

Billboard

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Newsweekly

Dressed-Up Reissues Giving Record Firms Sales Bonanza

By MIKE GROSS

NEW YORK—Record companies are learning how to succeed in business without really recording. The manufacturers are getting lots of sales mileage from previously released material which is being repackaged and sent back into market under such assorted titles as "Best of . . .," "Greatest Hits," and "Gold Vault," among others.

Consumer acceptance of the old goods in new dressing is evidenced by the 20 titles on Billboard's "Best Selling LP" chart, four titles in the "Best Selling Country Albums" chart, and three titles in the "Best Selling Classical Albums" chart this week.

Most soundtrack sets are entries which require no new recording sessions on the part of the record company, either. The release of a soundtrack album is mainly a matter of editing and

packaging. In the current "Best Selling LP" chart there are nine soundtrack titles listed.

So successful have the reissues become that several companies have made them a permanent part of their promotional campaigns or have used them as a spearhead of a particular drive. For example, RCA Victor's recent campaign on Eddy Arnold's complete catalog was highlighted by an album titled "Best of Eddy Arnold." The album is in the No. 1 spot on the "Best Selling Country Albums" chart this week and number 34 on the pop LP chart. Decca Records uses an all-star country LP to spark its annual country drive every June. Each all-star album has been a top seller for the company which just issued Volume 8 in the series. And Columbia

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Split-Level Lyrics Beat Censors

By HANK FOX

NEW YORK—Rock groups, ranging from the Beatles to the Jefferson Airplane and including the Doors, Love, Procol Harum and others of the San Francisco sound generation, are couching their lyrics on a secondary level to avoid radio censorship.

"While many groups are recording songs which seem overtly to contain trite lyrics," said Paul Rothchild, a&r producer for the Doors on Elektra Records, "lyrics are twice as important now as they were when Bob Dylan was at his peak. Writers are now utilizing the allegory as a cryptic plane, lest their songs be banned from radio."

The record industry has taken on a new and socially significant function, Rothchild believes.

"We're more than an entertainment medium," he said. "We're now a vital communications channel for a group that doesn't control communications. Groups are concerned with music. Music is more to them than a cliché. But they're not interested in 'ditties.' This is a new pop music."

The trend is towards a freer music form—one which the San Francisco sound represents. "Instrumentally, the move is away from the Dylan chant," Rothchild continued, "but lyrically, the current product is precisely in Dylan's direction."

However, Rothchild stressed that the cryptic messages are not limited to drug advocacy and sexual freedoms. "Here's where self-appointed

(Continued on page 10)

Trousdale, Dunhill in School Tie Projects

By ELIOT TIEGEL

LOS ANGELES—Trousdale Music will tap local high schools to discover young writers, while parent Dunhill Records readies a series of teen-oriented concerts sponsored by a cosmetic company.

Jay Lasker, Dunhill's executive vice-president, feels that teens first learn to play an instrument and then begin creating their own compositions.

"Years ago, kids used to be concerned with playing sports; today they're playing in bands. Out of 1,000 students there may only be five who sincerely want to get in the music business. We hope to find these talented youngsters through series of band contests at local high schools," Lasker explained. He and Norm Ratner, recently named professional manager of Trousdale Music, will work on developing talent contests with the co-operation of the Los Angeles Board of Edu-

(Continued on page 10)



Stevie Wonder has a Top 10 hit with his latest single release, "I Was Made to Love Her," Tamla 54151. A new album by Stevie is presently in production and will be released soon. (Advertisement)

Record Industry Saying 'Shalom' With Dollars

By FRED KIRBY

NEW YORK—Members of the record industry are raising money to aid Israel. Sam Goody is donating its profits from the sale of Columbia Records' "Israel's Finest Hour" to the Israel Emergency Fund of the United Jewish Appeal as is Merco Distributors. Donations from profits also are being made by Washington Distributors, D. C. company, Charles Bassine and Eugene Firkoff of E. J. Korvette have donated \$1 million to the fund. In addition, Sam Goody intends to donate 10 per cent of his profits for one day in the next two weeks to the fund. Columbia is donating its profits from the sale of the album to the UJA. The album contains the speech of Abba Eban, Israeli foreign minister, before the United Nations Security Council on June 6.

The Music Industries Division of UJA, which is headed by Al Levine, vice-president of New Deal Record Service Corp., and Gene Weiss of Columbia's a&r department, has begun collecting money for the emergency fund well in advance of the division's second annual dinner, which is slated for the fall.

PlayTape Gets 'Go' Signal For Rights to Cap. Catalog

By CLAUDE HALL

NEW YORK—PlayTape, the 2-track CARtridge system developed by Frank Stanton, last week acquired the catalog of Capitol Records, bringing the Beatles onto a roster that already includes such as the Mamas & Papas, Sham the Sham, Frank Sinatra, Herb Alpert and the Supremes.

The addition of Capitol also brings onto the transistorized portable system a goodly share

of the country music output—such artists as Buck Owens, Sonny James, Tex Ritter, Wanda Jackson and Merle Haggard.

This brings the total number of labels available on PlayTape to 24, said Stanton. He felt that the total number of selections now available on 2-track, well over 2,000, makes the system the largest producer of tape cartridge entertainment in the

(Continued on page 58)

Business Papers Seek Faster Mail Delivery

By MILDRED HALL

WASHINGTON — Subscribers to Billboard and other business papers who have fumed over delays in getting their copy over long distances through slow mails, may benefit from a proposed new postal airlift category for second class publications.

The case for faster mailings for business papers was presented here last week by Second Class Mail Publishers, Inc., to the House Post Office Sub-

committee. Subcommittee chairman Rep. Arnold Olsen (D., Montana) was strongly sympathetic to the idea, during hearings on the new Postal Revenue bill. The bill, H. R. 7977, would raise rates on all mail categories, including a slight raise in special fourth class educational materials covering phonograph records, tapes, films, books, etc. (Billboard, April 29, 1967).

(Continued on page 10)

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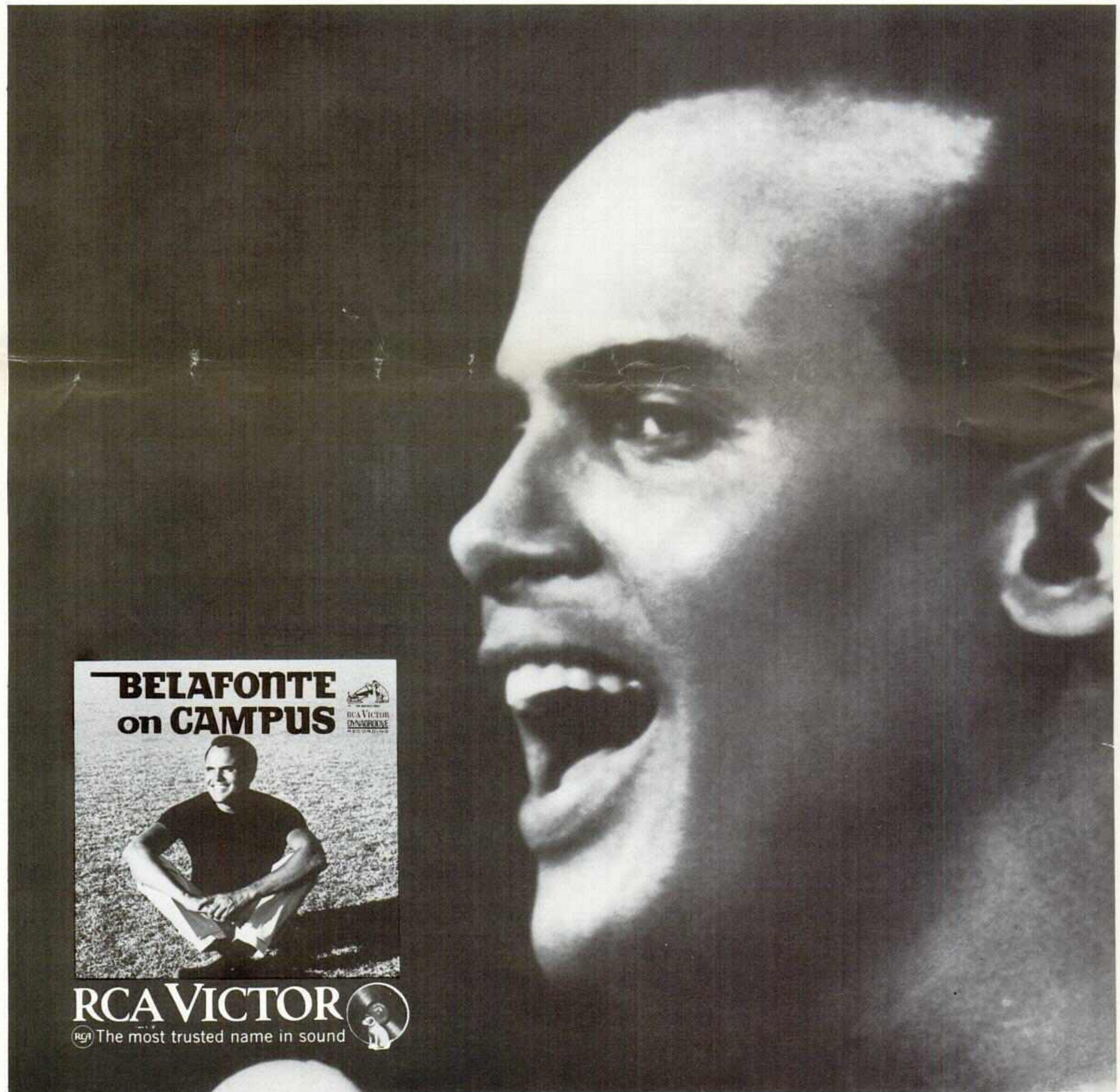
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Belafonte's new album features the songs most requested on his college concert tours. Here, Belafonte does "Roll On, Buddy," "Delia," "Waly, Waly," "The Dog Song" and "The Hands I Love" in an album made-to-order for Belafonte fans. LPM/LSP-3779



Available on Stereo 8 Cartridge Tape

More Firms Join The Price Swing

NEW YORK — The record companies' swing to equalize the price of mono and stereo albums continued last week.

Effective Monday (19), Warner Bros., Reprise and Loma mono albums will be priced equal with their stereo counterparts. Single disk albums designated R, W, L, RS, WS and LS will carry a \$4.79 suggested list. All LP's designated F, B, FS and BS will carry a \$5.79 suggested list.

Tower will equalize its mono and stereo prices on July 1. The new Justin Wilson album, however, was initially priced at \$4.79 and will remain at that price. It was issued in mono only.

Mainstream, too, has boosted

its mono LP price by \$1. Bob Shad, president said that the Brent label will also be included in the increase which will bring the price up to \$4.98. Time Records, Mainstream's economy line, will remain at \$1.89.

On the all-classical front, Deutsche Grammophon will begin to phase out its monaural albums beginning with its initial autumn release due in August. All future classical albums on both DGG and the Archive labels will be issued in stereo only. Deutsche Grammophon has had a \$5.79 list in effect for both monaural or stereo disks since Jerry Schoenbaum became chief of MGM's classical division in September of 1963.

Unique Console Unit Launched by Seeburg

CHICAGO — The Seeburg Corp., the big jukebox maker that has been moving increasingly into consumer electronics, is introducing a radical departure in phonograph technology at the Music Show here and the EIA Consumer Electronics Show in New York this week.

Seeburg has developed a console — to retail for \$1,500 (\$795 for the changer unit alone). It will play both sides of 50 LP's in a vertical magazine automatically. The unit — which may be programmed in advance like a jukebox to call up any of the 100 sides —

Cobra Strikes in Pa.

NEW YORK — Cobra Records, with offices at New Holland, Pa., has debuted, and will produce pop and folk material. First disk is Tommy Joy's "Street Without Joy," parts I and II.

Peer-Southern Label Formed

NEW YORK — The Peer-Southern publishing operation has formed a recording subsidiary. The label is titled Peer-Southern.

