bet we'd have them on display."

Maurice Battem, owner of the two-store Music Man Co., doesn't see much sales future in some amplified instrument lines—except guitars. "We just don't have much call for amplified instruments in either of our stores," said Battem, who owns stores in suburban Torrance and in economically posh Palos Verdes.

Battem sells a complete line of instruments in both stores, but he sees no new trend developing. Business, he said, is below par.

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

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



400-YEAR-OLD NEW PRODUCT from the Baldwin Piano & Organ Co. is this solid-body harpsichord, part of a current trend toward application of modern electronic principles to traditional instruments. The bright, stringy sounds of the traditional harpsichord is there plus new sounds never before heard. Keyboard has 57 keys. The maker reports that the new instrument has been used in over 30 recording sessions.



LUTE-SHAPED GUITAR is included in the new Espana line available through Beugeleisen and Jacobson. It boasts a larger acoustical resonating chamber in the body and has an amplified pickup system.



COMBINATION COMBO ORGAN and harpsichord, premiered at the Music Show, is available from the Rocky Mount division of Allen Organ Co. It's called the Rocksichord and is available in \$995 and \$695 models.



NEW FROM SWITCHCRAFT, this battery-operated "Studio Mix-master" in full-color display carton. The unit, model 307TR, is a solid-state, stereo-mono audio frequency mixer/amplifier. It may be used with phonographs, microphones, electronic instruments and/or tape recorders. It permits recording sound on sound, fades music and voices, records voice over music or mixes voice and program sources from several locations.



MORE POWER to the pop musician was plentiful at the Music Show. Oliver Sound introduced this special voice projection unit. The two angular horns have 75 per cent efficiency for 3,000 people. Equipment retails at \$250.

Says 5-String Has Arrived

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

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

"There are two vital parts of a good banjo," Osborne said. "One is the neck. The other is the tone ring." Osborne said his design for Vega has a bell

brass tone ring specifically engineered to get the best sound out of the instrument.

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

"People of all ages are playing the five-string banjo now," he said. "There was a time when few played it. Everybody would scream and applaud when Earl Scruggs or some other fine banjoist would play a 'bridge,' but not any more. Too many people are playing the instrument and they realize it's not as difficult as it looks."

Osborne was fingering an old Gibson banjo as he spoke. He explained that it had been lying unused for some time, and "banjos tend to lose their tone when not played. I'm just playing it a few days so it will regain its tone." (His new Vega had not yet arrived.)

The Osborne-designed instrument is due on the market shortly. It was demonstrated for the first time at the Chicago Music Show in June.

Norman-Leonard on Industrial Kick

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



BOBBIE GENTRY, who has just cut a single on Capitol called "Ode to Billy Joe," used her own three-quarter Martin guitar in the session. She has played guitar 12 years. Six violins and two cellos were also used in the session. She's seen here at a Chicago party last week showing her technique on the Martin.



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South Dakota Pop Festival

SIoux FALLS, S. D.—A pop music festival patterned after the big event at Monterey, Calif., was held here July 24. The event was sponsored by KISD radio and attracted bands from Kansas, Oklahoma, Iowa, Minnesota, North Dakota and South Dakota.

Ray Ford, KISD program director, said that among the groups present were the Red Dogs, Blue Things, Fabulous Rumbles, LTD. from Omaha, the Stillroven, Steve Ellise and the Starfires and Those of Us. Movies and slides were shown and a fashion show was staged.

Advance tickets, at \$1.50, were sold out before the event.

Vox Names New Product Expert

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

Kalie will conduct Vox clinics for dealers and will set up demonstrations with musical groups interested in Vox equipment.

New Combo Organ Line From WMI Corp. Starts at \$345

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

The five-model line consists of instruments suitable to the demands of everyone from beginners through professionals. Low-priced models, "B," "C" and "C-1" are 49-key instruments with tone and control fea-

tures applicable to rock groups. Higher-priced models "D" and "G" are 61-key instruments with additional features. All the models are completely self-contained with self-storing legs.

WMI has also introduced a

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

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

Rowe Has New Pick-Up Book

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

Newest aspect of the line is the offering of quick-disconnect cable attachments for nearly every pick-up and control.

New pick-up models include

units which convert acoustical guitars to "built-in" styles. New pick-ups for 12-string guitars and Autoharps are also shown.

The DeArmond line has pick-ups for flat-tops, tenor guitars, ukuleles, mandolins, violins and basses as well. Copies of the catalog are available from Rowe Industries, 1702 Airport Highway, Toledo.



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

Grass Experiment With Ampeg Units

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

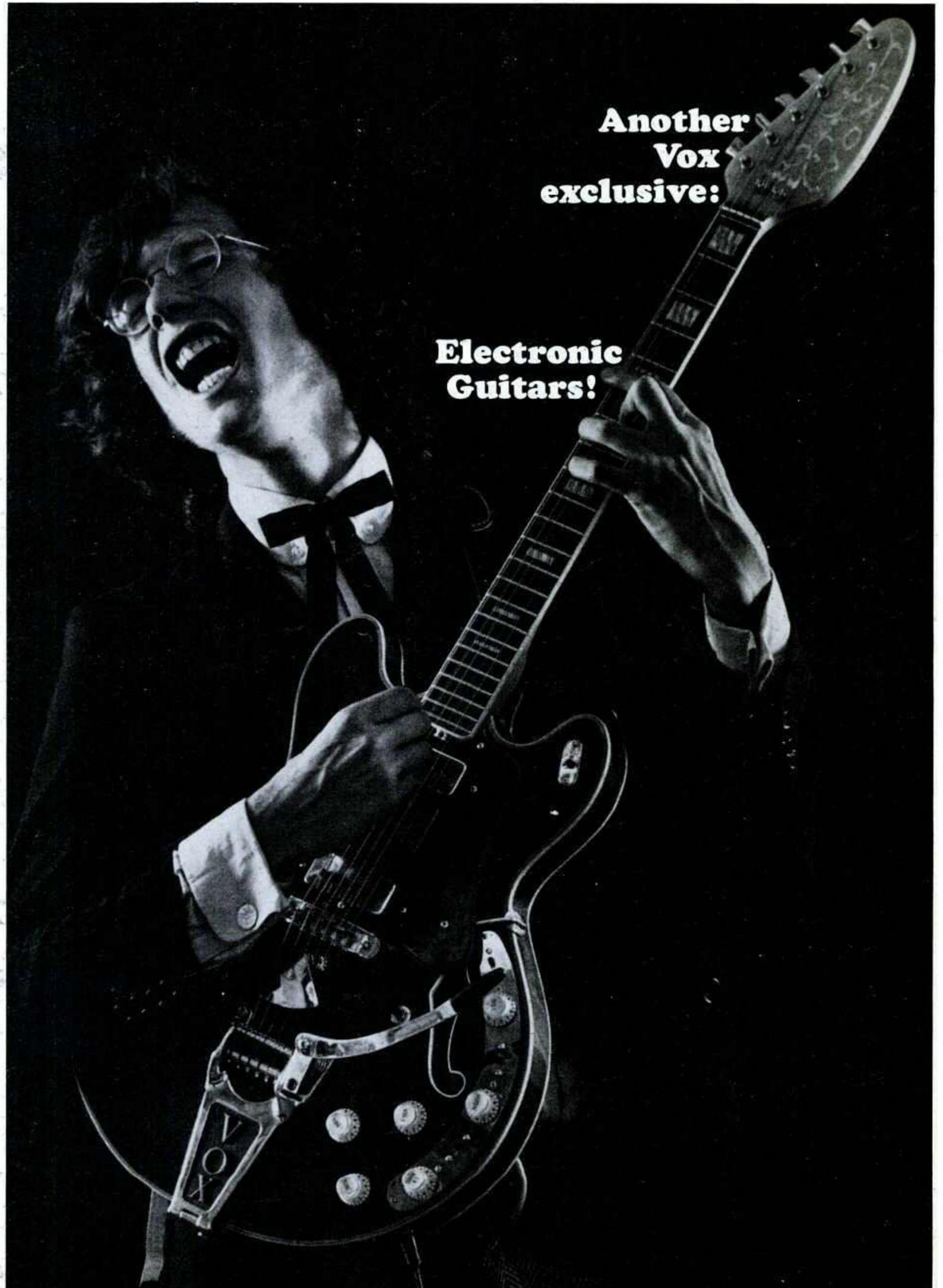
The equipment is made up of an electronic experimental sound system (three amps and three sound columns) not yet available on the market. The group will meet with Ampeg officials later to report on the performance of the system and further lab research and analysis. The equipment is being tested in live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



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

Say You Saw It in
Billboard

AUGUST 12, 1967, BILLBOARD



Another
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Electronic
Guitars!

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

They've put Vox years ahead of the industry. Vox-electronic guitars—the new frontier in music. Together with Vox's new, strong line of amps, organs, drums and sound accessories, they represent the biggest goldmine in music sales history. Get Vox and get in on the action. **Vox: It's what's happening.**



SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 156—Last Week, 122

*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

***DEAN MARTIN—LITTLE OLE WINE DRINKER ME** (Prod. Jimmy Bowen) (Writers: Mills-Jennings) (Moss Rose, BMI)—The Robert Mitchum country hit is made to order for Martin. The Bill Justis arrangement is a knockout and perfectly complements his easy-going delivery, and should quickly bring this to the top of the Hot 100. Flip: "I Can't Help Remembering You" (Roosevelt, BMI).

Reprise 0608

SPANKY & OUR GANG—MAKING EVERY MINUTE COUNT (Prod. Jerry Ross) (Writer: Morier) (Akbestao, BMI)—Topnotch follow up to their initial winner "Sunday Will Never Be the Same,"

finds the gang moving along in the same easy-beat groove. Make room in the Top Ten for this one also. Flip: "If You Could Only Be Me" (Screen Gems-Columbia, BMI). Mercury 72714

THE ROYAL GUARDSMEN—WEDNESDAY (Prod. Gernhard Ent.) (Writer: Masona) (Sanphil-Roznique, BMI)—With even more sales potential than their recent "Airplane Song," this groovy rock item, smartly performed by the group should bring them right back to the "Snoopy-Red Baron" selling class. Flip: "So Right (To Be in Love)" (Sanphil-Roznique, BMI). Laurie 3397

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

PAUL REVERE & THE RAIDERS—I HAD A DREAM (Prod. Mark Lindsay & Terry Melcher) (Writers: Lindsay-Melcher) (Daywin, BMI)—Driving rock ballad given a powerful vocal workout is a change of pace for the group and should quickly work its way to a high position on the Hot 100. Flip: "Upon Your Leaving" (Boon, BMI).

Columbia 44227

***THE SEEKERS—ON THE OTHER SIDE** (Prod. Tom Springfield) (Writers: Springfield-Osborne-Sage) (Chappell, ASCAP)—Folk-gospel rouser, penned and produced by Tom Springfield, of "Georgy Girl" fame, has even more potential that the group's recent "Morningtown Ride." First rate programming fare. Flip: "I Wish You Could Be Here" (Charing Cross, BMI). Capitol 5974

***JACK JONES—OUR SONG** (Writers: Clarke-Bindi) (Santa Cecilia, BMI)—Beautiful new ballad approached with class and assurance by Jones, and smartly arranged by Ralph Carmichael, should quickly surpass his recent chart winner "Now I Know." Flip: "Michelle" (Maclen, BMI). Kapp 847

THE ARBORS—WITH YOU GIRL (Prod. Al Kasha & The Tokens) (Writer: Robinson) (Police, BMI)—The "Graduation Day" group adds more of a beat with this smooth rocker lyrically right in the teen bag. Vocal treatment is tops and should quickly be riding high on the Hot 100. Flip: "A Love for All Seasons" (Kati Kris, ASCAP).

Date 1570

PETER, PAUL & MARY—I DIG ROCK AND ROLL MUSIC (Prod. Albert B. Grossman & Milt Okun) (Writers: Stookey-Mason-Dixon) (Pepamar, ASCAP)—The folk-oriented trio is really with it as they rock and groove with a powerful piece of original material. One of their hottest commercial entries to date. Flip: "The Great Mandella" (Pepamar, ASCAP). Warner Bros. 7067

? AND THE MYSTERIANS—DO SOMETHING TO ME (Prod. Pa-Go-Go Prod.) (Writers: Calvert-Marzano-Naumann)—The "96 Tears" group offers a top discotheque item that should quickly work its way to the upper half of the Hot 100. Solid rocker gets a groovy vocal workout. Flip: "Love Me Baby" (Mysterians, BMI). Cameo 496

CANNONBALL ADDERLEY QUINTET—WALK TALL (Prod. David Axelrod) (Writers: Zawinul-Marrow-Rein) (Zawinul, BMI)—Funky blues loaded with soul should soon prove to be a hot sales item in pop, r&b, and jazz markets, and quickly surpass his successful "Why (Am I Treated So Bad)" hit. Flip: "Do Do Do" (Upam, BMI). Capitol 5968

THE VOGUES—LOVERS OF THE WORLD UNITE (Prod. Cenci-Hakim) (Writers: Greenaway-Cook) (Mills, ASCAP)—The oldie is brought up to date via this rocking revival which should quickly re-establish the group as top selling artists on the charts. Flip: "Brighter Days" (Co & Ce, ASCAP). Co & Ce, 246

THE PINK FLOYD—SEE EMILY PLAY (Prod. Norman Smith) (Writer: Barrett) (Essex, ASCAP)—A Top Ten disk in England, this hard driving rocker performed with gusto by the boys, should make a big dent in the best selling charts here. Flip: "Scarecrow" (Essex, ASCAP). Tower 356

THUNDERGRIN—WOMEN IN THE STREET (Prod. Suzi) (Writer: Gutcheon) (Akbestal, BMI)—Novelty material that's more than just clever, an infectious rhythmic beat, and an intriguing vocal performance are ingredients that are sure to bring this disk into the hit category. Flip: "Mr. Simms" (Akbestal, BMI). Epic 10215

THE BAY RIDGE—BACKTRACK (Prod. Anita Wexler) (Writers: Greene-Hinton) (Pronto-Quinvy-Sunalee, BMI)—Exciting new group, discovered and produced by Anita Wexler, is destined to reach hit status with their initial effort, a driving rocker delivered in like fashion. Flip: "I Can't Get Her Out of My Mind" (Pronto, BMI). Atlantic 2431

TONY BRUNO—SMALL TOWN, BRING DOWN (Prod. Artie Ripp) (Writers: Poncia-Andreoli) (Kama Sutra, BMI)—Backed by a tremendous promotional campaign, Bruno makes his recording debut with a powerful piece of ballad material that should quickly establish him as a top selling performer. Flip: "Helaina" (Kama Sutra, BMI). Buddah 7

SONNY FLAHARTY & THE MARK V—HEY CONDUCTOR (Prod. Ray Allen) (Writer: Flaharty) (Counterpart-Falls City, BMI)—New group with a solid rocker should have no trouble hitting the Hot 100 hard and fast. Wailing vocal work and top Ray Allen production work. Flip: "You Bring These Tears to Me" (Counterpart-Falls City, BMI). Philips 40479

THE CHARTBUSTERS—DANCE, DANCE (Prod. Poe, Sandusky & Corday) (Writers: Karp-Whelchel-Holloway) (Neil-Parro, BMI)—Top commercial offering by a well-balanced vocal group is accompanied by a strong dance beat and should prove to be a Hot 100 winner in short order. Loaded with discotheque appeal. Flip: "Glass Houses" (Chartbuster/Locket, BMI). Bell 683

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

CHART Spotlights—Predicted to reach the HOT 100 Chart

ADAM WADE—With One Exception (Gallico, BMI). WARNER BROS. 7068
CHER—Hey Joe (Third Story, BMI)—Our Day Will Come (Rosewood, ASCAP). IMPERIAL 46252
MARLENA SHAW—Waiting for Charlie to Come Home (Hill & Range, BMI). CADET 5571
JACKIE DeSHANNON—Changin' My Mind (Big Seven, BMI)—It's All in the Game (Remick, ASCAP). IMPERIAL 46251
TERRY KNIGHT—Come Home Baby (Screen Gems-Columbia, BMI). CAMEO 495
THE ANGELS—You'll Never Get to Heaven (Blue Seas/Jac, ASCAP). RCA VICTOR 9246
WES MONTGOMERY—A Day in the Life (Maclen, BMI). A&M 865
LEN BARRY—All Those Memories (Young Baron/Jaywis, BMI). RCA VICTOR 9275
PATTI PAGE—All the Time (Cedarwood, BMI). COLUMBIA 44257
RICK NELSON—Suzanne on a Sunday Morning (Chardon, BMI). DECCA 32176
ROBIE PORTER—That's the Way Love Goes (Hidle, BMI). MGM 13779
ANTHONY & THE SOPHOMORES—One Summer Night (Melody Lane, BMI). JAMIE 1340
SERGIO FRANCHI—I Should Care (Dorsey Bros., ASCAP). RCA VICTOR 9277
WARNER-PORTER-WARNER—Lovin' Day (Tandem, BMI). RCA VICTOR 9273
THE LOVED ONES—It's Not Gonna Take Too Long (Kama Sutra, BMI). KAPP 831
ETERNITY'S CHILDREN—Wait and See (Screen Gems-Columbia, BMI). A&M 864
THE SPLIT LEVEL—Don't You Know Where You Are (Portable, BMI). DOT 17036
THE RAVES—Don't Chop Down My Tree (Sevar/Act Three, BMI). SMASH 2105

THE AMEN CORNER—Gin House Blues (Alamo, BMI). DERAM 85014
THE TIFFANY SYSTEM—Let's Get Together (Waskom, BMI). SSS INTERNATIONAL 711
THE SHACKELFORDS—Coastin' (Granite, ASCAP). LMI 17017
HALEE'S COMET—From a Parachute (Morris, BMI). EPIC 10207
JENNIE SMITH—Our Song (Cecilia, BMI). GNP CRESCENDO 392
OLIVER WORTHINGTON—Haight-Asbury Marketplace (Bikini, ASCAP). COMPASS 7008
THE PRECISIONS—If This Is Love (In-The Pocket/Sidrian, BMI). DREW 1003
CHUCK CONLAN—Won't You Say Yes to Me, Girl (Sherlyn, BMI). MARLIN 16007
BETTY BARNES—Walking Down Broadway (Blackwood, BMI). RCA VICTOR 9274
TOMMY NEAL—Goin' to a Happening (Ala-King/Palmerston, BMI). PALMER 5024
JAN DAVIS—International Love Process (Jay Doll, BMI). UNI 55029
THE PLAYERS—Giving Up Your Love is Like (Giving Up the World) (Little People/Myto, BMI). COLUMBIA 44239
GARY CRISS—Welcome to My Heart (We Three, BMI). DIAMOND 228
BEVERLY ANN—He's Coming Home (Carter-Lewis Ltd., ASCAP). RCA VICTOR 9269
LORD SITAR—Black is Black (Elmwin, BMI). CAPITOL 5972
JOHNNY LAW FOUR—Since I Don't Have You (Bonnyview, ASCAP). PROVIDENCE 421
AL WILSON—Who Could Be Lovin' You (Rivers, BMI). SOUL CITY 759
HOYT AXTON—San Fernando (Screen Gems-Columbia, BMI). COLGEMS 1005
GLENDA GRAINGER—You Break My Heart (Toby, PRS). CORAL 62532
MARLENE VER PLANCK—Brasiliero (Volando, ASCAP). MOUNTED 101

COUNTRY SPOTLIGHTS

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

TAMMY WYNETTE—I DON'T WANNA PLAY HOUSE (Prod. Billy Sherrill) (Writers: Sherrill-Sutton) (Gallico, BMI)—Following up her "Your Good Girl's Gonna Go Bad" smash, Miss Wynette changes pace with this meaningful ballad that should move right into the No. 1 spot on the country charts. Flip: "Soakin' Wet" (Glad, BMI). Epic 10211

LIZ ANDERSON—TINY TEARS (Prod. Felton Jarvis) (Writer: Anderson) (Greenback, BMI)—As "Mama Spank" slowly moves down the country charts, Miss Anderson comes back with a plaintive ballad, which she penned, and will bring her right back to the top. Flip: "Grandma's House" (Greenback, BMI). RCA Victor 9271

NAT STUCKEY—ADORABLE WOMEN (Prod. Stuckey-Page) (Writer: Stuckey) (Stuckey-Su-Ma, BMI)—Exceptional rhythm material to follow up his recent "All My Tomorrows" ballad winner. Top production and vocal work by the artist. Flip: "I Knew Her When" (Sunny Brook, BMI). Paula 276

WILMA BURGESS—TEAR TIME (Writer: Crutchfield) (Forrest Hills, BMI)—Moving ballad, penned by Jan Crutchfield and delivered in fine fashion by the consistent chart winner will prove to be no exception to her winning streak. Flip: "What I Feel In My Heart" (Tuckahoe, BMI). Decca 32178

DON GIBSON—ALL MY LOVE (Prod. Chet Atkins) (Writer: Gibson) (Acuff-Rose, BMI)—With even more potential than his recent "Lost Highway," this up-tempo rhythm number should quickly bring Gibson back to the top of the country charts. Flip: "No Doubt About It" (Acuff-Rose, BMI). RCA Victor 9266

ARTHUR B. HANCOCK III—WHAT OF TOMORROW (Prod. Fred Foster) (Writer: Hancock) (Combine, BMI)—Impressive debut of a new artist and good original sad ballad material should quickly establish him as a top seller. Much pop potential as well. Flip: "You're Mine" (Combine, BMI). Monument 1020

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

CARL BELEW—Girl Crazy (4 Star, BMI). RCA VICTOR 9272
CLAUDE KING—Laura (What's He Got That I Ain't Got) (Gallico, BMI). COLUMBIA 44237
BILLY EDD WHEELER—Half a Man (Quartet/Bexhill, ASCAP). KAPP 845
BARBARA CUMMINGS—A Good Guy Like You (Acclaim, BMI). LONDON 109
BILL WILBOURNE & KATHY MORRISON—Caution to the Wind (Combine, BMI). UNITED ARTISTS 50193
CARL PERKINS—You Can Take the Boy Out of the Country (Cedarwood, BMI). DOLLIE 512
JAMES O'GWYNN—It's Not the Best Way to Live (Fingerlake, BMI). SSS INTERNATIONAL 712
EARL SCOTT—G.I. (Wilderness, BMI)—Daddy's Dead (Sure-Fire, BMI). DECCA 32177
THE GOSDIN BROTHERS—Hangin' On (Garpax/Alanbo, BMI). BAKERSFIELD INTERNATIONAL 1002

R&B SPOTLIGHTS

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

JAMES CARR—I'M A FOOL FOR YOU (Prod. Quinton M. Claunch & Rudolph V. Russell) (Writers: Greer-Claunch-Cage-Jackson and Russell) (Rise-Aim, BMI)—Carr follows up his "Let It Happen" hit with a wailing treatment of a solid blues item that should prove to be a hot seller in both pop and r&b markets. Flip: "Gonna Send You Back to Georgia" (Zann, BMI). Goldwax 328

JOHNNIE TAYLOR—YOU CAN'T GET AWAY FROM IT (Prod. Booker T. Jones & Al Jackson, Jr.) (Writers: Jones-Jackson-Porter) (East, BMI)—Taylor has a strong contender for the very top of the r&b charts with his driving vocal workout of a groovy rock ballad. Loaded with sales appeal. Flip: "If I Had to Do It Over" (East, BMI). Stax 226

BOBBY POWELL—OUR LOVE (Prod. L. Whitfield) (Writer: Powell) (Su-Ma, BMI)—Penned and produced by Powell, this bluesy ballad is destined for top programming and sales. Outstanding L. Whitfield production work. Flip: "Red Sails in the Sunset" (Shapiro-Bernstein, ASCAP). Jewel 785

THE ADVENTURERS—(These Days) A GOOD GIRL IS HARD TO FIND (Prod. G. Perry & E. Johnson) (Writers: Perry-Johnson-Wicker) (Palo Alto, BMI)—Groovy rock beat and vocal workout should help the exciting new group make their mark in the r&b and pop markets in short order. Flip: "Easy Baby" (Ger-Ed, BMI). Compass 7010

CHART Spotlights—Predicted to reach the R&B SINGLES Chart

LONNIE & FLOYD—I Pledge (Su-Ma/Sound City, BMI). JEWEL 786
IRMA THOMAS—A Woman Will Do Wrong (Twig/Dandelion, BMI). CHESS 2017
ROUND ROBIN—Ton of Joy (East/Time/Redwal, BMI). CAPITOL 5962
ROSCOE SHELTON—There's a Heartbreak Somewhere (Cape Ann, BMI). SOUND STAGE 7 2587

Talent

Plans Set for College Jazz Fest To Begin Freshman Year in '68

By CHARLES BARRETT

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

The new IJF will focus on college jazz talent, and has

dropped the individual vocalist competition from the program. However, Robert Yde, director of the IJF, said that vocal groups will be eligible. Single vocalists were excluded because often their quality isn't up to the level of the jazz combo or band, and that they function outside the music departments of the schools, often working on their own, he explained.

The IJF's finals are set for May 8-11, with the regionals being kicked off Feb. 16 and 17 at the Mobile Jazz Festival, Mobile, Ala. From there, the regionals move to the Villanova Feb. 23-24, Villanova, Pa.; Cerritos College Jazz Festival, Norwalk, Calif.; Mid-West College Jazz Festival, Elmhurst College, Elmhurst, Ill.; The Inter-Mountain Jazz Festival, Salt Lake City, Utah; and The Little Rock Jazz Festival, Little Rock, Ark. College talent in each region is invited to participate in the festivals, and a vocal group, a combo and a band is chosen in each to compete in the national finals.

Sponsors for the 1968 IJF will again be the Sero of New New Haven, Conn., shirt manufacturers, and Trans-World Airlines.

Also, plans call for a 60-minute TV special during the finals, pending the acquisition

of sponsors and a network commitment. In addition, the IJF hopes to offer a 20-week syndicated radio show package from the Festival to be aired through the Intercollegiate Broadcasting System. This, too, hinges upon sponsorship, according to Yde.

Arrangements for the judges have also been changed. Yde said that only one of the judges for the 1967 program will return for the judging in 1968. He said that this arrangement will continue from now on in an effort to keep the IJF impartial and fresh. ABC Records' Impulse label will be releasing the finals from the 1967 Miami program on an LP this fall. Yde said that several major labels have shown recording interest in the 1968 Festival. He said that Impulse got the green light in 1967 after making the best offer. Yde could not indicate whether Impulse or any other label would record the 1968 finals.

Goulet Sets Ind. Record

NEW YORK—Robert Goulet, in the first week of his eight-city concert tour (July 24-30), set a box-office record at the Starlight Theater, Indianapolis, of \$74,647.60. On the bill with Goulet was comedian Bob Melvin and the Clingers.

Goulet, who records for Columbia, followed the Indianapolis engagement with a one-week appearance at the Theater Under The Stars, Atlanta (Aug. 1-6). He then goes to the Fisher Theater, Detroit (Aug. 7-12); Morris Mechanio Theater, Baltimore (Aug. 14-19); Music Circus, Lambertville, N. J. (Aug. 22-26); Oakdale Music Fair, Wallingford, Conn. (Aug. 28-Sept. 2); Warwick Music Theater, Warwick, R. I. (Sept. 4-10); Melodyfair Theater, Buffalo (Sept. 12-17).

On the bill with Goulet on the last seven dates are comedian Norm Crosby and the Clingers.



VOYLE GILMORE, left, Capitol Records a&r vice-president, and the label's Bobbie Gentry celebrate the click of her "Ode to Billie Joe" single and her birthday July 27 at Hollywood's Villa Capri.

Supreme Quits; Ill Health Cited

NEW YORK—Florence Ballard of the Supremes has withdrawn from the group for reasons of ill health, according to a spokesman for Tamla-Motown, the group's recording company.

Cindy Birdsong of Patti and the Bluebells has replaced Miss Ballard. This is reportedly a permanent arrangement, but Miss Birdsong has not been signed as yet. Miss Ballard is a patient at Ford Hospital, Detroit. No word has been given for her hospitalization. Motown officials declined to divulge the arrangements it made with Miss Ballard regarding her withdrawal.

Garland's Magic Makes Palace Theater Glitter

NEW YORK—The remarkable Judy Garland made the Palace Theater glitter again with a fascinating homecoming performance on Tuesday (1).

Even before she appeared she created an aura of anticipation, and only a few overture samplings of "her" tunes sent the unswerving, dedicated audience into bursts of applause. On stage, looking slender in a gold, sequined pants suit, after her

6,000 Drawn to Cleveland Show

CLEVELAND—Almost 6,000 stood in the rain at Central Playfield Showplace here Sunday (30) for the New Vaudeville Band, Big Maybelle and rock roller skater Maurice Cook.

They are part of the 10-week Cleveland Summer Arts Festival, first of its kind in the city's 121-year history.

Lionel Hampton held auditions at the Cleveland Music School Settlement. Winners in vocalist, group and instrumental categories appeared with Hampton at neighborhood centers Aug. 1-3.

Nightly performances are given in music, opera and dance at 10 neighborhood recreation centers. Music workshops, as well as those in dance, art and theater, are held in 14 centers.

Among the talent at the festival are Bill Doggett, Duke Ellington, Laura Greene, Clark Terry orchestra, the Young-Holt Trio, Carmen McRae, the Woody Herman orchestra.

entrance through a shouting throng, she entertained with her amazing singing, dancing, clowning style, in a thoroughly exciting act while the audience responded with a giant love-in. They embraced every movement, every gesture, every note, off-key or on, soft or squeaky, charged or charming.

Inspired and buoyed throughout the evening by such wild affection, Miss Garland embraced each song with a freshness and command not heard in her recent Westbury, L. I. outing. Of course, she sang many of her standards: "Old Man River," "Rockabye My Baby," "That's Entertainment" and "The Trolley Song," among others. For encores she sang "Swanee," "San Francisco" and "Man That Got Away." The strain and other difficulties she had with her voice were completely overlooked by the audience.

Joining her on stage for some 20 minutes were her "protoges," Lorna and Joey Luft. Her daughter's voice was pleasant enough, and mother and daughter combined nicely in "Bob White" and "Jamboree Jones," singing both tunes with color and bounce. The young Luft showed promise on drums, busting out with some fine riffs.

ABC Records, which recently signed a deal to record Miss Garland's performance at the theater, should have some interesting as well as fine material to work with.

Billed with Miss Garland and representing the first half of the show were juggler Francis

Signings

Bobby Goldsboro has re-signed a long-term, world-wide pact with United Artists Records. He has also re-entered into an exclusive agreement as a songwriter with Unart Music Corp., a BMI affiliate of the United Artists Music Companies. . . . Albert Ayler, tenor sax star, to Impulse Records. Bob Thiele, who guides Impulse, ABC's jazz label, is planning an October release for Ayler's first album. . . . The Professionals to Action Pac, a new Los Angeles label. Their debut single is "My Heart Belongs to You." . . . The Darling Sisters and the Coswills to MGM. Leonard Stogel manages both acts. . . . Patrick Farrell and Paul Byrne, who are billed as Patrick and Paul, to Uni Records. Their first single will be "Love Country." Pete Jolley, jazz pianist formerly with Columbia Records, to A&M. Herp Alpert will produce all of Jolley's recording sessions.

Pat Suzuki signed to PDA Records, a newly organized company. Her first release couples "This Is How My World Is Made" and "Look What You've Done." . . . Writer-singer Mason Williams to Warner Bros. Records. His first album is set for October release. . . . Beverly Ann, actress-model-singer, to RCA Victor. Her first disk couple, "He's Coming Home," and "He Won't See the Light." . . . Ruthann Friedman to A&M as an artist and to Irving Music as a writer. She wrote "Windy," the Association's click disk.

Brunn, the indefatigable and always remarkable song-and-much-dance man John Bubbles, and Jackie Vernon, dead-pan comedian who continuously scored with his self-directed, jabbing, one liners. His debut record for United Artists Records is "A Man and His Watermelon." The show runs through Aug. 26.

ROBERT SOBEL

other great standards. The performances were by turns driving, soulful and crisp, and the dancers kept the floor crowded. The miniskirted and the more staid—all dug the Duke's rhythms.

The booking extends through Sept. 2. It will undoubtedly prove vastly successful.

PAUL ACKERMAN

Smothers' 'Comedy Hour' Has Many Bright Minutes

LOS ANGELES — The Smothers Brothers, Mercury artists, brought their "comedy hour" format to the Greek Theater Monday (31) and a sellout house responded with a cordial welcome. The duo held the second half of a two-hour show which brought Pat Paulson, the bumbling editorializing vice-president on their TV outing, and Vikki Carr, their favorite vocalist, along for the first half.

Paulson's brand of deadpan bungling in two short sequences (including his regular editorial delivered from behind a desk), drew strong laughs. Miss Carr swept through 12 tunes which drew a fair reaction. Strongest response was for her new English hit, "It Must Be Him" whose lyrics are loaded with references to God and death and not designed to stimulate a concert audience.

Duke Has No Peers; Is Still A Great U. S. Musical Force

NEW YORK — Time has tarnished his luster, and he remains unassailable as a composer and artist in the Hall of Fame of American music. This is essence was the audience reaction to Duke Ellington's opening Monday (31) at the Rainbow Grill in New York.

A posh and knowledgeable group heard Ellington, now celebrating 50 years in the music business—and marveled at his continued vitality and musicianship. The scene was reminiscent of great openings of the past, with publishers, critics and recording men on the scene—to name a few: John Hammond, Lew Levy, Abe Olman, Jack Yellen, Irving Caesar and Stanley Dance. Ellington, suave and urbane, with Johnny Hodges on alto, Lawrence Brown on drums, Paul Gonsalves on tenor—along with other sterling musicians—thrilled the assemblage with "Satin Doll," "I Got It Bad and That Ain't Good" and many



COLUMBIA RECORDS used a mini-skirt medium to promote its Marshall McLuhan LP, "The Medium Is the Massage," which CBS Records vice-president and general manager Clive Davis calls "an example of the recording medium's instructional and entertaining possibilities." An extensive trade and consumer advertising campaign is under way.

The vocalist performs in a static style. She ought to move more. Repertoire is built around such favorites as "San Francisco," "Surrey With the Fringe on Top," Bob Florence's clever charts for "Everything I've Got Belongs to You" and "Poor Butterfly." A 25-piece house band gave adequate support.

The Smothers' act revolves on Dick berating Tom, the buffoon and cut-up. Their smash TV show has totally explored their stand-up routines, hence there are no surprises. Nonetheless, their routines are a blend of organization with a dash of spontaneity. The closest they come to jointly singing a song through occurs on "If I Had a Ship," in which the audience does a singalong. Dick displays an excellently soft voice on his solo of "They Are Gone."

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

Cream Looking to Sweeter U. S. Image

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

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WINNING FIRST ANNUAL "STAGESHOW" awards from WABC-FM, New York's stage and screen format station, were the musicals "Fiddler on the Roof," "Cabaret" and "Man of La Mancha." At the awards luncheon last week, from left, Harold Hastings, musical director of "Cabaret"; Joseph Stejn, author of "Fiddler on the Roof"; Robert Rounseville of "Man of La Mancha"; Ruth Mitchell, associate producer of "Cabaret"; Maria Karnilova, female lead of "Fiddler on the Roof," and Alexander Smallens Jr., station director of WABC-FM.

Lynne Randall Sees U. S. Tour 'Important Exposure'

NEW YORK—Lynne Randall, a 17-year-old Australian pop songstress, has been touring with the Monkees in recent weeks in efforts to get what she calls "that important exposure in the States."

Miss Randall records for Epic in the U. S. and Canada, and CBS in Australia. She has been touring with the Monkees in their 19-city tour of the U. S. in recent weeks. Her material includes "Out of my Head," "Hold Me," "Ciao Baby," "Heart" and "Shout." Lynne said that with Australia's population of some 12 million, and only half

these people having electricity, Australian artists do not have an easy time there, both selling records and getting good promotion and production.

Her current single is "That's a Hoe Down," and she has five other singles which were Australian successes.

In September, she will go to Hawaii, at the Honolulu International Center sharing the bill with the Who and Herman's Hermits. Plans also call for a September appearance in St. Louis at the Australian Trade Fair. In addition, she will play college and university dates this fall and a tentative concert appearance in Paris with the Jimi Hendrix Trio. She will appear in, Tasmania, Australia, this fall, too.

Miss Randall's manager, Carol West, said that several artists she manages want to come to the U. S. to tour and to play dates in hopes of getting a break. Among them are the Cherokees, newly signed Colgems artists, and Buddy England, who records for Dot.

Donna Lee Off To Races After A Slow Start

NEW YORK — Donna Lee, recently signed by Columbia Records, showed flashes of promise at the Living Room Tuesday (1). Miss Lee, a diminutive and sultry songstress, was at her best with her forthcoming Columbia single, "Clown Town," a dramatic and compelling composition by Gladys Shelley. She also scored points with "I'll Be Seeing You," her initial Columbia release.

Her big problem is with the selection of material. She has a penchant for complicated lyrics, which she delivers in a studied and super-sophisticated manner. She raced through her opener, "Hello, Young Lovers," with scant regard for the lyrics.

After a faltering start, she got going on the third number. But Miss Lee showed enough when she warmed up to warrant a second hearing.

AARON STERNFIELD

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Talent

Hirt Blows Up a Musical Storm With Cool Backing

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

In addition to the vast amount of material Hirt utilized, his emphasis on the individual talents of the members of his team deserves special credit. After humorous introductions of each at intervals during the show, the musician performed two solos. The band includes Pee Wee Spitelera (clarinet), Mike Olshewski (saxophone), drummer Fred Staehle, organist Wayne DeVillier and Ellis Marsalis (on piano).

Among the standout numbers were Spitelera's bluesy "Tin Roof" and DeVillier's organ rendition of "Slaughter on Tenth Avenue," and Fred Staehle's "Night Life."

Hirt, swinging with trumpet, seemed to thoroughly enjoy the festivities. Constantly moving about the circular stage, he blended humor, vocalizing on some songs, and his musical agility and adroitness on trumpet to gain and maintain a close rapport with the 3,100 house. Scoring on "Java," "Cotton Candy," "Sugar Lips," "Music to Watch Girls By," and his renowned "When the Saints," Hirt also depicted himself as a

first class showman with his song about the good life—"Beer and Whiskey."

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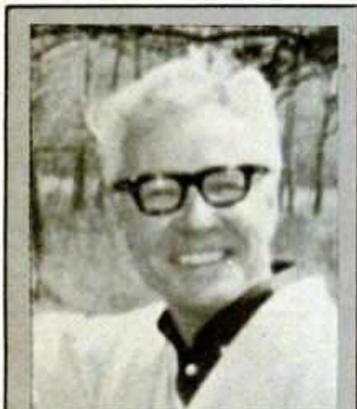
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Nashville Home Base of Lanson & Guy Mitchell

NASHVILLE—Snooky Lanson and Guy Mitchell, who made their mark in the past in the music industry, have moved to Nashville looking for a comeback in the record industry.

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

Mitchell, former Columbia Records artist, has signed a contract with Starday and is now working on his first session. He, too, is making his home in Nashville.



Peter and Gordon, the popular London duo spin a special kind of album for Capitol, "In London for Tea" (T2747M; ST2747S). It features, of course, their recent single, "Sunday for Tea" and it's backed up by another hot number, "London at Night." The album is an eclectic mixture including an unusual variety of numbers . . . from the title song of "The Jokers" (which they sang in the film) to popular and country numbers such as "Good-bye My Love" and "Please Help Me I'm Falling." Peter and Gordon insist on a guitar that matches their versatility—a Gibson Guitar, the choice of professionals.

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

Table with columns: 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65. Includes entries like 'I LIKE THE WAY', 'HEROES AND VILLAINS', 'BABY YOU'RE A RICH MAN NOW'.

Table with columns: 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100. Includes entries like 'LONELY DRIFTER', 'I WANT TO LOVE YOU FOR WHAT YOU ARE', 'DON'T YOU MISS ME A LITTLE BIT, BABY'.

HOT 100—A TO Z—(Publisher-Licensee)

Table listing songs and artists from A to Z, including 'All You Need Is Love', 'Along Comes Mary', 'Apples, Peaches, Pumpkin Pie'.

Table listing songs and artists from A to Z, including 'Reflections', 'River Is Wide', 'Run, Run (T.M.)', 'San Francisco Nights'.

BUBBLING UNDER THE HOT 100

Table listing songs and artists bubbling under the Hot 100, including 'PENNY ARCADE', 'THOUSAND SHADOWS', 'LADY FRIEND'.

ROBIE PORTER, B.M.O.C.