First disk to be released is "Big Wheel Cannonball," cut by Dick Todd with the Appalachian Wildcats. Flip is an instrumental, "Return of the Double Eagle" by the Appalachian Wildcats.

Todd, of course, had some big hits years ago, notably "Daddy's Little Girl," "Bummin' Around" and others.

The sides were cut in Nashville by Vaughn Horton. It's known that "Big Wheel Cannonball" has already stirred up action via play on WWVA, Wheeling, W. Va., where Lee Moore has been airing it.

'Opry' Inks Phillips

NASHVILLE — Stu Phillips, RCA Victor artist, was signed Thursday (15) to the "Grand Ole Opry." Booked by Acuff-Rose Phillips is reported to be only the second Canadian signed to the show. First was Hank Snow.

Korvette Cuts Mono Stock On Classical

NEW YORK — E. J. Korvette, the discount department store chain, is cutting down on the number of classical music albums carried in mono, according to record buyer David Rothfeld. "Phasing out" would not be inaccurate, he said, but added that there were many artists such as Heifetz and Horowitz which would continue to be stocked in mono as well as stereo. Certain operas would also be carried in both stereo and mono. "I don't see cutting mono product out completely for some time."

Sam Stolon, general manager of the Sam Goody record chain, said he felt mono still had a year or two years of life left. "The public doesn't even know the price of mono has gone up."

A Production Unit Set Up By Gentry, Cordell

NEW YORK — Bo Gentry and Ritchie Cordell who write and produce the Tommy James and the Shondells' hits for Roulette Records, have formed the production unit of Gentry-Cordell Conceptions. Conceptions will produce James as well as other artists. They just completed a session with Musicor's Gene Pitney — "Getting Together" — and will do Anita Humes and the Essex for Roulette.

Both Gentry and Cordell were formerly part of the Kama Sutra Productions stable. Gentry was a deejay with country music station WAXE at Verro Beach, Fla., two to three years ago. Gentry and Cordell's single featuring the Essex is "Everybody's Got You." Jimmy (Wiz) Wisner arranges all of their material.

High-Riding Fraternity on The Move: Into R&B, Albums

NEW YORK — Fraternity Records, one of the more profitable one-man record operations in the business, has doubled its executive staff and is striking out into the r&b and album fields.

Joining Harry Carlson, president, in the operation is Gene Hughes, who becomes executive vice-president. Hughes, who is lead singer, arranger, producer and manager of the Casinos, will become involved in promotion, sales and a&r.

In addition, he will be a solo artist for the label, with "We

Kapp Arranging July Meetings

NEW YORK — Kapp Records is setting up July meetings between distributors and sales representatives to discuss fall product. Sid Schaffer, sales vice-president, and Hy Grill, a&r producer, will cover the West and part of the Midwest. Joe Berger, national sales manager, and Gene Armond, national promotion manager, will cover the East and part of the Midwest.

Could," a blue-eyed soul number, his first outing. Hughes said that his activity as a solo artist will in no way affect the Casinos, with whom he will continue to record and who will continue to make records for Fraternity.

Fraternity recently signed Albert Washington in a move to crack the r&b market. The label had bought Washington masters in the past, but now the artist is in the Fraternity roster. Hughes said that Fraternity will look for r&b masters and sign additional r&b artists.

He added that Fraternity, which has been primarily a singles label, will step up its album production extensively.

Peggy Lou, a BMI publishing firm, has been organized by Carlson and Hughes and will operate as a wing of Fraternity. Carlson already has two publishing companies, but all new material will be published by Peggy Lou.

Fraternity has taken on several additional independent promotion men, and under the new arrangement Carlson will do considerable traveling to visit distributors and to help with promotion.

Gordon Sales Bought By ABC; Execs Kept

SEATTLE — ABC Records has bought Gordon Sales here. The rack operation will remain under the management of Lou Laventhal, Don Sulman and Stan Jaffe. Jaffe is also president of the National Association of Record Merchandisers.

Gordon, one of the top half dozen rack jobbers in the nation, operates in Washington, Oregon, Northern California, Alaska, and parts of Montana and Idaho.

Laventhal and Sulman also formed C&C Distributors in Seattle after World War II. Laventhal is president of the distribution operation, which handles Atlantic, Cadet, Checker,

Chess, Liberty, MGM and Roulette.

C&C established its rack operation in 1962, and the following year expanded by acquiring Gordon Sales, an existing rack operation. It was one of the first computerized rack operations in the country. The firm was considering going public before its acquisition by ABC.

The acquisition by ABC is consistent with the label's avowed policy of diversifying in the distribution field. Within the last year, the label has organized its New Deal division, a rack-jobbing and distribution network acquired from Al Levine and Lou Clayman.

Atl. Gold Strikes Authorized: 5 Singles, 2 LP's; Another Due

NEW YORK — The Atlantic Records' family of labels made a run on the gold disk market last week. The labels received authorization from the RIAA for five singles and two albums, and there's still another single up for gold disk certification.

The Atlantic and Atco single records that earned the RIAA seal include Aretha Franklin's "Respect" and "I Never Loved a Man (The Way I Love You)" on Atlantic; the Young Rascals' "Groovin'" on Atlantic; Mr. Acker Bilk's "Stranger on the Shore" on Atco, and Booker T. and the MG's "Green Onions" on

Stax. The last two records were originally released about five years ago and have continued to sell steadily since they were first issued. The disk up for certification is Arthur Conley's "Sweet Soul Music" on Atco.

Miss Franklin's Atlantic album "I Never Loved a Man (The Way I Love You)" and Bilk's "Stranger on the Shore" on Atco were the two albums receiving the gold disk award. Miss Franklin's LP was one of the fastest selling albums of this year, and Bilk's LP hit won the award five years after its original release date.

Jerry Wexler, Atlantic's executive vice-president, supervised all of Miss Franklin's recordings. "Groovin'" marks the first RIAA award for the Young Rascals, as does "Green Onions" for Booker T. and the MG's, and "Stranger on the Shore" for Mr. Acker Bilk.

The RIAA single record certification is for sales of one million copies; the RIAA LP certification is for sales of \$1 million.

New Hickory Label TRX

NASHVILLE — The name of the new Hickory Records sister label will be TRX, according to W. D. Kilpatrick and Lester Rose.

The Hickory management originally had selected the name Troy, but this name was not available.

Already the new label has signed two artists, British musical comedy star Mia Lewis and U. S. recording artist Troy Shondell, who is best known for his record, "This Time."

The first release on the TRX label is expected momentarily. The new label will be used primarily to feature contemporary pop and Top-40 material. Distribution on the new label is not exclusively Hickory, and Kilpatrick and Mose said the TRX distributor organization is not yet complete.

MIDEM ENVOY HEADS FOR U. S.

NEW YORK — Jean-Claude de Villeroy, international MIDEM manager, will be in this country this month calling on record and publishing companies with an eye toward plans for MIDEM 2, set for Jan. 29 through Feb. 3, 1968, in Cannes, France.

Villeroy's itinerary calls for visits in New York, Nashville and Hollywood starting Wednesday (28) through July 3. He will confer with the participants in this year's MIDEM, as well as several other firms asking them to take part in next year's event. MIDEM 2 will also focus upon the classical musical industry.

Epic's U. K. Acts Plan US Landing

NEW YORK — Epic Records' top British groups, the Dave Clark Five, the Tremeloes and the Yardbirds, are scheduled to hit the U. S. shortly for coast-to-coast concert tours.

Interest in the three groups is at a high point both here and in England. The Dave Clark Five recently received a gold record for their Epic album, "The Dave Clark Five's Greatest Hits" and they are running strong with the single "You Must Have Been a Beautiful Baby." The Tremeloes are clicking with two singles, "Silence Is Golden" and "Here Comes My Baby." The Yardbirds are scoring with the LP, "The Yardbirds Greatest Hits."

Mancini to Produce Laura Devon Wax

NEW YORK — Composer-performer Henry Mancini is turning record producer for RCA Victor's dates with singer-actress Laura Devon. Mancini will supervise the sessions in which Miss Devon sings two of his songs for the movie, "Gunn." The songs are "I Like the Look" and "Dreamsville."

Joe Reisman, who produces Mancini's disk dates for Victor, will conduct the orchestra on the Mancini-produced sessions.

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MERCURY IS EXPANDING its cassette equipment line with the introduction of five new units.

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UA's Jerome Opens Doors to All

NEW YORK — Henry Jerome, director of artists and repertoire at United Artists Records, is opening his doors to both the neophyte and the veteran. With the newcomers, Jerome hopes to set trends rather than follow fads, and for the veteran, he's looking for new directions.

Jerome believes that the only way to find new policy is to "truly implement" an open-door policy and to encourage their new ideas. In this respect, he's looking for young artists as well as young producers. Jerome says that he'll apply his talents in working with the new people but he won't interfere with the work of producers who "have their own way to go."

Jerome is now in the process of solidifying UA's activity on the West Coast in order to get a share of the flock of new groups cropping up in that area. He'll also continue working with such independent producers as Bob Crewe, Teddy Randazzo, Jerry

Ragovoy and Koppelman, and Rubin.

And as far as "new directions" for established artists is concerned, Jerome has already found a "new way" for Louis Prima which will be showcased in his first UA album titled "Louis Prima on Broadway". Jerome has also brought veteran Gene Krupa to the label and is now mapping out plans for the first album. He's also found a "new direction" for Jimmy Rosselli which was brought forth in the singer's recent single, "There Must Be A Way."

Jerome is also co-ordinating UA's world-wide action. On the European scene, for example,

he's working closely with Noel Rogers, UA's man in London, such groups as the Easy Beats, Spencer Davis, and Traffic.

Since Jerome's takeover of the UA's a&r department last February, Leroy Holmes, a&r producer, has been able to devote more time to developing new artists. He's currently working in the Latin groove and is now planning to launch Al Zeppi, Glori Cella and Chucho Avellanet.

Other a&r producers working with Jerome are George Butler, who is working in the r&b area, primarily for the Veep label, and Bob Montgomery, who is based in Nashville.



CLIVE J. DAVIS, left, vice-president and general manager of CBS Records; Ed Sullivan; William P. Gallagher, Columbia vice-president, and Bob Brenner, of Ashley-Famous Agency, celebrate Sullivan's recording contract with Columbia which calls for him to present a series of albums with themes based on holidays, Broadway, Hollywood and various countries of the world. The first LP, now in production and scheduled for release later in the year, is "Christmas With Ed Sullivan."

Chappell Push On Gershwin, Kern Catalogs

LONDON — Chappell & Co. Inc. here is seeking to create renewed interest in its George Gershwin and Jerome Kern catalogs.

Chappell, in cooperation with London Records, has launched a promotion effort for the London LP "The Porgy and Bess Symphonic Suite" by Robert Farnon. Also, composer-conductor Morton Gould will cut an album for RCA featuring harmonica soloist Larry Adler and songs by George and Ira Gershwin.

Chappell's plans for Kern include numerous new song folios. In addition, the little known Kern work, "Polka Scandinavienne," will receive concert band publication, and Morton Gould is preparing Kern's, "A Million Dreams Ago" for inclusion in a new disk.

Fox Pub Signs Sherman, Hague

NEW YORK — The Sam Fox Publishing Co. has signed the new writing team of Allan Sherman and Albert Hague to a long-term agreement. The first Sherman-Hague project will be the Broadway musical, "Birth Is the Coward's Way Out."

Fred Fox, head of the publishing firm, said that he is not restricting the performance of the tunes until the Broadway opening because of the interest in the material. The firm has already granted several recording licenses. Among them are "Did I Ever Really Live?" recorded on Columbia Records by Steve Lawrence, and "My Aunt Minnie," "Down the Drain" and "Signs," recorded by Allan Sherman for his latest Warner Bros. LP, "Togetherness."

Kapp's Armond in Talks on W. Coast

NEW YORK — Gene Armond, national promotion director for Kapp Records, is on the West Coast meeting with Mel Turoff, West Coast general manager, and Green and Stone, independent production company. Armond will also visit distributors, disk jockeys and promotion men.