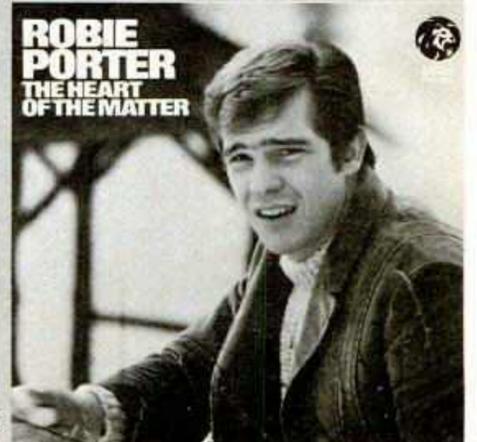
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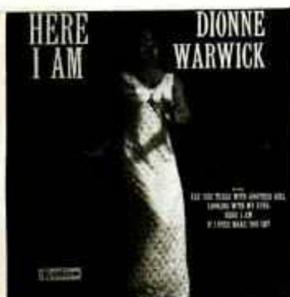
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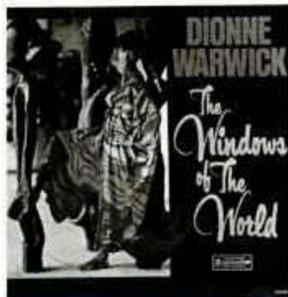
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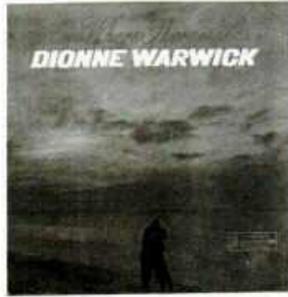
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Billboard TOP 40

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THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Wks. on Chart
	1	2	3			
(1)	7	11	20	IN THE CHAPEL IN THE MOONLIGHT	Dean Martin, Reprise 0601 (Shapiro/Bernstein, ASCAP)	5
(2)	1	3	3	IT'S SUCH A PRETTY WORLD TODAY	Andy Russell, Capitol 5917 (Freeway, BMI)	10
(3)	2	7	14	MORE AND MORE	Andy Williams, Columbia 44202 (Sunbeam, BMI)	6
(4)	15	21	34	THE HAPPENING	Herb Alpert & the Tijuana Brass, A&M 860 (Jobete, BMI)	5
(5)	3	4	5	YOU ONLY LIVE TWICE	Nancy Sinatra, Reprise 0595 (Unart, BMI)	8
(6)	6	5	6	YOU WANTED SOMEONE TO PLAY WITH	Frankie Laine, ABC 10946 (Morris, ASCAP)	7
(7)	5	2	2	MARY IN THE MORNING	Al Martino, Capitol 5904 (Pamco, BMI)	12
(8)	4	1	1	DON'T MARTIN IN THE SUBWAY	Petula Clark, Warner Bros. 7049 (Duchess, BMI)	9
(9)	9	13	14	BRAMBLE BUSH	Trini Lopez, Reprise 1596 (Feist, ASCAP)	6
(10)	8	6	4	NOW I KNOW	Jack Jones, Kapp 833 (Hollo, BMI)	11
(11)	11	9	10	UP, UP AND AWAY	Fifth Dimension, Soul City 756 (Rivers, BMI)	9
(12)	12	10	9	I LOVE YOU	Billy Vaughn Singers, Dot 17021 (Morris, ASCAP)	12
(13)	13	18	25	IN THE BACK OF MY HEART	Jerry Vale, Columbia 44183 (Feist, ASCAP)	5
(14)	20	26	35	WONDERFUL SEASON OF SUMMER	Ray Conniff Singers, Columbia 44192 (Gil, BMI)	5
(15)	10	14	11	EVERYBODY SAY PEACE	John Gary, RCA Victor 9213 (April, ASCAP)	10
(16)	16	24	26	MORE AND MORE	Tony Sandler and Ralph Young, Capitol 5928 (Sunbeam, BMI)	6
(17)	40	—	—	STOUT-HEARTED MEN	Barbra Streisand, Columbia 44225 (Harms, ASCAP)	2
(18)	18	19	21	SAME OLD YOU	Patti Page, Columbia 44115 (Red Balloon, ASCAP)	10
(19)	36	40	—	LOVER'S ROULETTE	Mel Torme, Columbia 44180 (Peer Int'l, BMI)	3
(20)	21	22	22	THERE MUST BE A WAY	Jimmy Roselli, United Artists 50179 (Laurel, ASCAP)	6
(21)	23	23	19	SORRY	Doris Day, Columbia 44130 (Artists, ASCAP)	8
(22)	25	36	—	SUMMER COLORS	Wayne Newton, Capitol 5954 (April, ASCAP)	3
(23)	24	31	36	MY HEART CRIES FOR YOU	Connie Francis, MGM 12773 (Massey, ASCAP)	4
(24)	17	17	13	NIGHT AND DAY	Sergio Mendes & Brasil '66, A&M 853 (Harms, ASCAP)	12
(25)	28	37	40	WHEN WE ALL GET TOGETHER	Marilyn Maye, RCA Victor 9234 (Chappell, ASCAP)	5
(26)	31	—	—	TIMELESS LOVE	Ed Ames, RCA Victor 9255 (Gypsy Boy/T.M., BMI)	2
(27)	33	—	—	YELLOW DAYS	Percy Faith, Columbia 44166 (Marks, BMI)	2
(28)	37	—	—	WHAT TO DO	Matt Monro, Capitol 5947 (Levine, ASCAP)	2
(29)	22	20	16	LOVE ME FOREVER	Roger Williams, Kapp 821 (Rogelle, BMI)	15
(30)	19	12	7	TIME, TIME	Ed Ames, RCA Victor 9178 (April, ASCAP)	15
(31)	—	—	—	THE WORLD WE KNEW	Frank Sinatra, Reprise 0610 (Roosevelt, BMI)	1
(32)	—	—	—	IT MUST BE HIM	Vikki Carr, Liberty 55986 (ASA, ASCAP)	1
(33)	—	—	—	SUMMER SONG	Doodletown Pipers, Epic 10200 (Unart, BMI)	1
(34)	—	—	—	I LOOKED BACK	Perry Como, RCA Victor (Music, Music, Music, ASCAP)	1
(35)	—	—	—	IT MAKES NO DIFFERENCE	Vic Damone, RCA Victor 9250 (Roosevelt, BMI)	1
(36)	—	—	—	MOONLIGHT BRINGS MEMORIES	Ray Conniff Singers, Columbia 44192 (Jobete, ASCAP)	1
(37)	14	15	17	DAYS OF LOVE (Theme From "Hombre")	Tony Bennett, Columbia 44154 (Feist, ASCAP)	10
(38)	38	—	—	ALONG COMES MARY	Baja Marimba Band, A&M 862 (Irving, BMI)	2
(39)	—	—	—	BAREFOOT IN THE PARK	Neal Hefti, Dot 17020 (Famous, ASCAP)	1
(40)	32	30	31	ANYONE CAN MOVE A MOUNTAIN	Kate Smith, RCA Victor 9217 (St. Nicholas/Videocraft, ASCAP)	7

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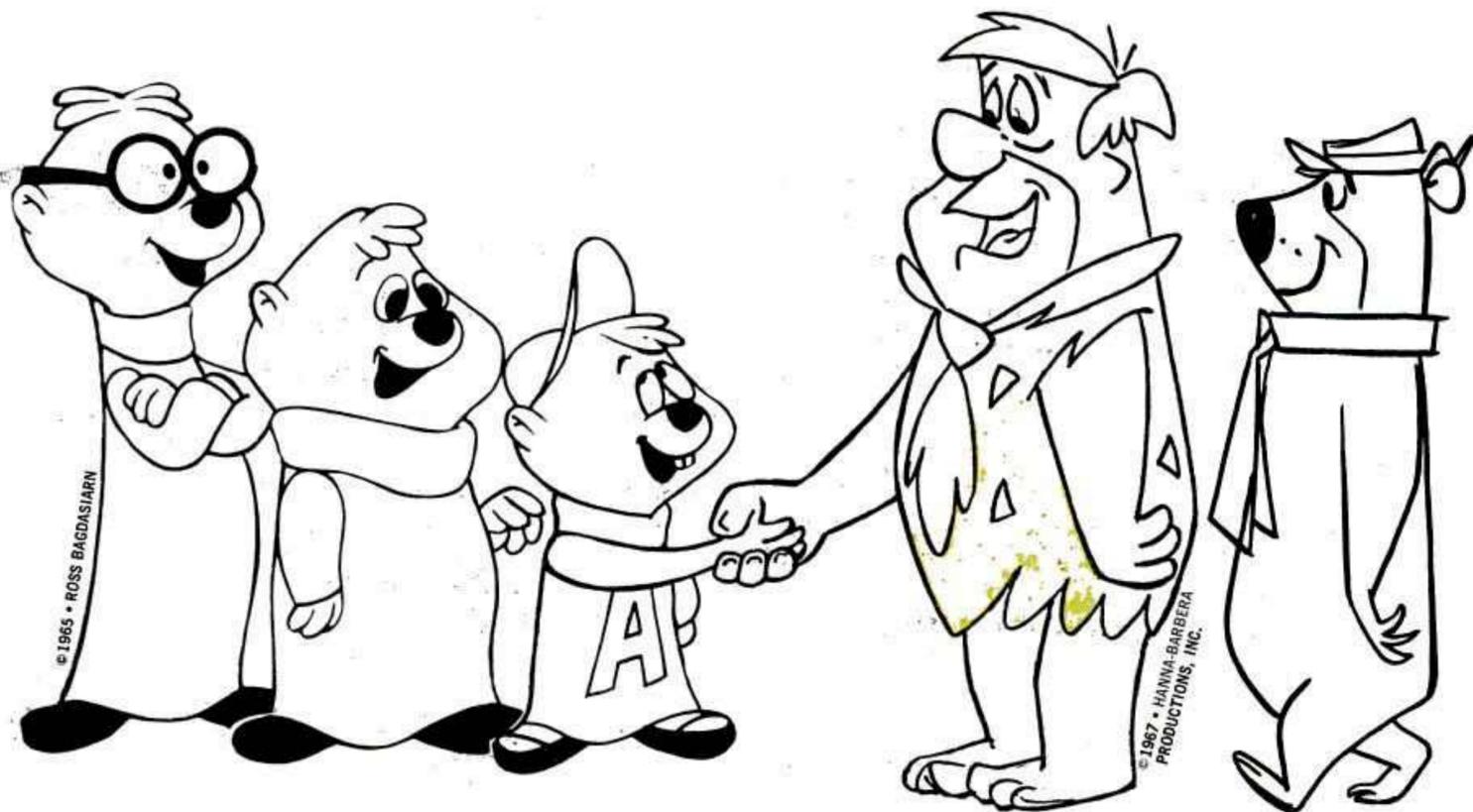
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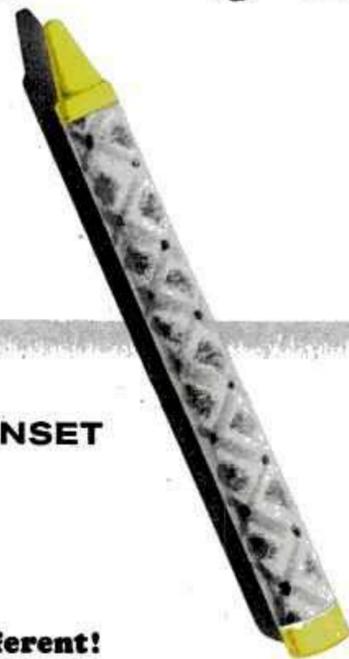
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Radio-TV programming

Drake Blasts Record Men for Tabbing Him Tight-Play Addict

By CLAUDE HALL

NEW YORK—Bill Drake, programming consultant who has just been hired to guide all of the RKO General radio stations, lashed out at the record men who would tag him with the image of a tight playlist addict.

Drake, who scored ratings successes with both KFRC in San Francisco and KHJ in Los Angeles, was in New York last week trying to work his magic on an FM station—WOR-FM, a stereo operation that had already made a sizable dent in New York ratings with a rock 'n' roll format. One of the first moves of Drake was to install Gerry Mack, formerly of KHJ, as program director of the station, replacing Art Wander.

As for other changes in the station, Drake said he would

try to improve the presentation of the music and the content. "The station will continue to play a lot of diverse album music, aiming at the 18-35 age group. It's going to be rock, using every type of LP cut. Oldies would have a lot of influence. . . . a lot of Motown product, for example." He said that other stations under his banner had been playing album cuts, "but to take an album and put it in the control room and say the deejay can play from it is the same fallacy a lot of stations make in saying that Sinatra is a super star. You don't play Sinatra for the sake of S; he's had some bad cuts, too. You don't play Dylan for the sake of Dylan, Sinatra for the sake of Sinatra, Mowtown for the sake of Motown.

"The object is to play the

good Dylan, the good Sinatra," he said. And a lot can determine this. People working at the various stations guided by Drake listen to every cut of every LP, every single. Drake credits his success to "hard work and the good people working with me."

Swap Information

Information between the stations is exchanged in writing, there are conference telephone calls on the music itself, they all exchange playlists. "But the music lists at various stations vary an awful lot. This actually gives us the opportunity, contrary to opinion, to expose and test nine times as many records as anyone else. If a radio station plays three new different records each week that the other stations are not playing,

(Continued on page 34)

BBC Plans to Parrot Pirates in Character, But Accent to Be U.K.

By NIGEL HUNTER

LONDON—The BBC will parrot the pirates, but mid-Atlantic accents will be sunk with the pirate radio stations on Aug. 15, according to BBC Radio 1 Controller Robin Scott. Announcing plans for the corporation's new broadcasting pattern commencing Sept. 30, Scott declared that some pirate characteristics and techniques would be employed on the new pop Radio 1, including competitions and station jingles, but only British regional and Commonwealth accents would be acceptable. Radio 1, on 247

meters, will share approximately four hours each day with Radio 2, the present light program, which will transmit on 1500 meters.

There is some doubt about the efficacy of Radio 1's signals, owing to the presence on the same wave length of a powerful propaganda transmitter located in Tirana, the Albanian capital. Radio 3 will be the present, mostly high-brow, third music service, and Radio 4 will be the existing home service. Radio 1's content will be pop in a fairly broad definition. Scott

plans to establish top-name disk jockeys by regular daily slots in the same fashion as the present pirates. There will also be a 60-minute show at noon hosted by a different personality each day.

Shared Programs

Shared programs with Radio 2 will be early morning music and top rating shows like "Family Favorites" on Sundays, which will be extended to two hours and will include civilian record request around the Commonwealth as well as continuing to link servicemen and women with their families. Scott proposes to announce Radio 1 names later when all contracts are signed. The lineup is expected to be established disk jockeys plus specially groomed BBC staffmen and some ex-pirates. With the defiant exception of Radio Caroline, the pirate stations are meekly walking the plank of the government's Marine Offenses Bill, now ratified and becoming law on Tuesday (15).

Radio 390, the sweet music family station, went off the air permanently on July 28 when it lost its appeal that its transmitter on Red Sands Fort in the Thames Estuary was outside territorial waters and therefore not liable to the Bill. Radio London, at first determined to circumvent the Bill, has decided to close down on Tuesday (15), and will put its ship up for sale. Announcing this, Radio London executive Philip Birch said, "We understand the new Radio 1 is largely modeled on Radio London, and will employ many Radio London disk jockeys. We received hundreds of thousands of letters from listeners, but possibly this government imitation is the greatest tribute of all."

Caroline Afloat

Radio Scotland and Radio 355 are also expected to close on the same day, but Radio Caroline bosses Phil Solomon and Ronan O'Rahilly have de-

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KLIF Giving Equal Play to LP's, Singles

DALLAS—KLIF, one of the nation's major influences on sales of singles records, shifted last Wednesday at 4 p.m. to a programming policy featuring more albums. Bill Stewart, national program director of the McLendon chain of stations (KLIF has been sold, but the deal has not been approved yet by the Federal Communications Commission), said the station is now concentrating half on albums and half on singles.

Specifically, the station will play the top 20 albums, the top 20 singles, and 20 hits of yesterday (which will be changed every week). In addition, KLIF will spotlight six new albums and six new singles—one for each deejay show.

This programming move, a radical one considering the influence of the station on record sales, was brought about because of competition in the market from Easy Listening format stations.

"This is the first summer I can remember," Stewart said, "when rock 'n' roll format stations across the nation were not over-all No. 1." He felt there were several reasons for this . . . one reason was that much of the

singles product today was r&b-oriented and there was a certain "white backlash" being felt by format stations. With KLIF's new format, Stewart thought the station would be able to "get back at the album stations."

Albums will be chosen with the same discrimination as singles have been, he said. "We may only play two cuts from a given album . . . or we may play nine cuts."

Another reason why Hot 100 format stations are not coming up with No. 1 ratings across the nation is "that people are getting sick and tired of hearing the same records over and over. They want to hear more of a Beatles or a Jefferson Airplane than just the group's current hit or their hot of 90 days ago." The advantage of the new programming policy is that KLIF "will sound like we're playing more records, but we won't be playing as much as it sounds."

To a great extent, the station will try to select those particular album tunes which will appeal to both adults as well as teens. Al Lurie is general manager of the station, Ken Dowe is program director.



WQAM AIR PERSONALITIES team up with the Monkees during their recent show in Miami. From left: Johnny Knox, Lee Sherwood, Art Mickelson, Jan Kantor, Rick Shaw (kneeling), the Monkees, and Dorsie Harrell.

LaBrie Discotheque Service

NEW YORK—"International Discotheque," a syndicated Hot 100 chart radio music service, has been launched by LaBrie Associates here. The program is available in both mono and stereo forms. Gene LaBrie, president, said: "We're in no way attempting to compete with the Top 40 stations, for we feel that a much broader market can be reached by a much broader approach to the music. Of course, the top hits will be part of International Discotheque, but some of the best music never makes the charts. These are usually the other cuts on the albums and we intend to feature them along with the chartmakers. The service comes in both small and large libraries, depending on the station's

needs. Each hour reel averages about 21 tunes. And is accompanied by information on artists, tunes, times, and license data."



MIKE MASTERSON, KRLA, Los Angeles, tapes an interview with Vince Melouney of the Bee Gees at a Beverly Hills Hotel party. Atlantic / Atco Records held parties for the British group to introduce them to the press and to radio station personalities.

WOMA-FM Goes Country

TALLAHASSEE, Fla. — WOMA-FM, a new station, went on the air last week beaming a country music format at 51,000 watts. The station features country music 18 hours per day, seven days a week, serving a large area of Northern Florida and Southern Georgia. Prior to the WOMA-FM sign-on, there were no full-time country music stations within 165 miles of Tallahassee, said F. W. Hazelton, president of Tallahassee Appliance Corp., which operates not only the new station but WINT. The new station was launched with a full page of ads in the local paper.



RON RILEY, air personality of WLS, Chicago, escorts Reprise Records artist Nancy Sinatra around the studios of the Hot 100 format station.

'BANDSTAND' MARKS 10TH

HOLLYWOOD — The 10th anniversary of Dick Clark's "American Bandstand" on ABC-TV is being celebrated with two special shows. The first was aired Aug. 5 and featured an interview with Jerry Kaye of WING, Dayton, Ohio. The second show in the anniversary is slated Aug. 12.

KHOW Bans Beatle Songs

DENVER — KHOW, major Easy Listening format radio station here, is banning songs composed by the Beatles.

Hal Davis, general manager, passed down a memo last week instructing personnel "to play no compositions relating to this group. This radio station cannot condone such an attitude"—and referred to trip-taking by one of the group—"and will not give any further air play to songs with which they had any part. Please scratch all tracks on albums and dispose of all single records with music by the Beatles or any member of their group."

Vox Jox

By **CLAUDE HALL**
Radio-TV Editor

Old buddy Red Jones has been named general manager WSNE, 1,000 watt operation in Cumming, Ga.; he'll also handle a daily show. Jones had been operations manager of WPLO, the Atlanta country music station. . . . The latest word is that Murray (the K) Kaufman is going to be staying with WOR-FM, the path-blazing stereo rock 'n' roll station in New York. Programming consultant Bill Drake, who recently took over the guidelines of the RKO General station, passed word long distance from Los Angeles last week to close negotiations. There had been some talk of the deejay leaving. Incidentally, Drake claims all stations should be programmed differently—and WOR-FM may not follow the route of KHJ and KFRC.

Tom Dooley, deejay with WSAI, Cincinnati, has started a new label—Dana Lynn Records—featuring himself as artist. He also wrote the song — "Talkin' About Love." He's backed by Beau Dollar and the Coins, a local group. A record by Dooley last January did very well as a regional seller. . . . "Three On the Town," WKYC-TV daily variety show, is introducing audience participation as a regular feature; show regularly features record artists.

David Gresham has just become promotion manager for World Records, a subsidiary of Teal Records Co., Johannesburg, South Africa. Gresham is host of the "5:30 Record Express," a fast-moving radio show in Springbok Radio; he'd been a deejay three years with L. M. Radio. U. S. labels are featured on his current show. . . . Sid Rosen, Replin Road, Apt. 210, Toronto 19, Canada, wants anyone who has Sousa music to write him. . . . WLWC-TV (Columbus) personality Al Waslon and his band have a new album out — "The Many Moods of the Al Waslon Trio"—on Alda Records by Musicol, Inc.

WTID-FM In Bow in Va.

NEWPORT NEWS—Stereo country music station, WTID-FM has bowed, giving Virginia tidewater residents 24 hours a day of country music. Music director Wagon Wheel Willie asked all record companies for stereo country music albums. The new operation debuted in conjunction with a "Sonny James Week" promotion. The AM facility broadcast the entire week from Sherwood Mall shopping center. Willie, Glenn Lewis, a deejay called the Voice of the Turtle, and Big Sarge handled the remote broadcast chores and presented Sonny James albums to fans.

WDEN Bows in Ga., C&W Outlet

MACON, Ga.—The Rowland Broadcasting Co. is bowing a country music operation here Aug. 15. Marshall W. Rowland, president of the firm, said the new stations — WDEN and WDEN-FM—will be formatted like its 50,000-watt sister station WQIK in Jacksonville, Fla., and will be the only country outlet in Macon. At the present time there is no country music in the Macon area, he said.

Gene Crockett, program manager of WOAI, San Antonio, and former early morning deejay, is leaving the station, along with afternoon deejay Charles Dennis.

Lee (Baby) Simms has re-joined KONO, San Antonio, effective Aug. 7. He'd previously sued the station for trying to keep him from shifting over to KTSA in that city. KONO had insisted he couldn't work elsewhere in the market under his contract with them.

After a year at WHK in Cleveland, Mort Crowley has returned to KXOX in St. Louis; he's master of dialects and voices. . . . Jerry Fogel, one of the performers in the NBC-TV "The Mothers-in-Law" Sunday series, was a deejay in 1957 at WBBF, Rochester, N. Y. . . . Joseph B. Somerset has been appointed general manager of WPAT and WPAT-FM, Paterson, N. J.; he'd been vice-president of programming for all Capital Cities radio stations and will retain these responsibilities. Peter C. Newell, general manager of WPRO-TV, Providence, R. I., has been named station manager of WPAT and WPAT-FM, a station which features conservative music sans deejays.

More total rated time periods ratings: San Francisco Hooper for June-July shows KFRC with 11.9 and KYA with 7.4; San Diego Hooper for June-July shows KGB with 22.4, KCBQ with 11.3, and KOGO with 10.7. I'll run overall ratings like these and print the names of the program director, music director, and deejays that did the job, if you'll send them to me.

Ron Brandon has joined WLEE in Richmond, Va., and is handling an afternoon show. He was formerly with WAYS in Charlotte. . . . Lawton Williams, the songwriter, has just left WMQM in Memphis where he'd been vice-president and general manager; he is retaining his stock in the station. Lawton went to the station a year ago to help it switch to country music. He's returning to Fort Worth to devote full time to his writing and cutting records. In addition to writing for his own firm—Western Hills Music—he'll also be writing for Jack Stapp's Tree Music in Nashville.

Jib O'Brien has joined KBBQ in Burbank, the new 24-hour country music station serving Los Angeles; he comes from KCBQ in San Diego and KLIF in Dallas. . . . KLKC in Parsons, Kan., is converting partially to country music and has brought in Vernon Schmid, veteran deejay and performer, to handle the record spinning chores. He'd been with KLIB in Liberal, Kan. . . . Would you believe that WIBG in Philadelphia began in Glenside as a small outlet for religious programming. The IBG supposedly stood for "I Believe in God."

Also new at WLEE in Richmond, Va., besides Ron Brandon is Dick Reus, the new music director. He'd been program and music director at WDXY, Sumter, S. C. Reus also publishes the Southern Music Survey and said he has moved this to Richmond too. . . . KMFM-FM, the San Antonio classical music station, was struck by lightning and knocked off the air a week ago; owner Harry Pennington Jr. said operation was scheduled to begin in a few days. . . . Bill Jenkins has joined KGBS in Los Angeles as country music air personality and production manager; he recently headed his own production firm for radio syndicated shows and the recording of the Bible on records. . . . Here's something to think about: Murray (the K) Kaufman appears as deejay Big Hart and Dick Clark, a music publisher, in an episode of "Coronet Blue" to be shown Sept. 4 on CBS-TV network.



ROULETTE RECORDS' RED SCHWARTZ demonstrates the national scope of his activities with a special trip to Chicago to present WCFL with a plaque as the only station in the nation to ever have all five Tommy James and the Shondells records reach the No. 1 spot. From left: Program director Ken Draper, Joel Sebastian, Schwartz, music director John Wellman, Barney Pip and Jim Stagg.

PERSONALITY PROFILE

Hummel's TV Show Humming With Disks

MIAMI — Jim Hummel knows at least one bandstand record TV show that spins more records in an hour than his WQAM radio show—his own TV show. Under the air name of Rick Shaw, a by-word with Miami teens, Hummel hosts a 6-9 p.m. radio show on WQAM. Under the same name, he has a 7-8 a.m. daily show on WLBW-TV. The TV show plays a minimum of 16 records each show; but "you're lucky to get 13 or 14 records played during an hour on a radio station that's loaded with commercials," said Hummel.

Hummel is not only a highly rated deejay on radio, but his TV show has a corner on the teen audience of the area. The show is patterned after the NBC-TV "Today Show," but aimed at teens. It's not a typical TV bandstander; there's nobody live in the studio but Hummel. Ninety per cent of the show is taped outside the studio in the same manner as was the old "Where the Action Is" TV show of Dick Clark's. The Birdwatchers, a local group, is the show's Paul Revere. Hummel plays tapes like a regular TV show. As part of his teen "Today" format, he gives school menus during the school season, shows fashions, and once a week has something to do with sports cars.

Hummel started his career in radio in East. St. Louis on

WAMV; his home was in St. Louis and, as a senior in high school, his speech teacher (a part-time employee of the station) had got him a job on the station. Hummel wrote copy — "did whatever there was to be done, even a Polish polka program." One day they needed a deejay and he got the job. Then he shifted to KLOI in Omaha, then to KICN in Denver. He left that station after it changed to a middle-of-the-road format and went to WCKR (now WIOD) in Miami. In 1963 he moved to WQAM. He has always handled the evening slot.

Current big groups and artists in Florida, according to Hummel, include the Birdwatchers on Mala Records, the Royal Guardsmen on Laurie, the Procter Amusement Co. on Laurie, and Wayne Cochran. Cochran, he felt, was the biggest drawing attraction in Miami at this time. "When he appears at the World, a local psychedelic ballroom, he actually destroys the stage."

WPXY in Country

NASHVILLE — WPXY, Greenville, S. C., will move from a rock 'n' roll sound Aug. 15 to full-time country. Program director Bruce Creekmore said the 1,000-watt station would be called "Home of the Radio Rangers."



BANG RECORDS ARTIST NEIL DIAMOND, second from left, chats with deejays during the WIXY Radio Station Appreciation Day, Tuesday (18), at Geauga Lake Park near Cleveland. Thousands stood in the rain to hear Diamond, Every Mother's Son, Tommy Boyce and Bobby Hart, the Critters and the Fifth Dimension. WIXY disk jockeys, from left, are Bobby Magic, Jerry Brooke and Mike Reineri.

WSJW Uses A Rotating Play System

WOODRUFF, S. C. — Aiming for as large a cross-section of listening audience as possible, WSJW here is using a rotating format based on Easy Listening, Country and Hot 100 records. Bond Thomas, general manager, reported that "all of these are taken directly from Billboard and we are rotating these in succession . . . one, two, three . . . one, two, three."

"It is paying off tremendously in response from our listeners in this area. While locally we are confronted with only 8,000 population, we are in the midst of two of the largest cities in South Carolina, giving us well over half a million people within our coverage area.

Although the station is only 1,000 watts, Thomas said, "We are making a great impact on our area already."

KSMN Now All Country

MASON CITY, Ia.—KSMN, 1,000-watt daytime station, dropped its Easy Listening format last week in favor of country music. General manager Dale Low said the move was dictated by the widespread national popularity of country music and the fact that there was no other country music in the area. The city has a population of 32,000 and has two other radio stations. Station will feature the major 45 selling country records, plus a liberal sprinkling of country favorites.

BBC Parrots Pirates

• Continued from page 28

clared their intention to continue under revised arrangements and transmitting sites. Caroline is believed to be prepared to test the bill in the courts, and promises to reveal details of Premier Harold Wilson's private life on the air.

The Tynwald (Parliament) of the Isle of Man is considering appealing to the United Nations on the question of the British government's constitutional right to enforce its domestic laws on the Isle of Man in relation to the Marine Offenses Bill.

Drake Blasts Record Men

• Continued from page 28

this would run to 27 new records each week."

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

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

Fresh Product

Drake does believe definitely in playing new records, saying his stations were spinning LP cuts by the Jefferson Airplane before the group hit paydirt with the single. "You've always got to have fresh new product on the air... good new records... whether by a new or known artists. Otherwise your station winds up with a staleness."

Playing records by and for the hippies will not lead to a successful radio station, he felt; he believes the whole of San Francisco movement is a myth. Request radio is also too narrowly aimed... "what's wrong is that these stations get the teen-twen listeners. You want them, too, but not exclusively. Younger kids are the only ones, however, who have the time and

patience to dial. They aren't going anywhere anyway."

The object of winning radio is to please everybody without going after them. "You play 'Happy Together' by the Turtles, 'You Keep Me Hanging On' by the Supremes... those are monster records that everybody likes."

Still, aside from the "monster" policy, Drake's stations do have leeway. Tom Rounds, he said, picked up on "Ode to Billy Joe" early and began playing it under the assumption it was going to become a monster. The record hit the chart a week ago like gangbusters and it's still climbing. So, obviously, is Drake.

WCAW's LP Play Clicks

CHARLESTON, W. Va.—A more liberal album play policy, while restricting the singles playlist to the best and most popular hits, is clicking for WCAW here, said Gary Brookhart, music and program director. Now the Hot 100 format station may initiate a liner notes feature, including a brief read-out of the tunes on an album, then playing one or two in a row, delivering a liner note, and even telling the listeners about the cover of the album.

London Group to Kick Off Shows

LONDON—A new promotional outlet utilizing football stadiums, and broadcasting 15-minute weekly music programs begins business on Aug. 19, the opening date of the new football season. Called Sportsound Ltd., the company's tapes will be broadcast initially in 40 grounds in major British cities.

An estimated 10 million persons will hear the shows before matches throughout the season. Each show will consist of pop records, competitions and interviews with artists by disk jockeys. Dave Cash is the first guest artist named. Sportsound program controller is Roger Watkins and Derek Webster is the market director.

Triangle Adds Musical Profiles

NEW YORK—Triangle Program Sales has just released 22 new musical profiles of such artists as Kate Smith, the Smothers Brothers, Lena Horne, the Boston Pops Orchestra, Al Hirt, Peter Nero and John Gary to its "90 Minutes With..." package. The program bowed last fall with 32, produced in both mono and stereo versions here by WFIL (Philadelphia) staffer Hal Woodard. The new program includes not only performances, but interviews with friends and associates behind the scenes.

De Stefano Concert

COLUMBUS, Ohio — Tenor Giuseppe De Stefano will appear in a Franz Lehár program at the Veterans Memorial Auditorium on Sept. 29 at the opening of the S. Hurok Concert Series here. The Czech Philharmonic and pianist Van Cliburn will appear later in the season.

RADIO-TV MART

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Bobby Buttram, WAYSIDE Recording Artists, has a big One with "Lovin' You is Killing Me" b/w "That's Me." DJ's Needing Copy write: Little Richie Johnson, Box 3, Belen, New Mexico 87002

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
Billboard Award	1	I WAS MADE TO LOVE HER Stevie Wonder, Tamla 54151 (Jobete, BMI)	8
2	2	MAKE ME YOURS Bettye Swann, Money 126 (Cash Songs, BMI)	15
3	10	COLD SWEAT James Brown & the Famous Flames, King 6110 (Dynatone, BMI)	4
4	4	HYPNOTIZED Linda Jones, Loma 2070 (Zira/Floteca, BMI)	14
5	5	MORE LOVE Smokey Robinson & the Miracles, Tamla 54152 (Jobete, BMI)	8
6	18	BABY I LOVE YOU Aretha Franklin, Atlantic 2427 (Pronto, BMI)	3
7	3	(I Wanna) TESTIFY Parliaments, Revilot 207 (Groovesville, BMI)	7
8	6	HERE WE GO AGAIN Ray Charles, ABC 10938 (Dirk, BMI)	10
9	9	BABY PLEASE COME BACK HOME J. J. Barnes, Groovesville 1003 (Groovesville, BMI)	13
10	13	YOUR UNCHANGING LOVE Marvin Gaye, Tamla 54153 (Jobete, BMI)	6
11	12	FOR YOUR LOVE Peaches & Herb, Date 1563 (Beechwood, BMI)	7
12	7	SOUL FINGER Bar-Kays, Volt 148 (East, BMI)	12
13	20	EVERYBODY NEEDS LOVE Gladys Knight & the Pips, Soul 35034 (Jobete, BMI)	5
14	37	LET IT BE ME Sweet Inspirations, Atlantic 2418 (Pronto, BMI)	3
15	22	TAKE ME (Just as I Am) Solomon Burke, Atlantic 2416 (Fame, BMI)	5
16	19	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley, Vando 101 (Blackwood, BMI)	4
17	8	AIN'T NO MOUNTAIN HIGH ENOUGH Marvin Gaye & Tammi Terrell, Tamla 54149 (Jobete, BMI)	11
18	26	THAT DID IT Bobby Bland, Duke 421 (Don, BMI)	4
19	21	NEARER TO YOU Betty Harris, Sansu 466 (Marsaint, BMI)	5
20	34	LET THE GOOD TIMES ROLL AND FEEL SO GOOD Bunny Sigler, Parkway 153 (Travis, BMI)	4
21	25	COME ON SOCK IT TO ME Syl Johnson, Twilight 100 (Caforn, BMI)	5
22	31	GLORY OF LOVE Otis Redding, Volt 152 (Shapiro-Bernstein, ASCAP)	3
23	15	FOR YOUR PRECIOUS LOVE Oscar Toney Jr., Bell 672 (Sunflower, ASCAP)	12
24	16	SOOTHE ME Sam & Dave, Stax 218 (Kags, BMI)	7
25	11	I'LL ALWAYS HAVE FAITH IN YOU Carla Thomas, Stax 222 (Falart-Champion, BMI)	6

Billboard SPECIAL SURVEY For Week Ending 8/12/67

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
Billboard Award	3	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	19
2	1	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	31
3	6	TEMPTATIONS LIVE Gordy 921 (M); S 921 (S)	20
4	—	WITH A LOT O' SOUL Temptations, Gordy M 922 (M); S 922 (S)	1
5	8	JAMES BROWN LIVE AT THE GARDEN King 1018 (M); S 1018 (S)	9
6	4	HIP-HUG-HER Booker T & the MG's, Stax 717 (M); S 717 (S)	8
7	7	TOO MUCH Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	13
8	2	REVENGE Bill Cosby, Warner Bros. W 1691 (M); WS 1691 (S)	10
9	5	SUPREMES SING RODGERS & HART Motown MLP 659 (M); SLP 659 (S)	9
10	10	KING & QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	18
11	17	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	23
12	11	JUST FOR NOW Nancy Wilson, Capitol T 2712 (M); ST 2712 (S)	11
13	14	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	35
14	24	MELLOW YELLOW Odell Brown & the Organ-izers, Cadet LP 788 (M); LPS 788 (S)	2
15	15	UP, UP AND AWAY 5th Dimension, Soul City SCM 91000 (M); SCS 92000 (S)	3

Billboard SPECIAL SURVEY For Week Ending 8/12/67

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
16	—	REACH OUT Four Tops, Motown M 660 (M); S 660 (S)	1
17	—	SOUND OF WILSON PICKETT Atlantic 8145 (M); SD 8145 (S)	1
18	18	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT? Warner Bros. W 1518 (M); (No Stereo)	3
19	13	ARETHA FRANKLIN'S GREATEST HITS Columbia CL 2673 (M); CS 9473 (S)	9
20	9	LISTEN Ray Charles, ABC ABC 595 (M); ABCS 595 (S)	9
21	19	COLLECTIONS Young Rascals; Atlantic 8134 (M); SD 8134 (S)	18
22	23	BACKLASH Freddie Hubbard, Atlantic 1477 (M); SD 1477 (S)	6
23	21	THE QUEEN ALONE Carla Thomas, Stax 718 (M); S 718 (S)	7
24	12	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	22
25	27	KING CURTIS PLAYS GREAT MEMPHIS HITS Atco 33-211 (M); SD 33-211 (S)	11
26	30	THE FABULOUS IMPRESSIONS ABC ABC 606 (M); ABCS 606 (S)	5
27	28	FOR YOUR PRECIOUS LOVE Oscar Toney Jr., Bell 6006 (M); 6006 S (S)	2
28	—	OTIS REDDING LIVE IN EUROPE Volt 416 (M); S 416 (S)	1
29	16	DYNAMIC DUO Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	12
30	—	LITTLE RICHARD'S GREATEST HITS Okeh OKM 12121 (M); OKS 14121 (S)	1



LN 24325 / BN 26325*



My Elusive
Dreams
David
Houston &
Tammy
Wynette



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ALL I WANT
TOGETHER WE STAND
SOMETHING TO
MARRIAGE ON THE ROCKS
CLINGING VINE



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*Stereo

Album Reviews

Continued From Back Cover

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

WITH A LOT O' SOUL

Temptations, Gordy M 922 (M); S 922 (S)
(520-00922-3; 520-00922-5)

★ 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.

LONELY HARPSICHORD ON A RAINY NIGHT . . .

Johnathan Knight, Viva V 6006 (M); 36006 (S)
(907-06006-3; 907-36006-5)

BRIGHTEN THE CORNER . . .

Ella Fitzgerald, Capitol T 2685 (M); ST 2685 (S)
(300-02685-3; 300-03685-5)

OTIS REDDING IN EUROPE . . .

Volt 416 (M); S 416 (S) (915-00416-3; 915-00416-5)

LITTLE RICHARD'S GREATEST HITS . . .

Okeh OKM 12121 (M); OKS 14121 (S)
(693-12121-3; 693-14121-5)

LOVE-IN . . .

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

BORN UNDER A BAD SIGN . . .

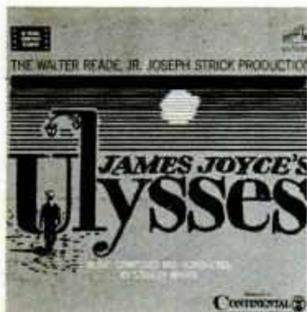
Albert King, Stax 723 (M); S 723 (S)
(833-00723-3; 833-00723-5)

THE KENNEDY DREAM . . .

Oliver Nelson Ork, Impulse A 9144 (M); AS 9144 (S)
(575-09144-3; 575-09144-5)

TEST PATTERNS . . .

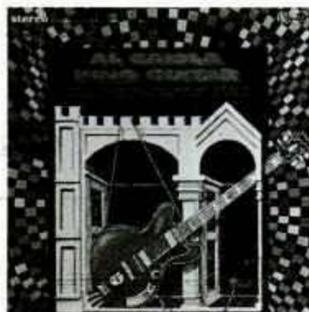
Tommy Boyce & Bobby Hart, A&M LP 126 (M); SP 4126
(108-00126-3; 108-04126-5)



SOUNDTRACK SPOTLIGHT

JAMES JOYCE'S ULYSSES
Soundtrack. RCA Victor LOC 1138 (M); LSO 1138 (S)

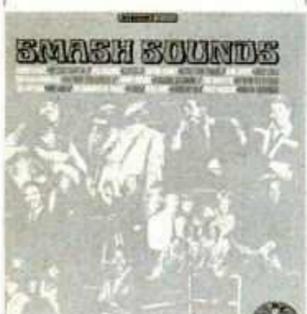
Composer Stanley Myers sought to come up with something unique for the movie "Ulysses"—and he did. Most of the score has the somberness one would connect with the inward psychological complexities of the James Joyce work. But, on the other hand, there's the rollicking barroom piano of the "Circe" cut. The mood of the LP, like the movie, changes. But the music is excellent throughout.



POP SPOTLIGHT

KING GUITAR
Al Caiola. United Artists UAL 3586 (M); UAS 6586 (S)

This album moves musically and should move commercially. Caiola's styling, mostly on pop hits, produces splendid sound with such numbers as "Sleep Walk" taking on a new dimension. He is joined by his son Al Caiola Jr., for a swingin' "Somethin' Stupid" that's tops. Other gems include "A Man and a Woman" and "Kansas City."



POP SPOTLIGHT

SMASH SOUNDS
Various Artists. Atco Group 850 (M); SD 850 (S)

A variety package to please a variety of people—there are hits galore here, including Arthur Conley's "Sweet Soul Music," the Capitols' "Cool Jerk," and the Shadows of Knight's "Gloria." Fans will also get a musical taste of Jimmy Hughes, Buffalo Springfield, Sonny & Cher, Otis Redding—all with top performances of top chart tunes.



POP SPOTLIGHT

MUSIC OF THE FLOWER CHILDREN
The Sounds of Our Times. Capitol T 2817 (M); ST 2817 (S)

Program directors of Easy Listening stations will love this LP featuring instrumental versions of several current and previous hit singles, including "Society's Child," "Up, Up and Away," "Windy," and "Don't Sleep in the Subways." The tunes are bright and sassy, yet adult-directed. Jack Pleis arranged and conducted.



POP SPOTLIGHT

THE ROMANTIC, WACKY, SOULFUL, ROCKIN', COUNTRY BOBBY GOLDSBORO
United Artists UAL 3599 (M); UAS 6599 (S)

A mixed bag, as its title implies, Goldsboro ranges far and wide to come up with an LP which should draw extensive interest. His pop numbers range from "Ruby Tuesday" to "My Cup Runneth Over" and both fare well as do top country cuts as "Waitin' in Your Welfare Line" and "Ruby, Don't Take Your Love to Town." The artist's versatility also is demonstrated with his own "Hard Luck Joe"—a real gem.



POP SPOTLIGHT

SIX FLAGS OVER TEXAS
The 50 Guitars of Tommy Garrett. LHM 13040 (M); LSS 14040 (S)

Chalk up another sales winner for Tommy (Snuff) Garrett with this 15th 50 Guitars album. And this measures up to the inventiveness and pleasurable of the previous sets. This collection of Texas songs, a natural for easy listening programming, excels in "Cotton Fields," "Streets of Laredo," "Big D," and nine other numbers.



POP SPOTLIGHT

PHENOMENON
P. J. Proby. Liberty LSC 7515 (M); LST 7515 (S)

P. J. Proby seems destined to follow the success of his last album "Enigma" with this latest package, which includes his single "Work With Me Annie." "Just Hold On," is a fast wailer that also has a single potential. Other top numbers by this young artist include "Honey Hush," "Straight Up" and "Butterfly High." "You Can't Come Home Again (If You Leave Me Now)" is another pulsating gem.



COUNTRY SPOTLIGHT

ALL MY LOVE
Don Gibson. RCA Victor LPM 3843 (M); LSP 3843 (S)

Gibson is in top form as he sings and picks his way through some dozen songs. The LP includes "All My Love," "Run Along Blues," and "This Cold War With You." He is backed up by the Jordanaires and all of this makes for a fine country music package that will make it big with all Gibson buffs.



COUNTRY SPOTLIGHT

KIDS, I LOVE 'EM
Archie Campbell. RCA Victor LPM 3780 (M); LSP 3780 (S)

With the near-universal love of children, Archie Campbell has a chart and catalog item in this excellent, sincere package. Tender in "My Little Buckaroo" and "The Men in My Little Girl's Life," playful in "The Bubblegum Bandit," telling in "We Never Go Hungry on Sunday"—Campbell is all of these and more. Messages abound effectively. "Christmas Eve in Heaven" should have added seasonal appeal.



FOLK SPOTLIGHT

PAPER BIRD/B.E.W.
Billy Edd Wheeler. Kapp KL 1533 (M); KS 3533 (S)

The expressive style of Billy Edd Wheeler and excellent material, such as his own "Half a Man" and the Lennon-McCartney "Here, There, and Everywhere," makes this an exceptional folk disk with pop appeal. Among the 10 other first-rate cuts are "She," "It's No Shame" and "Paper Birds."



GOSPEL SPOTLIGHT

MAKE HAPPY TRACKS
The Florida Boys. Canaan CAS 9639 (S)

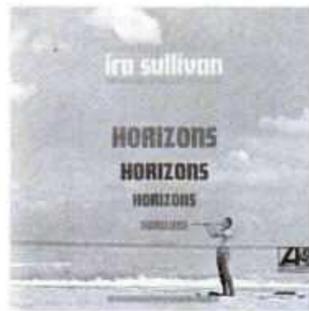
This exuberant, fervent album presents an outstanding gospel group at its best. Infectious is their spirit in such rousing numbers as "Make Happy Tracks" and "I Came Here to Stay." Sincerity and sensitivity also come through in "God's Way," "Welcome Home," and "I Found a Savior." A rewarding disk indeed.



LOW PRICE CLASSICAL SPOTLIGHT

BORODIN: POLOVETSIAN DANCES—RIMSKY-KORSAKOV/LE COQ D'OR SUITE
London Symphony. Mercury Wing SRW 18070 (S)

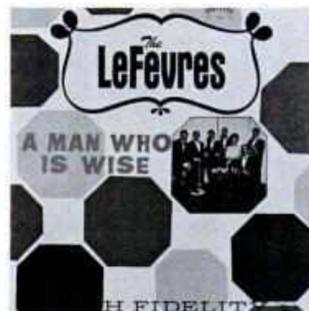
The fiery and melodic "Coq d'Or Suite," backed with the haunting "Polovetsian Dances" from "Prince Igor," are performed with verve by Dorati and the London Symphony. The album represents the best-known material of the two great Russian composers.



JAZZ SPOTLIGHT

HORIZONS
Ira Sullivan. Atlantic 1476 (M); SD 1476 (S)

Sullivan is going to garner wide spread appeal with this LP. The jazzman's sax work on "Norwegian Wood" is smooth musical weaving, and his group gets into some Middle Eastern mystique moods with "Adah," and "Nineveh." This marks Sullivan's first disk with his new band, and it is a jazz aggregation that will be contributing heavily to the avant-garde movement.



GOSPEL SPOTLIGHT

A MAN WHO IS WISE
The LeFevres. Sing 3219 (M)

The LeFevres, a very popular gospel group, enhance their popularity and reputation with this album. Featured are a slow, thoughtful version of "One by One," an up-tempo "So High," and a bright gospel version of the recent country hit "Happy Tracks." This group gets plenty of exposure on TV and at personal appearances to help boost sales of this LP, especially in the South.



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.



COMEDY SPOTLIGHT

DON ADAMS LIVE!
United Artists UAL 3604 (M); UAS 6604 (S)

A veteran nightclub comic, Don Adams regales an audience at Las Vegas' Sands Hotel and many potential consumers with crisp, laugh-filled routines in this "live" album. The legion of "Get Smart" fans, who should form the consumer nucleus for this disk will not be disappointed in this other side of Adams, which includes top routines on golf and non-sked airlines.



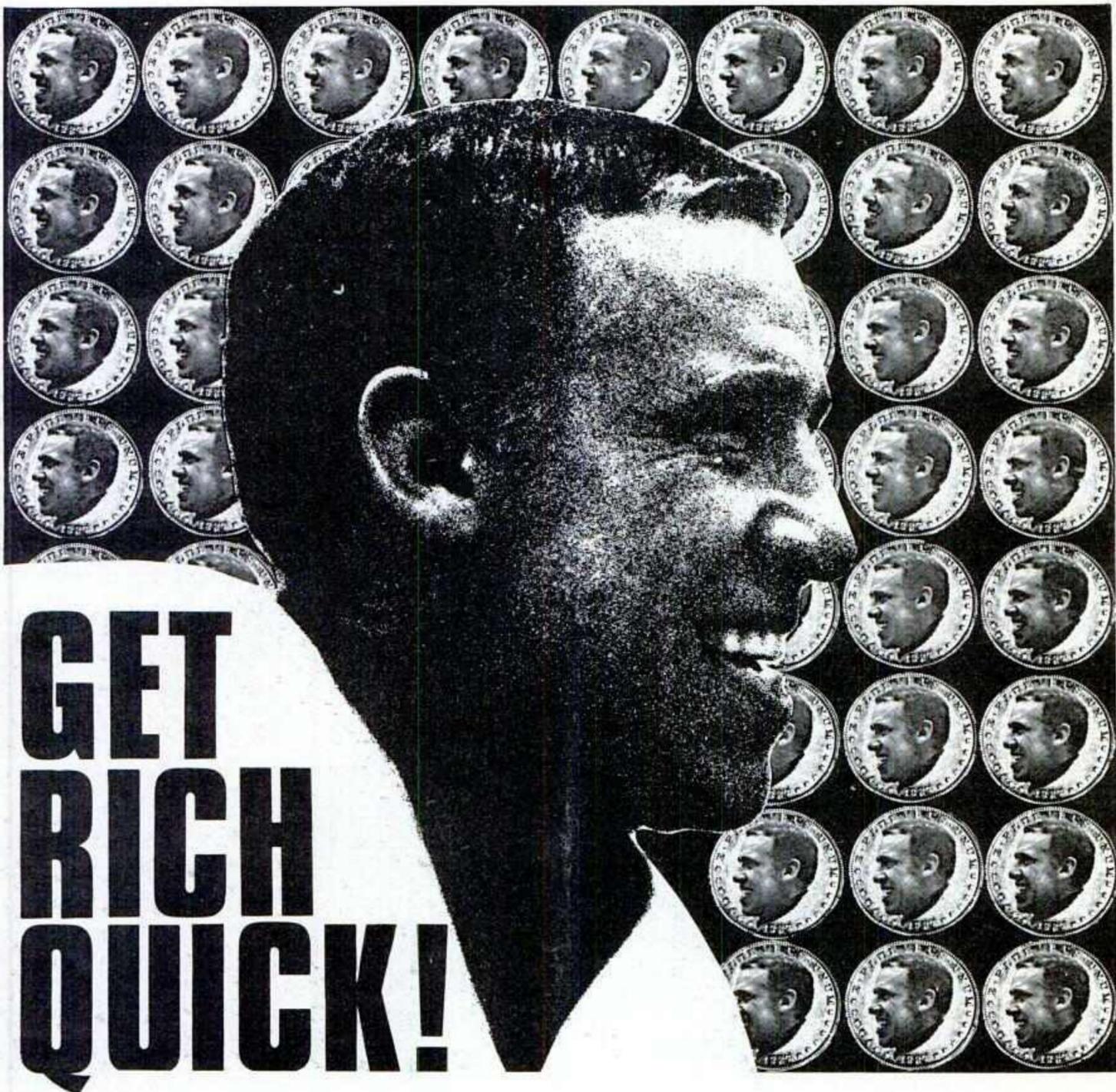
GOSPEL SPOTLIGHT

AMERICA'S TWELVE FAVORITE HYMNS
Blue Ridge Quartet. Canaan CA 4637 (M); CAS 9637 (S)

Some of the world's most-favorite hymns receive special treatment here by the Blue Ridge Quartet, an excellent group that gives these same tunes plenty of exposure via personal performance and TV shows. Tunes include "Rock of Ages," "Beyond the Sunset," "How Great Thou Art," and "The Old Rugged Cross."

(Continued on page 50)

SEE ALBUM REVIEWS ON BACK COVER

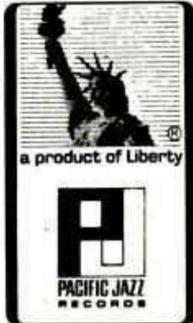


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Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains chart items 1 through 50.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains chart items 51 through 100.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains chart items 101 through 161.

*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control.

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

U A Now!

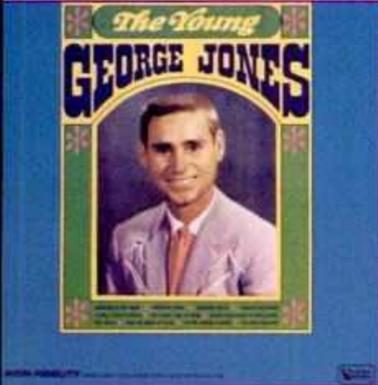
SOUNDTRACK
MONO UAL160 STEREO UAS5160



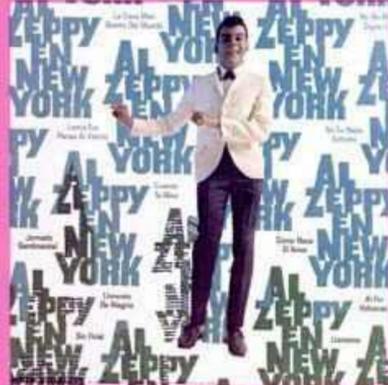
MONO UAL3556 STEREO UAS6556



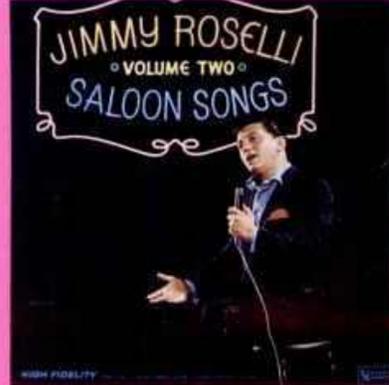
MONO UAL3558 STEREO UAS6558



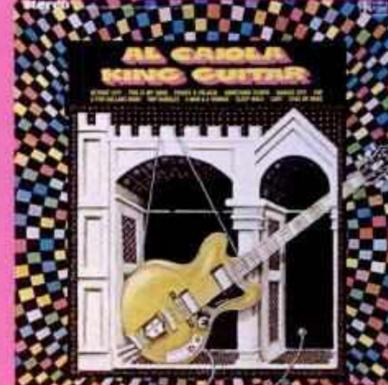
MONO UAL3583 STEREO UAS6583



MONO UAL3585 STEREO UAS6585



MONO UAL3586 STEREO UAS6586



MONO UAL3592 STEREO UAS6592



MONO UAL3593 STEREO UAS6593



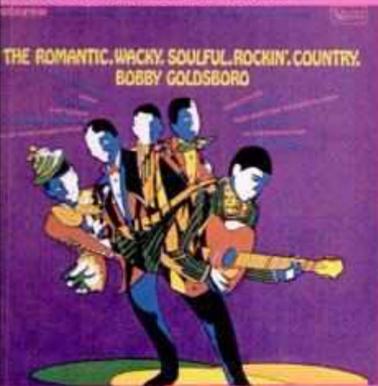
MONO UAL3595 STEREO UAS6595



MONO UAL3596 STEREO UAS6596



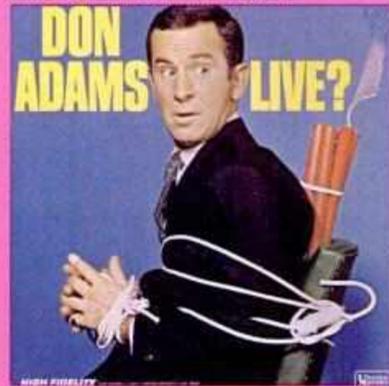
MONO UAL3599 STEREO UAS6599



MONO UAL3601 STEREO UAS6601



MONO UAL3604 STEREO UAS6604



MONO UAL3605 STEREO UAS6605



MONO UAL3606 STEREO UAS6606



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OCTOBER	}	ENGLAND
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NOVEMBER	}	ENGLAND
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		OLYMPIA OF PARIS

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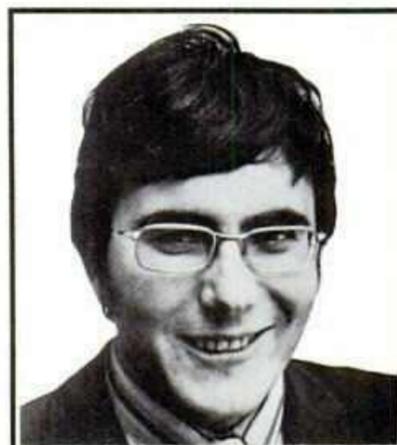
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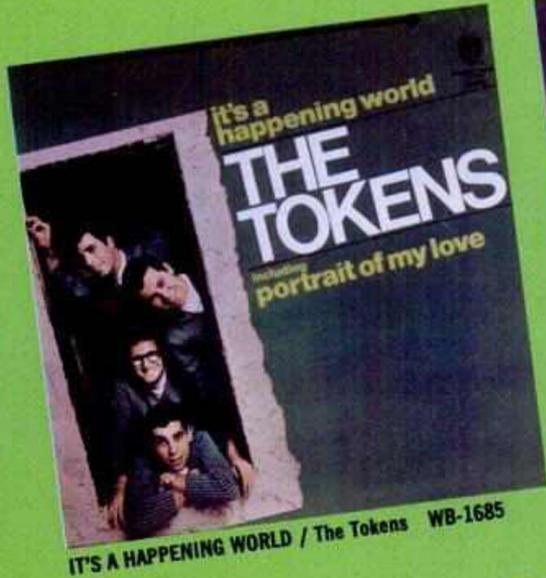
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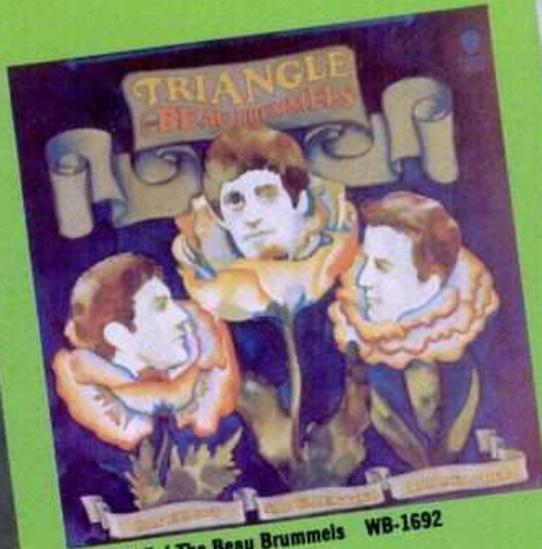
**FOR WARNER BROS.
AND REPRISE!**

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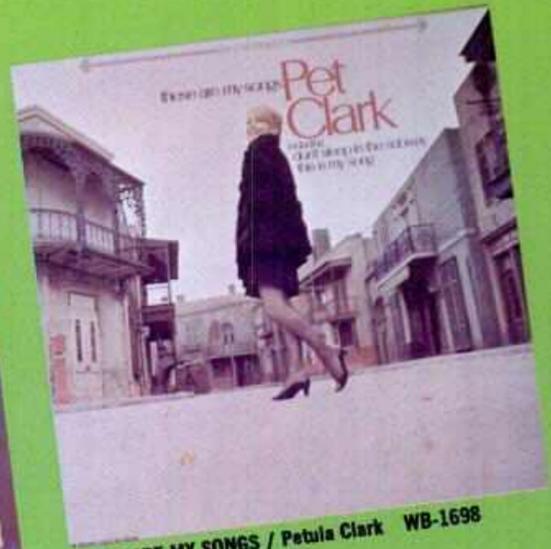




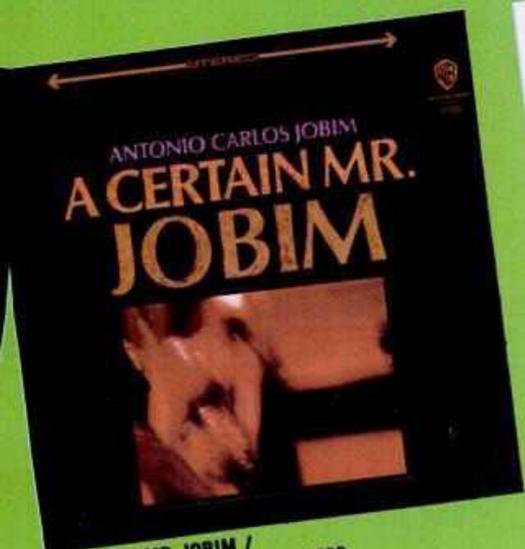
IT'S A HAPPENING WORLD / The Tokens WB-1685



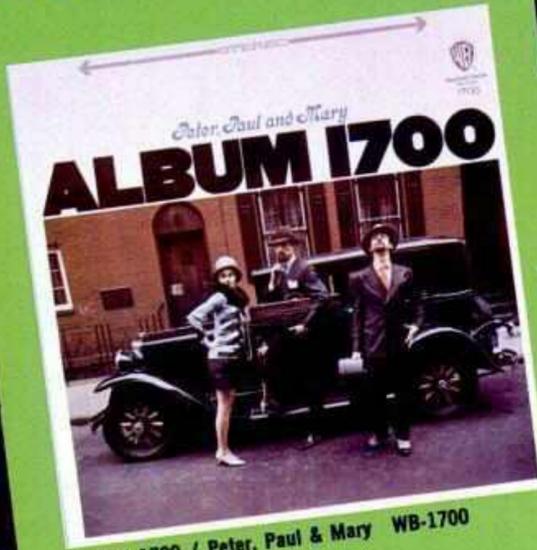
TRIANGLE / The Beau Brummels WB-1692



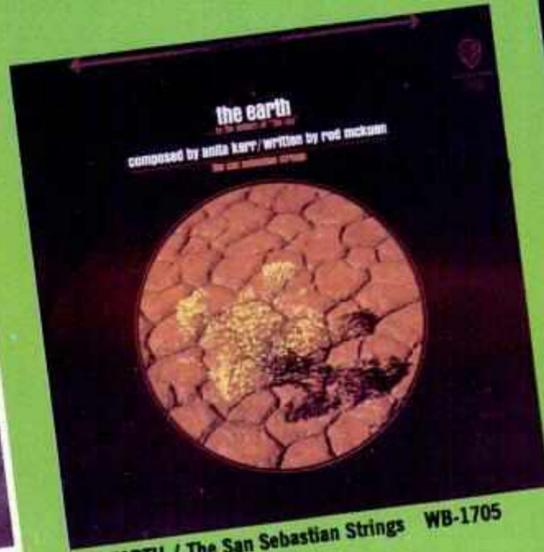
THESE ARE MY SONGS / Petula Clark WB-1698



A CERTAIN MR. JOBIM / Antonio Carlos Jobim WB-1699



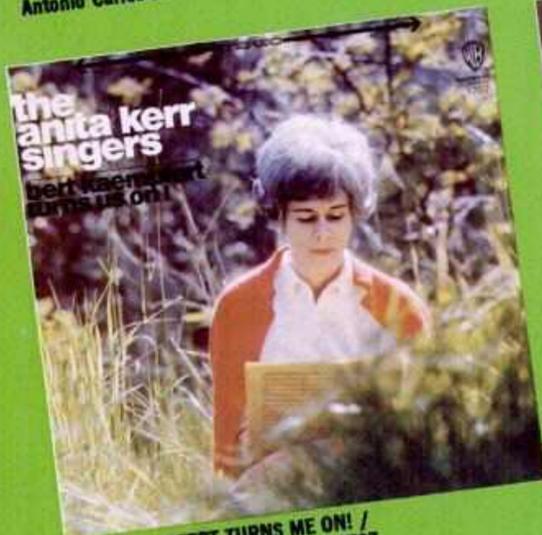
ALBUM 1700 / Peter, Paul & Mary WB-1700



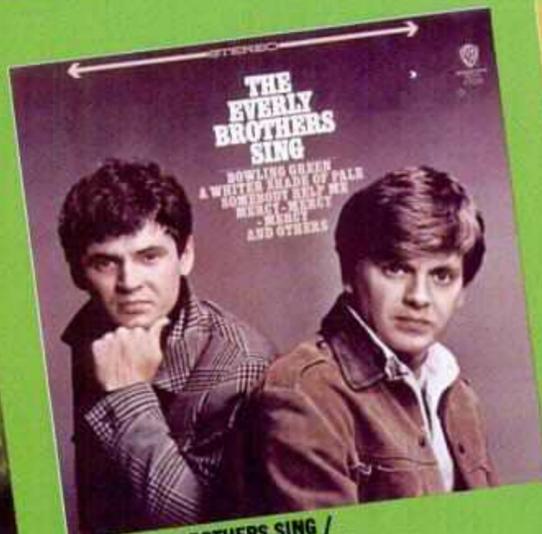
THE EARTH / The San Sebastian Strings WB-1705



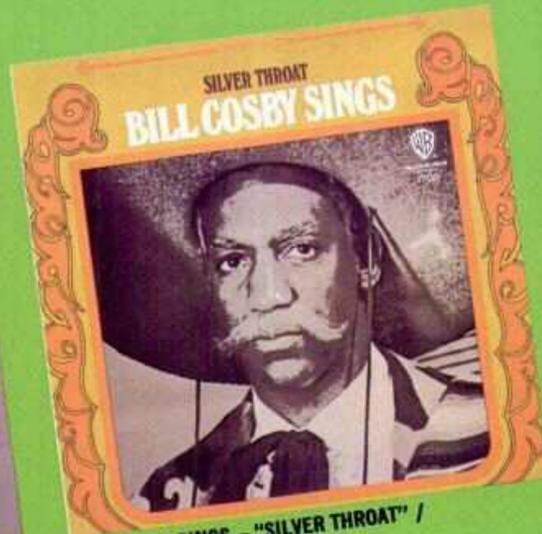
LOVE, A FEELING OF / Chad Mitchell WB-1706



BERT KAEMPFERT TURNS ME ON! / The Anita Kerr Singers WB-1707



THE EVERLY BROTHERS SING / The Everly Brothers WB-1708



BILL COSBY SINGS - "SILVER THROAT" / Bill Cosby WB-1709



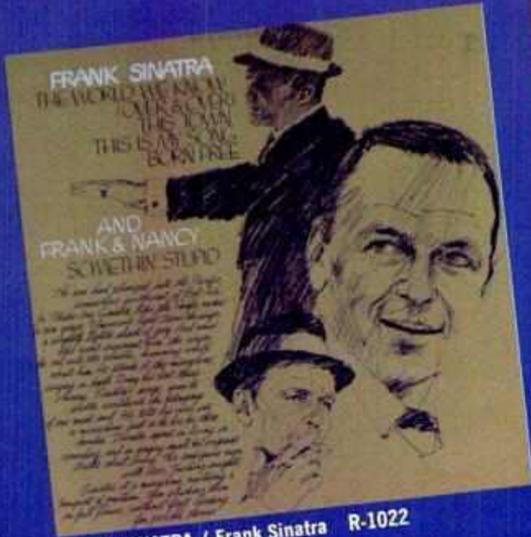
THE BOBO / Motion Picture Sound Track WB-1711

Turn On

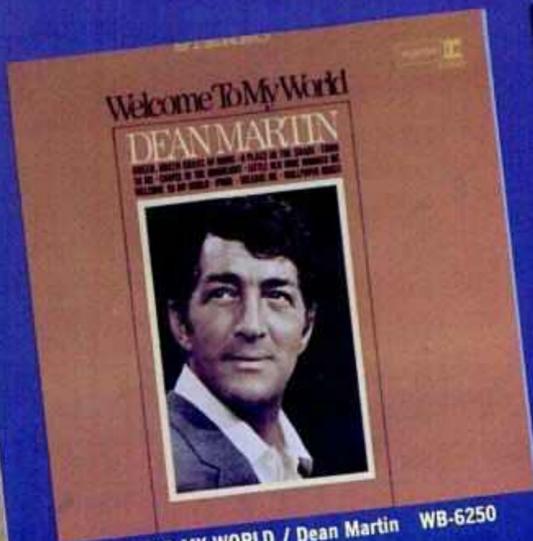


Tune In

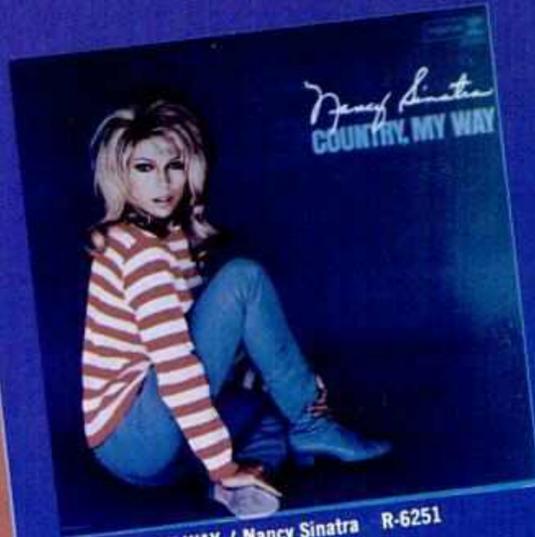




FRANK SINATRA / Frank Sinatra R-1022



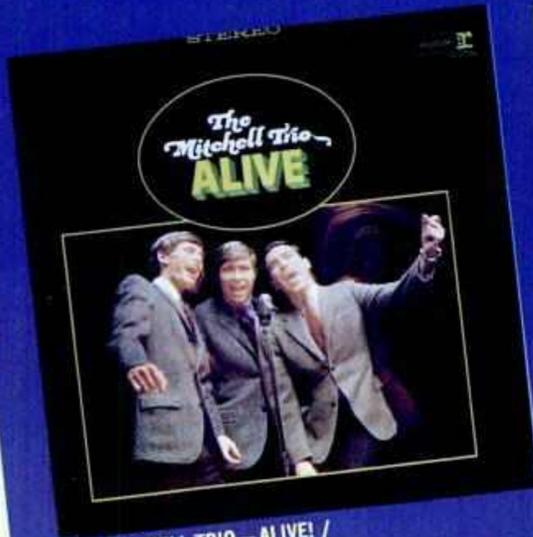
WELCOME TO MY WORLD / Dean Martin WB-6250



COUNTRY MY WAY / Nancy Sinatra R-6251



NOW! / Trini Lopez R-6255

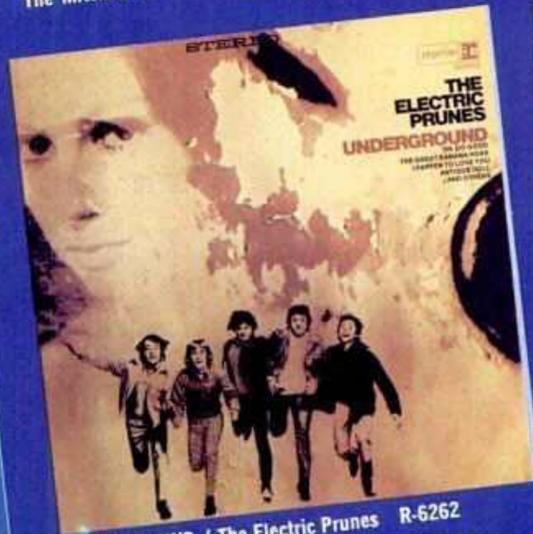


THE MITCHELL TRIO - ALIVE! / The Mitchell Trio R-6258

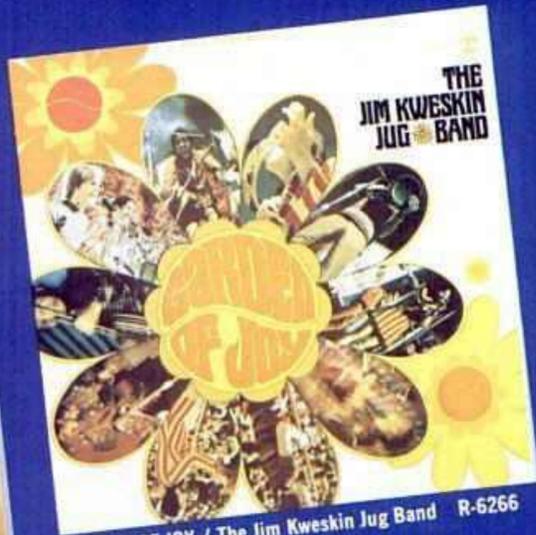
THE YEAR OF THE CHART-IMPERATIVES!



THE LIVE KINKS / The Kinks R-6260



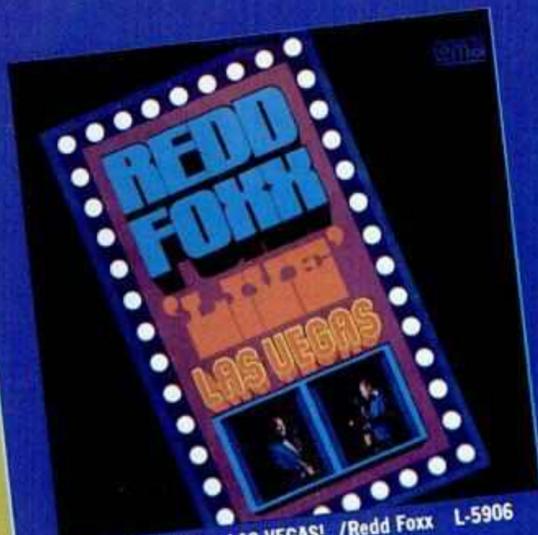
UNDERGROUND / The Electric Prunes R-6262



GARDEN OF JOY / The Jim Kweskin Jug Band R-6266



ARE YOU EXPERIENCED? / The Jimi Hendrix Experience R-6261

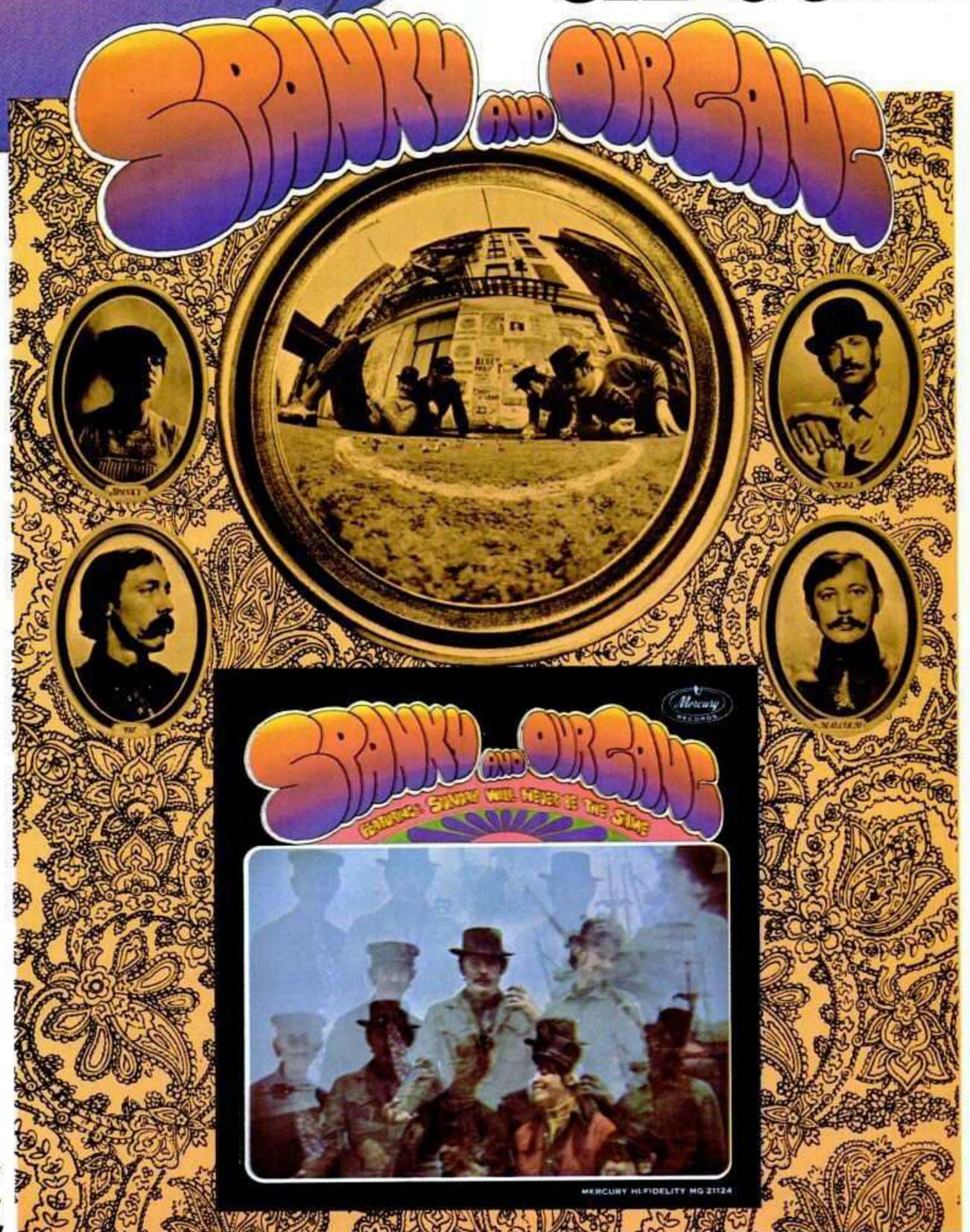


REDD FOXK LIVE - LAS VEGAS! / Redd Foxx L-5906

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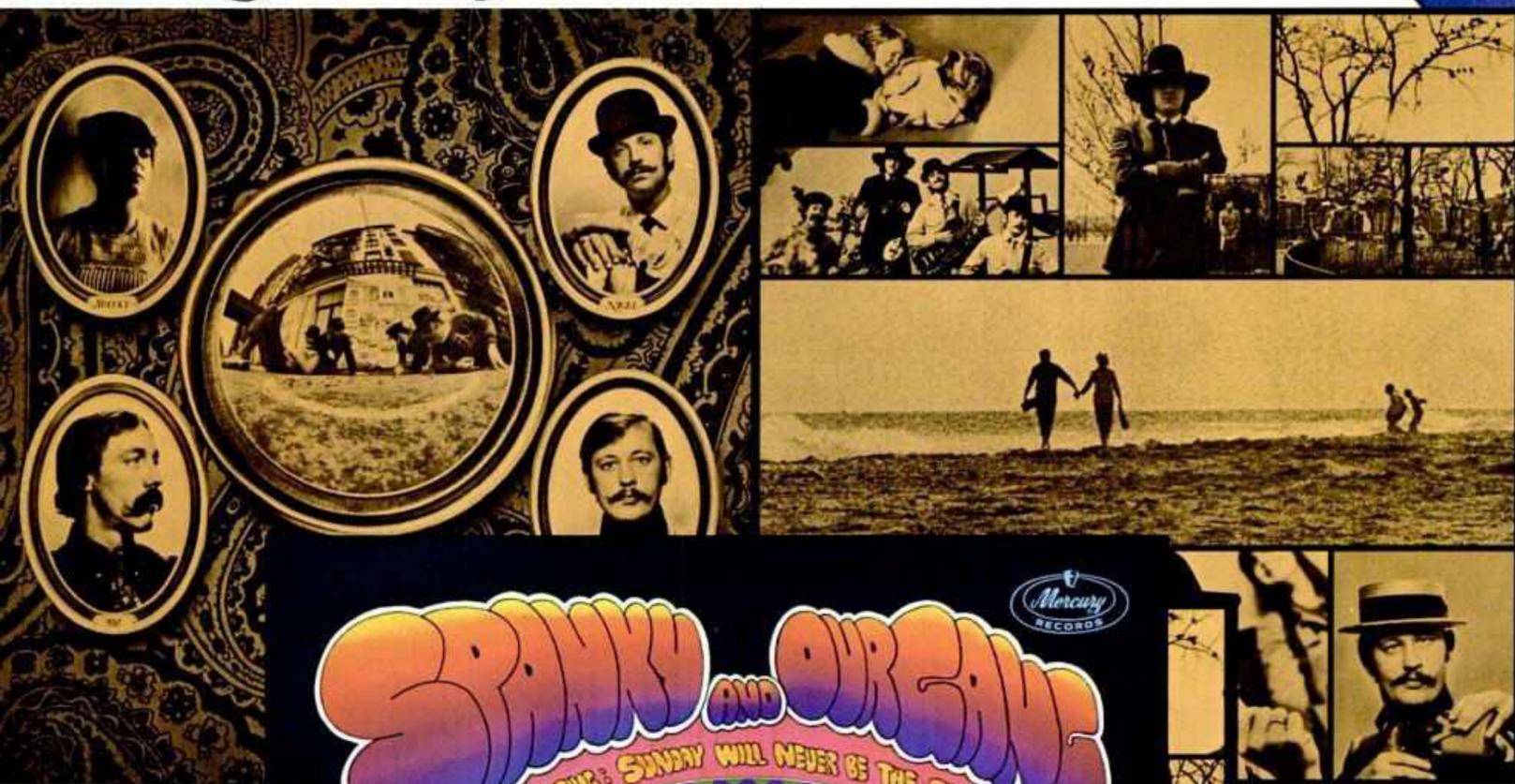


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LN 24302



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Little White Lies

The More I See You

I'll Get By

It Might As Well Be Spring

My Silent Love

I'll Never Smile Again

Polka Dots And Moonbeams

Love Letters

How Deep Is The Ocean



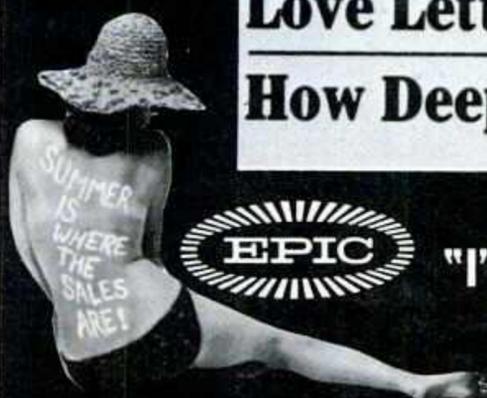
Also available: Two exciting singles from the album.

"I'll Get By (As Long As I Have You)" c/w "My Silent Love"

5-10201

"The More I See You" c/w "It Might As Well Be Spring"

5-10203



Classical Music

Unusual Will Play Leading Role in New Opera Issues

By FRED KIRBY

NEW YORK — Several unusual operas are slated for late summer and early fall releases, including Bellini's "Beatrice di Tenda," Lortzing's "Zar und Zimmerman," Tchaikovsky's "Queen of Spades," Britten's "Midsummer Night's Dream" and Handel's "Hercules" and "Julius Caesar." Other important operatic sets listed are Borodin's "Prince Igor," Mozart's "Don Giovanni," and Richard Strauss' "Elektra."

Two works based on Sophocles' Oedipus tragedies also are set for the fall, including the

first release of Orff's musical play, "Oedipus the Tyrant," a three-LP package by Deutsche Grammophon, which will feature Astrid Varnay, Gerhard Stolze and Keith Angen. Rafael Kubelik conducts the Bavarian Radio Symphony orchestra and chorus.

The other work is Stravinsky's oratorio "Oedipus Rex," set for Turnabout. Karel Ancerl conducts the Czech Philharmonic. The album features Ivo Zidek, Vera Soukupova and narrator Jean Dessailley.

The Britten and Bellini operas

are slated for London with "Midsummer Night's Dream" due first. The large cast includes Peter Pears, Helen Watts, Owen Brannigan, Alfred Deller, Elizabeth Harwood, Josephine Veasey and John Shirley-Quirk. Britten conducts the London Symphony. "Beatrice" stars Joan Sutherland, Luciano Pavarotti, Miss Veasey and Cornelius Ophoff. Richard Bonynge conducts the London Symphony.

Handel Operas

RCA Victor, which is issuing Puccini's "La Rondine" this month, also has the two Handel operas listed. "Hercules" features Maureen Forrester, Teresa Stich-Randall, Louis Quilico, Alexander Young and harpsichordist Martin Isepp. Brian Priestman conducts the Vienna Radio Orchestra. "Julius Caesar" features a New York City Opera Company cast headed by Miss Forrester, Beverly Sills, Norman Treigle and Beverly Wolff. Miss Stich-Randall and Treigle also

(Continued on page 49)



RUDOLF SERKIN, second from left, director of the Marlboro Music Festival, and Thomas Frost, left, executive producer for Columbia Masterworks, greet Vice-President and Mrs. Hubert Humphrey as they attend a Marlboro Music Festival concert in Marlboro, Vt. Serkin's current Columbia release is Brahms' "Piano Concerto No. 2," with George Szell and the Cleveland Orchestra.

Capitol's One-Day Pitch Brings in Sales Gusher

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

The promotion, called "International Music Festival," resulted in the sale of hundreds of LP's, and additional exposure of this type of music in this space center of the South.

The entire Capitol of the World (C-O-W) catalog was utilized as product, and the participants with Capitol were the Recco Record Department of the GEX Store, Huntsville, and WBHP Radio. Most of the sales were in classics.

The promotion was built around the "German Hour," an eight-year-old weekly radio show broadcast over WBHP, originated by Heidi Medenica. The German-language show is primarily beamed at the preponderance of German scientists at the Redstone Arsenal and their families. Music has ranged from classics to operettas to "good pop." The "German Hour" is the top rated show in North Alabama, and has a large mail pull.