ABC to Hold Sales Meets on August, September Product

NEW YORK—ABC Records will hold regional distributor meetings in New York, Chicago and Los Angeles to announce new album product for August and September.

The New York meeting on Aug. 9 at ABC headquarters kicks off with breakfast, followed by a product presentation at the Warwick Hotel across the street, lunch in the ABC dining room, then an afternoon meeting at the Warwick.

The Chicago meeting is scheduled for the Ambassador East Hotel Aug. 7, and the Los Angeles meeting on Aug.

4 will include a screening on the 20th Century-Fox studio lot and business meetings at the Beverly Hilton Hotel.

Distributors and salesmen at all three meetings will see 30-minute highlights of 20th Century-Fox's forthcoming musical "Dr. Dolittle" starring Rex Harrison, Samantha Eggar, Anthony Newley and Richard Attenborough, with emphasis on the musical numbers. The album, to be distributed by ABC, will be packaged in a deluxe double-fold pack. Shipments start Sept. 11 and the film premieres on Dec. 19.

Product to be bowed includes six ABC albums, three on Impulse, two on Dunhill, three on BluesWay, eight on Command, and two tracks on 20th Century-Fox.

B'nai B'rith Gives 10G to Aid Israel

NEW YORK — The Music and Performing Arts Lodge here of the B'nai B'rith announced here Sunday night (11) at its annual dinner that a \$10,000 check had been mailed to the support of Israel. President Al Berman also said that a record company had donated another \$10,000.

The dinner, attended by several hundred music industry executives, was highlighted by a speech by Berman, comedy dialog by Buddy Hackett, and songs by Margaret Whiting.

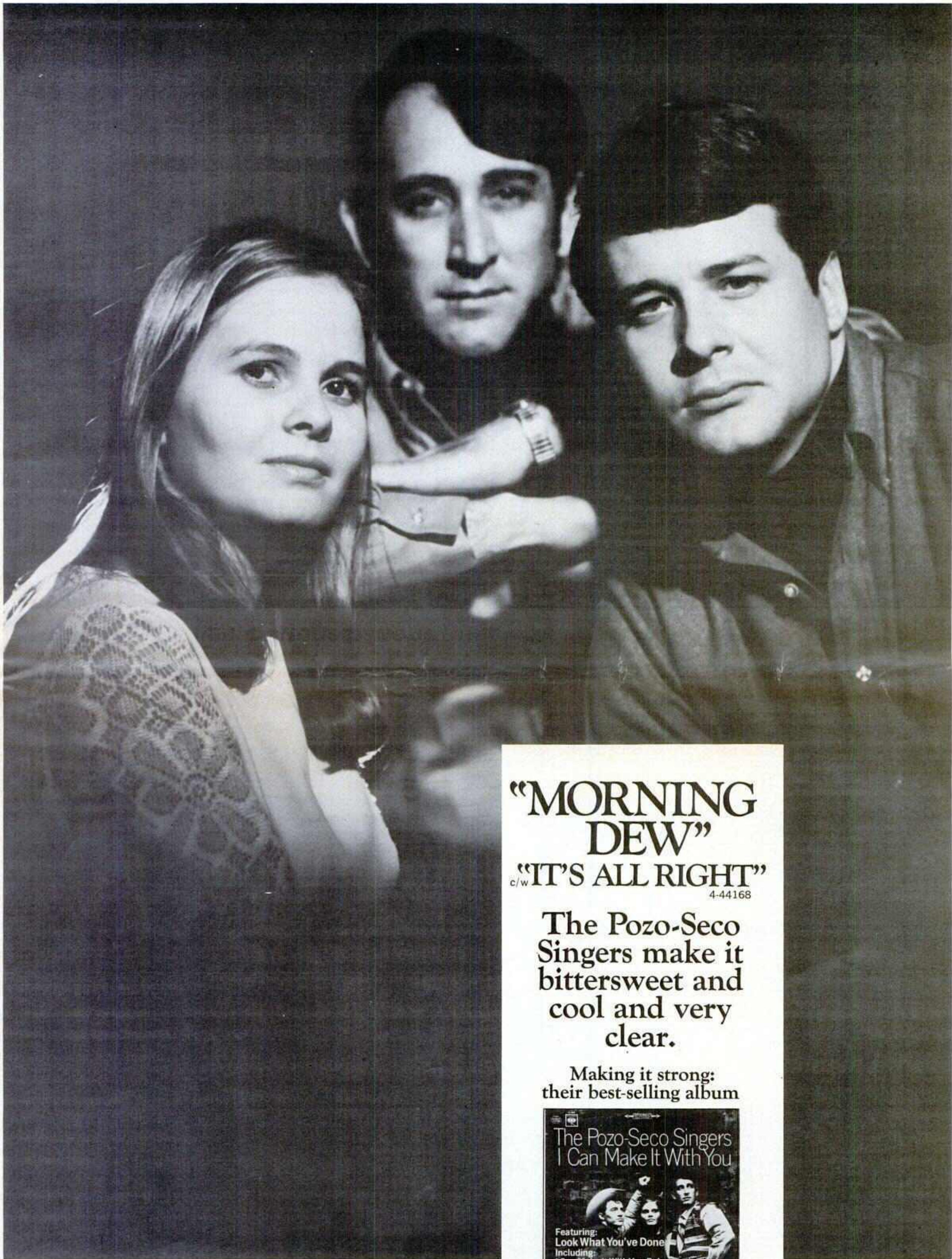
ESP-Disk Forms ESPRIM, Library

NEW YORK — ESP-Disk, Ltd. has formed ESPRIM, a music library for TV and films. Bernard Stollman, ESP president, explained the library will contain soundtrack music for TV series, feature films and short subjects. Music from a Europe and Asia is being added to the library.

ACUFF-ROSE HQ DEDICAT'N SET

NASHVILLE—Formal dedication and grand opening festivities for the new \$500,000 Acuff-Rose headquarters complex will be held Monday, July 10.

The Acuff-Rose operations were moved into two-story structure in mid-April. The building, with 24,000 square feet of space houses Acuff-Rose publications, Fred Rose Music, Milene Music, Silence Music, Acuff-Rose Artists, and Hickory Records. In addition to individual executive offices and two large conference rooms, the building contains a recording studio, a darkroom, and a complete printing operation.



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KESH will assist Love in writing DGG and Archive business in limited areas.

London Records of Canada is expanding the sales staff of its Toronto branch, with **Mike Doyle**, formerly as sales representative covering the Maritimes from Montreal, now on the Toronto beat, and **Henry (Joe) Toews**, previously a trainee with London's Winnipeg branch, handling accounts in Toronto and North and East Ontario. **Daryl Clarkson**, formerly a sales representative in Toronto, has been appointed promotion representative for Ontario. New manager of the record division of Taylor, Pearson, Carson in Vancouver, Quality Records' distributors in British Columbia, is **Reg Ayres**. Ayres was previously with Quality, most recently at Toronto as Western region sales supervisor and in charge of tape cartridge product.

Marty Wekser joins Epic as a&r development manager for the Epic and Okeh labels. He will be responsible for all master acquisitions for the two labels, co-ordination of British product for release on Epic, and product co-ordination and liaison with independent producers. He had been music director for WWRL, New York.

James Brodie has been named Western district manager for Columbia's Masterworks Audio Products. He will headquarter in Hollywood. Brodie had been audio manager for Columbia's Chicago branch for three years.

Al Altman joins Screen Gems-Columbia Music as professional manager. He had been East Coast manager for the Metric-Travis Group, promotion manager for Mutual Distributors in Boston and programmer and disk jockey for WMEX and WORL, both of Boston.

Robert Jewels has been named sales promotion manager for Edward B. Marks Music. He's been with Marks for four years and in music publishing for 25 years. He had been with BMI for several years.

Don Colberg is the new promotion manager for Raymond Rosen & Co., Philadelphia distributor. He will handle MGM, Verve, Verve/Folkways and Kama Sutra. Colberg, in the business since 1951, has managed a retail store, had been Philadelphia promotion and sales manager for Decca, regional representative for Dot, and district sales manager for MGM and Verve.

Norm Ratner has been named professional manager of Trousdale Music. He was formerly an independent producer and worked with **Pat Boone**. He replaces **Andy Wickham**, who held the post a year. . . . **Robert J. Mullenbach** has been appointed vice-president-general manager at the Standel Co., El Monte, Calif., electric guitar firm. He was formerly an executive vice-

(Continued on page 10)

Gabbe, Personal Mgr., Dies

NEW YORK — Dick Gabbe, veteran personal manager, died in his sleep on June 10. He was 55 years old.

Gabbe was partner in the firm of Gabbe & Heller, an

offshoot of the firm Gabbe, Lutz, Heller & Loeb, which split up several years ago. Gabbe headed the new operation in New York while his partner, Seymour Heller, was based on the West Coast.

Among his clients were Liberace, Al Martino, Davis and Reese, Tex Beneke, Jimmie Rogers, Helen O'Connell, and Chita Rivera.

Gabbe was president and one of the founders of the Conference of Personal Managers East, and had been on the board of governors of the Friars. Kenny Greengrass succeeds Gabbe as president of the Conference of Personal Managers East.

Surviving Gabbe are his widow, a daughter, a sister and a brother.

Kornfeld Producer

NEW YORK—A story in last week's Billboard incorrectly stated that Kapp Records had brought in Huey Meaux to produce Billy Edd Wheeler. The sentence should have read that Barry Kornfeld was brought in to produce Wheeler.

Byrd Awarded 50G Vs. MGM

WASHINGTON — Guitarist Charlie Byrd won approximately \$50,000 here last week in a judgment against MGM Records. The award was for 2½ per cent on sales of the album, "Jazz Samba," which he made with Stan Getz in 1962 on the MGM label.

Byrd also won in U. S. District Court a separate judgment against jazz saxophonist Getz for 40 per cent of the \$75,000 Getz made on the record sales. But collection is limited to one judgment, and Byrd chose the MGM. The judgments do not entitle Byrd to collect any future royalties from MGM on the record sales, or on future earnings from Getz on the record.

Randolph Month Push Pays Off

NASHVILLE — Results of the "Boots Randolph Month" promotion have been highly successful, according to Fred Foster, president of Monument. Foster outlined the results to his sales and promotion staff.

Currently in Billboard's pop, jazz and r&b LP charts with "Boots With Strings," the sax specialist also hit the singles charts with "Temptation," the follow-up to his hit version of "The Shadow of Your Smile."

The promotion featured Randolph on American Airlines' Astro-stereo, ads in trade and consumer publications, Playboy Club receptions in Los Angeles, Chicago and New York, a multi-market radio salute, and an extensive promotion tour by Randolph and Foster from coast to coast.

C&W, Blues for Newport Folkfest

NEWPORT, R. I. — Country music and blues will get recognition on the July 15 program at the Newport Folk Festival. Country artists to appear include Mother Maybelle, Bill Monroe, Grandpa Jones, Dave Dudley and Merle Travis.

Blues artists appearing include the Muddy Waters Blues Band with Otis Spann, Robert Pete Williams, the Chambers Brothers and Sippie Willace.

Rose, Sukman Inked

LOS ANGELES — David Rose and Harry Sukman have been signed to compose western music for the new CBS-TV Western series, "Dundee and the Culhane" which bows this fall. Rose is the regular music director for the "Red Skelton Hour," seen on the same network.

WP RELEASES SHANKAR DISK

LOS ANGELES — World Pacific has released a single by Ravi Shankar, India's leading sitarist. The disk is his second single in 10 years with the company. The tune is the theme from the Cannes film festival winner "Pather Panchali."

Jazz flutist Bud Shank is featured, and is the only American musician in the quintet. A year ago, Shankar and Paul Horn were teamed on a single.



THE BIG 3 (Robbins-Feist-Miller) is setting up a division to handle the development of new pop talent. Wally Schuster, center, who will head the division as manager of special projects, is flanked by Arnold Maxin, right, head of the publishing firm, and Jay Lowy, professional manager.