Radio, newspapers and handbills were utilized along with in-store signs and displays to publicize the C-O-W festival, and all store personnel were costumed in the dress of European nations. All of this led to a live

remote broadcast of the "German Hour" from the GEX Record Department.

WBHP also did a three-hour remote broadcast of classical music from the store, completely free of commercials. Throughout the remote, people of North Alabama were invited to attend Miss Medenica's program. Each person in attendance was given a C-O-W catalog. All Capitol of the World albums were sold at a special price (\$2.64 mono and \$3.34 stereo).

Fifteen thousand handbills promoting the live broadcast were distributed during the week preceding the show. There also were public address system announcements every 10 minutes from the store. German-speaking clerks were utilized to assist in the sale of the records.

As a result of the promotion, 691 albums were sold in the single push, 513 of them stereo, and additional hundreds were sold during the following week.

Buz Wilburn, territorial representative for Capitol in sales and promotion, and Leffler were cited by the firm as winners of an award for the most creative idea for promoting the records.

Dave Woods, manager of the Recco Department of GEX, called the promotion one of the most successful ever undertaken.



VLADIMIR HOROWITZ, left, accepts a Billboard Award for the Columbia Masterworks album "Horowitz in Concert" from Thomas Frost, Masterworks a&r executive producer. The two-record set has reached No. 1 on the Classical Chart.

Checkmate Off to Jumping Start With 4 Recordings

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

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

justifiably drew rave reviews and warm audience response as pit orchestra during the recent stand of the Hamburg State Opera performances. Mackerras is one of today's important young conductors and his two pressings with the Hamburg Philharmonic, Brahms "Symphony No. 1" and Tchaikovsky's are standouts. Mackerras and the Hamburg will have Dvorak's "Symphony No. 8" in next month's two-disk Checkmate release.

Ristenpart, who is represented on Nonesuch, Elektra's low-price line with several Bach packages among others, leads a capable performance of Beethoven's familiar "Symphony No. 3 (Eroica)" with the competent South German Philharmonic. He is conducting that orchestra in a September Checkmate release of Schubert's first two symphonies.

Jones, whose many Nonesuch titles include some Haydn symphonies, conducts his fine Orchestra of London in a pairing of two of that composer's top symphonies Nos. 100 "Military" and 103 "Drum Roll." Both are played stylishly. The Allegretto of 100, and the Andante and Minuet and Trio of No. 103 are high points.

The albums are packaged in colorful gatefold jackets designed by William S. Harvey, Elektra's art director. The new pricing, top performances and attractive packaging bode well for this new line.

Nonesuch to Release First 4-LP Pkg.

NEW YORK — Nonesuch Records is issuing its first four-LP package this month. The boxed set has the 46 organ chorale preludes, which comprise the complete "Orgelbuechlein (Little Organ Book)" of the organ of Stuttgart's "Gedaechtniskirche" in the collection.

Each chorale prelude is paired with a matching cantata chorale or other choral setting. Rilling conducts the Gedaechtniskirche's chorus in the chorale settings. The only previous Nonesuch multiple of more than three records was a five-LP package of Bach's complete harpsichord concertos.

Nonesuch is inaugurating the Explorer Series, which is an expansion of the former International Series. The first two pressings in the new series are a Balinese disk and a collection of steel band music from Trinidad.



ERICH LEINSDORF, right, music director of the Boston Symphony and director of the Berkshire Music Festival at Tanglewood, accepts a \$1,000 check from Robert R. Pauley, president of the ABC Radio Network, for Tanglewood fellowships for two young musicians.

Two Get Grants For Tanglewood

LENOX, Mass. — William Lane, 23, of Winter Park, Fla., and Marion Valasek, 31, of Minneapolis are studying at the Berkshire Music Festival (Tanglewood) under \$500 fellowships presented by the ABC Radio Network. Lane will be principal horn with the Buffalo Philharmonic this fall. Miss Malasek currently is principal flute with the Nashville Symphony. During the 1964-1965 academic year, she was a Fulbright scholar at Berlin's Hochschule fur Musik, where she worked with flutist Aurele Nicolet. Lane has studied at the New England Conservatory in Boston under James Stagliano, the Boston Symphony's first horn.

New Album Releases

ASCH

THE CHILD DEVELOPMENT OF MISSISSIPPI—Head Start; 701 (M)

ATCO GROUP

VARIOUS ARTISTS—Smash Sounds; SD 850 (S)

ASHLEY

MARGIE SINGLETON Sings Country Music With Soul; A3003

ATLANTIC

JOE HARRIOTT-JOHN MAYER DOUBLE QUIN-TET—Inso-Jazz Fusions; SD 1482 (S)
IRA SULLIVAN—Horizons; SD 1476 (S)
JOE TEX—The Best of Joe Tex; SD 8144 (S)
THE YOUNG RASCALS—Groovin'; SD 8148 (S)

BROADSIDE

CHARLIE BROWN—Tefon Tea Party; BR 305 (M)

CAEDMON

PABLO NERUDA Reading His Poetry (in Spanish); TC 1215 (M)
DR. SPOCK Talks to New Mothers; TC 1228 (M)

CANAAN

BLUE RIDGE QUARTET—America's Twelve Favorite Hymns; CA 4637, CAS 9637

THE FLORIDA BOYS—Make Happy Tracks With the Florida Boys; CAS 9639
THE HAPPY GOODMANS—Good "N" Happy; CAS 9636

CAPITOL

THE SOUNDS OF OUR TIMES—Music of the Flower Children; T 2817, ST 2817

CARMELITE FATHERS GUILD

THE MORE OR LESS FIVE—Race the Sun; LP 1600 (S)

CHECKMATE

BEETHOVEN: SYMPHONY NO. 3 IN E FLAT MAJOR, OP. 55—The South German Philharmonic Orch. (Ristenpart); C 76003 (S)
BRAHMS SYMPHONY NO. 1 IN C MINOR OP. 68—The Hamburg Philharmonic Orch. (Mackerras); C 76001 (S)
HAYDN: SYMPHONY NO. 100 IN G MAJOR/ "MILITARY" SYMPHONY NO. 103 IN E FLAT MAJOR—The Orch. of London (Jones); C 76002 (S)
TCHAIKOVSKY: SYMPHONY NO. 4 IN F MINOR, OP. 36—Hamburg Philharmonic Orch. (Mackerras); C 76004

COLUMBIA

BACH: THREE KEYBOARD CONCERTOS—Columbia Symphony Orch./Glenn Gould, piano (Goltschmann); ML 6401, MS 7001
(Continued on page 50)

Leading Role For Unusual

• Continued from page 48

will appear in Italian aria recitals on Westminster.

"The Queen of Spades" will be out on four LP's on Melodiya/Angel. Boris Khaikin conducts the Bolshoi Theater Orchestra in the first recording done in the theater. Irina Arkhipova is featured. Angel has three operas listed beginning with Donizetti's "L'Elisir d'Amore" this month. Francisco Molinari-Pradelli conducts the set, which features Mirella Freni, Nicolai Gedda and Mario Sereni.

Molinari-Pradelli also is the conductor on Victor's "La Rondine," which stars Anna Moffo, Daniele Barioni and Sereni. Victor is rushing a new package of "La Traviata" to coincide with the opening night of the Metropolitan Opera when Montserrat Caballe will star in the title role. The package, which is conducted by Georges Pretre, features Miss Caballe, Carlo Bergonzi and Sherrill Milnes, the first recording for the young American baritone.

Others by Angel

The other Angel operas are Puccini's "Madama Butterfly," with Renata Scotto, Bergonzi and Rolando Panerai, Sir John Barbirolli conducting the Rome Opera Orchestra, and "Prince Igor," with Jerzy Semkow conducting the National Opera Theater of Sofia, Bulgaria. Boris Christoff has the title role.

Angel's low-price Seraphim line has four operas listed, including three historic performances, which will be available only in mono. The other is a first American release of "Zar und Zimmerman," with Robert Hager conducting the Dresden State Opera Orchestra and the Leipzig Radio Chorus. Soloists include Hermann Prey, Gedda, Erika Koeth, Gottlob Frick and Peter Schrier.

This month, Seraphim is releasing Verdi's "Aida," with Beniamino Gigli, Maria Caniglia and Ebbe Stignani. Tulio Serafin conducts the Rome Opera orchestra and chorus. Also slated are Giordano's "Andrea Chenier," with Gigli and Caniglia and Beethoven's "Fidelio," with Martha Moedel, Sena Jurinac, Wolfgang Windgassen, Otto Edelmann, Frick and Rudolf Schock. Oliviero de Fabritiis conducts the former and Wilhelm Furtwaengler, the latter.

CBS Operas

CBS is issuing two operas this month, including Honegger's "Joan of Arc at the Stake." The package features Vera Zorina with Seiji Ozawa conducting the London Symphony. The other set is Berg's "Wozzeck," with Walter Berry and Isabel Strauss. Pierre Boulez directs the orchestra and chorus of the Paris National Opera.

Another "Don Giovanni" set for early fall is a reissue on Philips World Series with George London as the Don. The cast includes Miss Jurinac, Berry, Leopold Simoneau and Graziella Sciutti. Rudolf Moralt conducts the Vienna Symphony.

Among the other major vocal sets due are Orff's "Catullus Carmina" on Columbia with soprano Judith Blegen, tenor Richard Kness, the Temple University Chorus, and the Philadelphia Orchestra under Eugene Ormandy. Columbia also is releasing a Beethoven album with

BEST SELLING CLASSICAL LP's

Billboard SPECIAL SURVEY For Week Ending 8/12/67

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	Billboard Award			
				This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	HOROWITZ IN CONCERT (2-12" LP's) Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)	15	21	27	ART OF DENNIS BRAIN Seraphim IC 60040 (M); (No Stereo)	12
2	2	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/ London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	27	22	33	WAGNER: DIE WALKUERE (5-12" LP's) Crespin/Vickers/Various Artists/Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)	13
3	3	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); 2576 (S)	71	23	24	ORMANDY-PHILADELPHIA ORCH.'S GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)	13
4	5	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	17	24	22	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	21
5	4	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES, NO. 1, 4 & 6 BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)	9	25	26	CHOPIN WALTZES Artur Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	69
6	6	ORFF: CARMINA BURANA New Philharmonic Orch. (DuBurgos), Angel 36333 (M); S 36333 (S)	51	26	25	LEONTYNE PRICE-PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	44
7	7	HOLST: THE PLANETS New Philharmonic Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)	9	27	23	MAHLER: SYMPHONY NO. 3 (2-12" LP's) Concertgebouw Orch. (Haitink), Philips PHM 2-596 (M); PHS 2-996 (S)	4
8	8	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	23	28	30	STRAVINSKY: SYMPHONY IN E FLAT, OP. 1 Columbia Symphony (Stravinsky), Columbia ML 6389 (M); MS 6989 (S)	2
9	9	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	50	29	31	OLD TIMERS' NIGHT AT THE POPS Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)	2
10	18	WEST MEETS EAST Yehudi Menuhin/Ravi Shankar, Angel 36418 (M); S 36418 (S)	5	30	28	GOUNOD: FAUST (4-12" LP's) Sutherland/Corelli/Ghiavaurov/London Symphony (Bonyngne), London A 4433 (M); OSA 1433 (S)	25
11	12	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	42	31	32	SHOSTAKOVICH: SYMPHONY NO. 5 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40004 (M); SR 40004 (S)	2
12	11	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	53	32	29	WAGNER: DIE WALKUERE (5-12" LP's) Various Artists/Vienna Philharmonic (Furtwaengler), Seraphim IE 6012 (M); (No Stereo)	12
13	13	PUCCINI: LA BOHEME (2-12" LP's) Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	44	33	21	SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	24
14	17	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	51	34	35	NIELSEN: SYMPHONY NO. 4/HELIOS OVERTURE Chicago Symphony (Martinson), RCA Victor LM 2958 (M); LSC 2958 (S)	4
15	14	THE WORLD OF CHARLES IVES Philadelphia Orch. (Ormandy)/American Symphony (Stokowski)/New York Philharmonic (Bernstein), Columbia ML 6415 (M); MS 7015 (S)	7	35	34	NIELSEN: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6404 (M); MS 7004 (S)	5
16	20	BERNSTEIN'S GREATEST HITS New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)	8	36	—	MORE GREATEST HITS Philadelphia Orch. (Ormandy), Columbia ML 6393 (M); MS 6993 (S)	1
17	15	VERDI: UN BALLO IN MASCHERA (3-12" LP's) Price/Bergonzi/Merrill/Various Artists/ RCA Italiano Opera Orch. (Leinsdorf), RCA Victor LM 6179 (M); LSC 6179 (S)	18	37	40	RACHMANINOFF: SYMPHONY NO. 1 Philadelphia Orch. (Ormandy), Columbia ML 6386 (M); MS 6986 (S)	2
18	10	RAVEL: BOLERO/RHAPSODIE/LA VALSE New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	38	38	—	THE ELISABETH SCHWARZKOPF SONG BOOK Angel 36345 (M); S 36345 (S)	1
19	19	RODGERS: VICTORY AT SEA, VOL. I RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	37	39	—	DVORAK: SYMPHONY NO. 9 (New World) New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	10
20	16	MAHLER: SYMPHONY NO. 2 (2-12" LP's) Harper/Watts/London Symphony (Solti); London CMA 7217 (M); CSA 2217 (S)	10	40	—	MAHLER: SYMPHONY NO. 7 (2-12" LP's) New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	13

Regine Crespin singing "Ah, perfido!" and Miss Arroyo, Justino Diaz, and the Camerata Singers in the first stereo recording of the "Cantata on the Death of Emperor Joseph II."

Crespin Lieder

Miss Crespin also presents a lieder recital on London, whose vocal offerings include Bach's "Christmas Oratorio" with Karl Munchinger conducting the Stuttgart Chamber Orchestra. Soloists include Elie Ameling, Pears, Miss Watts and Krause. Ernest Ansermet conducts the Brahms "Requiem" in another London set with Prey and Agnes Giebel. Miss Watts performs in the "Alto Rhapsody" in the two-record package, which includes "Naenie." London also will present Krause in a recital and Sibelius songs, including several not previously recorded. Another recital will feature Elena Suliotis.

DGG will issue Haydn's "Seasons" with Gundula Janowitz, Schrier and Talvela. Boehm conducts the Vienna Symphony. Miss Janowicz will sing a Wagner and Weber operatic recital.

A DGG Mozart set features Maria Stader, Oralia Dominguez, Ernst Haefliger, and Michel Roux. The conductors are Igor Markevitch and Ferenc Fricsay.

Everest Records has scheduled release of 17 operas under deals with Dischi Ricordi and Cetra. The works are Verdi's "Un Girono di Regno," "Ernani," "I Lombardi," "Nabucco" and "Otello"; Cherubini's "Medea"; Paisello's "II Barbiere di Siviglia"; Rossini's "La Cambiale di Matrimonio"; Pergolesi's "La Serva Padrona"; Donizetti's "Lucia di Lammermoor"; Montemezzi's "L'amore dei Tre Re"; Giordano's "Fedora"; Spon-tini's "La Vestale"; Zandonai's "Francesca da Rimini"; Strauss' "Elektra"; Cilea's "Adriana Lecouvreur"; and Puccini's "La Fanciulla del West."

Also slated is Rossini's "Petite Missa Solemnis." Artists include Maria Callas, Miss Scotto, Miss Caniglia, Caterina Mancini, Anny Konetzni, Miss Moedel, Giuseppe di Stefano, Nicola Monti, Ettore Bastianini, Al-

fredo Kraus, Panerai, Renato Capecchi, Clara Petrella, Miss Sciutti, Gino Penno, Giuseppe Taddei, Giacinto Prandelli, Carlo Tagliabue, Elena Nicolai, Daniza Illich, Sesto Bruscantino, Serafin, Dimitri Mitropoulos, Fiorenza Cosotto, and Ivo Vinco.

Venetian Selections

Angel will release 17th Century Venetian opera selections by Monteverdi and Cavalli. Heather Harper, Hugues Cuenod and Gerald English are featured with the Bath Festival Ensemble. Another disk has Anneliese Rothenberger and Lisa Della Casa in duets from Strauss' "Der Rosenkavalier."

An Angel two-record set recorded at the recent London farewell concert of piano accompanist Gerald Moore features Victoria de los Angeles, Elizabeth Schwarzkopf and Fischer-Dieskau. Another Angel release has soprano Lucia Popp in Mozart and Handel arias. An album of nine Tchaikovsky choruses is listed for Melodiya/Angel.

Victor has two Leontyne

Price albums slated, one of arias and the other of pop selections with Andre Previn. Also planned is a pressing of Italian arias by Caballe. A Jan Peerce album is on Vanguard's agenda.

Heliodor will release Bonchieri's madrigal comedy, "The Foolish Old Man (La Pazzia Senile)" in an album with Monteverdi madrigals and two Fischer-Dieskau LP's, one with Schubert lieder, the other with music of Brahms and Dvorak. The label is beginning historic series with baritone Heinrich Schlusnus on the first album. In addition to transferring a former Verve Fokways album by Fritz Wunderlich to Heliodor, the label will present the late tenor in scenes from Mozart's "Abduction from the Seraglio" and "The Magic Flute."

Seraphim has recitals by Christa Ludwig, Kirsten Flagstad and Richard Tauber slated for fall release. Turnabout will issue the Bach and Buxtehude "Magnificats," Haydn's "Creation," Carissini and Anerio oratorios, and Brahms lieder.

Album Reviews



SPECIAL MERIT PICKS

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

• Continued from page 36

POP SPECIAL MERIT

CASINO ROYALE/YOU ONLY LIVE TWICE

Billy Strange. GNP Crescendo GNP 2039 (M); GNPS 2039 (S)

Billy Strange, one of the best arrangers in the business and an accomplished guitarist, scores with James Bond's "You Only Live Twice" and "Casino Royale," as well as with such movie theme winners as "Georgy Girl," "Born Free" and "A Man and a Woman."

POP SPECIAL MERIT

LENNY

Lenny Welch. Kapp KL 1517 (M); KS 3517 (S)

This package of tunes will put Welch's popularity up several notches. Welch does a stirring job on ballads "Born Free," "This Is My Song," and is able to successfully move into a blues bag with "Love Doesn't Live Here." Also included are "Release Me," and "Until the Real Thing Comes Along," served up in a fresh, vigorating manner that has success written all over it.

LOW PRICE COUNTRY SPECIAL MERIT

COUNTRY AND WESTERN #1 MALE SINGER

George Jones. Mercury Wing WC 16347 (M/S)

This budget disk is a "find" for George Jones' many fans. Only one of the 10 cuts has a former hit, his old "Seasons of My Heart," but the other nine numbers are vault items from his Mercury days. His up tempo side is well represented with "I Wouldn't Know About That" a standout. "Out of Control" and "You're Still On My Mind" are among the top ballads.

FOLK SPECIAL MERIT

EARTHWORDS & MUSIC

John Hartford. RCA Victor LPM 3796 (M); LSP 3796 (S)

Another good album by this young folk singer, whose country background is evident. Whether singing about the "Good Old Electric" Washing Machine (Circa, 1943), "Baking Soda" or "Left Handed Woman," his individual way of looking at life is always of interest.

FOLK SPECIAL MERIT

BLUES ROOTS/CHICAGO—1930's

Various Artists. RBF 16 (M)

This album helps to bridge that gap between blues of the 20's and the later Be Bop and what has become to be known as modern jazz. All selections are original, and names like Big Bill Bronzy, Memphis Minnie, Washboard Sam, Jazz Gillum, Johnnie Temple and others shape this disk into an exciting showcase of the Chicago blues foundation.

GOSPEL SPECIAL MERIT

THE 3RD MAN

The Wills Family. Skylite 6057 (M)

An inspirational package by this popular TV gospel family that should be well received by gospel consumers. This combination of the Wills Family Quartet and the Junior Wills Family, also a quartet, produces rousers and slower pieces with equal effect. Lou Wills Hildreth's solo of "The Third Man," a Crucifixion dream, is especially moving.

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

GOSPEL SPECIAL MERIT

JUST A LITTLE TALK WITH JESUS

The Old Fashioned Revival Quartet. Word 3397 W (M); 8397 WST (S)

Radio fans of "The Old Fashioned Revival Hour" will enjoy this collection of fine hymns. There's the inspiring title song, as well as such uplifting material as "Stepping in the Light" and "The Banner of the Cross," all with moving arrangements.



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

LATINO CON SOUL

Ray Barretto. United Artists UAS 6593 (S); UAL 3593 (M)

BLUE HAWAIIAN STEEL GUITAR

Jerry Byrd. Mercury Wing WC 16344 (M/S)

NIGHT TRAIN

Floyd Cramer. RCA Camden CAL 2152 (M); CAS 2152 (S)

CUGAT PLAYS CONTINENTAL HITS

Xavier Cugat. Mercury Wing WC 16345 (M/S)

WES DAKUS' REBELS

Kapp KL 1536 (M); KS 3536 (S)

COAST TO COAST

Dick Dale. GNP Crescendo AC 5033 (M); ACS 5033 (S)

SECOND HAND ROSE

Johnny Maddox. Dot DLP 3817 (M); DLP 25817 (S)

FORTUOSITY

The Mills Brothers. Dot DLP 3809 (M); DLP 25809 (S)

RICOCHET

The Nitty Gritty Dirt Band. Liberty LRP 3516 (M); LST 7516 (S)

LOUIS PRIMA ON BROADWAY

Louis Prima. United Artists UAL 3596 (M); UAS 6596 (S)

LOW PRICE POPULAR

LET THE GOOD TIMES IN

The Rhythmers. RCA Camden CAL 2150 (M); CAS 2150 (S)

COUNTRY

THE YOUNG GEORGE JONES

United Artists UAL 3558 (M); UAS 6558 (S)

RELIGIOUS

THE MAGNIFICENT MORMON SOUND

Dot & Jimmy Vaughn. Dot DLP 3808 (M); DLP 25808 (S)

GOSPEL

WALK WITH GOD

The Goss Brothers. Sing 7004 (M)

I'M FOLLOWING JESUS

Redd Harper. Word W 3401 (M); WST 8401 (S)

SINGING WE GO

The Jones Sisters. Word W 3396 (M); WST 8396 (S)

THESE ARE THE LANCERS

The Lancers. Temple 341 (M)

BRIGHT AND WONDERFUL

Revivaltime Choir. Word W 3402 (M); WST 8402 (S)

COUNTRY-WESTERN-GOSPEL

Bob Wills and the Inspirational. Sword & Shield 4008 (M); LP 4008 (S)

LOW PRICE CLASSICAL

R. STRAUSS: DER ROSENKAVALIER SUITE/TILL EULENSPIEGEL'S MERRY PRANKS

Minneapolis Symphony (Dorati). Mercury Wing SRW 18072 (S)

RHYTHM & BLUES

A DAB OF SOUL

Freddy Butler. Kapp KL 1519 (M); KS 3419 (S)

JAZZ

MODERN AS TOMORROW

Kossie Gardner. White House WLP 555 (M)

INDO-JAZZ FUSIONS

Joe Harriott-John Mayer Double Quintet. Atlantic 1482 (M); SD 1482 (S)

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

REFLECTIONS

Diana Ross & the Supremes, Motown 1111 (Jobete, 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.

TRY, TRY, TRY . . .

Jim Valley, Dunhill 4096 (Trousdale, BMI) (Cleveland/Seattle)

PURPLE HAZE . . .

Jimi Hendrix Experience, Reprise 0597 (Sea-Lark, BMI) (Boston)

PUT YOUR TRUST IN ME . . .

Joe Simon, Soundstage 7 45-2583 (Cape Ann, BMI) (St. Louis)

MY HEART CRIES FOR YOU . . .

Connie Francis, MGM 13773 (Massey, ASCAP) (Baltimore)

LAST MINUTE MIRACLE . . .

Shirelles, Scepter 12198 (Flomar/Floteca, BMI) (Washington)

HOLD ON . . .

Mauds, Mercury 72694 (Pronto, BMI) (Milwaukee)

CASONOVA . . .

Ruby Andrews, Zodiac 1004 (RicWil/Colfax, BMI) (St. Louis)

SHADES OF GRAY . . .

Will-O-Bees, Date 1543 (Screen Gems-Columbia, BMI) (Milwaukee)

TOP LP's • Continued from page 38

151	152	CHANGES	Johnny Rivers, Imperial LP 9334 (M); LP 12334 (S) (S70-09334-3; S70-12334-3)	35	176	182	BEST OF THE BEACH BOYS, VOL. I	Capitol T 2545 (M); ST 2545 (S) (300-02545-3; 300-02545-3)	50
152	156	WICKED PICKETT	Wilson Pickett, Atlantic 8138 (M); SD 8138 (S) (180-08138-3; 180-08138-3)	30	177	174	JAMES BROWN PLAYS THE REAL THING	Smash MGS 27093 (M); SRS 67093 (S) (813-67093-3; 813-67093-3)	5
153	158	GOT LIVE IF YOU WANT IT	Bolling Stones, London LL 3492 (M); PL 492 (S) (640-02492-3; 640-00492-3)	35	*178	199	THE PERCY SLEDGE WAY	Atlantic 8146 (M); SD 8146 (S) (180-08146-3; 180-08146-3)	2
154	153	THE KINKS GREATEST HITS	Reprise R 6217 (M); RS 6217 (S) (790-06217-3; 790-06217-3)	51	179	178	FOR EMILY, WHENEVER I MAY FIND HER	Sierra Tarbush, RCA Victor LPW 3201 (M); LSP 3201 (S) (773-03201-3; 773-03201-3)	12
155	155	DAVE DEE, DOZY, BEAKY, MICK & TICH'S GREATEST HITS	Fontana MGS 27547 (M); SRS 67547 (S) (890-07547-3; 890-07547-3)	2	180	181	DYNAMIC DUO	Jimmy Smith/Wes Montgomery, Verve V 8378 (M); V6-8378 (S) (330-08378-3; 330-08378-3)	13
156	157	REVOLVER	Beatles, Capitol T 2376 (M); ST 2376 (S) (300-02376-3; 300-02376-3)	50	181	168	DON'T COME HOME A DRINKIN'	Loretta Lynn, Decca DL 4842 (M); DL 74842 (S) (100-04842-3; 100-04842-3)	19
*157	176	JOHNNY CASH'S GREATEST HITS, VOL. I	Columbia CL 2649 (M); CS 2649 (S) (350-02649-3; 350-02649-3)	4	182	187	THE PETER, PAUL & MARY ALBUM	Warner Bros. W 1448 (M); WS 1448 (S) (923-01448-3; 923-01448-3)	51
158	163	SOUNDS OF SILENCE	Simon & Garfunkel, Columbia CL 2649 (M); CS 2649 (S) (350-02649-3; 350-02649-3)	39	183	183	CABARET	Original Cast, Columbia KOL 6446 (M); KOS 3040 (S) (350-04446-3; 350-03040-3)	32
159	164	THE SUPER-HITS	Various Artists, Atlantic 301 (M); SD 301 (S) (180-00301-3; 180-00301-3)	2	184	189	THE FABULOUS IMPRESSIONS	ABC ABC 406 (M); ABCS 406 (S) (105-00406-3; 105-00406-3)	5
160	151	ALL THE TIME	Jack Green, Decca DL 4904 (M); DL 74904 (S) (600-04904-3; 600-04904-3)	4	185	185	COLOR MY WORLD/WHO AM I?	Pete Clark, Warner Bros. W 1473 (M); WS 1473 (S) (923-01473-3; 923-01473-3)	26
161	170	BIG HITS (High Tide and Green Grass)	Bolling Stones, London NP-1 (M); NP-1 (S) (640-00001-3; 640-00001-3)	69	186	193	KING CURTIS PLAYS THE GREAT MEMPHIS HITS	Atco 33-211 (M); SD 33-211 (S) (173-03211-3; 173-03211-3)	11
*162	—	YOU GOT WHAT IT TAKES	Dave Clark Five, Epic LN 34312 (M); BN 34312 (S) (645-24312-3; 645-24312-3)	1	187	188	HUGH MASEKELA'S LATEST	UNI 3010 (M); 73010 (S) (874-03010-3; 874-73010-3)	2
*163	—	LITTLE GAMES	Yardbirds, Epic LN 34312 (M); BN 34312 (S) (645-24312-3; 645-24312-3)	1	188	137	WATCH OUT	Raja Martinus Band, AAM LP 118 (M); SP 4118 (S) (100-00118-3; 100-00118-3)	39
164	154	WHY! (Am I Treated So Bad)	Canabals, Capitol T 2617 (M); ST 2617 (S) (300-02617-3; 300-02617-3)	7	189	175	IT'S SUCH A PRETTY WORLD TODAY	Wynne Stewart, Capitol T 2727 (M); ST 2727 (S) (300-02727-3; 300-02727-3)	4
165	167	THE MAGNIFICENT MEN "LIVE!"	Capitol T 2773 (M); ST 2773 (S) (300-02773-3; 300-02773-3)	3	190	190	I HEAR A SYMPHONY	Supremes, Motown MLP 643 (M); SLP 643 (S) (678-00643-3; 678-00643-3)	53
166	169	DAVE CLARK FIVE'S GREATEST HITS	Epic LN 34185 (M); BN 34185 (S) (645-24185-3; 645-24185-3)	61	191	191	HITS OF OUR TIMES	Laurence Welk, Dot DLP 37-1 (M); DLP 25790 (S) (430-02790-3; 430-25790-3)	5
167	160	THE WILD ANGELS, VOL. II	Soundtrack, Tower T 3036 (M); ST 3036 (S) (873-02036-3; 873-02036-3)	17	192	148	LOVIN' SOUND	Tan & Sylvia, MGM E 4388 (M); SE 4388 (S) (640-04388-3; 640-04388-3)	6
*168	—	GROOVIN'	Young Rascals, Atlantic 8148 (M); SD 8148 (S) (180-08148-3; 180-08148-3)	1	193	166	GUITAR FREAKOUT	Ventura, Decca BLP 7050 (M); BLP 7050 (S) (425-02050-3; 425-02050-3)	26
169	172	DIONNE WARWICK ON STAGE & AT THE MOVIES	Scepter SSM 309 (M); SPS 309 (S) (300-02309-3; 300-02309-3)	7	194	196	FOR YOUR PRECIOUS LOVE	Oscar Toney, Jr., Bell 6006 (M); 6006-3 (S) (213-00006-3; 213-00006-3)	3
170	159	THE IMPOSSIBLE DREAM	Jack Jones, Kapp KL 1484 (M); KS 3484 (S) (105-01484-3; 105-01484-3)	57	195	—	THE BEST OF THE BEACH BOYS, VOL. 2	Capitol T 2706 (M); ST 2706 (S) (300-02706-3; 300-02706-3)	1
*171	—	THE SOUND OF WILSON PICKETT	Atlantic 8148 (M); SD 8148 (S) (180-08148-3; 180-08148-3)	1	196	—	FUTURE	Seals, GNP Crescendo 3038 (M); 3038-3 (S) (310-02038-3; 310-02038-3)	1
172	162	IMPOSSIBLE DREAM	Jerry Vale, Columbia CL 2580 (M); CS 2580 (S) (350-02580-3; 350-02580-3)	22	197	198	BLUE SIDE OF LONESOME	Jim Reeves, RCA Victor LPW 3793 (M); LSP 3793 (S) (773-03793-3; 773-03793-3)	5
173	173	YOUNGER THAN YESTERDAY	Byrd, Columbia CL 3642 (M); CS 3642 (S) (350-02642-3; 350-02642-3)	22	198	—	CANNED HEAT	Liberty LRP 3324 (M); LST 7524 (S) (630-03324-3; 630-03324-3)	1
174	171	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 6	Various Artists, Motown M 653 (M); S 653 (S) (678-00653-3; 678-00653-3)	25	199	200	BELAFONTE ON CAMPUS	Mary Balafoutis, RCA Victor LPW 3813 (M); LSP 3813 (S) (773-03813-3; 773-03813-3)	3
175	179	JOHNNY'S GREATEST HITS	Johnny Mathis, Columbia CL 1133 (M); CS 1133 (S) (350-01133-3; 350-01133-3)	441	200	—	I LOVE YOU	Billy Vaughn Singers, Dot DLP 3813 (M); DLP 25813 (S) (430-03813-3; 430-25813-3)	1

*Indicates Star Performer

ESQUIRE'S JAZZ

Various Artists. RCA Victor LPV 544 (M)

TRIBUTE TO CHARLIE PARKER

Various Artists. RCA Victor LPM 3783 (M); LSP 3783 (S)

FOLK

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St. George & Tana. Kapp KL 1534 (M); KS 3535 (S)

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Tony Fontane. RCA Victor LPM 3800 (M); LSP 3800 (S)

INTERNATIONAL

MELINA! MELINA!

Kyriakos and his Orchestra. 4 Corners FCL 4243 (M); FCS 4243 (S)

HILO DE SEDA

Los Pekenikes. UA International UN 14515 (M); UNS 15515 (S)



THREE-STAR ALBUMS

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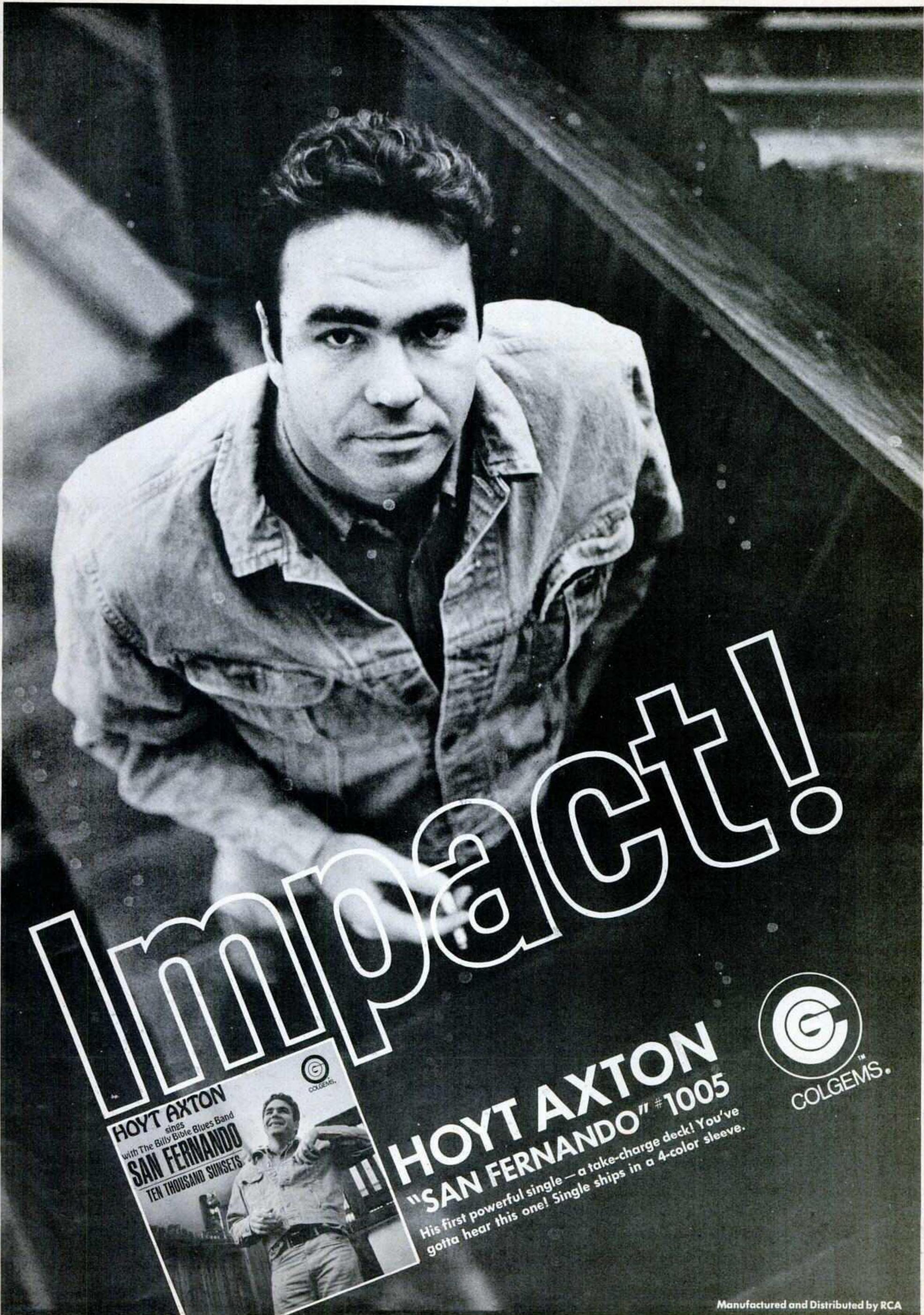
POPULAR

TETON TEA PARTY

Charlie Brown. Broadside BR 305 (M)

A POINT OF VIEW

Bobby Cole. Concentric M/1000; S/1000



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Country Music

Country Nightclubs Experience Explosions Across the Country

By CLAUDE HALL

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

One of the innovations in country clubs is happening in Phoenix. Jim Musil started it was JP's, a double club that features country music upstairs and rock 'n' roll groups in the cellar. The upstairs part seats more than 600. In the same city is Mr. Lucky's, owned by Bob Socora. "You walk in this place and it'll remind you of a

plush gambling casino in Las Vegas . . . red carpets on the floor. It seats 800 and is my choice club," he said. It, too, has a downstairs room for rock 'n' roll groups. Wanda Jackson has played both JP's and Mr. Lucky's. She works about 20 days a month and her specialty is such clubs; she performs about 85 per cent of her shows in clubs like these, Goodman said.

Clubs Growing

Phoenix now has four full-time country music nightclubs, he said. "On a nationwide scale, the number of clubs is growing, and the audience in these clubs is growing."

Wanda Jackson and Goodman were in New York a week ago for a weekend of shows at the new Nashville club here. The club has just been moved

to a plush room in the New Yorker Hotel; it was formerly in a basement location.

One of the clubs cited by Goodman is the Frontier Room in Trenton, N. J., owned by Charlie Fox and managed by Bill Thornton. The club, which seats more than 600, is part of the 60-lane White Horse Bowling Academy. A bonus of appearing at the Frontier Room is that the artist's performances are broadcast live over a three-hour show on a local radio station.

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

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

Other major clubs and sites, he noted, include the Panther Hall in the Dallas-Fort Worth area, the Caravan East in Albuquerque, N. M.; Taylor's Viewpoint in Portland, Ore.; Angelo's in Omaha, Neb. (seats around 500; and the Holliday Hotel in Reno (not a full-time country club, but uses country artists occasionally). Miss Jackson books through Jim Halsey, Independence, Kan.

500 Topliners At Starday Fete

NASHVILLE—Artists from many labels helped entertain the more than 500 persons who were guests of Starday at its seventh annual all-family barbecue and picnic at Five Coves Farm on Old Hickory Lake (30).

Boots Randolph, Monument; Billy Walker, Monument; Country Charley Pride, RCA Victor; Jamie Ryan, Columbia; Stu Phillips, RCA Victor; Lyn Anderson, Chart; Darrel Glen, Columbia, and Warren Robb, Starday.

The industry-wide celebration is hosted each year by Starday's Don Pierce, Hal Neeley, Jim Wilson, Charley Dick and Tommy Hill.

HALL OF FAME CONCERT HALL

NASHVILLE—The Young Americans, a pop group, broke out in impromptu song during the group's visit to the Country Music Hall of Fame and Museum this past week. They marched out, vocalizing in harmony, "Y'All Come." They were among the nearly 4,000 visitors (3,763 paid) who toured the Nashville shrine. Among the others were visitors from South Africa, England, France and Finland. More than 40,000 now have gone through the Hall of Fame and Museum since its opening in April.

Nashville Scene

By BILL WILLIAMS

Lynn Anderson, 19-year-old half of a mother-daughter country music team, is apartment hunting in Hollywood. She has been named a regular on the Lawrence Welk show, and will move her headquarters to the Coast. She will plan to record here. . . . Jimmy Dickens cut his first Decca session 15 minutes after signing with the label. He departed Columbia after many years with that label. Decca is rushing his first release. . . . Rita Faye has cut her first session at Capitol under Kelso Herston. . . . Tommy Duncan, long-time member of the Bob Wills band, died of a heart attack in San Diego at the age of 57.

The CMA-sponsored Music City Pro-Celebrity golf tournament got a big boost when Don January and Lou Graham won consecutive PGA outings. Both are scheduled to play in the October event here. . . . Junior Samples has a scheduled appearance at a Sportsman's convention. . . . The Wilburn Brothers, during their six-month leave from road tours, will devote considerable time to

the Loretta Lynn rodeos. . . . Wayside Record Co., of Maynard, Mass., has its own mobile office which hit the road Aug. 1. The camper unit will travel around the U. S. to all country stations, headed by Lou Casella of the Wayside label.

Bill Anderson has 14 scheduled appearances this month, most in the South and Midwest. He also will be the guest deejay on the Mike Hoyer show, WHO, Des Moines, Sunday to Monday (13-14). . . . The Buck Owens show, with the Terry Sisters, Rusty Diamond and the KSOP Wranglers, played to a capacity audience at Salt Lake City's Lagoon Resort, with standing room only. It was one of 10 country spectaculars presented by KSOP each year. . . . Billy Walker, Monument star, was unable to attend his own "day" in Chattanooga. He was kicked by a horse and developed blood poison. The show went on, however, and Billy talked to the deejays via phone from his sick bed.

Skeeter Davis, RCA Victor, (Continued on page 57)

He's hot!

You're so cold K 830



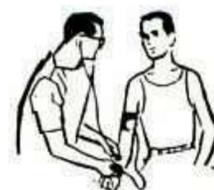
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Key Goes Full Blast Into Disks

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

Key has re-established his Rice recording label, and has signed such artists as "Grand Ole Opry" star Billy Grammer, who left the Epic label, Chase Webster, formerly with Hickory, Helen Carter, a member of the Carter Family which records for Columbia, Linda Manning, formerly with Roulette and Al Terry. "We are going all out in the recording business," Key said. "We won't be leasing masters to other labels."

Key said he fought going wholeheartedly into the recording business, and wanted to stick to agency work and publishing. "The major labels are so crowded and full they can't devote time and energy to good artists who need the promotion," he added. "We intend to do that."