Col.'s Townsend Is Elected President of L. A.'s NARAS

LOS ANGELES — Irving Townsend of Columbia Records has been elected president of the Los Angeles Chapter of the National Academy of Recording Arts and Sciences (NARAS), succeeding Neely Plumb. Lou Bush was re-elected first vice-president. Other new officers are Sid Feller, second vice-president; Dave Axelrod, second vice-president; and Jimmy Bowen, treasurer.

The new board of governors of the New York NARAS chapter contains 11 new members and nine hold-overs. Elected to serve for the first time are songwriter Bob Crewe, singer-composer-producer Will Holt, conductor Norman Luboff, annotator Jim Lyons, arranger-producer Harold Mooney, musician Joe Newman, conductor Nick Perito, engineer Phil Ramone,

and a&r producers John Simon and Bob Thiele. Arranger Manny Alban, a former NARAS governor, was restored to the board.

Re-elected to new two-year terms are producer Ernie Altschuler, conductor Ray Charles, producers Milt Gabler and John Hammond, composer-conductor arranger Joe Harnell, producer Rod McCuen, pianist Marian McPartland, annotator Father Norman O'Connor, and pianist Billy Taylor. The new board will meet next Tuesday (27) to elect new officers.

General American to Open Chicago Office

CHICAGO—General American Records plans to open new offices here June 8 at 2224 N. Orchard. The label had been located in Columbia, Mo., but "due to recent distribution arrangements and label reorganization, we have decided to move," said president James P. Mills. The label will continue producing product in Memphis, "although we will be scouting Chicago talent for fall release." Robert F. Liles has been hired to head Slambeat Music, the label's publishing wing. Among the artists on the label are the Renowns and the Clann.

Stordahl Grant Is Set Up by NARAS

LOS ANGELES—A scholarship in the memory of the late Axel Stordahl, conductor-composer-arranger, has been established at UCLA by the Los Angeles Chapter of the National Academy of Recording Arts and Sciences (NARAS).

The scholarship, a \$300 grant, will be made through the Music Department of the university, and only graduate students are eligible. The first recipient will be announced this week in an annual student concert at the institution.

3 Savoy Sessions Produced by Dixon

NEWARK, N. J.—Musician-composer Bill Dixon has completed three recording sessions for Savoy Records under an arrangement for him to produce a series of "new music" disks to be waxed in compatible stereo. Dixon selected the artists, supervised the sessions and edited the tapes.

The first three titles are by the Marc Levin Ensemble, the Ed Curran Quartet and the Robert F. Pozar Ensemble.

Gorson to Handle The Move in U. S.

NEW YORK — Arthur H. Gorson, artist management firm, will represent a British Decca group called the Move in the U. S. under a deal negotiated with their manager, Tony Secunda. The group, whose latest release is "I Can Hear the Grass Grow," is slated to visit the U. S. for personal appearances in September. Danny Cordell, who produced the "Go Now" hit by the Moody Blues, produced the Move record. It was a hit in England as was their "Night of Fear."

Schwartz's S-G, Riffi Pub Deal

NEW YORK—The Schwartz-Greenberg publishing organization here will be represented in Italy by Riffi Publishing. The deal was arranged last week by Bob Schwartz, S-G president, and Giuseppe Velona, vice-president of Riffi. Until now, the two companies have had arrangements on various songs. The new deal, however, covers the entire S-G catalog.

Monument Acquires

LOS ANGELES — Monument has acquired foreign representation for the Cape Ann rhythm and blues catalog. Many of the Cape Ann titles have been cut on Monument's r&b label Sound Stage 7.

Monument officials expect the new blues tunes to be especially valuable in England, on the Continent and in the Far East where r&b material is very popular.

SOUL HITS!

**SOLOMON
BURKE**

**TAKE ME
(JUST AS I AM)**

Produced by CHIPS MOMAN & DAN PENN



2416

**KING
CURTIS**

**YOU DON'T
MISS YOUR WATER**



6496

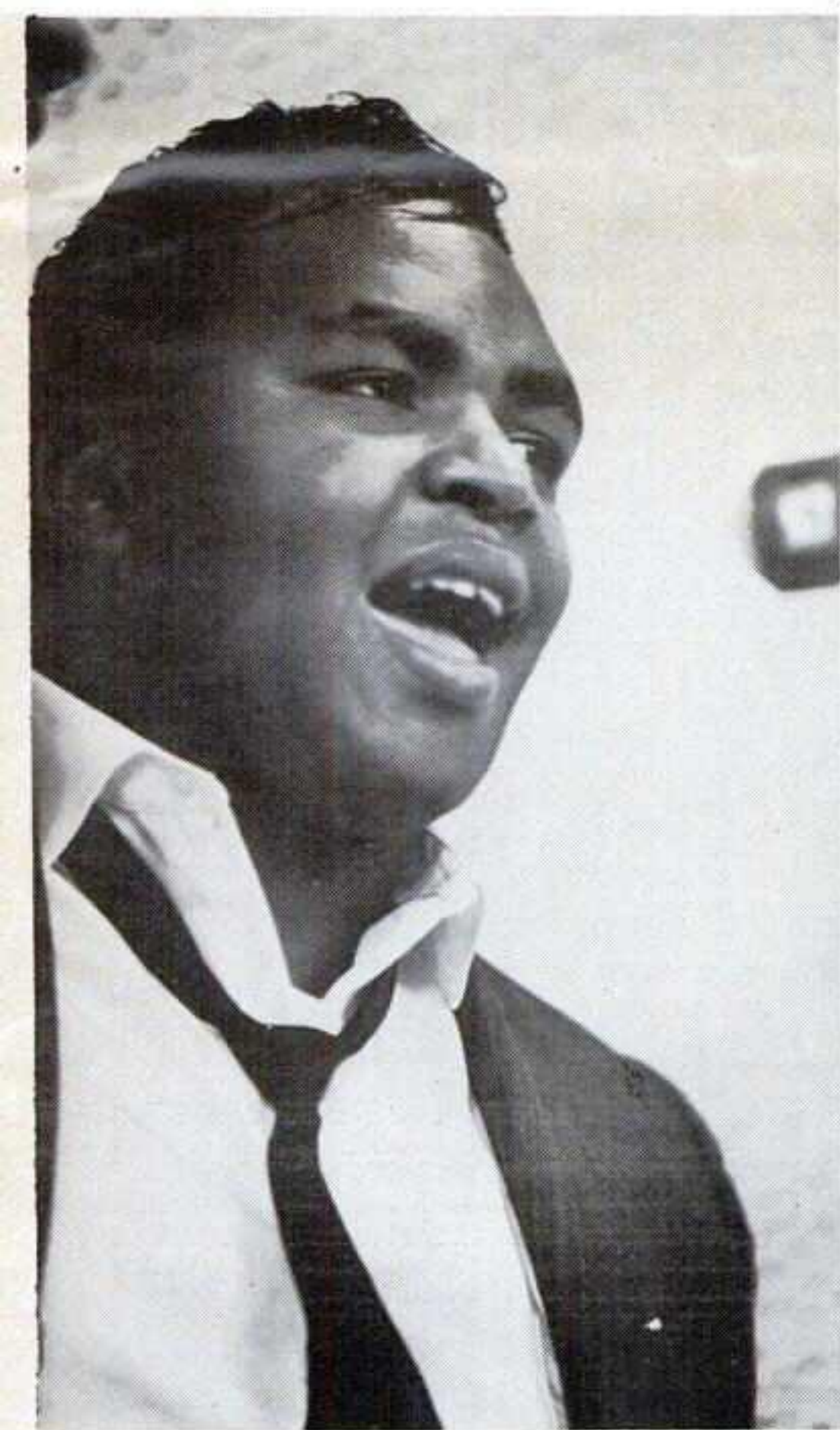
**JIMMY
HUGHES**

**DON'T LOSE
YOUR GOOD THING**

Produced by RICK HALL



1014



**FROM
ATLANTIC-ATCO**

This One



CL75-CLF-2N2L

MARVIN'S CIRCUS

IS COMING TO TOWN!

Four electric clowns with a
switched-on calliope and the
grooviest sound on earth!

COME TO ME

b/w TWO LOSERS K-13741

Their first single . . .
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MGM
RECORDS

MGM Records is a division of
Metro-Goldwyn-Mayer Inc.

Pilgrim Management Productions, Inc.
200 West 57th Street
New York, N.Y.
Marvin Lagunoff, President

Dressed-Up Reissues Giving Record Firms Sales Bonanza

• Continued from page 1

Records picks up a strong sales spurt every spring when it rolls with its "Greatest Hits" drive.

Another phenomenon that fits the pattern of reissues and soundtracks is the takeoff of RCA Victor's five-LP package of Toscanini broadcasts. The package, "A Toscanini Treasury of Historic Broadcasts," has been on the "Best Selling Classical Albums" chart for the past 10 weeks and is in the No. 3 slot this week. This is yet another instance of a successful disk package whose origin was other than a recording studio. The package was made up from tapes of Toscanini's broadcasts with the NBC Symphony.

The repackaged product currently clicking in the pop field include "Paul Revere & the Raiders' Greatest Hits" (Columbia); "Bob Dylan's Greatest Hits" (Columbia); "The Best of the Lovin' Spoonful" (Kama Sutra); "The Temptations' Greatest Hits" (Gordy); "The Yardbirds' Greatest Hits" (Epic); "The Best of Eddy Arnold" (RCA Victor); "The Hollies' Greatest Hits" (Imperial); "The Best of the Animals" (MGM); "Bert Kaempfert's Greatest Hits" (Decca); "Greatest Hits From England" (Parrott); "The Best of Herman's Hermits" (MGM); "Second Gold Vault of Hits" (Philips); "Best of the Beach Boys, Vol. 1" (Capitol); "Mantovani's Golden Hits" (London); "Best of

Herman's Hermits, Vol. 2" (MGM); "Johnny Mathis' Greatest Hits" (Columbia); "The Kinks' Greatest Hits" (Reprise); "Aretha Franklin's Greatest Hits" (Columbia); "Best of Sam the Sham & the Pharaohs" (MGM), and "Collection of Sixteen Original Big Hits, Vol. 6" (Motown).

Currently clicking in the soundtrack field are "Dr. Zhivago" (MGM); "A Man and a Woman" (United Artists); "The Sound of Music" (RCA Victor); "Casino Royale" (Colgems); "Thoroughly Modern Millie" (Decca); "The Wild Angels" (Tower); "Grand Prix" (MGM), "The Wild Angel's Vol. 2" (Tower), and "Double Trouble" (RCA Victor).

Scoring in the country field in addition to RCA Victor's "Best of Eddy Arnold" are "George Jones Greatest Hits" (Musicor); "Patsy Cline's Greatest Hits" (Decca), and "The Best of Sonny James" (Capitol). And clicking in the classical field along with RCA Victor's Toscanini package are Columbia's "Eugene Ormandy & the Philadelphia Orchestra's Greatest Hits" and "Leonard Bernstein & the New York Philharmonic's Greatest Hits."

And now Atlantic Records is planning to crack open the singles-market for some of its vintage product in a new program or releases with the heading of "Classic Series." First out was Esther Phillips' early recording of "Release Me."

Split-Level Lyrics Beat Censors

• Continued from page 1

censors are misguided in their intention," he said. "What most of the groups are advocating is 'new youth politics.' They're simply saying 'slow down and think, look around, build your own framework of thinking.' In other words, don't passively accept all pre-existing ideologies."

Not Obscure

Although much of the lyric content has to be studied, Rothchild insists that the lyrics are not obscure. "The songs are a means of conveying philosophy; they are mass communications for young people." The secret messages, while not apparent on the surface, do flourish in such songs as "Day in the Life" and "She's Leaving Home" from the Beatles' Sgt. Pepper's album; "White Rabbit" by the Jefferson Airplane; "For What It's Worth" by the Buffalo Springfield; "Light My Fire" by the Doors; and "A White Shade of Pale" by the Procol Harum, an English group.

If music is the language of this new communications, experimentation is its syntax. "Young musicians are attempting to catch up with 1967," Rothchild said. "They are getting away from the 1945 Tin Pan Alley. The new sound is not just San Francisco or England; it's a synthesis drawn from jazz, blues, r&b, classical, Indian—virtually all forms of music."

While Rothchild does not believe that everything experimental is musically valid, he extols the direction of the experimentation.

The folk-rock music chant has evolved into a heavy rock beat under the umbrella of what is loosely termed "underground" music. The music is much more frantic than the hard rock sound of the late fifties and early sixties, but it is considered more musically valid and more sophisticated than its predecessors. Experts of this driving, "wall of sound" include the Grateful Dead and the Moby Grape.

"The music groups emerging from San Francisco are concerned with breaking static rules" said Rothchild, "rules governing the structure of American music. This is the generation which grew up with rock 'n' roll in an era of songs like "My Boy Lollipop." They feel that these songs are not expressive of their beliefs—neither musically nor lyrically. They're trying to break the

set harmonic and rhythmic patterns to express themselves more concisely. That's why Indian music has become so popular among the groups. Its tonal scale is better equipped for continuity of mood—which is one of the goals they are striving for."

Trousdale, Dunhill in School Tie Projects

• Continued from page 1

cation and extracurricular activities directors at the individual schools.

Lasker plans meeting with school officials during the summer and launching the talent hunts during the fall semester. While the prime function will be to unearth writers for Trousdale, the campaign could also secure artists for Dunhill.

Trousdale presently has 15 executive writers, the most successful being John Philips of the Mamas and Papas. The firm has already had three top 10 tunes this year: "Words of Love," "Dedicated to the One I Love," and "Creeque Alley," with "San Francisco Wear Some Flowers in Your Hair" a rising fourth.

Lasker has in his second plan, developed a tie with Yardley, the perfume manufacturer, whereby the label will create a package of teen artists, and Yardley will sponsor free concerts on weekends in the area.

The Yardley idea marks Dunhill's first attempt to package its artists and have a sponsor outside the music industry set up the concerts.

Dunhill is the second company locally to eye high schools. Capitol, several months ago, began grooming an unknown act, the Knack, by booking it at area schools during assemblies.

As an indication of the importance record labels are placing on schools as areas where talent may be first sighted, Inarts, a new label financed by Lee Liberace, has begun a series of talent contests on the college level pursuant to planned regional and national talent contests, with the acts signed to the label and packaged for professional college concerts.

Attarack Signs British Decca

LOS ANGELES—The Attarack Corp. has signed British Decca for European sub-publishing rights. The local company plans a major involvement in motion pictures and television, which will produce music from new sources for overseas outlets.

Adam Ross, director of the U. S. company's publishing activities, leaves for England later this month to meet with British Decca officials. Attarack operates Equinox Music and Green Grass record productions.

Bigger Reduction for Prestige Distributors

BERGENFIELD, N. J. — Prestige Records' distributors have received a 5 per cent hike in reductions off earlier items in their catalog. The distributors are now receiving a 20 per cent price reduction on some 100 LP's in the catalog starting from 1949.

Ismael Pub Bows

HOLLYWOOD — Ismael Music has been formed by Ted Feigin and Lee Lasseff of White Whale Records. The new publishing firm has signed Warren Zevron, and Lyme and Cy-

Coast Bassist to Play With Cincy

LOS ANGELES — A 21-year-old Sherman Oaks bassist has been signed to play with the Cincinnati Symphony. The youngster is Barry Green, snared by conductor Max Rudolf for two years.

He joins the orchestra July 1 as the principal bass in the string section. He is the youngest musician with the organization and is one year out of the Indiana University School of Music.

belle to exclusive writing contracts.

Business Papers Seek Faster Mail Delivery

• Continued from page 1

SCMP spokesman Henry Zwirner, of Fairchild Publications, Inc., Chicago, proposed an Air Category for Second Class Mail, limited to distant mailings beyond the third postal zone from point of mailing. The service would involve a surcharge of 5 percent over basic postal rates. It would be optional to publishers who feel their publications are timely and urgent, and need faster delivery to subscribers in distant parts of the U. S.

Need Cited

The need for speeding up postal transport, especially on perishable and timely material, has grown acute with shrinkage of mail train service. Zwirner pointed out that rail service is down to less than 900 mail-carrying trains today, as against 2,500 a decade ago.

Subcommittee chairman Olsen (who has experienced plenty of postal delay in getting home papers from his far-west state of Montana) would give the Postmaster General the job of setting rates for the new air service, rather than cementing a formula into the bill, which might require the long slow process of revision.

Representative Olsen did have some doubts about whether the publications would be on a safely regular schedule if they go on a "space available" basis, since priority must go to first class airmail. But Zwirner said experiment has shown that publishers can get guaranteed blocks of space, and that so far the block-rate arrangements suffered displacement for priority mail only 1 or 2 per cent of the time.

Other matters gone into before the subcommittee by witnesses for American Business Press, Inc., SCMP, and National

Council on Business Mail, included the steep increases in second-class rates in the 7th and 8th postal zones from point of delivery; and the penalty surcharge proposed for items like catalog, and odd-sized mailing pieces in both first and third-class rates, that do not fall within the Post Office's size ratio requirements.

Objects to Timing

Thomas Hope, representing the National Council on Business Mail, objected to the early timing for raises on first class and on special fourth class mailing rates (which includes sound recordings). "Business houses would be unduly burdened with sharp increases in costs for which there would be no opportunity to budget." The Council asks the effective July 1, 1967 date put over to at least Jan. 15, 1968.

For the third-class bulk rates, which will go up nearly 3 percent under the bill, and which include subscription and membership solicitations by publishers, record clubs, etc., Hope suggests a phase-out over three years, to permit adjustment to new costs.

The bill may hit advertising inserts in newspapers and trade publications that are slapped in ready-made. Subcommittee chairman Olsen said the practice of getting these "fat," all-advertising inserts in under lower second class rates may be banned, unless printed by the publication's own printers. If done by outside firms, they would have to go out at higher third class rate.

ABP spokesman, its general counsel Robert A. Salzman, won agreement from the subcommittee chairman that the steep rates for 7th and 8th zones in second class mail are probably unfair, and should be held down.

Executive Turntable

• Continued from page 6

president with Electric Machinery Manufacturing Co. of Minneapolis.

Bruce Weber has joined Billboard's Los Angeles editorial staff to cover entertainment and marketing assignments. The 29-year old writer was formerly associated with the Copley News Service for three years as a special correspondent, with emphasis on the political arena. His professional experience also includes two years with the Copley newspaper chain and three years with the Los Angeles Times. In both instances he covered general assignments. . . . Dave Williams joins Garson-Hassilev Productions in Hollywood as vice-president and general manager. He was formerly an executive with the Hugh Beller Corp. and was previously general manager of KGLA.

Capitol Records (Canada), Ltd. has appointed Gord Edwards as national advertising manager, a position which also encompasses sales promotion, as of July 1. Edwards joined Capitol in January, after several years with RCA Victor, as manager of the special products division, and retains that responsibility. Paul White, formerly advertising manager and director of a&r, will now concentrate on a&r, including supervision of Capitol's French-Canadian a&r division, and takes over the import division, selecting records for the import catalog. . . . Columbia Records of Canada has promoted Bill Kearns, formerly Ontario sales representative, to the position of manager, special products, to handle the creation and sale of premium product. New Western Ontario sales representative is Gerry Murphy, previously supervisor in the manufacturing division warehouse.

Don Sanders has been named national sales manager, and Phil Colbert, national r&b promotion head, of Shelby Singleton Productions. Sanders had been office manager for the Platters and was active in their publishing firm. He had also been national sales manager of Cadence Records, Eastern sales manager for Philips Records and general sales manager for Beta Distributors in New York. He will headquarter in New York. Colbert had been a member of the original Dominos and worked a solo act. He had recorded for Philips.



THE WHO

HAVE A SMASH FOLLOW-UP TO "HAPPY JACK"

"PICTURES OF LILY"

DECCA  RECORDS 32156

Produced by Kit Lambert · Executive Producer Chris Stamp

Decca Records, a Division of MCA, Inc.

NARAS Gives Grants to 4

NASHVILLE—The first music scholarships awarded by the Nashville chapter of NARAS have been presented to four youngsters. The \$1,000 scholarship winners were selected by the Blair Academy of Music, a division of the School of Music of George Peabody College.

The winners are: Chip Conrad, 16, Nashville, a student at Waverly Central High School who plays the alto saxophone; Mary Kathryn Parker, 9, violinist, who attends Hansom Elementary School; Dewayne Pigg, 17, senior at Pearl High School, who plays oboe; and Maxine Babs Wolke, 13, who attends Donelson High School and is a soprano student of Mrs. Emily Bradshaw, of the SWM promotion department.

The auditions, described as highly competitive, were under the guidance of Del Sawyer, director of the Blair Academy. The Nashville NERAS chapter under its president, J. William Denny, President of Cedarwood Publishing Co., established these scholarships to promote music of all types in the Nashville area and to aid gifted youngsters in their pursuit of musical careers.

Jazz Beat

By ELIOT TIEGEL

Ray Charles, honored in every musical camp he has joined, maintains a commercial restiveness which avoids his being labeled in one creative bag.

Nurtured in the blues camp, matured by his pianistic association with jazz, applauded by country writers, Charles has two projects—one final, one tentative—which amplify this concept of shifting gears with every album. His newest Tangerine LP distributed by ABC is "Listen" on which he sings a number of tunes falsetto.

Seated behind a large desk in his building in Los Angeles, Charles played "People" from the forthcoming album for a visitor, swaying gently in his chair as the music poured out of two speakers built into table light stands.

Why has he adopted that tact? Charles answered, "For no other reason than self-satisfaction. . . . 'You have to be very true otherwise it sounds terrible. I thought it would be different.'"

Charles' striving for difference may be traced to his successful series of country and

western LP interpretations. "I try to move around in the musical cycle instead of just having things come out the same way. I was lucky with the country and western albums because it worked. Nobody thought it would work except me. The record company said, 'these are country songs and your fans are going to rebel.' But I wanted to do the songs my way. Country music is very down to earth, true to life. It is not dressed up like popular songs. I knew there were millions of people who love country music, not just Southerners. I wasn't going to try to be a Hank Williams. I wanted to sing the songs as they were in my style."

Charles has found that his style works in almost every kind of lyric, provided he is honestly interested in the material. His penchant for vocalizing over his piano playing may be tempered if the second project—the tentative one—sees fruition. "We have been entertaining the thought that we may do an album later this year with just four or five pieces; a trio and a few of the guys who can really play so we can change the monotony of the setup."

While Charles spoke, quite a number of "the guys" were rehearsing down the hall in Charles' own recording studio where he does "all his work." The facility has been in operation three years. The vocalist recently recorded the title song from Quincy Jones score of the film, "In the Heat of the Night," with Raelettes providing a strong background. This blues tune, replete with Ray's standard screams and soaring notes, is the one piece of material which stands out in the score. Charles also cut another Quincy Jones title tune in his facility, "The Slender Thread." Both jazz-oriented musicians apparently work well on film projects.

Charles estimates he received three film tune offers a year. "It's a case of whether I like what they want me to do. Just because it's going to be a title tune means nothing. I don't care about that. I had 'Walk on the Wild Side' but I didn't like it."

On recordings, Charles patterns his own destiny. He says he has an automatic sale of around 150,000 copies on every single "without trying too hard."

His blindness has not hampered him in learning new material which arrives on dubs or tape. "I listen not so much to the words but what I can do with the song. After I've got an idea of how the melody goes I may sit down at the piano here in the office or fool around with it at home."

Charles records two albums a year—and no more than five singles. The vocalist places all the songs he plans to work with in categories: jazz, country and western, pop and r&b. "It's easy for me to know in which category the song goes after I hear it."

The current international popularity for blues material was destined to happen, Charles feels. "People are waking up to the music," he said, "only it hasn't changed that much. Reverb gives it a modern sound."

Taylor for Fests

NEW YORK — Composer-pianist Cecil Taylor will participate in jazz festivals in Holland during June and July.