The first recording released

by Rice will be Linda Manning's "Bonjour Trieste," published by Newkeys, the Key publishing firm. A Grammer record will be released shortly.

Key said he had distributed about nine acetates of Al Terry's session to leading markets, and it had received picks from most of them.

Key also is expanding his agency. He has signed Claude King, WHO disk jockey; Mike Hoyer, who now records for United Artists; Chase Webster, James O'Guinn and Margaret Lewis. He also is signing new writers.

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

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

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

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

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

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

'Opry' Event's Registration

NASHVILLE — Preregistration for the 42d anniversary celebration of the "Grand Ole Opry" will begin Sept. 1, it was announced by Robert E. Cooper, vice-president and general manager of WSM. Dates of the annual convention this year are Oct. 19-20-21.

Cooper said preregistration forms will be mailed out at that time, and anyone involved in the music industry may make advance registration at that time by sending \$10 to the Opry Trust Fund.

Those wishing to receive the forms may write to WSM, Nashville. Headquarters for the event this year will be the Municipal Auditorium.

Bocephus an MGM Artist

NASHVILLE — Hank Williams Jr. an MGM artist, has recorded a Hot 100 record on the Verve label using the nickname given him by his late father many years ago—Bocephus.

The original Bocephus was a Negro sharecropper who lived near Williams on an Alabama farm, and gave the Hall of Fame member his first guitar. When Jr. was born, the elder Williams gave him the nickname of the old man who had befriended him.

Breaking away from his strictly country image, young Williams now is scoring with his version of "Meter Reader Maid," with a full rock sound. The Nashville session was produced by Huey Meaux.



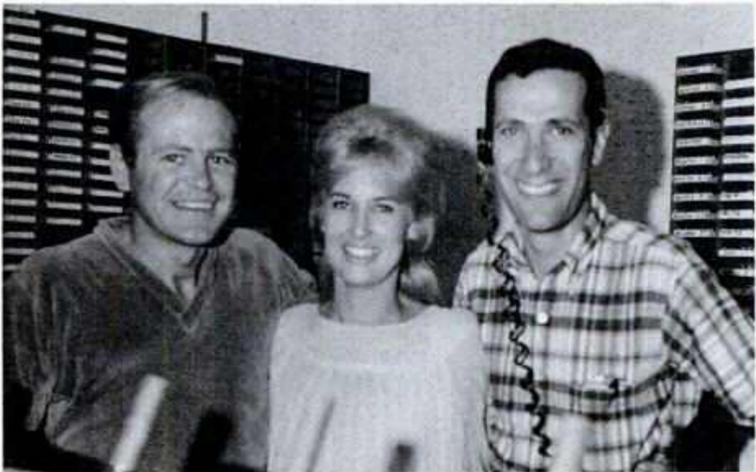
THE QUESTION IS: Who is fan of who? In this case, it's a mutual admiration society as Capitol Records artist Wanda Jackson talks with her favorite baseball player—Rusty Staub of the Houston Astros.

SHOW FEATURES PHOTOS ON DISK ALBUM JACKETS

NASHVILLE—A unique one-man art show, featuring pictures on record album jackets, was displayed at the Parthenon here this week. The pictures were all the work of Jim Moore, an industrial photographer with Union Carbide at Lewisburg, Tenn., who lately has done most of the RCA Victor album covers.

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

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



LEE ARNOLD, MUSIC director of country-formatted WJZZ in Hackensack, N. J., welcomes Epic Records artist Tammy Wynette and songwriter Don Chapel (he's had several records as an artist on Musicor Records) to the studios. Miss Wynette recently performed at New York's new country music club—the Nashville.

Connie Smith Swing Clicks

NASHVILLE — Connie Smith, RCA Victor recording star, is setting attendance records in a promotional swing. "The Summer of Connie Smith."

Charlie Lamb, manager for Miss Smith, said she played to "turnaway houses" at Wheeling, W. Va., at the WWVA spectacular. "It was the largest show since Buck Owens played there," he said. In a record store promotion in the same city, "they sold everything but the displays," Lamb added.

In another swing to Kansas

City, Miss Smith played three shows and packed Fairyland Park at each attendance, smashing all existing records. This show, sponsored by KCKN, was promoted by Glen George and Ted Kramer. Appearing as the only professional act in the package, Miss Smith played to SRO three times.

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

She opened at the Nashville night club at the New Yorker Hotel, in New York, Friday (11).

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"KANGAROO OF LOVE" by Margaret Lewis

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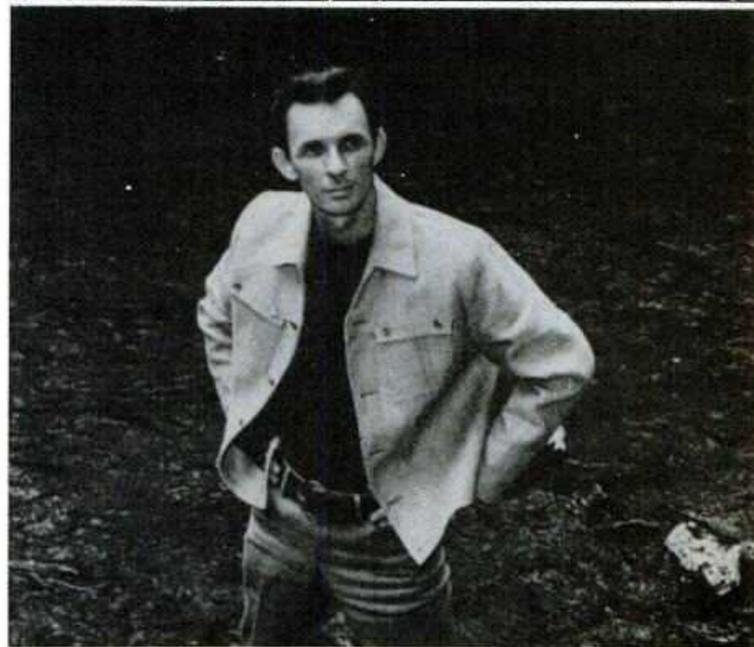
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Goodbye Wheeling K 837

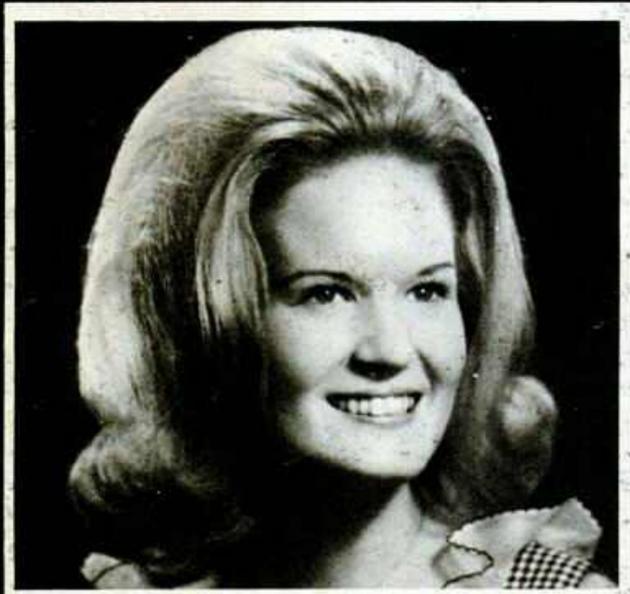


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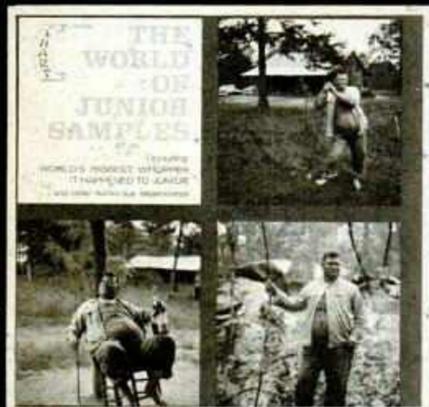


"TOO MUCH OF YOU"
Lynn Anderson
CHART #1475



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WHOPPER"**
JUNIOR SAMPLES
CHART #1460

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RELEASED
"THE WORLD OF
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HOT COUNTRY SINGLES

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This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	1	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol 5914 (Chappell, ASCAP)	10	38	43	YOU PUSHED ME TOO FAR Ferlin Husky, Capitol 5938 (Tree, BMI)	5
	2	TONIGHT CARMEN Mary Robbins, Columbia 44128 (Mojave-Noma, BMI)	11	39	40	YOU'RE SO COLD Hugh X. Lewis, Kapp 830 (Wilderness, BMI)	7
	3	POP A TOP J'm Edward Brown, RCA Victor 9192 (Stuckey, ASCAP)	13	40	45	I LEARN SOMETHING NEW EVERYDAY Bill Phillips, Decca 32141 (Forest Hills, BMI)	4
4	10	BRANDED MAN Merle Haggard, Capitol 5931 (Owen, BMI)	6	41	41	MY ELUSIVE DREAMS Curly Putnam, ABC 10934 (Tree, BMI)	6
5	5	I CAN'T GET THERE FROM HERE George Jones, Musicor 1243 (Glad/Blue Crest, BMI)	13	42	47	CAUSE I HAVE YOU Wynn Stewart, Capitol 5937 (Central Song, BMI)	5
6	11	CINCINNATI, OHIO Connie Smith, RCA Victor 9214 (Moss-Rose, BMI)	8	43	31	DOWN AT THE PAWN SHOP Hank Snow, RCA 9188 (4 Star, BMI)	14
7	7	IF YOU'RE NOT GONE TOO LONG Loretta Lynn, Decca 32127 (Sure-Fire, BMI)	14	44	44	JULIE Porter Wagoner, RCA Victor 9243 (Wilderness, BMI)	5
8	8	DON'T SQUEEZE MY SHARMON Charlie Walker, Epic 10174 (4 Star, BMI)	10	45	54	PHANTON 309 Red Sovine, Starday 811 (Cedarwood, BMI)	3
9	13	HOW LONG WILL IT TAKE Warner Mack, Decca 32142 (Page Boy, SESAC)	8	46	49	ROLL OVER AND PLAY DEAD Jan Howard, Decca 32154 (Belton, BMI)	4
10	4	ALL THE TIME Jack Greene, Decca 32123 (Cedarwood, BMI)	17	47	37	YOUR FOREVERS (Don't Last Very Long) Jean Shepard, Capitol 5899 (Central Songs, BMI)	12
11	14	LONG LEGGED GUITAR PICKIN' MAN Johnny Cash & June Carter, Columbia 44158 (Perkins, SESAC)	8	48	55	WHAT DOES IT TAKE (To Keep a Man Like You Satisfied) Skeeter Davis, RCA Victor 9242 (Glaser, BMI)	4
12	6	I KNOW ONE Country Charlie Pride, RCA Victor 9162 (Jack, BMI)	16	49	50	THROUGH THE EYES OF LOVE Tompall & Glaser Brothers, MGM 13754 (Jack, BMI)	4
13	18	YOUR TENDER LOVING CARE Buck Owens, Capitol 5942 (Blue Book, BMI)	5	50	58	GENTLE ON MY MIND Glenn Campbell, Capitol 5939 (Glaser, BMI)	3
14	12	LOVE ME AND MAKE IT ALL BETTER Booby Lewis, United Artists 50161 (Tree, BMI)	9	51	24	LOUISIANA SATURDAY NIGHT Jimmie Newman, Decca 32130 (New Keys, BMI)	12
15	15	WITH ONE EXCEPTION David Houston, Epic 10154 (Gallico, BMI)	16	52	53	NINETY DAYS Jimmy Dean, RCA Victor 9241 (Forest Hills, BMI)	4
16	16	PROMISES AND HEARTS Stonewall Jackson, Columbia 44121 (Barmour, BMI)	10	53	42	THESE MEMORIES Jeannie Seely, Monument 1011 (Pamper, BMI)	6
17	22	THE STORM Jim Reeves, RCA Victor 9238 (Tuckahoe, BMI)	7	54	51	CHET'S TUNE Some of Chet's Friends, RCA Victor 9229 (Delmore, ASCAP)	8
18	9	LITTLE OLD WINE-DRINKER ME Robert Mitchum, Monument 1006 (Moss-Rose, BMI)	14	55	66	I WASHED MY FACE IN THE MORNING DEW Tom T. Hall, Mercury 72700 (Newkeys, BMI)	2
19	23	MY ELUSIVE DREAMS David Houston & Tammy Wynette, Epic 10194 (Tree, BMI)	5	56	52	WORLD'S BIGGEST WHOPPER Junior Samples, Chart 1460 (Peach, SESAC)	4
20	20	NO ONE'S GONNA HURT YOU ANYMORE Bill Anderson, Decca 32146 (Painted Desert, BMI)	7	57	71	FOOL, FOOL, FOOL Webb Pierce, Decca 32167 (Cedarwood, BMI)	2
21	27	BREAK MY MIND George Hamilton IV, RCA Victor 9239 (Windward Side, BMI)	7	58	59	FAIR WEATHER LOVE Arlene Harden, Columbia 44133 (Cedarwood, BMI)	5
22	21	BLACKJACK COUNTY CHAIN Willie Nelson, RCA Victor 9202 (Tree, BMI)	8	59	60	CALIFORNIA UPTIGHT BAND Flatt & Scruggs, Columbia 44194 (Newkeys, BMI)	3
23	17	SOMETHING FISHY Dolly Parton, Monument 1007 (Combine, BMI)	10	60	61	CHANGE OF WIFE Geezinslaw Brothers, Capitol 5918 (Geezinslaw, BMI)	5
24	29	VIN ROSE Stu Phillips, RCA Victor 9219 (Acuff-Rose, BMI)	9	61	67	MY LOVE FOR YOU Ernie Ashworth, Hickory 1466 (Acuff-Rose, BMI)	2
25	19	COME KISS ME LOVE Bobby Bare, RCA Victor 9191 (Melody Trails, BMI)	13	62	—	TOO MUCH OF YOU Lynn Anderson, Chart 1475 (Peach, SESAC)	1
26	30	IN DEL RIO Billy Walker, Monument 1013 (Matamira, BMI)	7	63	62	SOMEBODY KNOWS MY DOG Willis Brothers, Starday 812 (Southtown, BMI)	3
27	25	MISTY BLUE Eddy Arnold, RCA Victor 9182 (Talmont, BMI)	15	64	64	PAPA Bill Anderson, Decca 32146 (Stallion, BMI)	5
28	28	NEW LIPS Roy Drusky, Mercury 72689 (Screen Gems-Columbia, BMI)	8	65	—	A WOMAN IN LOVE Bonnie Guitar, Dot 17029 (Lin-Cal/Ring-a-Ding, BMI)	1
29	26	MAMA SPANK Liz Anderson, RCA Victor 9163 (4 Star, BMI)	17	66	—	QUEEN OF HONKY TONK STREET Kitty Wells, Decca 32163 (Wells, BMI)	1
30	35	TRUCKERS PRAYER Dave Dudley, Mercury 72697 (Central Song, BMI)	5	67	72	I FORGOT TO CRY Charlie Louvin, Capitol 5948 (Hill & Range, BMI)	2
31	56	LAURA (What's He Got That I Ain't Got?) Leon Ashley, Ashley 2003 (Gallico, BMI)	3	68	69	THAT'S THE ONLY WAY TO CRY Wynn Stewart, Capitol 5937 (Central Songs, BMI)	2
32	39	I'M STILL NOT OVER YOU Ray Price, Columbia 44195 (Pamper, BMI)	4	69	74	WEST CANTERBURY SUBDIVISION BLUES Stonemans, MGM 13755 (Jack, BMI)	2
33	34	IN YOUR HEART Red Sovine, Starday 811 (Cedarwood, BMI)	7	70	—	HARD LUCK JOE Johnny Duncan, Columbia 44196 (Unart, BMI)	1
34	36	DON'T PUT YOUR HURT IN MY HEART Conway Twitty, Decca 32147 (Wilderness, BMI)	6	71	68	I'M A FOOL Slim Whitman, Imperial 66248 (Tubb, BMI)	4
35	33	THE PRIVATE Del Reeves, United Artists 50157 (Tree, BMI)	9	72	—	I JUST WANT TO BE ALONE Ray Pillow, Capitol 5953 (Jack, BMI)	1
36	48	GOODBYE WHEELING Mel Tillis, Kapp 837 (Cedarwood, BMI)	5	73	—	AMERICAN POWER Johnny Wright, Decca 3162 (Wells, BMI)	1
37	32	RUTHLESS Statler Brothers, Columbia 44070 (Tree, BMI)	14	74	75	I KNOW HOW TO DO IT Bobby Braddock, MGM 13737 (Tree, BMI)	3
				75	—	LONGTIME TRAVELING Buddy Cagle, Imperial 66245 (Churchill, BMI)	1

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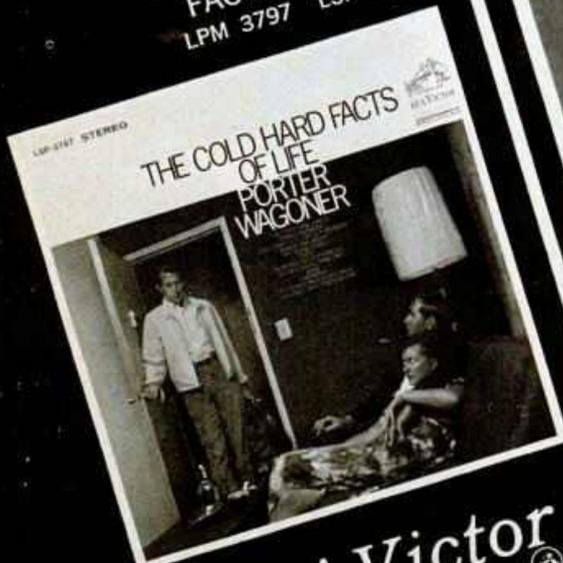
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Country Music

Billboard SPECIAL SURVEY For Week Ending 8/12/67

**HOT COUNTRY
 ALBUMS**

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	ALL THE TIME Jack Greene, Decca DL 4904 (M); DL 74904 (S)	7
2	4	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	12
3	3	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	12
4	7	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	9
5	5	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	8
6	2	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	16
7	9	JOHNNY CASH'S GREATEST HITS, VOL. 1 Columbia CL 2678 (M); CS 9478 (S)	4
8	6	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	10
9	10	MAKE WAY FOR WILLIE NELSON RCA Victor LPM 3748 (M); LSP 3748 (S)	15
10	11	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	29
11	14	CONNIE SMITH SINGS BILL ANDERSON RCA Victor LPM 3768 (M); LSP 3768 (S)	8
12	8	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	30
13	12	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic LN 24305 (M); BN 26305 (S)	10
14	13	NEED YOU Sonny James, Capitol T 2703 (M); ST 2703 (S)	16
15	19	SINGIN' AGAIN Ernest Tubb & Loretta Lynn, Decca DL 4872 (M); DL 74872 (S)	4
16	18	ANOTHER STORY Ernest Tubb, Decca DL 4867 (M); DL 74867 (S)	5
17	17	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	16
18	22	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	23
19	20	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	24
20	23	DIESEL ON MY TAIL Jim & Jesse, Epic LN 24314 (M); BN 26314 (S)	5
21	25	STONEMAN'S COUNTRY Stonemans, MGM E 4453 (M); SE 4453 (S)	9
22	29	DRIFTING APART Warner Mack, Decca DL 4883 (M); DL 74883 (S)	10
23	26	IT'S A GUITAR WORLD Chet Atkins, RCA Victor LPM 3728 (M); LSP 3728 (S)	15
24	16	WALK THROUGH THIS WORLD WITH ME George Jones, Musicor MM 2119 (M); MS 3119 (S)	19
25	28	COOL COUNTRY Wilburn Brothers, Decca DL 4871 (M); DL 74871 (S)	6
26	15	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27092 (S); SRS 67092 (S)	8
27	21	MY KIND OF COUNTRY Marty Robbins, Columbia CL 2645 (M); CS 9445 (S)	16
28	35	APARTMENT NO. 9 Bobby Austin, Capitol T 2773 (M); ST 2773 (S)	3
29	30	PATSY CLINE'S GREATEST HITS Decca DL 4854 (M); DL 74854 (S)	16
30	31	ALL MY TOMORROWS Nat Stuckey, Paula LP 2196 (M); LPS 2196 (S)	5
31	40	I CAN DO NOTHING ALONE Bill Anderson, Decca DL 4886 (M); DL 74886 (S)	5
32	32	THANKS, HANK! Jeannie Seely, Monument MLP 8073 (M); SLP 18073 (S)	5
33	—	JUKEBOX CHARLIE Johnny Paycheck, Little Darlin' LD 4006 (M); SLD 8006 (S)	1
34	27	AMERICA'S MOST WANTED BAND Buck Owens' Buckaroos, Capitol T 2722 (M); ST 2722 (S)	15
35	34	LIZ ANDERSON SINGS RCA Victor LPM 3769 (M); LSP 3769 (S)	11
36	24	A LOSER'S CATHEDRAL David Houston, Epic LN 24303 (M); BN 26303 (S)	15
37	39	RUBY, DON'T TAKE YOUR LOVE TO TOWN Johnny Darrell, United Artists UAL 3594 (M); UAS 6594 (S)	3
38	37	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	34
39	—	HITS BY GEORGE George Jones, Musicor MM 2128 (M); MS 3128 (S)	1
40	38	GEORGE JONES' GREATEST HITS Musicor MM 2116 (M); MS 3116 (S)	13
41	41	WHAT AM I GONNA DO NOW? Ferlin Husky, Capitol T 2705 (M); ST 2705 (S)	6
42	42	MY OWN WAY Hank Williams Jr., MGM E 4428 (M); SE 4428 (S)	6
43	45	PRIDE OF COUNTRY MUSIC Country Charlie Pride, RCA Victor LPM 3775 (M); LSP 3775 (S)	5
44	43	FROM MEXICO WITH LAUGHS Don Bowman, RCA Victor LPM 3795 (M); LSP 3795 (S)	3
45	—	JUST JIM Jim Edward Brown, RCA Victor LPM 3744 (M); LSP 3744 (S)	8

Nashville Scene

Continued from page 52

played a series of recent shows despite an ear infection.

Jim and Jesse (McReynolds) bought their father in Coburn, Va., a guitar to help him through a current illness. It was their father who taught them to play. **Stu Phillips**, newest "Grand Ole Opry" star, made his first appearance on CBC since leaving his native Canada two years ago. He now is making his first swing through the northeastern part of this country.

The **Four Guys** have put together a brochure and plan to play the college circuit. Before that, though, they'll play Wheeling, W. Va., where their new record has received a "pick." It's their first appearance there since coming here. **Roy Drusky** plans a TV pilot film in Canada. Back home he blew an engine in a racing car at the Fairgrounds Speedway.

Racing enthusiast **Marty Robbins** now has spread his interests to horses. He has purchased a two-year-old filly which is racing at Ellis Park, Henderson, Ky. The horse's name—**Marty Robbins**. **Jim Ed Brown** has sold his old bus, is purchasing a new one. He'll have a book out on himself (for his fans) very shortly. **Porter Wagoner** has just concluded another series of syndicated TV tapings.

Tree Publishing president **Jack Stapp** took part in a surprise birthday party for lifelong friend **Bert Parks** in Atlanta. The two worked together for many years, and Parks was instrumental in getting Stapp to move here. The party was given by Parks' mother. The **Boys From Shiloh** have joined the roster of the Wil-Helm Agency. They record for Kapp. **Denver Duke and Jeffrey Null**, the **Hardin County Boys**, have just cut their first session in five years. The former Mercury artists now are on Spotlight. A family from Toronto, Ont., spent the night sleeping at WSM to see the **Bobby Lord** live TV show at 6 a.m. They slept in a converted bus, parked in the station lot. They arrived 10 minutes early for the show. Bobby was 13 minutes late.

A number of top country music entertainers will appear each Sunday in October at the 36th annual Texas Prison Rodeo. For the first show the featured attraction will be **Judy Lynn**. A week later its **Buck Owens** and **Floyd Tillman**. The series will be closed Oct. 29 by **Roy Acuff**. August has been designated **Dave Dudley** month in West Virginia, according to WWVA program director **Lee Sutton**. **Jimmy Newman** has a backbreaking August schedule, taking him from the Far West to New Hampshire and Ontario, and back to the south. When Monument artist **Ray Corbin** cut his newest release (four sides, including two of his own songs) some of his old friends from other labels were there to cheer him on. They included **Bobby Bare** and **Waylon Jennings**. **Milo Liggett**, bass man for the **Sonny James** band, will record as a single on Monument.

NBC will film the **Flatt & Scruggs** appearance at West Grove, Pa., Aug. 20 to be used in next winter's network special. **Marti Brown**, back from an Alaskan tour, heads now for the Far East. The RCA star will appear with the **Homesteaders** on a three-month tour. **Jim Ed Brown's** new Cadillac was stolen from his own driveway. In it were all his credit cards, driver's license and personal papers. The Indiana State Fair Aug. 26 at Indianapolis will feature **Porter Wagoner**, **Norma Jean**, **Minnie Pearl**, **Don Gibson**, **Roy Acuff**, **Bobby Bare**, **Leroy Van Dyke**, **Bobbi Staff**, **Lefty Frizzell**, and the **Homesteaders**.

New Album Releases

Continued from page 50

ANITA LINDBLOM Sings Swedish Folk Songs; FLP 1488, FLPS 1488

EDDIE MEK'IAN & ENSEMBLE—Armenian Dance Party; FLP 1489, FLPS 1489

FOUR CORNERS

GUNTHER KALLMAN CHORUS—Call It Love; FCL 4242, FCS 4242

KYRIAKOS & HIS ORCH.—Melinal Melinal; FCL 4243, FCS 4243

GNP CRESCENDO

DICK DALE—Coast to Coast; AC 5033

BILLY STRANGE—Casino Royale/You Only Live Twice; GNP 2039

GORDY

THE TEMPTATIONS—With a Lot o' Soul; M 922, S 922

GRECOPHON

VARIOUS ARTISTS—A Visit to Greece; GR 314, GRS 314

HED-ARZI

VARIOUS ARTISTS—Jerusalem of Gold; 49-52

IMPERIAL

THE LOVE GENERATION—The Love Generation; LP 9351, LP 12351

KAPP

FREDDY BUTLER—A Dab of Soul; KL 1519
WES DAKUS' Rebels; KL 1536
THE DO-RE-MI CH'LDREN CHORUS—Bor Free; KL 1532, KS 3532
THE LATIN SOULS—Boo-Ga-Loo & Shing-A-Ling; KL 1524

HUGH X. LEWIS—My Kind of Country; KL 1522, KS 3522

ST. GEORGE & TANA Is Now!; KL 1534
CAL SMITH—Goin' to Cal's Place; KL 1537, KS 3537

LENNY WELCH—Lenny!; KL 1517, KS 3517
BILLY EDD WHEELER—Paper Birds; KL 1533, KS 3533

ROGER WILLIAMS—Golden Hits; KL 1530, KS 3530

BOB WILLIS—King of Western Swing; KL 1523, KS 3523

LIBERTY

THE 50 GUITARS OF TOMMY GARRETT—Six Flags Over Texas; LMM 13040, LSS 14040

THE NITTY GRITTY DIRT BAND; LRP 3516, LST 7516

P. J. PROBY—Phenomenon; LRP 3515, LST 7515

ODYSSEY

BACH: TWO CONCERTOS FOR HARPSICHORD & ORCH.—Orch. of the Angelicum (Catalini); 32 16 0111, 32 16 0112

A Recital by PIERRE BERNAC; 32 26 0009 (M)

CORELLI: TWELVE TRIO SONATAS, OP. 4—Max Goberman & Michael Tree; 32 26 0005, 32 26 0006

TORROBA: CONCIERTO DE CASTILLA & SELECTED SOLO WORKS—Orch. de Conciertos de Madrid (Arambarri); 32 16 0113, 32 16 0114

JENNIE TOUREL Sings Russian Songs; 32 16 0069, 32 16 0070

Yesteryear's Country Hits

COUNTRY SINGLES—5 Years Ago August 11, 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. It Keeps Right on a-Hurtin'—Johnny Tillotson (Cadence)
5. A Little Heartache—Eddy Arnold (RCA Victor)
6. The Comeback—Faron Young (Capitol)
7. Trouble's Back in Town—Wilburn Brothers (Decca)
8. Crazy Wild Desire—Webb Pierce (Decca)
9. Leona—Stonewall Jackson (Columbia)
10. Success—Loretta Lynn (Decca)

COUNTRY SINGLES—10 Years Ago August 12, 1957

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

VIVALDI: THE FOUR SEASONS, OP. 8—New York Sinfonietta (Goberman); 32 16 0131, 32 16 0132

PROJECT 3

TONY MOTTOLA GUITAR—A Latin Love-In; PR 5010, PR 5010 SD

RBF

VARIOUS ARTISTS—Blues Roots/Chicago—1930's; 16 (M)

SING

THE GOSS BROTHERS—Walk With God; 7004 (M)

THE LEFEVRES—A Man Who Is Wise; 3219 (M)

SKYLIGHT

THE WILLS FAMILY—The 3rd Man; 6057 (M)

SOLID STATE

JOHNNY LITTLE—A Man and a Woman; SS 18014

(Continued on page 62)

RAY GRIFF

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

BOOKINGS: JIMMIE KLEIN AGENCY, 1014 17th AVE. SO.—NASHVILLE, TENN. 37204

International News Reports

Armstrong's Musical Magic Conquers Antibes Jazz Fest

By MIKE HENNESSEY

JUAN-LES-PINS, France—At 67, Louis Armstrong may not be hitting those top F's quite so often, but he can still teach the younger generation of jazzmen a few things when it comes to generating excitement and communicating with the public.

And if his solos today are fewer and farther between, he nevertheless distills pure musical magic every time he takes a full-toned, beautifully timed chorus.

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

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

Surprise Bonus

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

The Festival opened on July 22 with the inauguration of Sidney Bechet Square in Juan-les-Pins when Claude Luter and many of the musicians who played with Bechet during his French heyday played some of

the soprano-saxist's tunes beneath the Bechet statue in the square. This was followed by a New Orleans-type street parade from Juan-les-Pins to Antibes.

Appropriately that evening Claude Luter's band was featured in the opening concert and scored heavily with Bechet's million-seller "Les Oignons," "When the Saints Go Marching In," "Petite Fleur" and "Apex Blues."

The bill for the first two nights was topped by the Dave Brubeck Quartet in which, as always, Paul Desmond was the most agreeably original soloist.

Preceding Brubeck on the second night was the French Roger Guerin Quintet— notable for the fine flute and tenor work of Michel Roques—and

(Continued on page 60)

EDITORIAL

Antibes to Go On

Whether it was the storming success of the Louis Armstrong All Stars, the surprise revelation of the John Handy Concert Ensemble or the fine fervor of the Stars of Faith Gospel Group, the fact remains that the Antibes International Jazz Festival will go on.

Difficulties between organizers Jacques Hebey and Jacques Souplet on the one hand and the municipality of Antibes on the other, which seemed likely to make this Eighth Festival the last, were resolved on the final day when Hebey announced at a press conference that there would be a ninth Festival in 1968.

In response to Press suggestions, Hebey also considered the possibility of extending the scope of the festival to include rhythm and blues music.

The Festival still remains the most important jazz manifestation in Europe, and the organizers have adroitly solved the problem of programming by hitting on a formula which caters for all jazz tastes—from Armstrong to avant garde through gospel, mainstream, neo-bop and the "flower-power" jazz exemplified by John Handy and, last year, Charles Lloyd.

The Festival also undoubtedly stimulates jazz record sales, not only in France but in Europe where it is covered by most leading music magazines. Charles Lloyd's triumph last year certainly sparked sales of his records on the continent and the signs are that the European debut of the new John Handy Concert Ensemble will create increased demand for the group's albums, especially since the Handy group was seen live from Antibes on French television.

Background Music Is Exploding Into Foreground in W. Germany

By OMER ANDERSON

DUESSELDORF, W. Germany—Background music is West Germany's fastest growing music industry. The Duesseldorf studio of Muzak-Musik fuer Millionen GmbH serves about 600 clients between the Rhine and Ruhr a daily program of music.

Clients have the choice of three (and soon four) programs, which are piped to them from the Duesseldorf studios of Muzak-Musik over leased wires of the German Federal Post.

The Muzak studio provides programs, with arrangements and instrumentals tailored to the varying audiences, to the whole spectrum of Ruhr business and industry. Programs are piped to retail stores, supermarkets, restaurants, reception rooms and factories.

German studies confirm the American finding that the housewife remains longer in shops with background music and buys more. Program 1 is tailored to retail stores, Program 2 is for offices of all types, Program 3 is for light industry and Program 4 will serve heavy industry.

German Muzak, following the North American Muzak formula, tailors its programming to the specific type of enterprise, with the aim, in

the case of offices and factories, of relieving fatigue and increasing productivity.

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

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

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

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

London of Can. Meet Displays 110 Albums

MONTREAL—London Records of Canada wound up its centennial year largest-ever convention, July 17-22 at the Mont Gabriel Lodge in the Laurentians, with an impressive roster of guests from the parent company and affiliates abroad and at home. Some 110 albums were introduced to branch managers and sales representatives from across Canada.

Among the highlights of the meet was the presentation by Jupiter Records, leading French-Canadian independent, which had a number of its leading artists on hand to introduce their own product and meet the assembly, including Donald Lautrec, Marc Gelinas, Les Sinners, Gene Williams, and Jean and Steve.

Negotiations are now under way for U. S. release of English-language product by Les Sinners, one of the hottest young French-Canadian groups. Gelinas, too, is going bilingual

with an English version of his latest French-Canadian entry, "La Ronde," which is the amusement area of Expo 67. Pierre Noles, a leading composer, arranger, performer and independent producer, guested at the Jupiter presentation to describe the behind-the-scenes scene at recording sessions.

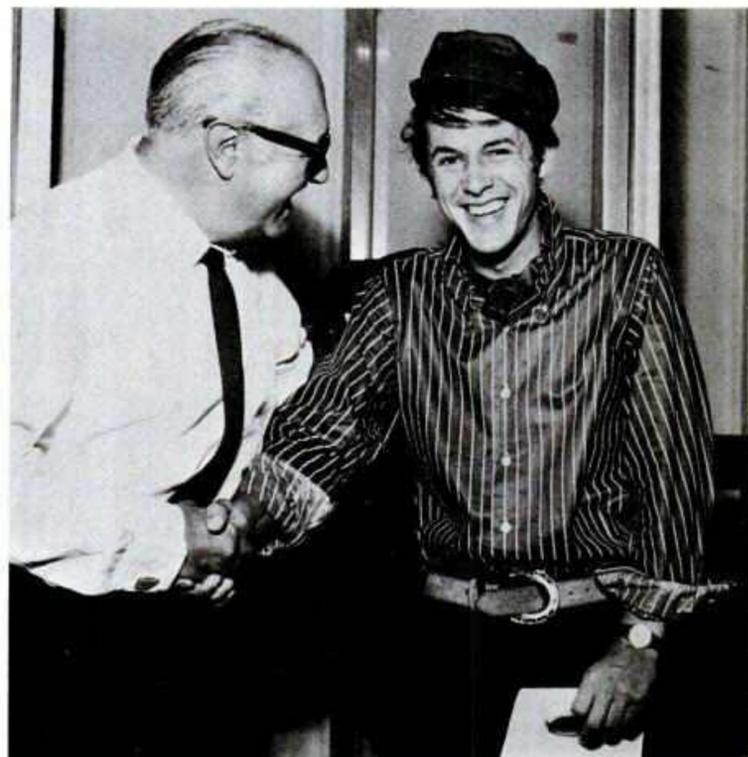
To stimulate sales of the Philips World Series, the Mercury classical catalog and the Richmond operatic and classical instrumental sets, a new "bonus record" policy on multiple-LP sets will offer both dealers and consumers three-record sets for the price of two-record sets, four-record sets at the price of three-record sets, etc., effective immediately.

Also introduced at the convention was the first stereo product on Rodeo Records' Banff label, previously mono-only, with releases by Irwin Prescott, Graham Townsend and Billy Stolz.

'Piano' Picks Up On Grand Scale

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

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



ADAMO, the Italian-born Belgium-based European star of EMI group, shaking hands with EMI-Italiana managing director George C. Alexander, at a party given at Terrazza Martini in Rome. Adamo is touring Italy.

22 Songs of Italian Origin Set for Remo

SAN REMO, Italy—Twenty-two songs of Italian origin will feature the 18th San Remo Song Festival organized by ATA from Feb. 1 to 3, 1968. The Festival's artistic director will once again be Gianni Ravera who has held the post for six years.

Again the two winners of the Castrocaro New Voices Contest will automatically participate in the Festival, said ATA press officer Giovanni Bironi.

Following the controversy last year when it was suggested that there were too many songs (30), ATA has decided to limit the number to 22. Eleven songs will be presented on each of the semi-final nights.

For the first time the votes awarded to the songs will be

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

The Castrocaro New Voices contest, which helped launch such talents as Gigliola Cinquetti, Bobby Solo, Iva Zanicchi and Anna Rita Spinaci, will again assign winners to record companies on a auction basis.

San Remo participation will cost publishers \$800 per song and record companies \$1,600 per singer. No enrollment fee will be required for non-Italian singers. Record companies will be repaid \$800 for each singer who does not reach the final.

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

MONTREAL — Warner Bros. Records of Canada, Ltd. formally opens Oct. 1, with a salaried staff of 28. Headquarters will be in Montreal and independent distribution branches in Winnipeg, Calgary and Vancouver. All branches will handle WB-Reprise-Loma and Vogue of France, which Trans Canada has represented. The headquarters-sales office will be located in a leased building in the Pointe Claire Quebec suburb of Montreal. Hired from the RCA Victor Record Club of Canada, as general manager is Ken Middleton. Named controller is Joe Edwards, a financial executive with Compo. WB announced its Canadian intentions last April.

The company's branches are being established as separate firms by three veteran distributors. The Thomas Rathweld Group will open the distributorship in Winnipeg covering Manitoba and Saskatchewan; Ackland Ltd. will open the branch in Vancouver covering British Columbia and Dave Jones will launch the Calgary outpost servicing Alberta. Compo, which has been the WB licensee, will handle disk pressings. According to Phil Rose, WB's international director, the new Canadian company will seek to sign artists with a French influence and record them in Montreal for international exploitation.

From The Music Capitals of the World

BARCELONA

Sandie Shaw (Hispanovox) made her debut in the Saturday night TV show "Noches del Sabado," presented by Franz Joham, and scored a big success. . . . Compania del Gramofono — Odeon S.A.E., representing the EMI group, announced it would raise its record prices in common with other Spanish companies in August. Increases will affect singles and EP's. . . . Composer Francisco Valensuela-Valen has signed a contract with RCA Espanola. His latest title, "El Humo de las Fabricas," will be released on RCA. . . . Celebrated Barcelona singer Juan Manuel Serrat was among a group of 30 people elected "Famous Personalities of Barcelona." Serrat made a big impact with his Edigsa record "Cancion de la Matinada." . . . Radio Barcelona is once again organizing a "Dia del Disco" (Day of the Record) on Oct. 7 with the participation of Barcelona's leading record dealers. Most record shops will offer a 10 per cent discount on this day.

WERNER H. SCHEURING

BRUSSELS

Top sellers on the Polydor label here are "New York Mining Disaster," by the Bee Gees, "Picture of Lily," by the Who, "Strange Brew," by the Cream and the Erroll Garner album "That's My Kick." Inelco reports increasingly big sales of the Monkees' disk with the advent of the group's TV series on Belgian TV. Inelco is releasing the latest single "Alternate Title" b-w "Forget That Girl." . . . "La Musique," by Nicoletta on Barclay is getting big discotheque exposure. . . . Tied in with the new summer dance, the Skate, the Nancy Sinatra-Lee Hazlewood song "Jackson" (Reprise), released here by Vogue, is making a big impact. . . . Barclay reports leading sellers as "Plastic Man," by Sonny and Cher, "C'est Tout Bon," by Hugues Aufray, "Nous On S'Aimera," by Mireille Mathieu, "Respect," by Aretha Franklin "Non, Non, Non," by Jean Giral and "Dream-maker," by R. Wahr. . . . Inelco has released the single "Cresque Alley," by the Mamas and the Papas. . . . Barclay has released "The Wind Cries Mary," by Jimi Hendrix.

MIKE HENNESSEY

CARACAS

Eighty persons (delegates and wives) are expected to attend the Congress of Latin American Record Manufacturers to be held Sept. 25-28 at the hotel Macuto-

Sheraton. . . . The soft-paused voice approach still used so successfully by Radio Caracas' personnel in all its musical and news programs may be on the way out. Other radio stations are following the trend started by Radio Tiempo, which has constituted a heretofore unseen phenomenon. Tiempo's audience, made up mostly of taxi drivers and low-income workers, seem to go for the high-yelling, no-personality announcers of the station, who do no more than present songs and read ad plugs.

Marco Antonio Muniz (RCA), whose recordings with La Rondalla Tapatia are being aired constantly, appearing at Casa-Costa. . . . "La Hora de la Salsa" (Tico), fashioned after a highly successful program by the same name with the same announcer introducing each song over a theme, with the best by Tito Puente, Joe Cuba, Eddie Palmieri and Ray Barretto, is booming in the individual recordings of these artists. . . . Los Pajaros, the country's only female quartet, are doing well with "Mananita Guajira," included in their first LP for Discomoda. . . . Olimpo Cardenas, Ecuadorian singer, will return soon with Julio Jaramillo for a series of personal appearances as a duo. . . . "Cumba Cumba," included in "El Rey y Yo" (Tico), La Lupe's latest LP with Tito Puente, is being to get noticeable airplay.

Records that are selling well (besides the best 10 of the week): "Celoso" (Johnny Albino-Velvet); "Hablemos del Amor" (Raphael-Favedica); "Se Necesitan Dos" (Billo's Caracas Boys-Billo); "A Man and a Woman" (Sound-track-United Artists); "Guantanamo" and "This Is My Song" (Paul Mauriat-Philips); "Muchachita" (Julio Jaramillo-Velvet), and "Pequena" (Chucho Avellanet-United Artists).

ELGAZAR LOPEZ

CHICAGO

The fan clubs of America were in town this past weekend for their first Fan Awards Congress. Big event was to be the presentation of a "star of the year" award. Nominees were Herb Alpert and the Tijuana Brass, Julie Andrews, the Beatles, the Richard Burtons, Bill Cosby and Robert Culp, Robert Goulet, David McCallum and Robert Vaughn, Dean Martin, Buck Owens and Elvis Presley. . . . South African jazz trumpeter Hugh Masakela showed up as a surprise at the Club on South State Street July 28-30, sharing the stage with B. B. King. . . . A satirical musical, "Bon Voyage Titanic," opened Aug. 3 at the Happy Medium

(Continued on page 60)

E. Berlin Bars West's Music

By OMER ANDERSON

BERLIN—In a sudden and unexplained policy reversal, Communist East Germany has stopped the music—all Western music from jazz to classical.

Most startling, East Germany has lumped U. S. "protest singers" under the ban, and has ignored the protests from the "protest singers" that they should be placed in a "different category" from pop singers such as Al Martino, Frank Sinatra and Connie Francis.

Until now, all U. S. "protest singers" were assured of a rousing welcome in East Germany, particularly those "protesting" the Vietnam war. But the "Vietniks" are now banned along with the orthodox types. A spokesman for East Germany's Ministry of Culture explained, "There are no exceptions, and no favorites. The regulations speak for themselves, and they are being applied impartially."

The East German spokesman

was asked whether the ban also applied to Louis (Satchmo) Armstrong, a great favorite in East Germany. He replied, "Yes. There are no exceptions." A number of prominent American and European jazz organizations and artists already have been excluded from East Germany, including Carmel Jones, the Albert Mangelsdorff Quintet, the Swingle Singers, and the Dutch College Swing Band.

Despite the waxing friendship between East Germany and General Charles de Gaulle, the East Germans also have banned French chanson singer Juliette Greco. The East Germans have withdrawn from sale—even on East German labels—the recordings of all Western artists, including Frank Sinatra, Ella Fitzgerald and Fats Domino.

East German disk jockeys have been prohibited from playing any Western product in the original version. Numbers such

as "Stardust" and "White Christmas" may be played only when translated into German and recorded by East German orchestras and artists. East Germany startled U. S. diplomats in West Berlin by rejecting a "Vietnam Protest Program" featuring folk singers Joan Baez, Bob Dylan, and Pete Seeger.

The program, called "The Other America," purported to speak for Americans who are against the Vietnam war. But the East Germans would have none of this either. The East Germans also have banned Moral Rearmament-conceived "sing-out" programs.

The East German Reds have been ruthless, too, with Western classical. East German classical artists are no longer permitted to record with Western orchestras and artists. This means that the East German VE label no longer will distribute

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Liberty Forms Italian Company

Continued from page 1

ment gives Liberty an option to buy Belldisc.

An important factor of this agreement is that Liberty has an option to buy Belldisc, said Liberty's director of overseas operations, Ron Cass.

Liberty's executive staff-president Al Bennett, vice-president Sy Zucker, Ron Cass, a&r chief Bob Skaff and director of international sales Jerry Thomas were present when the decision to set up Liberty-Italiana was made.

Details Not Revealed

In a meeting with Belldisc-Italiana, president Antonio Cassetta, said distribution of all Liberty product was assigned to the

newly formed Belldisc company. Details of the agreement were not disclosed, but it is understood to be a mutual licensing arrangement between Belldisc and Liberty, with Liberty representing all Belldisc lines outside Italy, including the records of Santo and Johnny whom Liberty will represent in most outside territories. Santo and Johnny are popular artists in Italy and have recorded for Cassetta's label for six years. The duo is now signed on a worldwide basis to Belldisc.

Liberty has not yet announced plans regarding publishing operations here, but it is known that most of the Metric group publishing catalog (a division of Liberty Records, Inc.)

is now free for Italy. One of Metric's most important catalogs is currently represented in Italy by Ricordi and has originated such hits as "C'e Una Strana Espressione Nei Tuoi Occhi" and "Che Colpa Abbiamo Noi," both chart toppers.

Belldisc's immediate plans for Liberty releases include 12 Blue Note albums to be put out before Christmas and 24 Liberty albums. Single releases are still to be programmed but are likely to include Cher's most recent recordings.

Skaff to L. A.

Bob Skaff plans to travel to Los Angeles with Belldisc a&r chief Federico Monti Arduini to record various Liberty artists in Italian. Vikki Carr, currently No. 3 in the British chart with the Gilbert Beaud song "It Must Be Him," will cut this hit in Italian for immediate release.

Summing up the new deal, Kass said, "The signing of the Italian agreement now completes our distribution set-up for the whole world. Our two companies in the U. K. and Germany have proved highly successful. Liberty Records Ltd. of London has Vikki Carr at No. 3 and the Johnny Mann Singers at No. 16 with "Up, Up and Away."

Liberty product was previously distributed in Italy by EMI-Italiana for five years.



LIBERTY-ITALIANA is a reality, according to decisions from the Liberty Records Inc. executive staff, after a three-day meeting in Milan. The Liberty catalogs will be distributed in Italy by Belldisc. Here are Belldisc president Antonio Cassetta, left, and Liberty Records Inc. president Al Bennett signing the agreement.

Business and Pleasure: Cap Of Can. Meet

TORONTO — Capitol Records (Canada), Ltd.'s recent (July 16-21) convention at the Martini Hotel in Montreal combined the business of new product and new sales plan presentations with the pleasures of a day at Expo, a reception for several Canadian artists, and the launching of a new jazz LP at the artist's jazz club.

Edward Leatham, vice-president and managing director of the Canadian company, played host to such special guests as Robert Klein, international merchandising director from Capitol in Hollywood; Robert Elliott, national sales manager of

(Continued on page 60)

THE NEW VAUDEVILLE BAND

has made a triumphal tour in Italy, and has clinched the success of

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Palette Giving Pitch a Summer Job at Resorts

BRUSSELS — Palette Records is mounting a special summer promotion campaign centered on Belgian seaside resorts. The six-week campaign is in the form of a contest for record retailers and discotheques.

Throughout the six weeks Palette will have a team of "Mr. Palettes" making incognito calls on record shops and discotheques and staying for one hour in each location. The representative will award points according to the number of plays given to 10 selected Palette singles during the one-hour period.

The singles include recordings by Andre Brasseur, Michel Polnareff, the Mertens Brothers and Will Tura. Palette has printed thousands of posters for the contest and additional points will be awarded if these are displayed in the stores or discotheques visited.

Prizes in the contest include a two-week holiday in Palma, Majorca. As well as stimulating sales of the records of established artists, Palette is aiming through the contest to popularize new talents like Dee-Dee, Jess and James and the Klan.

Acuff-Rose Will Be Handled in Israel by Subar

NASHVILLE — Acuff-Rose Publishing has concluded a deal for representation in Israel.

Bob McCluskey, Acuff-Rose general manager, said the firm's interest in that nation would be handled by Subar Music.

McCluskey also said he wanted to correct a mistaken impression that Chappell (France) had acquired French rights to all the Acuff-Rose catalog. He said Chappell bought only that share of the firm's representation owned by Rudi Revel.

"Actually we now have the beginnings of a parallel operation to that of London," he said. "Nicholas Firth will make trips from London to oversee the operation and keep it functioning properly. This will give Acuff-Rose a better opportunity to work on all product, including recording, booking, etc."

He said a specially trained representative would do more now in the field of copyrights.

From The Music Capitals of the World

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Theater. It's a Ted Schwartz-Jay Devlin production directed by Charles Maryan. . . . Arlyne Rothberg, talent co-ordinator and advertising publicity director of Marienthal Enterprises for the past five years, has been named director of entertainment for Playboy Clubs International, Inc. . . . A second big r&b theatre will join the Regal here Aug. 18. On that date E. Rodney Jones and Pervis Spann will bring into the Capitol Theatre at 79th and Halstad a show starring Gene Chandler, Gladys Knight and the Pips, the Artistics, the Fantastic Four, Albert King, Jimmy Ruffin, Wayne Loquidice (a white soul brother, Irma Thomas and Burgess Gardner and orchestra. The first show will run a week. . . . Local publicist Eva Dolan has started a new column for consumer publications. . . . Henry Mancini made the rounds for "Peter Gunn"; was particularly busy with retail appearances. Morning papers one day carried big ads announcing Mancini stops

Ariola Push on Instrumental LP

GUETERSLOH, W. Germany — Ariola has opened a big export drive for its new album, "Tops for Dancing," with Joe Ment's Happy Sound.

Ariola announced that the album marks the record company's entry into the instrumental export field with pop production. The Ariola announcement said, "Ariola is well known for its first-class operetta recordings and for its classical music. Sales of its different labels all over the world demonstrate the Ariola product is marketable on a global basis.

Ellington Cuts LP As a Guest Pianist

TORONTO — Duke Ellington cut his first album as guest pianist with an orchestra not his own, playing the works of other composers, in Toronto the end of July. The album is one of a series promoting Canadian music sponsored by the Composers, Authors and Publishers Association of Canada and the Canadian Association of Broadcasters (Billboard, July 29). Negotiations will soon be under way for release of the album through a U. S. company.

at both Lowes and Korvette. Hank also found time to visit with a number of radio people. On Mal Bellairs' WBBM talk show he said, with reference to the Beatles' latest album: "The Beatles are very impulsive. Just keep in mind that the boys like to put people on." . . . Barrington's Just Rita has a new one, "Best Thing You Ever Had" and "Root of Love." . . . Dyno recording artist Marion Lush, "The Golden Voice of Polka," marries Nancy Ptak here Aug. 13. Reception will be at the Manor Ballroom, 5431 S. Archer Avenue, reports Richie Dee. . . . WCFL Radio has had prepared a \$2.98 LP with 21 cuts, including work by the Seeds, the Lovin' Spoonful, the Association, the Standells, and several others. . . . Pam DeOrion is at the Playboy Club through Aug. 20. . . . Lee Ivory and Dale Lee Dale Associates tossed a party for Little Milton Campbell recently. . . . Part-time record producer Amgelo P. Ferland, died in Milwaukee last week. He worked in an Allen-Bradley factory and operated Demo Atec Record Co., which produced 35 records in 16 years. . . . Ike Cole opened at the College Inn of the Sherman House Aug. 1 for three weeks. He came from good business at the Rooster Tail in Detroit; will return there next March. . . . The Kingsmen wowed the crowd at the Edgar County

Reds Block Music

• Continued from page 59

the recordings of Herbert von Karajan, Artur Rubinstein, Maria Callas and other Western artists.

The East German ban applies to East-West recording ventures and will make impossible the production of recordings with Western artists performing with East German musical organizations and artists. In recent years such "co-productions" have become a flourishing business, and an important source of hard currency for the East German music industry.

Capitol of Canada

• Continued from page 59

Walt Disney Music in the U. S., and Bruce Butler, vice-president of Walt Disney Music of Canada, and Steve Nester, president of Duotone Needle, Inc., of Miami. Capitol's branch managers, distributors and sales representatives from coast to coast attended.

Artists present at the reception in their honor included the Staccatos, Lee Gagnon, Les Cailloux, Christyne Chartrand, Les Atomes, Les Alexandrins and Alexandre Zelkine. A new album, "Le Jazztek," by the Lee Gagnon Quartet, was introduced to radio, TV and press at a reception at Gagnon's jazz club, Le Jazztek Boheme.

Dictation Courses The Electrola Way

COLOGNE — Electrola has introduced a series of dictation-training disks which are being promoted with all the eclat normally reserved for hit singles. Billed "a secretary's best friend," the series consists of four disks, which progress in speed from 80-100 words per minute to 100-120 to 120-140 to 140-160. The disks are priced at \$1.25.

Armstrong's Musical Magic

• Continued from page 58

Germany's Manfred Schoof Quintet which featured very able musicians playing a far-out freejazz suite.

Britain's Alex Welsh band kicked off the third night's concert with a tidy set of mainstream jazz and was followed by the Stars of Faith Gospel Group which drew a tremendously warm response from the audience.

A modern set by the Ted Curson Quartet was characterized by fine solo work from the horns and some very muscular and swinging originals contributed by the leader.

But the revelation of the Festival in the idiom of contemporary jazz was undoubtedly-

ly the John Handy Quartet.

On the fourth night, the Stars of Faith, Curson and Handy were again featured, this time following the Original Storyville Jazz Band from Austria, which played extremely unimaginatively and by France's Jean-Claude Naude big band. The big band, though weak on soloists, played charts in both Basie and Gill Evans styles with plenty of attack and enthusiasm.

Ted Curson's set, in which the band was augmented by the fine French pianist, George Arvanitas, had the audience jumping, the Stars of Faith had them roaring for more and, finally, John Handy capped the lot with a tremendous version of "Tears For Ole Miss," a jazz portrait of a race riot.

Fair in Paris, Ill., July 25. . . . Cadet's Ramsey Lewis and trio recorded a new album during their recently concluded engagement at Basin Street West in San Francisco. . . . R&b act Milton and Winston opened at a new teen nightclub, "Twiggy," on Aug. 4. The pair has a new single "My Love Starts Tumbling Down" b/w "You Lied" on Falstaff Records. . . . Morrie Price of Metro was formally installed as president of the Chicago Music and Performing Arts Lodge of B'nai B'rith in a ceremony here July 15. Cy Leslie, charter president of the New York lodge, presided over the ceremony. Vice-presidents installed were Lee Brooks, Aaron Rosenblum, Robert Harrison, Alan Mink and Edward Yalowitz. Directors are Nate Feinstein, Reuben Lawrence and Paul Marr. Trustees are Ben Arden and Earl Glick. Seymour Greenspan is guardian, Jack Howard is warden and Richard Schoenberg is chaplain. Recording secretary is Alan Curtis, Berle Hyman is financial secretary and Morris Goldstein is recording secretary. Irv Rothblatt is treasurer. . . . Bill Cosby will concertize at the Civic Opera House on Aug. 26 and 27. Folk singer Hamilton Camp will also be on the program. . . . The Suzanne Fordham Trio is in a return engagement at the Haymarket in the Conrad Hilton Hotel. . . . A Scene magazine survey has picked Art Roberts of WLS as the most popular disk jockey in the Midwest. . . . Mel Torme is back home at Mister Kelly's through Aug. 20, to be followed by Shucky Greene and singer Lauree Berger. . . . Lionel Hampton has been holding forth at the Plugged Nickel. . . . And Clark Terry and Bobby Brookmeyer are at the London House through Aug. 13. Stan Getz comes to the London House for three weeks beginning Aug. 15.

RAY BRACK

LAS VEGAS

The Checkmates, Capitol recording act, returned to Nero's Nook lounge at Caesars Palace July 28. . . . Lou Rawls will star in the main showroom at Caesars Nov. 30. . . . Rusy Warren, who has just completed two successful albums for Jubilee, is now appearing at the Aladdin. . . . Herman's Hermits spent two days in Las Vegas last week, taking a break in their current 10-week tour of the United States. . . . Much-traveled singer Jane Morgan, who opened at Hotel Bonanza July 17, is writing a cookbook aimed at the celebrity market entitled "What Not to Eat in Budapest." Miss Morgan was persuaded to do the same by performer friends who pick up poundage in making European concert swings. . . . Vic Damone, appearing in the lounge at the Riviera Hotel, filled in for ailing Steve Lawrence last week. Lawrence is playing the Sands with his wife Eydie Gorme. . . . Buddy Greco opened a four-week engagement at the Sands Hotel July 26. . . . Fortune magazine was in Las Vegas recently to do a story

on the Supremes and Barry Gordy, president of Motown Records. . . . James Brown is now at the Flamingo. . . . Stiller and Meara, husband and wife comedy duo who appeared on the bill at the Flamingo with the Supremes, went to New York right after their closing night here to record for Columbia. The record is being produced by Ed Sullivan who has booked the duo for 10 spots on his TV show. . . . Lee Meza opened at Caesars Palace July 21. . . . Singer and Epic recording piano artist Ronnie David, in his ninth month at the Sahara Hotel lounge, signed for his Century Plaza Hong Kong debut in October. . . . The Smothers Brothers and Vikki Carr will open Aug. 8 at the Sahara. DON DIGILIO

MILAN

During his tour of Italy, July 16-30, Adamo (EMI-Italiana) was presented with a Popularity Award by teen-ager magazines. Adamo will record in Italian the songs from his first movie. The main title will be "Vivere" and is scheduled for release in September.

TIFFANY RECORDS

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ber. . . . Rocky Roberts (Durium) is leading the Festivalbar, the contest among 30 songs in 30,000 jukeboxes throughout Italy (Billboard, June 10). Second in the contest is Caterina Caselli (CGD) with "Sono Bugiarda," the Italian version of "I'm a Believer." The Festivalbar has also stimulated interest in new talent like I Ribelli (Ricordi), Al Bano (EMI-Italiana), Marisa Sannia (Fonit-Cetra) and Sonia (EMI-Italiana). . . . Besides the original version by the Procol Harum (Decca-Deram), "A Whiter Shade of Pale" is available here in English versions by Dave Anthony's Moods (Joker-Saar) and Wess Johnson (Durium). Johnson, Rocky Robert's drummer, has been signed as a solo singer by Durium on an exclusive basis.

Al Bano (EMI-Italiana), winner of the Pesaro Festival (July 13), the Malta Festival (May 15), the Silver Gondola at Venice (Billboard, July 15) and who came in fifth in the "A Disk for the Summer" contest, was awarded the Golden Caravalle in Genoa (July 20) by the committee representing the Italian musical press as the most impressive new talent of 1967. Bano's current hit, "Nel Sole" has passed the 200,000 sales mark. . . . EMI-Italiana has released an album of r&b songs from the Capitol catalog, featuring Lou Rawls, Nancy Wilson, Verdelle Smith and Billy Preston. As part of a concentrated effort to develop the r&b market in Italy, there is strong promotion activity for the Tamla-Motown catalog by RCA-Italiana, for the Atlantic

(Continued on page 62)

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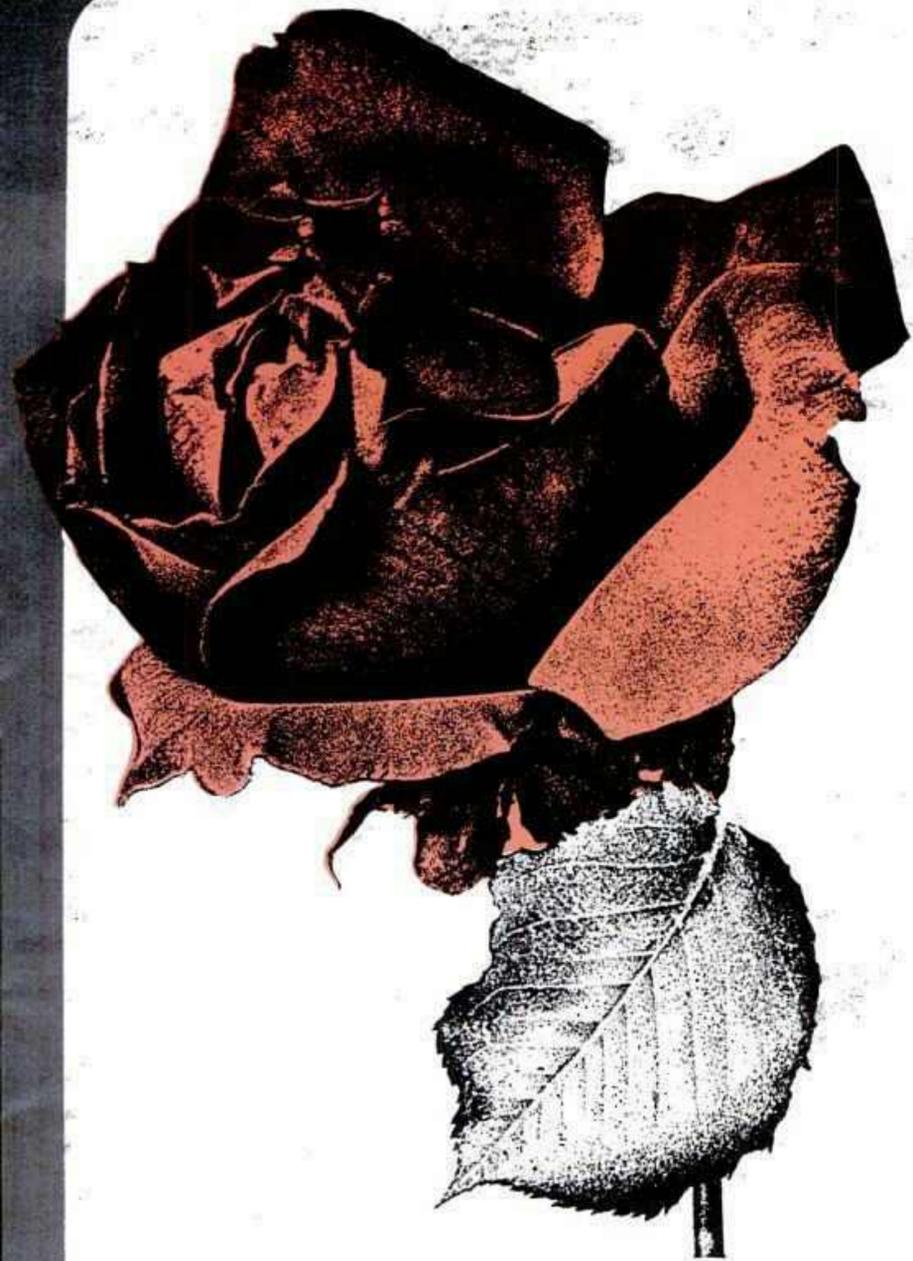
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Tel. 35.39.96 — Manager: Maria Louisa Pisan.

ARGENTINA

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	PUPPET ON A STRING—Sandie Shaw (Music Hall); Caravelli (CBS); Al Hirt (RCA); Franck Pourcel (Odeon); *Bingo Reyna (Dick Jockey)—Fermata	
2	4	LA PLAZA—Wilson Simonal (Ariel); *Juan Ramon (RCA); Ronnie Von (Polydor); *Banda des Kessler (Music Hall); *Las 4 Voces (CBS)—Fermata	
3	2	HABLEMOS DEL AMOR—Raphael (Music Hall); *Siro San Roman (Microfon)—Fermata	
4	3	TENDRAS UN ALTAR—*Herman Figueroa Reyes (CBS); *Los Cruceños (Vik); *Ramona Galarza (Odeon); *Cuatro Hermanos Saltenos (CBS)—Lagos	
5	5	HAY UNA ESPECIE DE SILENCIO—Herman Hermit's (Odeon); New Vandeville Band (Phillips); *Popsingers (CBS)—Fermata	
6	6	THIS IS MY SONG—Petula Clark (Opus); Ray Conniff Singers (CBS); Franck Pourcel (Odeon); James Last (Polydor); Al Korvin (Fermata); Cyril Stapleton (Music Hall); *Paul Jordan (RCA)—Neumann	
7	8	SOMETHIN' STUPID—Nancy & Frank Sinatra (Music Hall); Caravelli (CBS); *Juan Ramon (RCA); *Vincent Morocco (Polydor)—Relay	
8	10	MI AMOR MI AMIGO—Marie Laforet (Music Hall); *Barbara & Dick (Vik)	
9	9	CUANDO TU NO ESTAS—Raphael (Music Hall)—Fermata	
10	—	MUSIC TO WATCH GIRLS BY—Andy Williams (CBS); *Malvicino (Microfon); Ray Charles Singers (Tonodisc); Brass Wynds (Music Hall)	

AUSTRALIA

*Denotes local origin

This Week	Last Week	Title	Artist
1	—	ALL YOU NEED IS LOVE—Beatles (Parlophone)—Northern	
2	2	SAN FRANCISCO—Scott McKenzie (CBS)	
3	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex	
4	3	SILENCE IS GOLDEN—Tremeloes (CBS)—Castle	
5	—	DING DONG THE WITCH IS DEAD—Fifth Estate (Stateside)—Alberts	
6	5	WATERLOO SUNSET—Kinks (Astor)	
7	—	MY AIM IS TO PLEASE—*Executives (Festival)—Leeds	
8	7	SHE'D RATHER BE WITH ME—Turtles (Festival)—Alberts	
9	—	THEME FOR A NEW LOVE—Davy Jones (Astor)	
10	8	NO NO NO—*Marty Rhone (Spin)—Southern	

EIRE

(Courtesy New Spotlight, Dublin)

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	BLACK VELVET BAND—*Johnny Kelly (Pye)—Segway Mecolico	
2	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex	
3	3	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)—Burlington	
4	4	CARRIE-ANNE—Hollies (Parlophone)—Gralto	
5	7	SHE'D RATHER BE WITH ME—Turtles (London)—Robbins	
6	6	ALTERNATIVE TITLE—Monkees (RCA Victor)—Screen Gems	
7	—	OKAY—Dave Dee & Co. (Fontana)—Lynn	
8	—	ALL YOU NEED IS LOVE—Beatles (Parlophone)—Northern Songs	
9	5	BOSTON BURGLAR—*John McEvoy (Pye)—Box & Cox/Waltons	
10	—	ALL FOR ME GROG—Dubliners (Major Minor)—Scott, Solomon	

FRANCE

*Denotes local origin

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

HOLLAND

*Denotes local origin

This Week	Last Week	Title	Artist
1	2	ALL YOU NEED IS LOVE—Beatles (Parlophone) Leeds/Basart	
2	1	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex Holland/Basart	
3	6	CARRIE ANNE—Hollies (Parlophone)	
4	3	OKAY—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)—Impala/Basart	
5	8	WHEN I WAS YOUNG—Eric Burdon and the Animals (MGM)	
6	5	THEN I KISSED HER—Beach Boys (Capitol)—Belinda	
7	—	HERE WE GO AGAIN—Ray Charles (Arlone)	
8	7	NEW YORK MINING DISASTER 1941—Bee Gees (Polydor)	
9	9	WATERLOO SUNSET—*Kinks (Pye)—Belinda	
10	—	RESPECT—Aretha Franklin (Atlantic)	

ITALY

(Courtesy Musica e Dischi, Milan)

*Denotes local origin

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

JAPAN

*Denotes local origin

This Week	Last Week	Title	Artist
1	4	MAKKANA TAIYO—Misora Hibari & *Blue Comets (Columbia)—JASRAC	
2	2	KOYUBI NO OMOIDE—*Ito Yukari (King)—JASRAC	
3	1	SHINJUKU BLUES—*Ohgi Hiroko (Columbia)—JASRAC	
4	3	BLUE CHATEAU—J. Yoshikawa & *Blue Comets (Columbia)—Watanabe	
5	6	SHIRITAKU NAINO (I REALLY DON'T WANT TO KNOW)—*Sugarawara Yohichi (Polydor)—Aberbach Tokov	
6	5	YOGIRIYO KONYAMO ARIGATOU—*Ishihara Yuujiro (Teichiku)—JASRAC	
7	9	KOI NO HALLELUJAH—*Mayuzumi Jun (Capitol)—Ishihara	
8	7	KOI—Fuse Akira (King)—JASRAC	
9	10	TSURETETTE—*Sono Mari (Polydor)—JASRAC	
10	—	LET'S GO SHAKE—Terauchi Takeshi & *Bunnys (Seven Seas)—Seven Seas	

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	1	DON'T SLEEP IN THE SUBWAY—Petula Clark (Pye)	
2	4	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)	
3	3	FUNNY, FAMILIAR, FORGOTTEN FEELINGS—Tom Jones (Decca)	
4	5	WATERLOO SUNSET—Kinks (Pye)	
5	2	HA, HA, SAID THE CLOWN—Manfred Mann (Fontana)	
6	6	HAPPY TOGETHER—Turtles (London)	
7	10	CARRIE ANNE—Hollies (Parlophone)	
8	—	I'LL COME RUNNIN'—Cliff Richard (Columbia)	
9	—	HERE COMES THE NICE—Small Faces (Immediate)	
10	8	SHE WOULD RATHER BE WITH ME—Turtles (London)	

MEXICO

(Courtesy Audiomusica)

*Denotes local origin

This Week	Last Week	Title	Artist
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	4	AUNQUE SE OLVIDEN—*Sonora Santanera (CBS)—Mundo Musical
5	5	I'M A BELIEVER—Monkees (RCA)—Mundo Musical
6	—	YO SOY AQUEL—Raphael (Gamma)—Campei
7	6	NO—*Carlos Lico (Capitol)—Emmi
8	7	EL CABLE—Mario y sus Diamantes (Peerless)—Mundo Musical
9	9	A MAN AND A WOMAN—Soundtrack (Gamma)—Pending

NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	SILENCE IS GOLDEN—Tremeloes (CBS)	
2	—	A WHITER SHADE OF PALE—Procol Harum (Deram)	
3	4	ALL PURPOSE LOW—La De Das (Phillips)	
4	3	NEW YORK MINING DISASTER 1941—Bee Gees (Polydor)	
5	6	WHEN I WAS YOUNG—Eric Burdon and the Animals (MGM)	
6	—	CARRIE ANNE—Hollies (Parlophone)	
7	10	HI HO SILVER LINING—*Jeff Beck (Columbia)	
8	2	PUPPET ON A STRING—Sandie Shaw (Pye)	
9	—	PURPLE HAZE—Jimi Hendrix Experience (Track)	
10	—	THEN I KISSED HER—Beach Boys (Capitol)	

PHILIPPINES

*Denotes local origin

This Week	Last Week	Title	Artist
1	5	A LITTLE BIT ME, A LITTLE BIT YOU—The Monkees (RCA)—Filipinas Record Corp.	
2	2	SOUL & INSPIRATION—Righteous Brothers (MGM)—Mareco, Inc.	
3	1	TWO OF US—Harriette Blake (Monument)—Mareco, Inc.	
4	8	WHOMEVER YOU ARE I LOVE YOU—Connie Francis (MGM)—Mareco, Inc.	
5	3	I'M A BELIEVER—The Monkees (RCA)—Filipinas Record Corp.	
6	4	SOUL TIME—Shirley Ellis (CBS)—Mareco, Inc.	
7	6	SWEET SOUL MUSIC—Arthur Conley (Atco)—Mareco, Inc.	
8	7	SPANISH NIGHTS AND YOU—Connie Francis (MGM)—Mareco, Inc.	
9	—	SOMEBODY TO LOVE—Jefferson Airplane (RCA)—Filipinas Record Corp.	
10	—	THIS IS MY SONG—Bobby Vinton (Epic)—Mareco, Inc.	

PUERTO RICO

(Courtesy of TE-VE Guia and Radio WUNO)

This Week	Last Week	Title	Artist
1	2	VAS BIEN—El Gran Combo (Gema)	
2	3	SWEET SOUL MUSIC—Arthur Conley (Atco)	
3	1	UN HOMBRE Y UNA MUJER—Los Hermanos Castro (RCA Victor)	
4	5	GROOVIN'—Young Rascals (Atco)	
5	4	SHE—Monkees (Colgems)	
6	9	CUANDO TU NO ESTAS—Raphael (United Artists)	
7	10	GUARDAME TU AMOR—Celia Cruz (Tico)	
8	7	A LITTLE BIT ME, A LITTLE BIT YOU—Monkees (Colgems)	
9	8	SEVEN ROOMS OF GLOOM—Four Tops (Motown)	
10	—	LO DE BOOGALOO—Joe Quijano Orch. (Cesta)	

SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	1	OKAY—Dave Dee, Dozy, Beaky, Mick and Tich (Fontana)	
2	3	A BEAUTIFUL STORY—Sonny and Cher (Atlantic)	
3	4	FUNNY, FAMILIAR, FORGOTTEN FEELINGS—Tom Jones (Decca)	
4	6	CARRIE ANNE—Hollies (Parlophone)	
5	9	A LITTLE BIT ME, A LITTLE BIT YOU—Monkees (RCA)	
6	7	MR. PLEASANT—Kinks (Pye)	
7	2	THERE GOES MY EVERYTHING—Engelbert Humperdinck (Decca)	
8	—	CLAIRE—Paul and Barry Ryan (Decca)	
9	—	WANDERLOVE—Claudine Longet (A&M)	
10	5	SHE WOULD RATHER BE WITH ME—Turtles (London)	

SOUTH AMERICA

This Week	Last Week	Title	Artist
1	1	SILENCE IS GOLDEN—Tremeloes (CBS)—Ardmore & Beechwood (SA)	
2	2	NEW YORK MINING DISASTER 1941—Bee-Gees (Polydor)—Abigail Music	
3	4	THEN I KISSED HER—Beach Boys (Capitol)—Belinda (Jhb)	
4	5	YAMAO TOKO NO UTA—New Christy Minstrels (CBS)—C. Control	

5	3	PUPPET ON A STRING—Sandie Shaw (Pye)—M.P.A.
6	10	SILENCE IS GOLDEN—Square Set (Continental)—M.P.A.
7	8	A GROOVY KIND OF LOVE—Petula Clark (Vogue)—Screen Gems Columbia Music Ltd.
8	—	I THINK WE'RE ALONE NOW—Tommy James & the Shondells (Roulette)—Planetry Nom Africa Ltd.
9	—	A WHITER SHADE OF PALE—Procol Harum (Deram)—Essex Music
10	—	WESTERN UNION—Five Americans (EMI)—Stateside C. Control

SPAIN

(Courtesy of El Gran Musical)

*Denotes local origin

This Week	Last Week	Title	Artist
1	1	LOLA—*Los Brincos (Novola)—Zafiro-Universal Jazz	
2	2	LA CAZA/NADA—*Juan and Junior (Novola)—Zafiro-Canciones del Mundo	
3	8	A WHITER SHADE OF PALE—Procol Harum (Columbia Espanola)—Musica del Sur	
4	—	NOS FALTA FE—*Juan and Junior (Novola)—Zafiro-Canciones del Mundo	
5	—	POSTGUERRA/BIBI—*Manolo Diaz (Sonoplay)—Canciones del Mundo	
6	10	ALELUYA NO. 1—*L. E. Aute (RCA)—RCA	
7	7	ALELUYA—*Massiel (Novola)—RCA	
8	—	LA FELICIDAD—Palito Ortega (RCA)—RCA	
9	—	SERGEANT PEPPER'S LONELY HEARTS CLUB BAND (LP)—Beatles (Odeon)—Gramofon Odeon	
10	6	ROSAS EN EL MAR—*Massiel (Novola)—RCA	

SWITZERLAND

This Week	Last Week	Title	Artist
1	1	ALL YOU NEED IS LOVE—Beatles (Parlophone)	
2	—	JACKSON—Nancy Sinatra (Reprise)	
3	—	WATERLOO SUNSET—Kinks (Pye)	
4	—	A WHITER SHADE OF PALE—Procol Harum (Deram)	
5	—	OKAY—Dave Dee & Co. (Phillips)	

From The Music Capitals of the World

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line by Rifi and the Cadet line by Durium. . . Claudio Termignoni, formerly with Rifi, has joined GTA as sales manager. . . Annarita Spinaci, second in the recent San Remo Festival with "Quando Dico Che Ti Amo," has left Interrecord and signed with Phonogram. First single release under the new banner is "Ciao Caro," the Italian version of "So What's New," b-w "Sei Prigioniero Con Me." The Italian Christian Democrat party is organizing an "Oscar of

the Italian Song" (Aug. 27-Sept. 10) in the form of a singing tour of Italy like the Cantagiro. . . Bobby Solo left for TV appearances in London. . . "Mississippi Creep" b-w "Vino Rosso" ("Red Wine"), by I Kasu, is an RCA-Italiana single being jointly promoted by RCA and the British Petroleum Co. I Kasu will appear in several TV publicity shorts shorts over a period of three months. . . Petula Clark (Vogue-Saar) is recording the Italian version of "Don't Sleep in the Subway" in Hollywood. Meanwhile, Saar has released the English version. GERMANO RUSCITTO

New Album Releases

• Continued from page 57

- WHITE HOUSE
KOSSIE GARDNER—Modern as Tomorrow; WLP 555
- SWORD & SHIELD
BOB WILLS AND THE INSPIRATIONALS—Country-Western Gospel; LP 4008 (S)
- TEMPLE
THE LANCERS—These Are the Lancers; 341 (M)
- UNITED ARTISTS
DON ADAMS—Don Adams Live?; UAL 3604, UAS 6604
RAY BARRETTO—Latino Con Soul; UAL 3593, UAS 6593
BOBBY GOLDSBORO—The Romantic, Wacky, Soulful, Rockin' Country; UAL 3599, UAS 6599
The Young GEORGE JONES; UAL 3558, UAS 6558
ORIGINAL SOUNDTRACK—In the Heat of the Night; UAL 4160, UAS 5160
LOUIS PRIMA on Broadway; UAL 3596, UAS 6595
DEL REEVES—Six of One, Half Dozen of the Other; UAL 3595, UAS 6595
- UA INTERNATIONAL
LOS PEKENIKES—Hilo De Seda; UN 14515, UNS 15515
- VOLT
OTIS REDDING Live in Europe; S 416 (S)

- MERCURY WING
JERRY BYRD—Blue Hawaiian Steel Guitar; WC 16344
XAVIER CUGAT—Cugat Plays Continental Hits; WC 16345
DETROIT SYMPHONY ORCH. (Paray)—French Overtures; SRW 18071
GEORGE JONES Country & Western No. 1 Male Singer; WC 16347
DER ROSENKAVALLER SUITE—Minneapolis Symphony Orch. (Dorati); SRW 18072
THE PLATTERS—10th Anniversary Album; WC 16346
RIMSKY-KORSAKOV-BORODIN—London Symphony Orch. (Dorati); SRW 18071
- WORLD PACIFIC
BUD SHANK—A Spoonful of Jazz; WP 1868, WPS 21868
- WORD
REDD HARPER—I'm Following Jesus; W 3401, WST 8401
THE JONES SISTERS—Singing We Go; W 3396, WST 8396
THE OLD-FASHIONED REVIVAL QUARTET—Just a Little Talk With Jesus; W 3397, WST 8397
REVIVALTIME Choir—Bright & Wonderful; W 4302, WST 8402
- WYNCOTE
THE COUNTRY MISFITS; W 9205, W 9205 (S)

Jazz Beat

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happen? "Two or three times a night. When things are going right—the music, and lights—I get a chance to emote."

What is his most powerful song? "Would you believe 'Every Day I Sing the Blues'?"

Joe Turner was responsible for "turning Williams on" to the blues. "I heard him do 'Wee Baby Blues' many years ago. I think it was with Art Tatum. The song was about a girl who looked good to a man and about how much he desired her. And from then on I became a real listener to that kind of thing. I went onto Pete Johnson and Albert Ammons and some of the other blues singers. There were parts and snatches of what they said that I could not understand. But I knew what Sonny Boy Williamson and others are talking about when they sang 'I Have the Key to the Highway.' They meant they were going to travel on, leaving some girl. But they might be back because they liked the way she treated them. All of this is the blues."

The blues is now a communications art applicable to everyone. The Beatles and Rolling Stones have studied the works of the blues players, Williams says. Frank Sinatra's "That's Life" single was very much a blues tune. And Mose Allison, a Southern white pianist, is "among the finest blues singers" Williams has ever heard.

Williams has written a number of blues tunes himself such as "My Baby Upsets Me," "My Woman" and "Every Night" but that side of his personality is hardly known or mentioned by the singer. A big, hulking man, Joe Williams has ambitions of reaching the mass audience—but wherever he goes, the blues, like they are in jazz—are his foundation.

From The Music Capitals of the World

• Continued from page 12

cently signed to United Artists, will appear at Uganos the last two weeks in August. . . . **Spanky and Our Gang**, on vacation until Aug. 16, while one of the members spends two weeks in the reserves. Their first LP will be released shortly. . . . United Artists **Serenity Singers** set for the Maramor Club, Columbus, Ohio, Aug. 21-26. . . . **Larry Wilcox** has composed and arranged the commercial, "Whisper," a new oral mouth spray. The agency is Tobey-Crothers. **MIKE GROSS**

HAMBURG

Polydor has released the soundtrack of the United Artists **James Bond** film, "You Only Live Twice." . . . Ariola has released a single "Der Major," which relates in ballad style the great British mail robbery. Ariola says that the disk has established a demand for ballad material based on current news events. . . . The first Israeli beat band, the **Princes of Israel**, has just made its appearance in West Germany. They have recorded two original compositions, "When You Know" and "Try to Understand" for Teldec. The Princes are promoting "soft beat," which is described as "beat with schmalz." . . . Electrola has just released in Germany the Beatles song "All You Need Is Love," which had its premiere on the June 25 globe-girdling TV program "Our World." . . . The Tijuana sound has now been transported to Germany specifically to Munich—where the beerhalls now echo to the **Tijuana Singers**, led by **Peggy Brown**. The group's first pressing of its first recording, "The Voice of Tijuana" (for Electrola) was presented to **Herb Alpert**. . . . Deutsche Vogue has released the original soundtrack LP from the **Paul Jones** and **Jean Shrimpton** film "Privilege." Deutsche Vogue, meanwhile, reports that it has sold half a million copies of **Sandie Shaw's** recording to "Puppet on a String," the April Eurovision prize song.

Germans' Chance

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U. S. copyright law authorizes such a proclamation in favor of nationals of countries which accord reciprocal treatment to U. S. copyright owners. This reciprocity exists between the governments of the Federal Republic of West Germany and the U. S.

. . . Philips is promoting the German release of its new **Buddy Rich** LP ("Buddy Rich's Swingin' New Big Band") as heralding a comeback for the 1930's-style big band.

Kurt Wenzel is the new PRO man for Electrola in Cologne, covering advertising, press, artist promotion and market analysis. Ariola has released "With a Little Help From My Friends," by the **Young Idea**. . . . Pianist **Fritz Schulz-Reichel**, a big Polydor seller here and in South Africa, has cut his 10th album in the "In a Bar" series. . . . New **Connie Francis** single from MGM is "Goodbye Mama" and "Traumbot." . . . Polydor's **Belina** has cut the **Gilbert Becaud** hit "Überall Blühen Rosen."