Taylor will take part in concerts at Amsterdam, June 29,

Billboard SPECIAL SURVEY for Week Ending 6/24/67

BEST SELLING JAZZ LP's

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
2	2		CALIFORNIA DREAMING—Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	16
2	3		DYNAMIC DUO—Jimmy Smith & Wes Montgomery, Verve V 8678 (M); V6-8678 (S)	6
3	1		TOO MUCH—Lou Rawls, Capitol T 2713 (M); ST 2713 (S)	5
4	4		MERCY, MERCY, MERCY—The Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	16
5	5		LOU RAWLS LIVE—Capitol T 2459 (M); ST 2459 (S)	16
6	12		BOOTS WITH STRINGS—Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	9
7	6		EQUINOX—Sergio Mendes & Brasil '66, A&M LP 122 (M); SP 4122 (S)	7
8	8		FOREST FLOWER—Charles Lloyd, Atlantic 1473 (M); SD 1473 (S)	11
9	7		LOU RAWLS SOULIN'—Capitol T 2566 (M); ST 2566 (S)	16
10	10		SWEET HONEY BEE—Duke Pearson, Blue Note BLP 4252 (M); BST 84252 (S)	6
11	9		SWINGIN' NEW BIG BAND—Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	16
12	20		SERGIO MENDES & BRASIL '66—A&M LP 116 (M); ST 4116 (S)	2
13	11		MILES SMILES—Miles Davis, Columbia CL 2601 (M); CS 9401 (S)	16
14	14		GOIN' LATIN—Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	16
15	15		WHY (Am I Treated So Bad)—Cannonball Adderley Quintet, Capitol T 2617 (M); ST 2617 (S)	3
16	17		JODY GRIND—Horace Silver, Blue Note BLP 4250 (M); BST 84250 (S)	9
17	18		SPELLBINDER—Gabor Szabo, Impulse 9123 (M); S 9123 (S)	16
18	16		THE DEALER—Chico Hamilton, Impulse A 9130 (M); AS 9130 (S)	8
19	13		FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM—Reprise R 1021 (M); RS 1021 (S)	7
20	—		BLUE NOTES—Johnny Hodges, Verve V 8680 (M); V6-8680 (S)	1

Taylor Deal Accents A&M Campaign in Jazz Market

LOS ANGELES — A&M's new affiliation with Creed Taylor is the pivotal step toward placing the successful pop label in the jazz market. With Taylor maintaining an office in New York, where many of the key instrumental performers live, the label will be able to develop commercial jazz product from both coasts.

Taylor, who started Verve's successful commercial jazz operation, had previously been head of jazz operations at ABC Paramount.

The new affiliation set to bow about July 1, is a result of A&M's belief that "jazz is a field which can really be expanded," according to Gil Friesen, the label's general manager.

A&M will approach the jazz market as it approaches the pop field. There are unlimited concepts which can be developed, Friesen said.

Jazz product will not be labeled as jazz. It will be distributed and promoted by the same people who handle A&M's pop merchandise. "We haven't found it necessary to develop a separate label for jazz as a special product," Friesen noted. "We are building the A&M name."

Friesen said the idea for creating jazz records has been in Herb Alpert's mind for some time. The closest jazz product on A&M's roster has been in the

piano playing of Sergio Mendes with the Brasil '66 group. Mendes is recorded as a soloist on Atlantic, so A&M will continue using the Brazilian pianist in his leader's role.

Most people confine jazz to jazz radio stations, Friesen claims. A&M intends to promote its jazz product on a scale. The first major jazz artist signed is guitarist Wes Montgomery, who joined the company two weeks before Taylor's deal was confirmed.

Pincus Sets Coast Talks

NEW YORK — Publisher George Pincus flew to the West Coast Sunday (11) to co-ordinate promotion on a flock of recently released recordings of Pincus copyrights. These include "That Wonderful Season" by Ray Conniff, "I Love New England" by Jerry Vale, "How Can I Leave You" by Robert Goulet, all on Columbia, and "Just One More Chance" by Patrick Bradley on Decca, the Outer Limits on London, and "Take Me as I Am" by Freddy Paris on RCA Victor.

Pincus, who recently opened a Hollywood office, will confer with his representative there, Joe B. Mauldin. He will also confer with Sy Weintraub, producer of the "Tarzan" TV series, to which Pincus has the publishing rights. Pincus also expects to set additional activity with West Coast producers and artists.

and at Rotterdam on July 1. He will also participate in a piano workshop on an invitation from the Cultural Affairs of the Dutch Government.

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 date

From The Music Capitals of the World

DETROIT

The **Who** played two shows June 14 at an Ann Arbor teenage club, The Fifth Dimension, before heading for the Monterey Pop Festival. . . . Capitol artists **Sadler and Young** booked into the Roostertail for two weeks, begin-

ning June 26, to be followed by another Capitol artist, **Peggy Lee**, the week of July 10. . . . Cedar Point Amusement Park in Sandusky, Ohio, had a **Martin and Howard Day**, June 11, in honor of the morning disk jockey team on WXYZ. . . . Only the least expensive seats (\$5.50, \$4.50) are

left for **Frank Sinatra's** July 9 Cobo Hall Arena appearance. . . . Volt recording artists **Otis Redding** and the **Bar-Kays** to appear at Expo 67, July 3-4. . . . **Deon Jackson** begins a two-week tour of Army bases beginning June 30. . . . **Martha and the Vandellas** recorded live album at the 20 Grand Club June 6-8. . . . English female vocalist **Kelly Michaels** has been signed by producer **Ollie McLaughlin**. A release on his Karen label is due shortly. . . . The **Supremes** made their debut at the Coconut Grove in Los Angeles June 13. . . . The **Herman's Hermits** tour with the **Who** and **Blues Magoos** signed

for the Atwood Stadium in Flint, Aug. 23.

Charles D. Fritz, vice-president and general manager of WXYZ Radio and president of the Michigan Association of Broadcasters, presided at the MAB sponsored Fifth Annual Congressional Dinner in Washington, John E. Campbell, vice-president and general manager of WXYZ-TV and WXYZ editorial director, Joe Vaughn, also attended the dinner for Michigan congressional representatives. . . . **Baby Jane Holzer** was in Detroit to promote her new Atco single "Rapunzel." She did the Robin Seymour CKLW-TV show. . . . WKBD-TV, channel 50, Detroit,

will carry "Upbeat" from Cleveland Saturday mornings at 9:30 beginning July 1. . . . The **Monkees** will be in Detroit at Olympia Stadium July 29. Capitol Records hosted a party for **Lou Rawls** after his sellout concert at Masonic Auditorium in Detroit recently.
CORAIANE ALTERMAN

LOS ANGELES

Percy Faith has recorded his original score for Universal's "New Face in Hell" using a 65-piece orchestra. . . . **Don Ho** and the **Allis** will guest on a fall segment of the "Hollywood Palace" show on ABC-TV. . . . manager-bistro owner **Fred Weintraub** has opened an office here at 9255 Sunset Boulevard. . . . **Henry Mancini** will score **Blake Edwards'** "The Party." . . . **Cyd Charrise** has been set for a **Dean Martin** fall TV shot, her first on the popular weekly series. . . . **Lou Rawls**, **J. W. Alexander** and **Walter Scott** have formed **Clears Music**.
ELIOT TIEGEL

NASHVILLE

Felton Jarvis, RCA Victor producer, has guided **Floyd Cramer** through a new pop album titled "The Class of '67" which features an unusual rendition of "Alphie." It's one all the Victor people are talking about. Jarvis also has sessions coming up with **We the People**, a Florida rock group, and **Warner, Porter and Warner**, a top-40 trio from Atlanta. . . . **Buddy Millen** will produce a new **Joe Tex** single during the week of the 26th. . . . **Hal Hardy** is just out with his first release on the Hollywood label, and **Earl Gaines**, formerly with **Hanna-Barbera**, has a tune on the same label. Strangely, both r&b tunes were penned by country writers. **Jerry Reed** wrote Hardy's "Love, Man" and Gaines' "My Woman" was written by **Merle Kilgore**. . . . **Bobby Golsboro** has an upcoming session slated with **United Artists**. . . . **Huey Meaux** will do a Cajun session on **Trive**.

NEW YORK

Phil Walden of Redwal Music Co., signed the following artists to management contracts: **Clarence Carter** of Fame Records, and **James Carr** of Goldwax Records. . . . **Eddie Hazell** into the Embers, Indianapolis, on July 17 for three weeks. . . . **Billy Ver Plank** and **Carlo Menotti** composed the songs for the MGM album "Far Away Places." . . . **Kim Fowley** set for radio and TV appearances in Detroit, Cleveland, Philadelphia, and Baltimore promoting his first Tower album. . . . **Vincent Lopez** will be presented with a gold membership card in the American Federation of Musicians at the organization's convention in Miami Beach which runs from June 26 to 29. . . . Atlantic Records' **Bobby Darin** will headline the annual Red Cross Charity Ball for Princess Grace in Monaco on Aug. 25. The **Blues Magoos**, Mercury group, will appear with **Herman's Hermits** on a 55-day cross-country tour starting in Portland, Ore., on July 14. . . . The **Glories** have a one-week date at the Apollo Theater starting Friday (23). . . . The **Mystic Tide**, Solid Sound group, at the Stop Inn in Garden Park, L. I. . . . **Lionel Hampton's** orchestra begins a two-weeker at the Metropole starting Saturday (17). . . . **Luis Demetrio**, exclusive contract composer for Editorial RCA Victor, the music publishing branch of RCA Victor's Mexican subsidiary, RCA Victor Mexicana, has been named Mexico's "outstanding composer for 1966" by the Festival de Musica. . . . Premier Talent Associates have signed a new group, the **Music Explosion**. . . . The **Doodletown Pipers**, Epic group, will do a series for CBS-TV this summer. . . . **Josh White** began a 10-day engagement at the Bitter End last Thursday (15). . . . Real Good Productions has signed **Marty Leonard** and **Edmond King**. . . . **Bert de Coteaux** wrote the arrangement for **Brook Benton's** upcoming RCA Victor release, "Bump With a Boom." . . . Wand Records', the **Kingsmen** set for a Maxton Lake concert on June 23 in Neoga, Ill.
MIKE GROSS
(Continued on page 54)

Direct From The British Charts.

The Hit Version.