WOLFGANG SPAHR

LONDON

Bell's **Larry Uttal** signed with EMI for the launching of Bell's own logo in the fall. Bell repertoire has previously appeared on EMI's Stateside label. Command product will also have its own logo with EMI from October after a spell with Pye, and releases will be stereo only, starting with an initial issue of 12 albums. These logos are the first to be launched by EMI since Tamla-Motown in April 1965.

President **Alvin Bennett** headed a delegation of Liberty top brass attending the Philips sales conference on Aug 3-4. European director **Ron Kass** and German managing director **Siefried Loch** were included.

London wholesaler **Lugtons** is holding its eighth exhibition at the Cafe Royal Aug. 20-24. On display will be the complete range of labels handled by Lugtons, plus hi-fi and other equipment. Monogram Electric is exhibiting simultaneously at the same place, showing record players and equipment and the Show 'N' Tell Phonoviewer with its four-speed player and synchronized full-color pictures.

Ember will release a second LP by the **Journeymen** featuring **Scott McKenzie**. Meanwhile, Capitol is putting out McKenzie's "The Look in Your Eyes," written by ex-Springfield **Mike Hurst**. . . . **Tony Hall's** the **Outfit** is to promote track artists, including the **Who** and **Jimi Hendrix**. Hall has signed with Track's **Kit Lambert** and **Chris Stamp** to act as consultant executive producer for the label.

Matt Monro's manager **Don Black** wrote English lyrics for "I Can't Forget" and "Running Out of World" performed by the **Shadows** at the Yugoslavian song

Musicians Studio Hours Ruling Hits Wrong Note With Schroeder

• Continued from page 12

hurting the record business in general, he felt.

"Fortunately, I've got five good guys in my corner—Tommy Cogbill on bass, Bobby Emmons on organ and piano, Reggie Young on guitar, Gene Chrisman on drums, and Chips Moman who has American Studios in Memphis. I'm batting 1,000 there. These guys know that when we go into a studio we're not coming out until we get a hit record, so they buckle down and are in there really trying for me."

Schroeder started out in the music business as a performer for Vee-Jay Records in 1958; he says he was the first white artist on the label. "Melanie" on the label was a hit. Later, while attending the University of Tennessee, Schroeder began working for WATE in Knoxville. However, it was **Johnny Pirkle** of WNOX who really gave him his start in radio, teaching him the business. He also worked at WKDA in Nashville with **Dick Buckley**.

Staff Writer

About this time, Schroeder became a staff writer for Cedarwood Music he won a BMI award for "Those Wonderful Years," which **Webb Pierce** recorded. **Shelby Singleton**, then with Mercury Records, began

contest in Split. Black will collaborate lyrically on songs with **Henry Mancini** later this year. . . . **Delyse** has released "Off to Dublin in the Green," by **Dermot O'Brien**. The LP includes his hit, "The Merry Ploughboy."

Toy manufacturer **Meccano** is entering the disk world with a **Pied Piper** Series for children. First releases are planned for next month, and feature personalities popular with the younger generation like **Christopher Trace**, **Muriel Young**, **Johnny Morris** and **Anna Massey**. The disks are produced by **Dr. Young** of Delyse, and pressed by EMI.

Publisher **Hal Shaper** and bassist **Johnny Hawksworth**, veteran **Ted Heath** sideman, collaborated on the score for "The Penthouse," a Paramount movie starring **Suzi Kendall**, set for American release in October. Shaper has also written music for "Mr. Sebastian," featuring **Dirk Bogarde** and **Susannah York**, partnered this time by **Jerry Goldsmith**. The main song will be sung over credits by **Hit Parader Anita Harris**. Pye is launching its first independent British label called Star, which will release product from the Country Music Federation. Initial issues will be on the Pye label, and a release schedule of 12 singles and three albums at least a year is planned.

Jeff Beck replaced an ailing **Syd Barrett** when the **Pink Floyd** flew to Germany for a TV date. . . . **Topol's** next on CBS after his "If I Were a Rich Man" hit is "Jerusalem, Jerusalem," and the new **RCA Monkees** coupling is "Pleasant Valley Sunday" and "Words." . . . United Artists has signed the **Spencer Davis** group, formerly with Philips. Their first release, produced by **Air London's Ron Richards**, is set for Oct. 6. Another group signed by UA is the **Fortunes**, whose first "The Idol" is released this week. . . . The new label from the **Pyramid-Doctor Bird Organization** is **Treasure Island**, which will feature Jamaican recording supervised by **Duke Reid**. The first is "You Don't Care," by the **Techniques**. **NIGEL HUNTER**

LOS ANGELES

Fifty-two colleges have signed up with **Fred Weintraub's** coffee house circuit to play new artists. Twenty-one new names will play the schools as compared to only four acts which played the unit in

letting Schroeder produce an occasional record session. Then Schroeder tied up with **Faron Young** as producer of his radio show. He was still writing songs; **Perry Como** and **Joe Henderson** recorded his tunes. It was in

13 schools working with the manager last year.

Las Vegas bassist **Mike Corda**, who left New York four years ago "because of the parking problems," has obtained a number of recordings for his copyright of "(Let's Make the Most of) A Beautiful Thing." **Jacques Wilson** wrote the lyrics. Performers cutting the side include **John Gary**, **Adam Wade**, **Al Hibbler**, **Della Reese**, **Joe Williams**, **Sammy Davis** and **Jimmy Rodgers**. Evenings, when not writing songs, Corda works with the **Ernie Stewart Trio** in the Sands Hotel's celebrity theater.

Box Records has been formed in Lancaster. **Roy Boller Jr.** is president of the label currently looking for rock masters at PO Box 2062, Lancaster, Calif.

Bill Cosby and his manager, **Roy Silver**, are associating with **Fred Smith**, who owns **Keymen Records**. Cosby, the label reports, will produce and talent scout artists. Smith recently produced Cosby's first vocal LP for **Warner Bros.** Acts on the **Keymen** label include the **Soul Runners**, **Fidels**, **Delores Hall** and **Pat Hodges**.

The **Jefferson Airplane** will appear in a Canadian Broadcasting Corp. TV special on pop music. . . . **UCLA's** Fine Arts Committee presents 10 Hollywood musical films at its "Cavalcade of the American Musical Film," Aug. 17-Sept. 14. The Thursday p.m. showing are in Royce Hall. Represented are "Meet Me in St. Louis," excerpts from "Anchors Aweigh"; "Cover Girl," excerpts from "The 5,000 Fingers of Dr. T"; "On the Town," excerpts from "Words and Music"; "An American in Paris," excerpts from "Royal Wedding"; "Singing in the Rain," excerpts from "The Bandwagon." **ELIOT TIEGEL**

MADRID

The ninth **Benidorm Song Festival** was won by **Bettina** (Odeon) and **Tony Dallara** (Belter) with "Between Two," written by **Alfredo Domenech**. The Music Critics' Award went to **Jorge Santagueda's** "By the Hand," sung by **Michel** and **Los 4 Ros** (both Belter), and the award for best lyrics was won by **Miguel Portoles' "Four Guys."**

French representation in the **Barcelona Mediterranean Song Contest** will be by **Noelle Cordier** (Odeon) and **Guy Mardel** (Hispanovox). This month, **Charles Aznavour** will record Spanish versions of some of his hits in Paris for Spanish Columbia. He will visit Barcelona later to promote the recordings.

Hispanovox' **Karina** has recorded a Portuguese version of "I Was Kaiser Bill's Batman" after a Spanish rendition called "Cuando Llegue El Amor."

Tom Jones will record four songs in London in Spanish next month for Spanish Columbia, including "Green Green Grass of Home."

Spanish Columbia's **Lia Uya** goes to America on Aug. 19 for a month of TV and personal appearances with English versions of all her repertoire. . . . The recent price increase on singles and EP's has boosted sales of LP's which remained the same in cost. **RAFAEL REVERT MARTINEZ**

PARIS

Michele Torr has recorded "Lion de Vous," the French version of "Only You," for Philips. . . . **Pathe-Marconi** has released a new series of musicassettes including four classical albums by **Frank Pourcel**, **Andre Cluytens**, **Georges Pretre** and **Samson Francois** and popular albums by **Pour-**

every bag, trying to find my own."

He decided to concentrate on a radio career in his home town of Pensacola and went to work as a deejay on WBSR in the Florida city before switching over to WNVY there. He got back into the record business last year with a chart record of "Sweet Dreams" by **Mighty Sam**. He credits **Buzz Cason**, a Nashville-based writer and producer, with bringing him to **Larry Uttal**, president of **Bell Records**.

cel, **Edith Piaf**, **Luis Mariano** and **George Jouvin**. . . . **Anthony Quinn's** "I Love You, You Love Me" (Capitol) reached the No. 2 spot in the Europe No. 1 radio hit parade. . . . **Paul Mauriat** is preparing an album of "Christmas Around the World" for Philips. . . . Decca artist **Jacqueline Du-lac**, who had the winning song—"Ceux de Versovie"—in the 1966 **Rose de France Song Festival**, will participate in the **Sopot Festival**, Poland from Aug. 13 to 21.

Philips has released a new EP by **Claude Francois**, recorded in London under the musical direction of **Reg Guest**. . . . New releases on **Iramac's** popular label, **Relax**, include "Moi j'ai Envie" by **Danny Boy** and "Je Roule Pour Moi," by **Ralph Koric**. . . . Philips has launched a new singles series called "Parade" and selling at \$1.30. First releases feature **Micky and Tommy**, the **Troggs**, **John Walker**, **Julien Covey** and the **Machine** and the **Frankie Valli** hit, "Can't Take My Eyes Off You." . . . **Pathe-Marconi** has issued the **Herman's Hermits** recording of **Donovan's** "Museum" on Columbia EP, and **Chris Far-ingle**. **MIKE HENNESSEY**

SYDNEY

National promotion is planned to launch the **Beatles' "Sgt. Pepper's Lonely Hearts Club Band."** EMI will hold a **National Beatles Week** beginning July 31. Special Beatles store displays, nationwide TV, radio and press competitions are being arranged to coincide with the launching. . . . **A. W. T. Smith**, managing director and **Alf Watts**, general manager of **Australian Record Co.**, attended the **CBS Convention** in Florida. . . . **Hoadley's Chocolate's** annual "Battle of the Bands" was won by the **Group**, who are under contract to **CBS**. Their prize is 1,000 pounds, a trip to London, and an English recording session. . . . **Local Columbia** has a tie-in with **Gilbey's Gin** to launch new EP by **Buddy England**, "Movin' Man." The artist has just completed a series of TV commercials for **Gilbey's**.

CBS has issued the single "The Writing on the Wall" by **Alf Garrett**, star of the **BBC-TV** series "Till Death Us Do Part." The **Federation of Broadcasting Stations** has not banned the disk but instructed all radio stations to use discretion. . . . **Nancy Sinatra's** single, "You Only Live Twice," has been restricted by the publishers. Her single, "Jackson," is proving a winner for **Reprise**.

Festival Records has a winner with the soundtrack "Thoroughly Modern Millie." Radio, press and TV representatives were invited to a preview of the movie and hosted later at a buffet supper by **Festival**. The film will not be released for general screening until late this month throughout **Australia**. **Festival** has followed up the release of the soundtrack by releasing the **Dukes of Dixieland** playing the songs from "Millie" and the **Bob Thiele** version on **ABC Records**.

EMI will launch a new budget series Aug. 31 on the new **Regal** label. The 29-album release will include material from **English EMI** and **Capitol**. . . . More than 1,000 at **Chequers Night Club**, **Sydney**, July 21, cheered the opening performance of **Liza Minnelli**. **GEORGE HILDER**

ADVERTISEMENT
**TAPE
CARTRIDGE
TIPS**

by *Larry Finley*

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

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

...

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

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

...

Comedy albums, too, are starting to enjoy excellent movement off of the dealers' shelves. Among the top-selling comedy albums in the ITCC catalog is JUBILEE'S Rusty Warren. JUBILEE'S catalog is exclusive with ITCC.

...

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

...

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

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

Tape CARtridge

CARtridge Speedway to Success For Center Owner in Montreal

MONTREAL — John Israel, owner of the Car Stereo Center here, is a strong candidate for the tape CARtridge industry's Horatio Alger Award. Israel, who opened his operation 18 months ago with a capital of \$750, grossed more than \$200,000 in the last month solely from the sale of cartridges and playback units, with a \$60,000 inventory in his shop.

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

He set up a deal with a Winnipeg distributor to handle tapes and playback units in Montreal, paying from \$12 to \$15 per tape and selling them from \$15 to \$18.

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

Working out of the trunk of his car, Isreal was able to move enough Muntz product to open his store. So 18 months ago he signed a lease of a 1,600-square-foot shop in a shopping center in suburban St. Laurent.

Here's some of what happened in the last 18 months:

1. He got the Muntz franchise.
2. He was named a subdistributor for Capitol tapes.

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

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

Isreal set up a Tape Cartridge Club a year ago. Membership is \$10 a year, and it entitles the member to a 10 per cent discount on all product, a free annual cleaning of the playback unit, and free service. To date he has 515 members.

Radio spot announcements and newspaper advertising were tried by Israel, but neither effort proved fruitful. Instead, Israel worked to build up a mailing list—1,200 to date—with mailings going out once or

twice a month.

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

Most local card dealers don't want to be bothered with stereo tapes. So Israel works closely with these dealers, who can offer playback units by sending the customer to the Car Stereo Center. He also works with the car rental agencies.

Most of the playback buyers are of French rather than English extraction. Israel feels that his tape sales could easily double if tape cartridge product of French-Canadian artists were available in any variety. While record product of these artists exists in sufficient quantity, little is available in cartridge form. And, Israel points out, these customers won't settle for Parisian French; it must be in the patois.

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



LARRY FINLEY, president of ITCC; Lou Whiteson, conductor of the orchestra, and Red Skelton go over the lead sheet of Skelton's "Istanbul Express." ITCC has signed Skelton to record music for tape CARtridges. The music will then be offered to record companies.



AT THE Reditune/Rediffusion/ITCC cocktail party for Red Skelton. Left to right, John Hay and Andrew Taylor (executives of Reditune) and Mort Nasatir, of MGM, who were visiting London.



LOU WHITESON, left, discussing the play-back with Red Skelton, Larry Finley and Jack Greenstone, producer. ITCC will market the Skelton tapes under the "Red Skelton Presents the Velvet Strings" series.

RCA Adds 13 Releases; Total: 545

NEW YORK—RCA Victor's August release of 13 stereo 8 cartridge tapes brings its catalog of packages available to 545.

Featured in the new releases are Eddy Arnold, Henry Mancini, Ed Ames, Jim Reeves, Dottie West, Bill Davis and Johnny Hodges, Los Indios Tabajaras, Buddy DeFranco and the Glenn Miller Orchestra, Wand's the Kingsmen, and two Variety Packs, not available in LP form.

The Red Seal entry is the Twin Pack of Charles Munch Conducting the Boston Symphony Orchestra in Berlioz' "Symphonie Fantastique and Overtures."

The Camden product features the Living Strings and the Living Marimbas.

for a while and did fairly well, but Israel felt it detracted from the prime product.

Little of the product he
(Continued on page 66)

Mr. Music Man Bows as 1st 3M Dealer in North Dakota

FARGO, N. D. — A new firm, Mr. Music Man, has been opened here to deal in 3M background music for commercial and home use and Muntz Stereo Tape for automobiles.

The firm was set up as an independent operating entity by Robert E. Woodmansee, owner of Copying and Visual Products Co., which is the North Dakota outlet for 3M business products. This follows a similar pattern in the field of music sales set up by other 3M independent dealers whose primary business is the distribution of 3M business products.

Stock in the firm is owned by principals and employees of Copying and Visual Products. Lee Backer, manager of Copying and Visual Products, is president of Mr. Music Man.

The local store is the first of four planned for the State. The other three will be in Minot, Bismarck and Grand Forks.

Managing the State operation will be Don Robinson, former Bismarck music store operator. Manager here is Dennis Kelly, formerly of St. Paul. Richard Warner, also formerly

of St. Paul, will be handling sales of 3M products."

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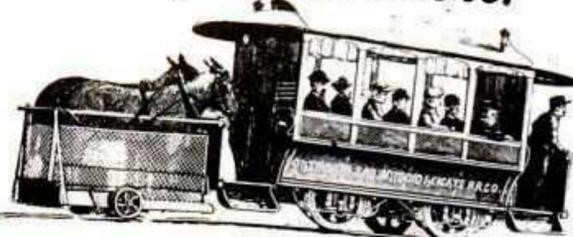
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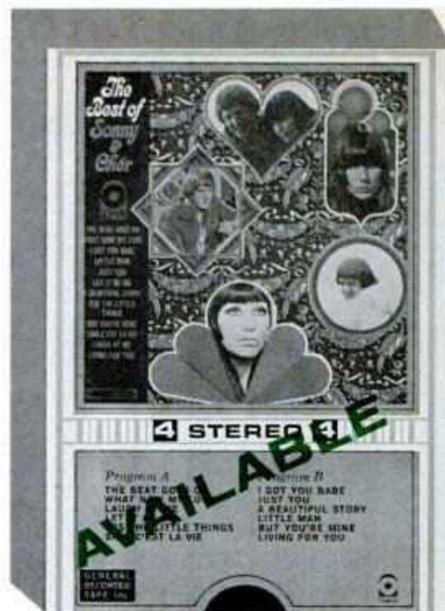


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ATLANTIC
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STAX
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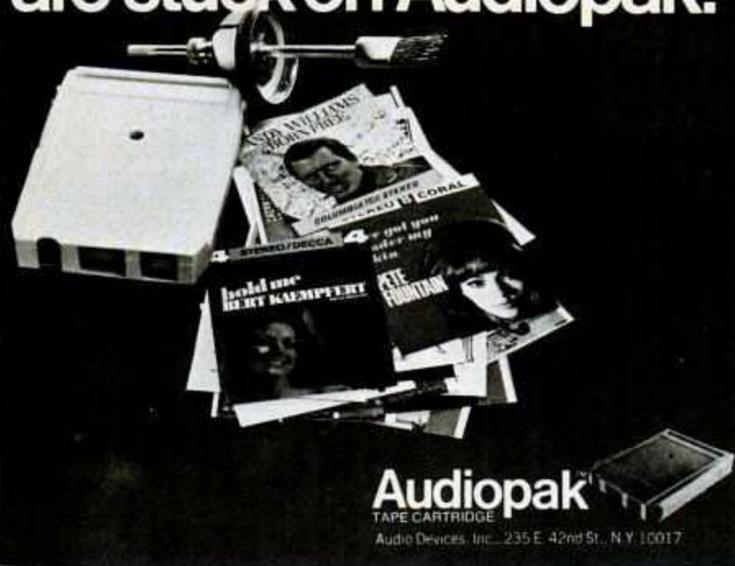
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Tape CARtridge

MGM Adds Reps to Cover Wide Fields

NEW YORK—In a major effort to reach markets outside normal record distribution channels, MGM Records' PlayTape operations has hired 12 national representatives in the electronic and appliance fields. Mel Brandt, said he's now looking for more representatives outside record channels.

"The addition of these representatives has brought a substantial increase in sales of both PlayTape players and the 2-track cartridges for the unit," Brandt said. He spent several

days correlating merchandise for the firm's IBM computer system in Bloomfield, N. J., two weeks ago, then found the next Monday that he was already behind 90,000 cartridges in sales.

About 40 per cent of this were orders from his new representatives, all contacted through the recent Electronics Industry Association show in New York.

"We've found it a very successful policy to select representatives with specialty accounts," he said. In one area, for example, MGM Records has two accounts. One calls on photography and drug store accounts, the other hits mass merchandisers such as department stores.

Irish Magnetic Tape in Giant Ad Campaign

NEW YORK — Irish Magnetic Tape, manufacturer of recording tapes, is launching the most extensive national advertising campaign in the firm's history. The campaign will kick off in September and continue into 1968 with a series of advertisements.

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

We Have Everything

There's a lot of money to be made in cartridge tapes. We can help you make it. ■ We have every cartridge tape in the books. And we have it in stock. Which means we can ship everything to you the same day we get your order.

■ Just call us collect. Or mail in the coupon.

Tell me about everything you have, including the free racks everything comes in.

Store _____

Address _____

City _____ State _____ Zip Code _____

Buyer _____

MAIL TO: Tape Distributors of America
1507 South Michigan Avenue
Chicago, Illinois 60605
Telephone 939-3675

Cartridge Speedway to Success

• Continued from page 64

moves is classical, r&b or hard rock. It's virtually all easy listening pop, although Strauss waltzes and country account for respectable sales. Latin sales are substantial.

For store demonstrations, good speakers are essential. Israel will take his least expensive playback unit—listing for \$39.95—hook it up with column speakers, and it sounds great to the prospective buyer. Also, Israel is aware of the ethnic background of the prospective buyer. If he's Greek,

he hears "Zorba" in the demonstration.

Israel selected the suburban shopping center site for good reason. There's parking for 50 cars—impossible at a downtown location—and, as all prospective buyers have cars, the 15-minute drive from downtown Montreal presents no problem.

Pilferage was a problem when the store opened, but Israel solved it by putting glass panes in front of the tape displays. If a customer reaches for a tape, he will make a great deal of noise in so doing.

FROM THE WORLD LEADER!

FOUR-TRACK CARTRIDGES

- 4CL-920..... COME FLY WITH ME—Frank Sinatra
- 4CL-1476..... HITS OF LES AND MARY—Les Paul & Mary Ford
- 4CL-1767..... HELLO YOUNG LOVERS—Nancy Wilson
- 4CL-1932..... THOSE LAZY-HAZY-CRAZY DAYS OF SUMMER—Nat King Cole
- 4CL-2144..... THE LAST DANCE FOR LOVERS ONLY—Jackie Gleason
- 4CL-2186..... I DON'T CARE—Buck Owens and His Buckaroos
- 4CL-2324..... PETER & GORDON
- 4CL-2614..... BEST OF THE KINGSTON TRIO, VOL. III
- FC4-67567..... DAVE DEE, DOZY, BEAKY, MICH & TICH—GREATEST HITS
- LC4-86029..... WITH RESPECT TO NAT—Oscar Peterson Trio and Orchestra
- PC4-600-207... WILD IS THE WIND—Nina Simone
- 10A-572..... RONNIE DOVE SINGS HITS FOR YOU
- 14A-669..... THE BEST OF WALT DISNEY—The Trousdale Strings and The Dawn Chorale
- 14A-670..... THE MANY SPLENDORED GUITARS OF BUDDY MERRILL
- 14A-671..... SEA DRIFT—Dusk 'Til Dawn Orchestra
- 21Y-497..... THE COUNTRY SIDE OF ESTHER PHILLIPS
- 21A-303..... TOGETHER AGAIN—Dion & The Belmonts
- 21B-512..... THE YOUNG GYANTS AT THE CHEZ featuring JOHN d'ANDREA
- 21A-514..... ALL STRUNG OUT—Nino Tempo & April Stevens
- 21C-515..... THE STARS OF HITSVILLE—Question Mark and The Mysterians—Terry Knight and The Pack—Johnny Rivers—Len Barry With The Dovells
- 21A-516..... IT'S GONNA WORK OUT FINE—Ike and Tina Turner
- 21B-519..... FIVE STAIRSTEPS
- 21B-520..... REFLECTIONS—Terry Knight & The Pack
- 21A-529..... BITTERSWEET—The Hangmen
- 26A-469..... MEDITATIONS—John Coltrane
- 26Y-505..... THE MODERN JAZZ QUARTET
- 26A-519..... A WORLD OF PIANO!—Phineas Newborn Jr.
- 44G-106..... THE THREEPENNY OPERA—Original Cast
- 46A-155..... ALFIE—ORIGINAL MUSIC FROM THE SCORE—Sonny Rollins
- 54A-270..... THE WALKER WAY—Billy Walker
- 56C-231..... THE BEST OF GLENN YARBROUGH
- 68A-186..... OS GRANDES SUCESSOS DE MAYSA
- 90C-203..... SCHUBERT: PIANO QUINTET IN A, OP. 114 "THE TROUT"
- 90B-216..... THE ARTISTRY OF MARIA CALLAS

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Fontenc

Limelight
Philips
Diamond
Dunhill

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MGM
Impulse

Monument
Tradition
RGE
Monitor

Everest

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
6	I NEVER LOVED A MAN THE WAY I LOVE YOU	Aretha Franklin	Atlantic	21Y-495
9	REVENGE	Bill Cosby	Warner Bros.	4WA-1691
13	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

- BOBBIE GENTRY—Ode to Billie Joe/Mississippi Delta... Capitol 45K-175
- JAY AND THE TECHNIQUES—Apples, Peaches, Pumpkin Pie/Stronger Than Dirt..... Smash 45K-168
- GRASS ROOTS—Things We Should Have Said..... Dunhill 45K-173
- LINDA JONES—Hypnotized Loma 46K-2070

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FROM
MUNTZ
STEREO
PAK!



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\$199.95



HW-12 Home 4-Track & 8-Track Playback
\$119.95

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Audio Retailing

Pointing the Way To Needle Profits

By EARL PAIGE

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

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

Few Dealers Realize the Market Potential

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

Average Store Should Invest at Least \$300

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

Anyone Can Become an 'Expert'

"Too often, only one person in the store or department knows how to handle needle replacement sales. The major needle companies spend large sums to provide the dealer with catalogs, cross reference charts and other aids. With a little effort," Wight explained, "the dealer and his personnel can become experts by comparison with the customer. With more effort, they can become real experts."

Prominent Displays Tell Needle Message

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

'How's Your Needle?'

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

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

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

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

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

"Cherry picking"—selecting what seems like the "big" sellers from various brands depending on price "deals"—is another error Wight mentioned. "No matter how cheaply you buy, it is only when you make the sale that you have made a profit," he said.

Avoid 'Haystacks' of Assorted Brands

"Having a uniform stock is probably as important as any other factor to watch," Wight said. "Replacement needles are too complex to make it wise to carry half a dozen brands and never have a system for finding needles quickly and accurately. Standardize on one brand and you will eliminate duplication, confusion and stragglers that never sell."

The Supplier: Key to Needle Profits

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

"No matter how new a cartridge is you can expect demands for completely new needles, because of breakage. Look for a supplier who can provide the new types. A supplier must also protect your inventory against obsolescence with full exchange privileges, because this is a constantly changing market."

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

One last hint Wight passes on is that no customer hunting a needle should ever leave the store empty-handed. "Sell them something—even an incorrect needle. If you can't be certain what is needed," Wight suggests, "sell the nearest thing to it, but warn the buyer to remove the old needle first and compare it with the new one before opening the package."

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



PICKERING was represented at the recent National Electronics show at Chicago by Ira Berger. He was assisted by Maria Bondon. The firm offered to dealers a 12-pack of assorted style at \$59 with a potential profit of \$71.30. A 24-pack assortment was offered to dealers at \$120 with a profit potential of \$177.30.

Scanning The News

Music City in downtown Minneapolis had Ed Ames in the store July 26 for an autograph party. During the event, the store put Ames' album on sale for a half hour at \$3.19 for mono or stereo . . . Discount Records, Inc., is moving from 9393 Wilshire Boulevard, Beverly Hills, Calif., to 270 N. Beverly Drive. Timed with the move is a week-long record sale . . . PERSONNEL MOVES: Philco-Ford has named Robert W. Stewart district manager for the Detroit region, succeeding Gordon (Continued on page 68)

'Sound Conditioner' Speaker Development Is Introduced

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

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

"Essentially, the sound conditioner does scientifically for loudspeakers what Stradivarius did for violins—make them sound superb," Murry said.

Present techniques to reproduce good sound, Murry said, are based on the principle of bringing the sound inside the speaker box and out into the listening room. He claims the Musi-Cloud speaker controls the air to the rear of the cone and to its front to provide a swirl of sound "which fills every corner of the room."

In appearance, the Musi-Cloud sound conditioner is a cone horn placed in a trapezoidal piece of walnut so that it fits neatly into the corner of a room near the ceiling. Tubular pieces are fitted at each point

to provide varied sound projection.

Prices of the new item range from \$75 for the utility stereo (Continued on page 68)



SHIPMENT

OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct-to-you low prices.

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CLASSIFIED MART

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EMPLOYMENT SECTION

HELP WANTED

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JUKE BOX MECHANIC WANTED. Will pay top wages for good man. Steady work. Good working conditions. Write Box 327, Billboard Publishing, 188 W. Randolph St., Chicago, Ill. 60601. se16

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WANTED: RECORDING ARTIST TO sing the country and western songs I've composed and taped. Thelma Dye, 645 Bluegill Dr., Grand Junction, Colo. 81501. au12

PROMOTIONAL SERVICES

ATTENTION! IN THE PAST 15 YEARS there have been two Major Attractions in the field of Rock 'n' Roll—Elvis Presley and The Beatles. Besides having a good product, they had a gimmick—something to make them different, which made them stand out from the rest of the crowd who also had good products. Creator has novel promotional ideas created and developed. Idea has been researched by a marketing, public relations, psychological and sociological analysis. What is needed is a group with a good product who feel that they are not making it nowhere nearly as well as they could be with a novel promotional angle. If interested, contact: MJH Productions, Michael J. Hennessey, 4 Squanto Rd., Winchester, Mass. 01892. au12

INTRODUCING

The Shadow Casters and their new hit-bound sound, "Going to the Moon" b/w "It'll Be Too Late." Bill Watts singing "Love's Lonely Island" b/w "Let's Go Steady." DJs contact:

JAMES RUFF PRODUCTIONS
P. O. Box 1284, Aurora, Ill.
Twinsburg 8-5112
"It's the Aurora Sound" au19

NATIONAL DISTRIBUTION—PROMOTION. Strictly commission basis (no fees). Quality pressings. Send tapes, disks to PTR Consultant, P. O. Box 1072, Milledgeville, Ga. 31061. au19

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Full Fidelity Comment on Use Of Mono Players

CHICAGO — The Fidelity Co., in connection with recent statements regarding the play of stereo records on mono phonographs, issued the following statement exclusively to Billboard last week:

"As a major needle supplier to the industry's leading cartridge manufacturers, we have long realized that the newer mono equipment can be used for stereo records. Most of the cartridge development today is expanded on stereo models. The newer mono cartridges are really modifications of the stereo units and usually retain the characteristics of higher compliance and lower tracking force of the stereo version.

"Several years ago Fidelity introduced a 'new compatible standard' for our replacement needles. This provides the stereo needle tip radius of .0007 inches for all our microgroove needles, mono as well as stereo. Thus a stereo record played on a Fidelity mono needle will sound better because the needle fits the stereo groove.

Caution

"As a result of this, many Fidelity dealers have suggested that their customers can play stereo records on their newer mono equipment. However, one word of caution is suggested.

Our sales indicate that a great deal of older mono equipment is still being used. While 80 per cent of our most popular needle numbers are now stereo, only about 50 per cent of the best-selling mono needles are sufficiently compliant that we would unquestionably suggest they could be used for stereo records. The recommendation that stereo records can be played on mono equipment should be limited to newer models that will not cause excessive record wear. In addition, the record buyer should be cautioned about the danger of using a worn needle to play any record."

'Sound Conditioner'

• Continued from page 67

pair to \$300 for the studio pair. Murry said the system was enthusiastically received when exhibited at the NAMM show in June.

Murry, an electronics engineer, specialized for many years in wave physics and graduate work in acoustical engineering and sound. For 12 years he worked at I.I.T. Research Institute as a experimenter and head of his own laboratory. He recently established Musi-Cloud, Inc., to further develop his sound concepts.

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MAJOR ELECTRONICS' new model R-302 featuring AM radio/ phono, battery or AC.



MAGNUS MOVED into the combo organ market at the Music Show, exhibiting this model with built-in amp, the C-100. It retails for \$399.

Scanning The News

• Continued from page 67

Bahl; Robert A. Elmgren for Minneapolis district manager in place of Stewart, and Ernest H. Van Guelpen, Omaha manager, succeeding Edward A. Orth Jr. . . . Audio Devices has named George R. Freifeld product manager, computer and instrumentation tapes; Dominick Saccacio, product manager, sound products, and Max D. McCollough, Atlanta district sales manager.

Seeburg Launches Distrib Program

CHICAGO — The Seeburg Corp. has launched a concentrated distribution program in which company executives are calling on leading music stores and retailers in the 100 top U. S. markets. The company hopes to complete the appointment of dealerships for its new automated home record player in these markets by Sept. 1. The program is now 50 per cent completed.

H. C. Lembke, formerly in charge of marketing for Seeburg's Gulbransen division, has been named by Seeburg group Vice-President T. L. Herrick to head up the dealer appointment drive.

Six Record Firms Signed

More Expected at Bigger MOA Show

CHICAGO—That the 17th annual Music Operators of America (MOA) trade show will be the biggest ever is assured with the signing of six major record companies for the Oct. 27-29 event here:

MOA executive vice-president Fred Granger reported last week that Capitol, Columbia, Decca, Epic, MGM-Verve and RCA will be exhibitors at the show. These companies and Monument and Merrimac Music Industries exhibited at last year's show.

"Other record companies are expected to swell the exhibitors list at this year's show," Granger said. "We are delighted with this fine representation from the record industry. We are going to do everything possible to make this a productive event for them. We want the record people with us and we intend to express this attitude at the forthcoming convention."

Operators and one-stop

spokesmen polled by Billboard in recent weeks say they intend at the MOA show to confront record company executives with the question: "Whither the Little LP?" The feeling was summarized by Chet Kajeski of Martin & Snyder One-Stop, Detroit. "We could sell a lot more good Little LP's if we had them. Sinatra material, for example, goes instantly on Little LP's."

The MOA, meanwhile, is looking for additional space at the Pick-Congress Hotel to accommodate the expanding show. "Several major games manufacturers are seeking increased booth space this year," Granger said. Among these is United Billiards, which will have a new pool table and its initial skill game (see Billboard, Aug. 5) at the show.

In addition, the big four jukebox manufacturers will again utilize large spaces for their characteristically elaborate displays.

The only manufacturing area likely to be cut back in display space this year is that of video machines. Scopitone has gone out of business and Color-Sonics

operation is dormant. Both these firms had large displays last year. Another French manufacturer (history could be repeating itself) has expressed interest in showing a video unit at the fall show. Rowe, of course, will exhibit its PhonoVue unit, which during the past year has seen good acceptance. And it has been reported that Rock-Ola, which exhibited a prototype of its video unit to distributors during last year's MOA show, will demonstrate a unit to operators at this year's event.

The MOA has just completed mailing of ballots to members for voting on record company awards. Plaques will be presented during the show for "best jukebox record of the year," "most popular jukebox artist of the year" and "most consistent supplier of good records to the coin-operated music industry." Last year's winners in these categories, respectively, were Frank and Nancy Sinatra (tie) for "Strangers in the Night" and "These Boots Were Made for Walkin'"; Eddy Arnold and RCA Victor Records.



JIM TOLISANO, addressing a large gathering of operators at New Orleans last week, drew a laugh from host Robert Nims, left, president of AMA Distributors.

MOA Begins 'Grass-Roots' Swing in New Orleans

By BOB BURNS

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

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

After cocktails and a steak dinner, the Louisiana-Mississippi operators heard Nims explain how several regional social affairs had been planned. "With the normal hustle and bustle of MOA conventions, it's a little hard for operators to talk with their officers on a person-to-person

basis," he said. "Social get-togethers such as this are the logical answer."

"Dynamic"

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

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

(Continued on page 74)

Buckeyes Battle Add-A-Ball Ruling

CLEVELAND — Distributors and Northern Ohio operators have moved immediately to contest a ruling by State Attorney General William B. Saxbe which classifies add-a-ball flipper games as gambling devices.

Under Ohio's "lottery act," free-play flipper games are classified as "games of chance" and declared illegal. Erroneously describing add-a-balls as "a new type of pinball machine," Saxbe in his July 26 ruling, said that in his opinion these machines

also fall under the same prohibition as free-play flipper games "because winning extra balls involves the element of chance and the machine is thus a gambling device." He cited an Ohio Supreme Court decision which prohibits devices that permit the player to "win money or other property."

"Amusement," said Saxbe, "is a thing of value."

"Nonsense," said a prominent Ohio distributor. "This is merely the Attorney General's opinion. The State's major distributors and many operators have joined together to contest this opinion. We've hired counsel and are preparing briefs. We contend that the add-a-ball game is strictly a game of skill—that you receive an extra ball because of skill."

He added that the situation is not critical yet because the Liquor Control Board, which indirectly controls the operation of coin machines through its tavern-permit-granting powers, has taken no action based on the Attorney General's opinion.

Hopkins

"If the liquor control board were to act," he said, "we would immediately go to court and obtain an injunction to permit the operation of add-a-balls."

Galion operator Maynard Hopkins, president of the Northwest Ohio Music Operators Association, said that he and area colleagues are very much aware of the Attorney General's decision but are taking no unified action against the move, "because we understand that distributors are working on it, and most of this type of machine are operated in other areas of the State. We operate few around here."

Cincinnati distributors and area operators were reported co-operating with the effort to set aside Saxbe's ruling. Saxbe's declaration was reportedly made because Shelby County prosecuting attorney Thomas W. Harrington sought an opinion.

S. Carolinas May Charter Plane to MOA Conclave

By LAMAR GUNTER

MYRTLE BEACH, S. C.—The South Carolina Coin Operators Association (SCCOA) has voted to increase its group hospitalization plan benefits, to explore the possibility of chartering a plane to take a group to the Music Operators of America convention in Chicago, and to hold its annual convention in Columbia in January.

Those were the most significant actions taken at a meeting held July 29-30 in the Ocean Forest Hotel here.

The increased benefits in the insurance plan raises pay for hospitalization from \$15 a day to \$20 a day for up to 70 days. The new plan, which will go into effect Sept. 1, will provide payment for the first \$250. in miscellaneous hospital charges (up from \$150) and will pay 75 per cent of the next \$1,000 worth of miscellaneous charges.

The plan will pay \$5 a day for doctor services while in the hospital. Presently it pays nothing toward in-hospital doctor services except surgical benefit.

Premiums will be raised \$3 for those with family coverage and only \$1 in the case of employees who have only themselves covered.

Coverage

H. P. (Joe) Groce, Palmetto State Life Insurance Co. representative, said he would begin traveling the State to explain the broadened coverage to members and to non-members. He said he would be happy to recruit for the association since

non-members can not get the coverage.

He told the association that the first year's claims experience had been good and that next year the association might be able to add major medical benefits without having to increase the premiums.

James Farnsworth of Greenville, the independent insurance agent who helped set up the insurance program, also was at the meeting to give advice.

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

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

Shinn appointed Collins and first vice-president Royce A. Green Jr. to handle arrangements for the annual convention and trade show to be held in Columbia in January.

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

Communication

The after luncheon speaker was Jack Lawson, director of the license tax division of the South Carolina Tax Commission. The main point of his talk was to encourage operators to "keep the lines of communication open" to the tax offices. He said that the tax officials would not always see things the way operators would like, but that

(Continued on page 76)



HAL SHINN, president of the South Carolina Coin Operators Association addressing recent meeting in Myrtle Beach: At left, Royce A. Green, Jr. and guest speaker Jack Lawson (center).

Mich. Firm Making Coin Pool Tables

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

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

Its coin-operated Carnival series models will measure 44 inches by 76 inches, 50 inches by 88 inches and 53 inches by 93 inches.

Campbell said the firm is using a cast slate base for the tables made out of pulverized slate, sand and epoxy resin. "This makes a lighter and tougher slate," he said, "and allows us to offer an unconditional two-year guarantee."

Drawer

Another feature Campbell noted is an easily exchanged coin drawer. "In about 10 seconds you can replace the coin-operated mechanism drawer with a flat, narrow dummy drawer. When operators resell used tables to home owners this is quite a feature."

Campbell, who said the coin-operated models employ the familiar Heath mechanism, mentioned other features such as Formica rails, rubber-backed cloth and Belgium-made balls. The cue ball is a fraction oversize, he said.

Foreign Sales

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

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

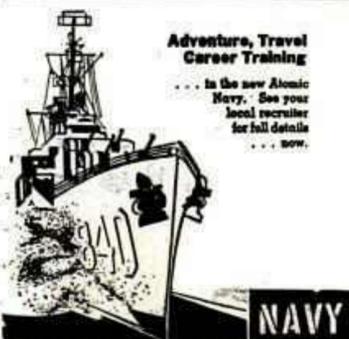
Mentioning that Sears had sold 75,000 home tables last year and is talking of sales of 100,000 in 1967, Campbell said the burgeoning home market will naturally win many people over to billiards and make coin-operated tables increasingly profitable.

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

Rowe Picking PhonoVue Films

NEW YORK — Rowe has established a record selection service for its PhonoVue operators.

The service consists in pairing specific film subjects to suitable record releases. Polled weekly will be several one-stops selected from strategic markets across the country for a sampling of new releases which appear to be "chart material." The fitting PhonoVue film cartridge will be cited for each disk selected by the one-stop "reviewers."



'Accidentally' Legalize Pins

By LAMAR GUNTER

CHARLOTTE, N. C. — An amendment to North Carolina's criminal statutes, intended merely to legalize coin-operated puck bowlers, has ended a 28-year ban on pinball machines in this State.

Rep. Howard Twiggs, Raleigh, co-sponsor of the measure, said: "The amendment's purpose was to legalize the coin-operated bowling games where a puck is used." Twiggs, and co-sponsor Rep. Sneed High, Fayetteville, both said they had no intention to legalize pinball machines.

But Attorney General Wade Burton and deputy James G. Bullock made a ruling upon the request of Solicitor Henry M. Whitesides of Gaston Superior Court in Gastonia. Bruton said that according to the amendment's language, pinball machines are now legal, although no free games can be allowed and there can be no pay-offs.

Newspaper Story

Police Chief George M. Stephens of Mecklenburg County (Charlotte) had expressed fear of an influx of pinball machines in an interview with a Charlotte newspaperman. Before that story the general public was

unaware that the 28-year-old status quo had been disturbed. It was after the flurry started by Chief Stephens and Charlotte's Assistant Police Chief J. C. Goodman that Solicitor Whitesides asked for a ruling.

The flood of machines expected by the police officers apparently isn't going to happen—at least not soon, if two local distributors are assessing the situation correctly.

L. F. LeSturgeon of LeSturgeon Distributing Co. said: "We are playing it cautiously. The operators are interested and they are talking about it, but they're playing it cautiously too."

Norris Blair, office manager at Brady Distributing Co., said, "We have 12 pieces in here. We haven't had any go out yet."

One thing that could be dampening the enthusiasm was the warning issued by Mecklenburg State Sen. Herman Moore, who said that anyone planning to invest in pinball machines should be cautious since the Legislature might decide in 1969 to correct this mistake and flatly outlaw pinball machines again.

Seize North Carolina Pins

GASTONIA, N. C. — Two five-ball machines owned by Star Amusement Co. of Charlotte, N. C., and Columbia, S. C., have been seized by local police in what apparently will be an attempt to test a recent law that is believed by many to have legalized pinball machines in North Carolina for the first time in 28 years.

The law passed during the recent session of the General Assembly was an amendment to North Carolina's Criminal statutes and the purpose of the amendment merely was to legalize coin-operated bowling games, according to the amendment's authors.

The attorney general had ruled at the request of Solicitor Henry M. Whitesides of Gaston County Superior Court that there can be no payoff even in free games under the amendment.

Cole M. Henry, owner of Star Amusement Co., said the two machines seized did not

have a free play feature on them. He said he did not remember exactly what type machines they were but "they were five-ball machines" and "you couldn't even get a free ball."

"They were legal under North Carolina law and even they don't release them at the hearing, then we are going to fight this thing in court and we are going for free play. We think free play is legal under the law as it now stands.

"We will not forfeit the machines. We contend under the law they were legal."

The man arrested was James F. McCarthy, operator of a news center near the heart of Gastonia. He was released under \$500 bond.

Mr. Henry said he has a number of machines on location in Mecklenburg County (adjacent to Gastonia, Union and Anson counties) and "the police there know these pinball machines are legal. They never touch them."

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Vending News Digest

Macke Buys St. Louis Vending Firm

WASHINGTON—The Macke Co. has purchased Consolidated Vendall Corp., St. Louis, for an undisclosed amount of the Macke Co. shares. The new firm will be known as Macke Vendall Co. No changes are anticipated in present management personnel. The St. Louis firm has had annual sales of \$1.7 million. The Macke Co. expects its 1967 sales figure to be about \$78 million; the figure was \$67.5 million for the past fiscal year.

Illinois Cigaret Tax Into Effect

SPRINGFIELD, Ill.—While most vendors increased prices on cigarettes as early as July 1, when the Legislature voted in a new 2-cent tax increase on cigarettes, the State allowed for the application of new stamps up to Aug. 1. Vendors and retailers were allowed to use either the new green 9-cent stamp or affix the old yellow 7-cent stamp along with a new blue and black 2-cent "floor stock tax" stamp. Operators and retailers had to take inventory of current stock as of July 31, 1967.

P. Lorillard Establishes Records

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

(Continued on page 72)



GO-GO GIRL BARBARA ORDONEZ.

The Waitress and Barmaid: Are They Working for You?

By EARL PAIGE

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

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

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

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

Even before discotheque, Al Gallant, owner of Musi-Matic, Inc. in suburban Orange County, California, was using dancing waitresses at such spots as the Black Cat. Here girls attired in black net stockings and leotards climb right up on the bar and dance daintily among the glasses. The jukebox never stops.

The possibilities for combining girls and profits are endless. In Miami Sol Tabb, Mar-Tab Vending, ties in with a local newspaper called Tavern Window News. Each month the newspaper picks a "Tavern Queen of the Month" who is treated to



MAIRIAN CANZONERI, seen here with Clyde Rowe, specializes in singing. "My voice is so lousy," she said, "that it makes people pay the jukebox to shut me up."

AUGUST 12, 1967, BILLBOARD



MARY JO MORGAN of Parkside Lounge.

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

Tabb recently purchased a Polaroid camera for each routeman, who now snap pictures of barmaids and waitresses. Each week in the album display panel of the jukebox the girl's photo tells patrons that her "favorite" record is "T-1" adding up, according to Tabb, to at least 30 extra plays per week for whatever record is selected.

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



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

barmaid picks 'A-5' and it gets 40 plays for that week she has 40 votes toward being selected queen," Tabb explained. "We will have a first prize of \$200, a second-place prize of \$100 and third place will get \$50." Tabb is using 500 locations for the contest, set to conclude in September.

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

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



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

pointed out by veteran Chicago route collector Clyde Rowe.

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

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

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United Capri	145.
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NAVY

Vending News

Need New Slug Strategy: Roger Folz

By CHARLES BARRETT

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

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

In nearly 1966, the NVA presented the federal officials with a formal complaint on the slugs. The NVA has turned over a list of bingo chip manufacturers to the Treasury Department.

Stalemate

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

The NVA claims that the slugs are damaging the moral of the youngsters who they think that can get vending material

free. One manufacturer of bingo chips is Synthetic Plastics Novelty, Inc., New York. A spokesman for the company, Victor Cohen, said that he has been listening to the complaints of vendors for some time but has seen no concrete evidence or actual loss figures cited. Synthetic Plastic packages its bingo chips for service to chain and department stores. Cohen declined to say

whether his firm had any plans to change the die or mold of the bingo chips.

Another slug being used in vending machines is the metal ring from soft drink cans, according to NVA. The NVA is gathering actual evidence of these rings being used as slugs and will present it along with documented material to the federal officials in Washington.

Vendors Gain Edge In Calif. Tax Law

SACRAMENTO, Calif.—Operators in this State won a victory as Governor Reagan's \$1 billion plus omnibus tax increase went into effect Aug. 1. An industry-backed amendment puts operators on a parity with retailers, in regard to the new 5-cent sales tax, and industry leadership helped spell out uniformity in the cigaret tax, now 10 cents per pack.

A special co-ordinating committee made up from members of the National Automatic Merchandising Association (NAMA) Western office and the California Automatic Vendors Council (CAVC) held an operator briefing last Friday (Aug. 4) in San Francisco and will hold one Tuesday (8) in Los Angeles.

Tuesday's meeting, to explain the many regulatory and administrative problems expected to arise out of the new measure, will be at 2 p.m. in the conference room, second floor, Kirkeby Center, 10889 Wilshire Boulevard. This is the building where NAMA's Western office is located. The NAMA phone number is (213) 477-5547.

While industry forces were unable to gain a grace period before either the sales tax or cigaret tax went into effect, the parity arrangement on the sales tax, up from 4 cents to 5 cents, will give vendors immediate relief.

Based on Cost

Under provisions of an amendment sponsored by NAMA and CAVC leaders, operators are considered consumers, and not retailers, of tangible personal property vended at

10 cents or less. The amendment states: "... All taxable items which sell at retail for 10 cents or less and which are actually sold through vending machines on or after Aug. 1, 1967, are subject to tax at the combined State and local rate of 5 per cent measured by the purchase price paid by the vending machine operator."

The uniformity achieved by NAMA and CAVC leaders in the cigaret tax had been sought for several sessions because of the puzzling variety of local, city, county and charter city cigaret taxes. Under the new law raising State cigaret tax from 3 cents to 7 cents, an additional 3 cents goes to cities and counties, provided they drop any tax they are independently assessing.

In the case of the 38 charter cities imposing their own tax, NAMA and CAVC council members are working to have these municipalities drop their tax by Oct. 1 so complete uniformity will be achieved throughout the State.

While the State's new 7-cent tax became effective Aug. 1, a delay was worked out so that the additional 3-cent city and county tax does not become effective until Oct. 1. The additional time was needed so that local governments can drop their own present tax assessment and be eligible for the State-gathered funds.

Warn of Audit

Operators, in inventorying cigarets on hand and in machines as of Aug. 1, were urged not to take an arbitrary percentage but to use a logical procedure for figuring out the amount of cigarets subject to the immediately imposed 4-cent State increase effective that date. The board of equalization staff has promised to audit all returns, as was done in 1959 when the old 3-cent tax went into effect.

An additional change in the tobacco tax law included an increase in the stamping discount from 36 cents a case to 45 cents per case to Oct. 1, 1967. After this date the figure will be 51 cents a case. Changes in the bonding requirements were also made.

Members of the California NAMA council co-ordinating committee who worked on the legislative tax project were Clarence Landis, CAVC president; Ted Nicolay, Robert Natoli, Joe Kitts, John Lumpp, Dwight Dickinson and Bud Patton.

Vending News Digest

• Continued from page 70

earnings records for the second quarter and first half of 1967. Sales were \$146,492,046, as compared with \$123,741,357 last year. Earnings rose to \$8,252,044 from \$7,760,217, or \$1.24 per share as contrasted with \$1.15 a share in 1966. The firm also manufactures Old Gold, and Newport brands.

Cleveland Firm Sets New Mark

CLEVELAND—Record net earnings and sales were reported here by American Vending Corp. for the first quarter of its current fiscal year ended May 31. Sales were \$7,772,825 as compared with \$6,800,430; earnings were \$296,584 compared with \$270,906, or 22 cents per share.

Royal Crown Earnings Show Increases

NEW YORK—Royal Crown Cola Co. earnings for the second quarter exceeded figures of one year ago but did not climb above a 16 per cent increase established in the first quarter of 1967. Mentioning expansion in international markets as well as stepped up efforts on the domestic scene, president W. E. Uzzell said sales were "trending toward \$75 million for this year." Last year, the firm had sales of \$66,435,633.

Long Cigaret Boosts R. J. Reynolds

NEW YORK—Achieving national distribution of Winston 100mm brands is cited for second quarter and first half record earnings by R. J. Reynolds Tobacco Co. Earnings for the first quarter were \$35,830,000 as against \$34,709,000 last year. This was an increase of 4 cents per share. Sales increased for the first quarter from \$446,796,000 to \$484,201,000. Six months sales were up \$929,792,000 from \$875,463,000.

Texas Hospital Bans Cigaret Machines

SAN ANTONIO—Cigaret machines have been removed from the Robert B. Green Hospital here after the board approved a medical advisory council recommendation that the action would be in "the best interests of medical consistency." County Commissioner Albert Pena said the move was made because of "the medical warnings of a link between cigaret smoking and cancer." Asked about his pipe smoking, he replied, "There's no link between pipe smoking and cancer."

New Unit Vends Foreign Cash

NEW YORK—Perera Co., Inc., is placing "instant foreign cash" automatic vending machines which exchange U. S. \$10 bills for the equivalent in foreign currency. The units, which will furnish banknotes and coins from any of 20 different foreign countries, are being placed in airline waiting rooms. The foreign currency is dispensed in clear plastic envelopes which include illustrations of all currency used

(Continued on page 73)

Mansfield, Ohio, Operator Dies

MANSFIELD, Ohio — Funeral services for Kenneth Stutz, 52, owner of Kenny's Novelty Co., here, were held last week. Members of the Northwest Ohio Music Operators Association served as pallbearers.

Stutz is survived by his widow, Emma, and one son. Mrs. Stutz will continue to operate the business.

Charge Dropped

CLEVELAND — Municipal Judge Edward F. Feighan on July 18 granted a motion to quash an affidavit charging that a local jukebox has been operated without a music permit.

Operator Cleo Malone had been arrested on June 27 and charged with operating a jukebox without a permit at the Coffee House at 11501 Euclid Avenue. Malone's attorney said the jukebox was plugged in only for use as a night light while Malone's application for an operating permit was being processed. This, said Malone, has already taken a month.

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Coming Events

Aug. 22—Northwest Ohio Music Operators Association, annual outing, New Marina Steak House at Cedar Point, Sandusky, Ohio.

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

Sept. 15-17—Automatic Vendors Association of Virginia, Inc., annual convention, Mariner Motel, Virginia Beach.

Sept. 21-23—West Virginia Music & Vending Association, annual convention, Heart O' Town Motor Inn, Charleston.

Sept. 22-23—National Automatic Merchandising Association, western management meeting, Jack Tar Hotel, San Francisco.

Sept. 22-24—New Jersey Automatic Merchandising Council, annual meeting, Seaside Hotel, Atlantic City.

Sept. 30-Oct. 1—South Dakota Music & Vending Association, Pierre.

Oct. 6-9—Missouri Automatic Merchandising Association, combined fall meeting, Tan Tara Resort, Lake of the Ozarks.

Oct. 27-29—Music Operators of America, 17th annual convention and trade show, Pick Congress Hotel, Chicago.

Oct. 28-31—National Automatic Merchandising Association, 22d annual convention and trade exposition, International Amphitheater, Chicago.

Oct. 29—National Vendors Association, directors meeting, LaSalle Hotel, Chicago.

Nov. 30-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

Vending News Digest

Continued from page 72

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

R. J. Reynolds Buys Food Company

NEW YORK—R. J. Reynolds Foods, Inc., a subsidiary of R. J. Reynolds Tobacco Co., has purchased Patio Foods, Inc., a San Antonio manufacturer of Mexican-type food specialties.

Post Office to Up-Date Stamp Units

PHILADELPHIA—After becoming irritated because the stamp vending machine at the Pittsburgh, Pa., airport rejected the new copper-clad dimes, U. S. Cong. Richard S. Schweiker of suburban Montgomery County here, contacted the U. S. Post Office Department. He was told that the government branch intends to replace such machines with modern models that will accept the new coins.

Congress Hearing on Cigaret Filter

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

NAMA Western Conference Set

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

Columbia Filter May Add Penny Cost

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

New Jersey Vendors Slate Meeting

ATLANTIC CITY — The New Jersey Automatic Merchandising Council will hold its first annual meeting here Sept. 22-24 at the Seaside Hotel/Motel. Golf, swimming and activities for the ladies are being planned. The 1968 board of governors will be elected and the business meeting will be addressed by several industry authorities. President Jack Costello urged operators to make early reservations. The hotel phone number is (609) 345-1151.

Charles Farren Named To Head NAMA Program

CHICAGO — Charles R. Farren, a veteran of the vending industry for the past 12 years and head of Farren Vending Co. in Tulsa, Okla., had been named program chairman for the 1967 National Automatic Merchandising Association (NAMA) convention here Oct. 28-31.

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

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

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

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

Universal Has Jupiter Line

COLUMBIA, S. C.—What started out as a repair service in March has become a full-fledged distributorship under the name Universal Vending Distributing Co.

Partners in the operation are Mr. and Mrs. Walter T. Campbell, James De Angelis and J. B. Garcia.

The Campbell's are well known in South Carolina coin operator circles. He has been in the business for 27 years and she has been secretary-treasurer of the South Carolina Coin Operators Association for three years.

The company is distributor for the Jupiter line of music machines, National pool tables and will carry a full line of amusement machines.

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Accorn 8 lb. Globe 10.50

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Mixed Nuts40
Baby Chicks35
Rainbow Peanuts32
Bride Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems32
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb. .39
Hershey's47

Wrapped Gum—Fleets, 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
Malteltes, 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.

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Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders.

Write: T. J. King & Co. for prices and our new 12-page catalog.



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

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60
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New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers greater profits because it vends nationally advertised merchandise—suitable for all locations. Service costs are held to a bare minimum. Just pour merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a #1 Money Maker. Wire, write or phone for complete details.

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County Imposes 100-Machine Limit

SEATTLE, Wash.—Under a new ordinance approved July 24, to become effective immediately, no operator may route more than 100 jukeboxes in King County.

The King County Board of Commissioners approved the resolution which calls for a "location music-machine license" at \$10 a year for each jukebox.

The new ordinance also requires that any person who rents, leases, or places jukeboxes must have a "mechanical music-machine operator's license," which costs \$250 a year.

A fee of \$100 will be charged by the county for a "mechanical

music vendor's license" to engage in the selling of music machines. "Any locations that have their own machines may continue," said Charles K. Waitt, county license director. "They would pay a \$10-a-year stamp license for the machine. Anybody in the future who wants to own his own machine can make application to the director of licenses office and we will investigate," it was reported.

Intent

Waitt said the intent of the new ordinance is "to stop the entry of any kind of a syndicated organization that might

try to take control of this particular area. Much of King County is rapidly growing, unincorporated area.

Opposition to the new regulation came from William Higgins, who spoke out for the Northwest Automatic Retailers Association.

"We see no reason for this type of regulation," he stated. He said that he has little interest in music machines in the county but the ordinance is a step toward the regulation of other types of coin-operated machines.

Higgins was critical that the new ordinance might prevent establishments having jukeboxes from switching to another operator.

MOA Begins 'Grass-Roots' Swing in New Orleans

• Continued from page 69

down" exorbitant performing artist demands.

Image

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

Following Granger, Jim Tolisano expounded the necessity for new locations as many old ones are lost to redevelopment. He told of the success his company has had in locating phonographs and other equipment at "penny arcades"—and then updated the image by re-

ferring to them as "family recreation centers."

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

An invited guest, Durel Black, spoke of the good being done by the Music Therapy Fund. Black, a former Rock-Ola, Seeburg and AMI distributor, currently is president of the New Orleans Music Therapy Fund, and also heads the New Orleans Jazz Club. Black said that coin machine operators contribute heavily to the therapy fund for experiments with music in conjunction with mental health, retarded children and penal programs.

ABE SUSMAN

'Business Has Great Future'

By EARLE PAIGE

DALLAS — "There's a great future in this business," said Abe Susman, veteran Rock-Ola distributor and for 16 years the owner of State Music Dist. here and in Houston. "Look at the way everything has gone up and yet we're selling jukeboxes for the same money we got 10 years ago.

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

"Some of this stuff you hear on the radio sounds like it could never play on a jukebox, but you can't judge it by what you personally like.

Better Image

"The business is changing, too. We're getting a better image. I used to be afraid to say anything. There are so many laws and regulations.

"This is why we haven't been attracting the young men into the business. The same thing with investors. You'd think you could go to a mutual fund and say you have this much volume in your business and this much growth and get them excited.

"But then they see you're involved with regulations and laws and restrictions. But this is changing, too." He mentioned a new ruling in Texas that clarifies the definition of billiard parlors and allows operators to locate pool tables without being subject to billiard parlor regulations.

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

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

Vending

"The business is changing all the time. This cold canned drink vending is going to be a great thing. You can buy some of the private label brands for less than 7 cents a can. We know operators who are pricing cans at 20 cents in some locations.

"I know of one case where they're getting 30 cents for cold canned drinks out on Padre Island."

"This is how the business is changing. Now the change is not the same in everything. You hear about this two for a quarter pricing on jukeboxes.

"This is all right, but it's a little too early for it in our part of the country. It depends on the locations.

"You take a tavern where people come and pay 35 or 40 cents for beer. These people aren't going to put a quarter in the jukebox to hear a couple of songs.

"But there's a lot of gimmicks coming along, too. The dollar bill acceptor. This is a good gimmick. You need a lot of new gimmicks.

New Ideas

"We need some new ideas in games. This is what we need. Now pool tables used to be

good, but once they're on location all the operator wants to do is re-cover them and keep supplying cue sticks and balls.

"A pool table isn't that much different from a flipper game or a bowler. You should rotate them. A new pool table in a location will do a lot better than one that's five years old and just has a new cloth put on it once in a while.

"I don't like to tell operators how to run their business. But you have to make a buck. This is the only way a distributor can keep going. The people who buy from you have to make money and I'm always in favor of operators making a buck.

Alabama Bulk Operator Uses Refrigerated Route Vehicle

BIRMINGHAM—Hot, humid weather here doesn't bother Abe Kaplan, of Kelly Vending Co., the city's largest bulk vending organization. His use of refrigerated route trucks helps in convincing location owners that he observes maximum sanitation and food-product care in every step of his operations.

Kaplan maintains his entire stock at his headquarters under a smoothly controlled atmosphere, which keeps humidity and temperature at the proper balance for all such products as ball gum and chocolate-covered confections.

Delivery, however, was a different problem, inasmuch as during the summer months, Birmingham has 100-degree weather and high humidity. Many local bulk operators concentrate on charms rather than edibles during the summer.

Not so Kaplan, who invested some \$300 in a roof-mounted air conditioner unit. Equipped with an extra power output, it can maintain the same temperatures within his van delivery unit, as in his storage vaults at the warehouse.

Now, the Alabama operator can deliver all merchandise in perfect condition, and use the truck as an ideal bit of leverage in convincing location owners that they should move all gum and confection venders inside during the summer months.

when answering ads . . .
Say You Saw It in
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By now, more than 500 locations in Birmingham and its suburbs are familiar with the fact that Kaplan drives refrigerated trucks, and go along with the idea by placing their machines in similar air conditioned surroundings. The result has been an absolute minimum amount of loss traceable to temperature problems on the routes.

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A REAL MONEY-MAKER FOR THE REASONABLE PRICE.

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

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Northwestern GOLDEN 60

This all product vendor is truly the most versatile on the market. Handles Ballgum, 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.

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New Orleans Party Photos



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



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



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



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

Shaffer Appeals for More NCMDA Backing

COLUMBUS, Ohio—Ed Shaffer, president of the Shaffer Distributing Co. and executive vice-president of the National Coin Machine Distributors Association (NCMDA), has circulated another appeal for increased support of the association.

Said Shaffer in a recent letter to prospective and present members:

"There have been many changes in the coin machine business since the founding of the NCMDA. At the beginning, our members were interested only in games and music, and the vending industry was made up of a number of small manufacturers making candy, cigaret and various types of cold drinks to operators.

"Today, due to the Johnson Bill and much local legislation, the introduction of the shuffle alleys, bowlers and pool tables, and the marketing of vending equipment through distributors, our business has been upgraded considerably in the eyes of the

public. There is now a real need for us to improve and expand our distributors association like every other legitimate business and get 100 per cent co-operation from all coin machine distributors.

"The NCMDA has a most capable director in O. L. (Bob) Slifer, a veteran of many years in both the coin machine business and trade association work. We have many good distributors as members and have been able to accomplish a lot of good for the distributor's business over the years but as our industry grows, it becomes necessary for NCMDA to have the co-operation of all distributors in the coin machine business.

"Our business needs your help now in developing better public relations, fighting unfair taxes and legislation and getting new, young, aggressive people interested in our rapidly growing industry. We seriously solicit the co-operation of all distributors, manufacturers and suppliers interested in the sale of coin-operated equipment."

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CC Texas Ranger.....	375.00
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Genco Circus.....	175.00
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Keeney 2-Gun Fun.....	175.00
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Relaxator.....	265.00
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Wms. Road Racer.....	145.00
RIDES	
ALL TECH CHUCK WAGON.....	\$395.00
All Tech Cow Pony.....	395.00
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Coinmen In The News

CHICAGO

The following operators and distributors contributed to the recent special assessment to fight the ban on pinball games as proposed by measures before the Illinois General Assembly:

Otto Losness, Fulton Music Co., Canton, Ill.; A. Green, AAA Music, Rockford, Ill.; Clinton & Marie Pierce, C. S. Pierce Music Co., Broadhead, Wis.; Harold Mozler, Harold's Phonograph Service, Jerseyville, Ill.; August Hiemer, Ace Music, Mascoutah, Ill.; Orma (Mohr) Johnson, Johnson Vending Service, Rock Island, Ill.; Chick Henske, Henske Music Co., Jacksonville, Ill.; Charles A. Marik, Star Music Co., Rockford, Ill.; George Peters, Triangle Sales, Peoria, Ill.; Paul M. Brown, Western Automatic Music, Inc., Chicago, Ill.; Francis Roper, Midwest Distributing Co., Rockford, Ill.; Kenneth Lundberg, Lundberg Music Co., Cherry Valley, Ill.

Bernard Williams, Williams Amusement Co., Enfield, Ill.; Harry Schaffner, Schaffner Music Co., Inc., Alton, Ill.; R. A. Shuets, Automatic Music, Urbana, Ill.; Leonard Tillman, Twentieth Century Music Corp., East St. Louis, Ill.; Hershel & Bud Taylor, Taylor

Sales Co., Belleville, Ill.; Dwane Kramzar, Kramzar Amusement Co., Springfield, Ill.; Bud Hashman, Star Novelty Co., Springfield, Ill.; Joe Abraham, Peoria, Ill.; Tyler Sprague, City Vendors, Peoria, Ill.; Andrew Frasco, Peoria, Ill.; Louis Osterman, Peoria, Ill.; Les Montooth, Peoria, Ill.; Bob Grier, Bob's Music Service, Paris, Ill.; Al & Dick Glenko, Dial Amusement Co., Chicago, Ill.; George W. Wooldridge, Blackhawk Music Co., Sterling, Ill.

E. W. Gilbert, Gilbert Music Corp., Bloomington, Ill.; Vincent Angeleri, A. A. Swingtime Music Co., Chicago, Ill.; John Rawski, J. & J. Music Co., Effingham, Ill.; John North, Automatic Phono., Inc., Centralia, Ill.; B. D. Hanks, Robinson, Ill.; Theodore Board, Herscher, Ill.; Charles & Robert Lindelof, General Music Corp., Skokie, Ill.; Theodore G. Argus, Argus Amusement Co., Wilmette, Ill.; Nate Feinstein, World Wide Distributors, Chicago, Ill.; Gilbert Kitt, Empire Dist. Co., Chicago, Ill.; Ed Ginsberg, Bill Phillips, Atlas Music Co., Chicago, Ill.; J. A. Schwartz, National Coin Machine Exchange, Chicago, Ill.; Charles Kagels, Advance Distributing Co., St. Louis, Mo.; Duane & Anthony C. Hesch, A. H.

Entertainers, Inc., Arlington Heights, Ill.; Gene Fiedler, Melody Music Co., #2, Champaign, Ill.; L. R. Carr, Carr Amusement Co., Macomb, Ill.; Mrs. Bernice Young, Victory Amusement Co., Collinsville, Ill.; Dick Roche, B & L Distributors, Forreton, Ill.

Omar Dressel, Dressel's Music Service, Olney, Ill.; Jack & Jeane Hutt, East Peoria, Ill.; Willie McGee, McGee Music Co., Chicago, Ill.; C. E. Erickson & William Holl, Erickson & Holl, Cicero, Ill.; Mel Paschea, P. & S. Amusement Co., Granite City, Ill.; Elmer Schmitt, Photo Vend Co., Chicago, Ill.; M. E. Mitchell, Morris Novelty Co., Inc., St. Louis, Mo.; Roy Kass, Hi Fi Music, Chicago, Ill.; Thomas P. Cassidy, Amusement Serv. & Dist. Co., Spring Valley, Ill.; Frank La Maskin, Clover Music Co., Chicago, Ill.; John Clydesdale, Clydesdale's Music Co., Oglesby, Ill.; M. J. Proffitt, South Central Music Co., Chicago, Ill.

Victor Odorizzi, V-O-Vending, Staunton, Ill.; Walter Poffenberger, Poffenberger Enterprises, Mount Carroll, Ill.; Henry Lonnie, Eastern Music Inc., Chicago, Ill.; Ralph Talaga, Fox Lake, Ill.; Bernard Lazare, Bern's Amusements, Inc., Chicago, Ill.

Pleasure Amusement Co., Bloomington, Ill.; Automatic Amusements, Morton, Ill.; Music Merchants, Inc., Chicago, Ill.; Knott Music Co., Galesburg, Ill.; Winguist Automatic Sales, Rock-

ford, Ill.; C. & F. Music, Champaign, Ill.; State Line Music Co., Galena, Ill.; O'Hara Novelty Co., Beardstown, Ill.; Alenn Renner Amusement Co., Collinsville, Ill.; Kenwood Amusement Inc., Chicago, Ill.; Ideal Music Co., Gibson City, Ill.; Lee Nordic Music, Inc., Chicago, Ill.; Danville Am Vendio, Danville, Ill.; Dunn's Amusement Services, Quincy, Ill.; Donica Vending, Morris, Ill.; Pekin Vending, Pekin, Ill.; Davey's Music Co., Stockton, Ill.

S. C. Ops May Charter Plane

Continued from page 69

the operators would always get a fair hearing.

In the second half of the business session Lawson, Jim McGrath, administrative assistant for legal affairs in the tax commission office, and Louis B. Brickle of the Tax Commission, served as a panel to answer questions on tax problems.

One of the main points made during this session was made by Lawson who urged the operators to urge their locations to keep complete and accurate records of the sources of income since the principal business of an establishment activities is the determining factor in whether a business is licensed under the public recreation statutes and has to follow a stringent set of rules about closing times and Sunday closing.

He cautioned them not to think that source of income is the only factor that will be considered in determining the "principal activity."

About 60 persons attended the meeting which included a luau and dance on Saturday evening.



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

Fischer.



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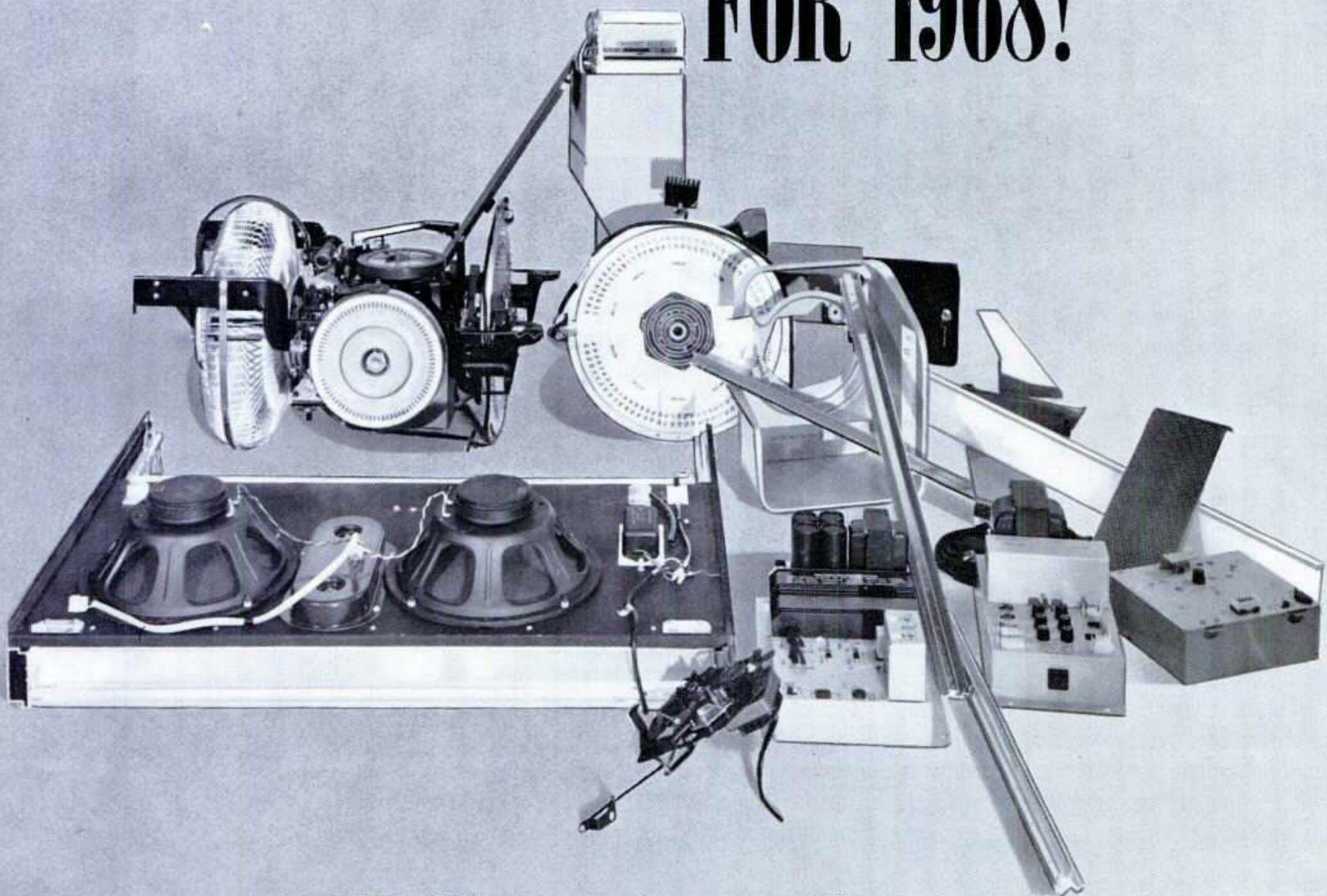


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ROCK-OLA *all-out, all the way for profits!*

Album Reviews

More Album Reviews Inside

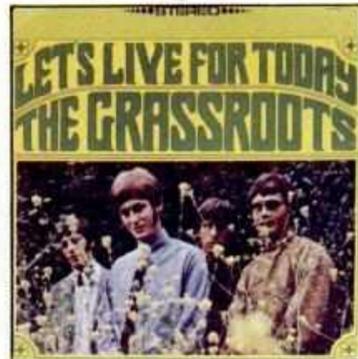
POP SPOTLIGHT
GOLDEN HITS—THE BEST OF LAWRENCE WELK
 Lawrence Welk. Dot DLP-3812 (M); DLP-23812 (S)

Lawrence Welk's biggest hits are corked in this superb package, which can be truly called "the champagne" of Welk's music. Including songs such as "Calcutta," "Baby Elephant Walk," "Scarlet O'Hara," "Moon River" and "Yellow Bird," among the 10 selections, this album should have no trouble bubbling to the top of the charts.



POP SPOTLIGHT
LET'S LIVE FOR TODAY
 The Grassroots. Dunhill 50020 (M); DS 50020 (S)

This album defines why the Grass Roots is one of the most exciting contemporary groups around. With most of the numbers penned by group member P. F. Sloan (composer of "The Eve of Destruction") and co-producer of the disk with Steve Barri, the disk's successful title tune, as well as selections "House of Stone," "No Exit," and "Out of Touch" are giants.



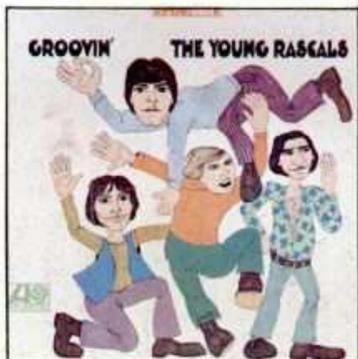
POP SPOTLIGHT
SHAKE, RATTLE & ROLL
 Arthur Conley. Atco 33-220 (M); SD 33-220 (S)

Right on the heels of his big "Sweet Soul Music" hit single and album, Conley came up with the spicy version of the old r&b and pop standard "Shake, Rattle and Roll." Otis Redding shows his qualifications as producer—and they are extraordinary. But Conley is the star and reveals merit as a flexible, all-around performer.



POP SPOTLIGHT
GROOVIN'
 The Young Rascals. Atlantic 8148 (M); SD 8148 (S)

This album is a must for every pop music dealer's inventory. Just off their smash hit, "Groovin'," the Rascals, one of the hottest groups in the nation, perform their current "A Girl Like You" and one of their past hits, "You Better Run." The album, sure to make it to the top of the charts, will also score heavily in r&b outlets.



POP SPOTLIGHT
A MAN AND A WOMAN
 Johnny Lytle. Solid State SS 18014 (S)

Solid State's reputation as a sound label will be helped by this Latin jazz treatment of the movie theme, "A Man and a Woman," (played on each side) and by John Lytle's approach to other themes by Francis Lai. The album should sell in the pop and jazz fields.



POP SPOTLIGHT
THE LOVE GENERATION
 Imperial LP 9351 (M); LP 12351 (S)

Leading off with their hit single "Groovy Summertime," the Love Generation should score big with this, their debut album. These four boys and two girls deliver today's bright, light sound with the emphasis on love. While most of the material is new, such as "Meet Me at the Love-In," the standard, "She Touched Me," sparkles in this groovy treatment.



POP SPOTLIGHT
THE BEST OF SONNY & CHER
 Atco 33-219 (M); SD 33-219 (S)

Here is a collection of some of Sonny and Cher's hits which should make a huge dent in the album charts. Among the 12 selections are "I Got You Babe," "Little Man," "But You're Mine," and "Laugh at Me."



POP SPOTLIGHT
WALKING IN THE SUNSHINE
 The Robert DeCormier Singers. Command RS 916 SD

The repertoire is country, but the sound is pop. And the Robert DeCormier Singers produce some of the sweetest sounds this side of Nashville. There's a couple of Roger Miller tunes, the durable "Ramblin' Rose," and two folk-type songs—"Kisses Sweeter than Wine" and "Sixteen Tons."



POP SPOTLIGHT
THE BEST OF JOE TEX
 Atlantic 8144 (M); SD 8144 (S)

This "best" album is just that, with 12 songs from Tex's previous Dial Series albums on Atlantic. Sales lures include big singles hits like "S.Y.S.L.J.F.M. (The Letter Song)" and "The Love You Save (May Be Your Own)." The unique Joe Tex style also offers other attractions like "A Sweet Woman Like You," "I've Got To Do a Little Bit Better" and "I Want To Do Everything For You."

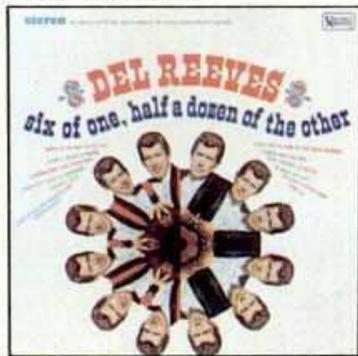
COUNTRY SPOTLIGHT
A BIRD NAMED YESTERDAY
 Bobby Bare. RCA Victor LPM 3831 (M); LSP 3831 (S)

Bobby Bare teams up with producer-writer Jack Clement for something entirely new and extremely different—an album with a theme unhampered by the boundaries of time or preconceived standards. "A Bird Named Yesterday" is a potential hit single. From there, the LP winds through recitations and other tunes centered around a nostalgic hometown idea.



COUNTRY SPOTLIGHT
SIX OF ONE, HALF A DOZEN OF THE OTHER
 Del Reeves. United Artists UAL 6595 (M); UAS 6595 (S)

Six up-tempo selections and six ballads make up a dozen delights for Del Reeves fans. In his more-familiar up-tempo style, Reeves gives fine humorous versions of "Blame It on My Do Wrong," and "Everybody's Gotta Be Somewhere," while he's equally fine in ballads.



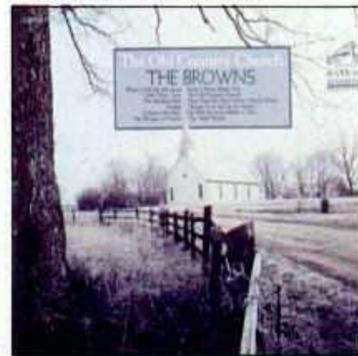
RELIGIOUS SPOTLIGHT
SACRED BALLADS
 Dottie West. RCA Victor LPM 3784 (M); LSP 3784 (S)

Dottie West, one of the sterling country artists who scores with consistency, certainly has a winner in this album. The sound is country all the way, the tunes are religious. She performs a beautiful stirring version of "How Great Thou Art." "I Believe" is handled tenderly, and she reaches for the heights on the full-production number of "You'll Never Walk Alone."



RELIGIOUS SPOTLIGHT
THE OLD COUNTRY CHURCH
 The Browns. RCA Victor LPM 3798 (M); LSP 3798 (S)

The Browns lend the beautiful harmony that has brought them big-selling records in the pop field and countless country hits to a second album of hymns. One of the superb tunes is "The Mocking Bird." The Browns have come up with a commercial beat for a spiritual topic. "Sorry, I Never Knew You" is up-tempo and well-delivered.



GOSPEL SPOTLIGHT
GOOD 'N' HAPPY
 The Happy Goodmans. Caanan OAS 9636 (S)

The Goodmans, one of the most popular gospel groups on the road today, present religion in a happy light. With spirit and enthusiasm that projects to the listener, the group's bright harmony shows loud and clear on "Move Up a Little Closer." They shift tempos for a soul-searching "The Eyes of Jesus." But most of the tunes are up-lifting and happy.



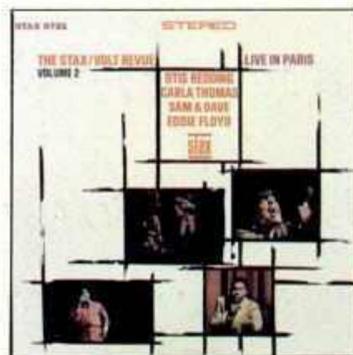
R&B SPOTLIGHT
OTIS REDDING LIVE IN EUROPE
 Otis Redding. Volt 416 (M); S 416 (S)

Otis Redding is captured here in an exciting live performance. A couple of the tunes are available in two variety package albums of the Stax/Volt shows in London and Paris, but Redding fans will settle for nothing but the full measure and he gives them that.



R&B SPOTLIGHT
SOUL FINGER
 Bar-Mays. Volt 417 (M); S 417 (S)

The finger-snapping "Soul Finger" and 10 other instrumental cuts pound with a dance beat. For the slow dancer—"With a Child's Heart" and for the faster hits—"Bar-Kays Boogaloo." But whatever your choice, the Bar-Kays offer a wide variety. The group really moves and grooves on "Pearl High" and "Hole in the Wall." The result is a fine album.



R&B SPOTLIGHT
THE STAX/VOLT REVUE, VOL. 2, LIVE IN PARIS
 Various Artists. Stax 722 (M); S 722 (S)

Second in a series, this one is recorded live in Paris and features performances by artists of the Stax Records stable in Memphis, but the man who steals the show is pace-setting Otis Redding with a five minute version of "Try a Little Tender." Other artists on the album include Carla Thomas, Eddie Floyd, Sam & Dave.



JAZZ SPOTLIGHT
A SPOONFUL OF JAZZ
 Bud Shank. World Jazz WP 1868 (M); WPS 21868 (S)

Bud Shank supplies classy and vibrant jazz treatments to the music penned by the Lovin' Spoonful. Most of the tunes were big hits for the Spoonful and one, "Younger Girl," hit the charts via the Critters. "Lovin' You," another Spoonful composition, was a Bobby Darin hit. The Shank-Spoonful combination should make for strong sales.



JAZZ SPOTLIGHT
CLASSIC JAZZ PIANO STYLES
 Various Artists. RCA Victor LPV 543 (M)

Sampling of six of the all-time great jazz pianists (recorded between 1929 and 1941), this showcase of style is a must for any jazz lover. Selections include "Fat Frances" (Jelly Roll Morton), "Tea for Two" (Fats Waller), "On the Sunny Side of the Street" and "My Melancholy Baby" (Earl Hines) and "Boogie Woogie Man" (Pete Johnson and Albert Ammons).