"The Boat That I Row" c/w

"To Sir With Love" 5-10187

(From The Columbia Pictures Release "To Sir With Love")

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Israel's Finest Hour

Address before the Security Council of the United Nations,
June 6, 1967
Abba Eban, Foreign Minister of Israel



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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 126—Last Week, 168

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

POP SPOTLIGHTS

COUNTRY SPOTLIGHTS

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

TOMMY JAMES & THE SHONDELLES—I LIKE THE WAY (Prod. Bo Gentry and Ritchie Cordell) (Writer: Cordell) (Patricia, BMI)—Powerful easy-beat ballad should quickly match the success of the group's current smash "Mirage." Flip: "(Baby) Baby I Can't Take It No More" (Patricia, BMI). **Roulette 4756**

ROBERT KNIGHT—EVERLASTING LOVE (Prod. Buzz Cason and Mac Hayden) (Writers: Cason-Hayden) (Rising Sons, BMI)—Exciting debut of a sensitive soulful new vocal talent. Distributed by Monument, this left fielder has all the ingredients of a No. 1 contender on the Hot 100. Flip: "Somebody's Baby" (Rising Sons, BMI). **Rising Sons 705**

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

MITCH RYDER—JOY (Prod. Bob Crewe) (Writers: Ryder-Brown-Bloodworth) (Saturday, BMI)—Marking his debut as a solo artist, Ryder offers a pulsating blues rocker with a strong vocal workout. Flip: "I'd Rather Go to Jail" (Saturday, BMI). **New Voice 824**

LOU RAWLS—SHOW BUSINESS (Prod. David Axelrod) (Writer: Jackson) (Raw Lou-Hilde, BMI)—The "Dead End Street" stylist has another block-buster here with his powerful vocal treatment of a good new blues ballad, with traces of the "On Broadway" hit of the past. Flip: "When Love Goes Wrong" (Raw Lou, BMI). **Capitol 5941**

THE WHO—PICTURES OF LILY (Prod. Kit Lambert) (Writer: Townshend) (Essex, ASCAP)—The British group scored high on the Hot 100 with "Happy Jack" and this off-beat Pete Townshend rocker should keep them up there. Exceptional production work by Kit Lambert. **Decca 32156**

THE CRITTERS—DON'T LET THE RAIN FALL DOWN ON ME (Prod. Anders-Poncia) (Writer: Ryan) (Uganda, BMI)—Intriguing folk flavored rhythm item with well done lyric has all the earmarks of a top hit. Should hit hard and fast. Flip: "Walk Like a Man Again" (Kama Sutra, BMI). **Kapp 838**

MARVIN GAYE—YOUR UNCHANGING LOVE (Prod. Holland and Dozier) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Currently riding high on the charts with Tammi Terrell via their "Ain't No Mountain High Enough," Gaye will prove equally successful with his solo treatment of this solid easy-beat rhythm ballad. Flip: "I'll Take Care of You" (Jobete, BMI). **Tamla 54153**

***ANDY WILLIAMS—MORE AND MORE** (Prod. Nick De Caro) (Writers: Reuss-Robinson-Karen) (Sunbeam, BMI) Summertime sing-a-long version of the much recorded tune is this smooth Williams vocal and Nick De Caro arrangement. Hot follow up to his "Music to Watch Girls By." Flip: "I Want to Be Free" (Screen Gems-Columbia, BMI). **Columbia 44202**

THE SEEDS—A THOUSAND SHADOWS (Prod. Marcus Tybalt) (Writers: Saxon-Hooper-Savage) (Neil-Purple Bottle, BMI)—With the flower theme throughout, this smooth rhythm entry has more sales potential than their "Can't Seem to Make You Mine." Culled from their "Future" LP, this one is well written, performed and produced. Flip: "March of the Flower Children" (Neil-Purple Bottle, BMI). **GNP Crescendo 394**

LOS BRAVOS—I'M ALL EARS (Prod. Ivor Raymonde) (Writers: Singleton-Catana) (Gallico, BMI)—The "Black is Black" group should ride rapidly back on to the charts with this driving rocker much in the groove of their original hit. Strong vocal workout. Flip: "You'll Never Get the Chance Again" (Prance). **Press 60004**

THE CRYAN' SHAMES—IT COULD BE WE'RE IN LOVE (Prod. Jim Golden) (Writer: Fairs) (Destination, BMI)—The group's most commercial effort since their big one "Sugar and Spice," this solid rocker should skyrocket up the Hot 100 in a hurry. Flip: "I Was Lonely When" (Destination, BMI). **Columbia 44191**

CHART Spotlights—Predicted to reach the HOT 100 Chart

KING CURTIS—Green Onions (East, BMI). **ATCO 6496**
JERRY VALE—In the Back of My Heart (Razzele Dazzle, BMI)—I Love New England (Pincus, ASCAP). **COLUMBIA 44185**
RAY CONNIFF & THE SINGERS—Wonderful Season of Summer (Gil, BMI)—Moonlight Brings Memories (Tobey, ASCAP). **COLUMBIA 44192**
NOEL HARRISON—Mrs. William's Rose (Ten East-Papa Sam, BMI). **REPRISE 0599**
HUTCH DAVIE—Swingin' Shepherd Blues (Nom, BMI). **NEW VOICE 823**
THE BLADES OF GRASS—Happy (Unart, BMI). **JUBILEE 5582**
JERRY BUTLER—You Don't Know What You Got Until You Lose It (Hill & Range-Shelros, BMI). **MERCURY 72698**
THE BROTHERS FOUR—Walkin' Backwards Down the Road (Blue Seas/Jac, ASCAP). **COLUMBIA 44175**
CHUCK JACKSON—Hound Dog (Presley-Lion, BMI)—Love Me Tender (Presley, BMI). **WAND 1159**
SKEETER DAVIS—What Does It Take (Glaser, BMI). **RCA VICTOR 9242**
GLEN CAMPBELL—Gentle on My Mind (Glaser, BMI). **CAPITOL 5939**
THE DOMESTIC HELP—A Woman Owns the Biggest Part of Man (Mothball/Sun-Vine, BMI). **ACTA 805**
THE JIM HENDRIX EXPERIENCE—Purple Haze (Sea-Lark Ent., BMI). **REPRISE 0597**
LEREY HOLMES ORK & CHORUS—For a Few Dollars More (Unart, BMI). **UNITED ARTISTS 50182**
BILLY STRANGE—A Few Dollars More (Unart, BMI)—You Only Live Twice (Unart, BMI). **GNP CRESCENDO 395**
PERCY FAITH—Yellow Days (Marks, BMI). **COLUMBIA 44166**

JIMMY CASTOR—LEROY IS IN THE ARMY (Prod. John Brantley) (Writers: Castor-Pruitt) (Bazaar, BMI)—With the same excitement and Latin-rock flavor that brought "Hey, Leroy" to the charts, Castor's clever vocal workout should make this a hot sales item in both pop and r&b markets. Flip: "D-R-Y" (MRC-Jimpire, BMI). **Smash 2099**

STEPHEN MONAHAN—CITY OF WINDOWS (Prod. Charles Green and Brian Stone) (Writers: Monahan-Lazaros) (Ten-East, BMI)—First production by Greene and Stone for Kapp is a fascinating piece of rock material performed in a groovy, soulful style by a fine newcomer. Should fast establish both material and performer at the top. Flip: "Lost People" (Bourgoise, BMI). **Kapp 835**

GLADYS KNIGHT & THE PIPS—EVERYBODY NEEDS LOVE (Prod. Norman Whitfield) (Writers: Holland-Whitfield) (Jobete, BMI)—Groovy beat backs a smooth blues vocal workout that should lose no time climbing the Hot 100 as well as the r&b chart. Infectious dance rhythm entry. Flip: "Stepping Closer to Your Heart" (Jobete, BMI). **Soul 35034**

SOLOMON BURKE—TAKE ME (Just As I Am) (Prod. Chips Moman and Dan Penn) (Writers: Penn-Oldham) (Fame, BMI)—This clever blues ballad should prove a giant. Must be heard in its entirety to catch the lyric content and wild, wailing vocal work. One of Burke's hottest sales items to date. Flip: "I Stayed Away Too Long" (Fame, BMI). **Atlantic 2416**

THE SUNSHINE COMPANY—HAPPY (Prod. Joe Saraceno) (Writers: Michaels-Gormann) (Unart, BMI)—Exceptional new group with a smooth vocal sound could make this rhythm ballad a smash. Has much of the feel and sales appeal of "Cherish." Watch this one go! Flip: "Blue May" (Metric, BMI). **Imperial 66247**

THE YOUNG IDEA—WITH A LITTLE HELP FROM MY FRIENDS (Prod. Tony Palmer) (Writers: Lennon-McCartney) (Maden, BMI)—The Beatles' tune serves as strong material for the English group that should prove a major chart item here. Good easy rhythm, vocal performance and Tony Palmer production. Flip: "Colours of Darkness" (Felicia, BMI). **Capitol 5943**

TROMBONES UNLIMITED—A NIGHT IN ISRAEL (Or We Spent a Week There One Monday Night) (Prod. Tommy Oliver) (Metric, BMI)—"Hava Nagila" gets an exciting instrumental treatment by the Trombones with a fiery "Zorba the Greek" arrangement. Timely number should break through and be a big programming and sales item. Top Tommy Oliver production. Flip: "Holiday for Trombones" (Bregman-Vocco & Conn, ASCAP). **Liberty 55986**

THE FIREBALLS—BOTTLE OF WINE (Writer: Paxton) (Deep Fork, BMI)—With the feel of the new Christy Minstrel's "Green, Green," this folk rocker could easily match the success of that sales giant. Strong group sound and powerful beat. Flip: "Can't You See I'm Tryin'" (4-Star, BMI). **Atco 6491**

THE ELGINS—It's Been a Long, Long Time (Jobete, BMI). **V.I.P. 25043**
MIMI HINES—One More Time (South Mountain, BMI). **DECCA 32149**
ANITA BRYANT—Love Is (Everything You Are) (Marks, BMI). **COLUMBIA 44193**
DANA ROLLIN—My Yellow Bird Can't Sing (Kama Sutra, BMI). **TOWER 316**
TOMMY DAE & THE HIGH TENSIONS—1967 Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini (Pincus, ASCAP). **DIAMOND 226**
THE SPRINGFIELD RIFLE—It Ain't Happened (Burdette, BMI). **JERDEN 815**
MEL TORME—Lover's Roulette (Peer Int'l, BMI). **COLUMBIA 44180**
CLIFF RICHARD—Heartbeat (Nor Va Jak, BMI). **EPIC 10178**
HERB OSCAR ANDERSON—Three O'Clock in the Morning (Feist, ASCAP). **VERVE 10527**
THE ANGELS—Go Out and Play (Youmans, ASCAP). **RCA VICTOR 9246**
DORSEY BURNETTE—Ain't That Fine (Rose-Gallico, BMI). **HICKORY 1458**
JACKIE LEE—Lonely Clown (Easy Listening Music, ASCAP). **EPIC 10183**
THE KNACK—Pretty Daisy (Beechwood, BMI). **CAPITOL 5940**
THE HI-FI'S—I'm a Box (Mum-Mum-Mum) (Metric, BMI). **UNITED ARTISTS 50160**
JIMMY CLIFF—Give and Take (Essex, ASCAP). **VEEP 1265**
GEORGE CARROW—Bring Back My Heart (Unart, BMI). **COLUMBIA 44161**
THE BROTHERS—(It'll All Wash Away) With the Rain (Champion, BMI)—Today Is Today (Duchess, BMI). **WHITE WHALE 250**
FRONTIERS—You (Only You) (Screen Gems-Columbia, BMI). **MGM 13722**
THE FLYING MACHINE—Night Owl (Blackwood, BMI). **RAINY DAY 8001**
THE BOSS CAMP—The Boss Camp (Arvee, BMI). **HI FI 5104**
AARON McNEIL—We'll Sing in the Sunshine (Lutercalia, ASCAP). **TOWER 344**

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

DAVID HOUSTON & TAMMY WYNETTE—MY ELUSIVE DREAMS (Prod. Billy Sherrill) (Writers: Putman-Sherrill) (Tree, BMI)—Currently making noise via the Rusty Draper version, this ballad duet by two of the hottest performers in country will hit hard and fast. The beautiful Putman-Sherrill material is performed to perfection. Flip: "Marriage on the Rocks" (Gallico, BMI). **Epic 10194**

WYNN STEWART—'CAUSE I HAVE YOU (Prod. Ken Nelson) (Writers: Stewart-Sessions) (Central Songs, BMI)—Following up his No. 1 smash "It's Such a Pretty World Today," Stewart has a beautiful country ballad which he penned with Don Sessions. Another No. 1 winner. Flip: "That's the Only Way to Cry" (Blue Book, BMI). **Capitol 5937**

JAN HOWARD—ROLL OVER AND PLAY DEAD (Writer: Rich) (Belton, BMI)—Another infectious rhythm entry by Miss Howard, this is sure to keep her at the very top of the country charts. Fine vocal performance and arrangement with clever lyric content. Flip: "You and Me and Tears and Roses" (Glaser, BMI). **Decca 32154**

MEL TILLIS—GOODBYE WHEELING (Prod. Paul Cohen) (Writer: Tillis) (Cedarwood, BMI)—**AT THE SIGHT OF YOU** (Prod. Paul Cohen) (Writers: Darrel-Pitman) (Blue Hen, BMI)—Following up "Life's Turned Her That Way," Tillis has a double barrelled powerhouse with equal potential for both sides. First is a happy rhythm item penned by Tillis. Flip is a strong ballad beautifully performed. **Kapp 837**

FERLIN HUSKY—YOU PUSHED ME TOO FAR (Prod. Kelso Herston) (Writer: Braddock) (Tree, BMI)—Clever change of pace material to follow "Once" is this catchy novelty that should spiral Husky right back up the chart. Flip: "The Bridge I Have Never Crossed" (Husky, BMI). **Capitol 5938**

LAMAR MORRIS—BABY IS GONE (Prod. Jack Clement) (Writer: Clement) (Jack, BMI)—The fine stylist hit with impact via "Send Me a Box of Kleenex." That success should fast be topped by this well written Jack Clement rhythm ballad, with much pop appeal as well. Flip: "Now I Can't Call My Baby, Baby Anymore" (Ly-Rann, BMI). **MGM 13753**

BOB LUMAN—IF YOU DON'T LOVE ME (Prod. Don Gant) (Writer: Newbury) (Acuff-Rose, BMI)—Mickey Newbury wrote it, Luman sings it to perfection and this plaintive ballad should rapidly climb the country chart. Strong entry for Luman. Flip: "Throwin' Kisses" (Acuff-Rose, BMI). **Hickory 1460**

R&B SPOTLIGHTS

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

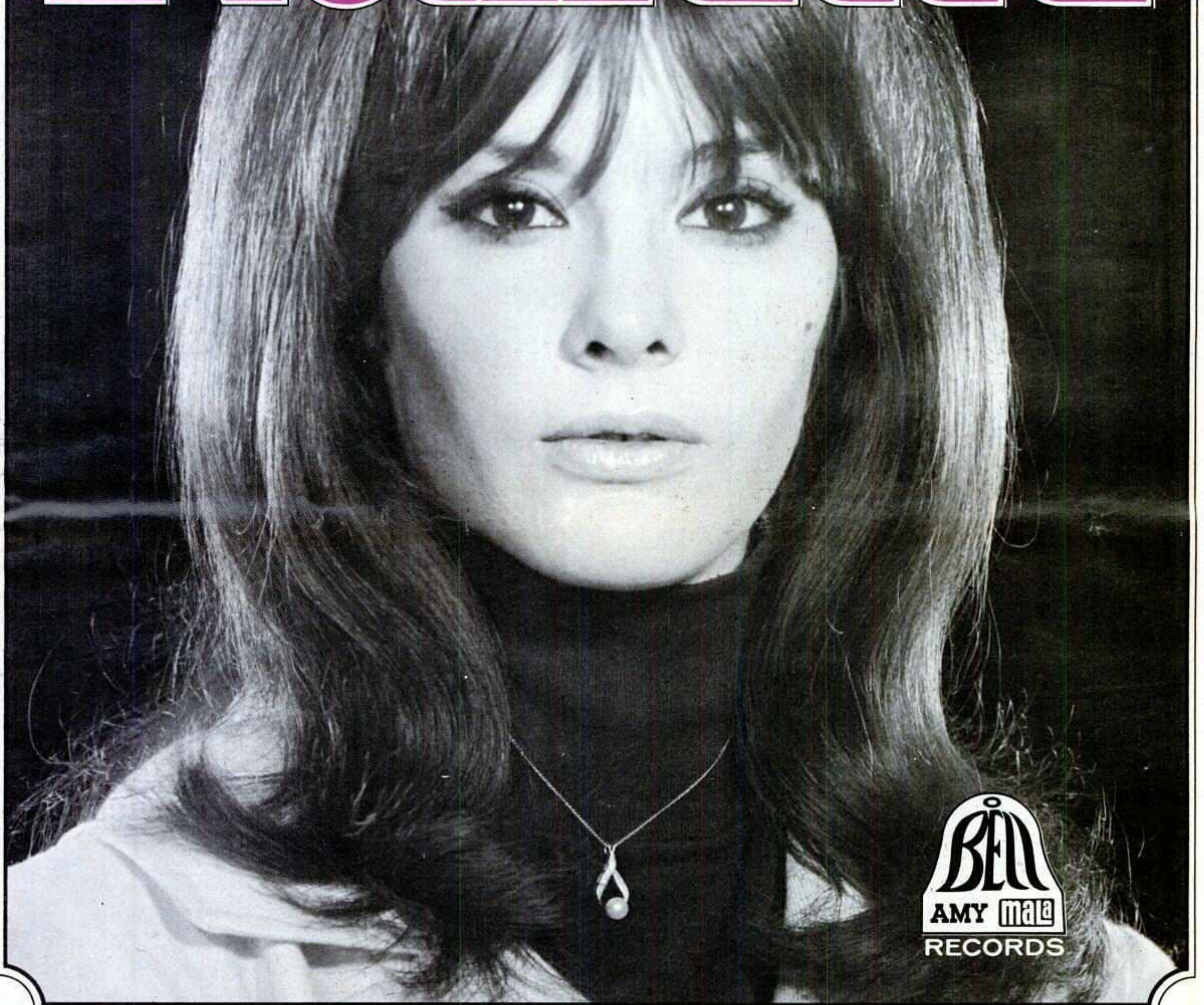
RODGER COLLINS—SHE'S A GOOD WOMAN (Prod. Ray Shanklin) (Writers: Collins-Shanklin-Williams) (Veytig, BMI)—Hot on the heels of his smash "She's Looking Good," this raucous, wailing rhythm is headed right for the top of the r&b charts with much pop potential as well. Exciting performance. Flip: "Ain't Going to Forget It" (Veytig, BMI). **Galaxy 754**

RUBY WINTERS—THE BELLS OF ST. MARY'S (Prod. Buddy Killen & Phil Kahl) (Writers: Adams-Furber) (Chappell, ASCAP)—The Crosby film classic gets a soulful and emotion-packed blues reading by the powerful performer. A big summertime smash topper for her Johnny Thunder duet "Make Love to Me." Flip: "Try Me" (Picturetone, BMI). **Diamond 223**

LOU COURTNEY—YOU AIN'T READY (Prod. Funk Bros.) (Writer: Courtney) (Emalou, BMI)—One of the strongest entries by Courtney to date. Should bring him back to the "Skate Now" hit category in both r&b and pop markets. Groovy dance beat. Flip: "I've Got Just the Thing" (Vesta, BMI). **Riverside 4591**

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

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_____	EL 1008	MEET ME IN TAHITI
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*	EL 1012ST	MAKE MINE TAHITIAN (Stereo)
_____	EL 1013	SOUTH SEA ISLAND FESTIVAL
_____	EL 1014	RAROTONGA
_____	EL 1015	TAHITI MEETS MANIHIKI
_____	EL 1016	TAHITI MON AMOUR (Mono)
*	EL 1016ST	TAHITI MON AMOUR (Stereo)
_____	EL 1017	APARIMA (Mono)
_____	EL 1017ST	APARIMA (Stereo)
_____	EL 1018	UA REKA MARITERANGI (Mono)
*	EL 1018ST	UA REKA MARITERANGI (Stereo)
_____	EL 1019	BORA BORA (Mono)
*	EL 1019ST	BORA BORA (Stereo)
_____	EL 1020	AU TAHITI VILLAGE (Mono)
*	EL 1020ST	AU TAHITI VILLAGE (Stereo)
_____	EL 1021	SALUT A AITUTAKI (Mono)
_____	EL 1021ST	SALUT A AITUTAKI (Stereo)
_____	EL 1022	TEMPO TUAMOTU (Mono)
_____	EL 1022ST	TEMPO TUAMOTU (Stereo)
_____	EL 1023	ENCORE! (Mono)
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Billboard TOP 40 EASY LISTENING

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

WEEK	Wk. Ago			TITLE	Artist, Label & Number	Wk. on Chart
	1	2	3			
1	2	3	3	STOP! AND THINK IT OVER	Perry Como, RCA Victor 9165 (Northern, ASCAP)	10
2	1	2	7	TIME, TIME	Ed Ames, RCA Victor 9178 (April, ASCAP)	8
3	6	14	18	MARY IN THE MORNING	Al Martino, Capitol 5904 (Pamco, BMI)	5
4	5	7	8	ONLY LOVE CAN BREAK A HEART	Margaret Whiting, London 108 (Arch, ASCAP)	8
5	3	4	4	LOVE ME FOREVER	Roger Williams, Kapp 821 (Regelle, BMI)	8
6	4	1	1	CASINO ROYALE	Herb Alpert & the Tijuana Brass, AAM 850 (Colgems, ASCAP)	11
7	7	5	2	SOMETHIN' STUPID	Nancy Sinatra & Frank Sinatra, Reprise 0561 (Green Wood, BMI)	15
8	9	10	12	HELLO, HELLO	Claudine Longet, AAM 846 (Great Honesty, BMI)	8
9	8	8	10	I WAS KAISER BILL'S BATMAN	Whistling Jack Smith, Dorem 85005 (Mills, ASCAP)	9
10	10	6	6	LITTLE BY LITTLE, BIT BY BIT	Ray Charles Singers, Command 4096 (Ensign, BMI)	11
11	13	20	27	NIGHT AND DAY	Sergio Mendes & Brasil '66, AAM 853 (Harms, ASCAP)	5
12	20	29	31	I LOVE YOU	Billy Vaughn Singers, Dot 17021 (Morris, ASCAP)	5
13	11	9	5	MAKING MEMORIES	Frankie Laine, ABC 10924 (Folst, ASCAP)	11
14	17	30	39	NOW I KNOW	Jack Jones, Kapp 833 (Helios, BMI)	4
15	12	12	9	LAY SOME HAPPINESS ON ME	Dean Martin, Reprise 0571 (Four Star, BMI)	9
16	14	11	11	EVERYBODY LOVES MY BABY	King Richard's Floreal Knights, MTA 150 (MCA, ASCAP)	10
17	30	39	—	IT'S SUCH A PRETTY WORLD TODAY	Andy Russell, Capitol 5917 (Freeway, BMI)	3
18	23	24	21	PUPPET ON A STRING	Al Hirt, RCA Victor 9198 (Gallico, BMI)	6
19	38	—	—	DON'T SLEEP IN THE SUBWAY	Petula Clark, Warner Bros. 7049 (Duchess, BMI)	2
20	15	16	16	"17"	Ray Conniff, Columbia 44055 (Marks, BMI)	9
21	19	13	3	MISTY BLUE	Eddy Arnold, RCA Victor 9182 (Talmont, BMI)	8
22	32	32	—	EVERYBODY SAY PEACE	John Gary, RCA Victor 9213 (April, ASCAP)	3
23	40	—	—	GRADUATION DAY	Arbors, Date 1561 (Travis, BMI)	2
24	24	26	29	VOLARE	Lettermen, Capitol 5913 (Robbins, ASCAP)	5
25	25	31	35	NOW I KNOW	Eddie Fisher, RCA Victor 9204 (Helios, BMI)	6
26	34	35	—	UP, UP AND AWAY	Johnny Mann Singers, Liberty 557972 (Josylar, ASCAP)	3
27	27	—	—	UP AND AWAY	Fifth Dimension, Soul City 756 (Rivers, BMI)	2
28	16	15	14	MUSIC TO WATCH GIRLS BY	Andy Williams, Columbia 44065 (SCP, ASCAP)	13
29	21	17	15	TIME ALONE WILL TELL	Jerry Vale, Columbia 44087 (Chappell, ASCAP)	11
30	18	18	17	GEORGY GIRL	Baja Marimba Band, AAM 843 (Chappell, ASCAP)	10
31	31	33	—	WALKIN'—JUST WALKING	Patti Page, Columbia 44115 (Folst, ASCAP)	3
32	33	34	37	FINCHLEY CENTRAL	New Vaudeville Band, Fontana 1589 (Southern, ASCAP)	4
33	36	38	—	SAME OLD YOU	Patti Page, Columbia 44115 (Red Balloon, ASCAP)	3
34	26	23	24	THE SEA	Geoff Grant, Monument 1005 (Combine, BMI)	7
35	35	36	—	DAYS OF LOVE (Theme From "Hombre")	Tony Bennett, Columbia 44154 (Folst, ASCAP)	3
36	37	37	—	TWO FOR THE ROAD	Henry Mancini, RCA Victor 9200 (Northridge, 20th Century, ASCAP)	3
37	—	—	—	SORRY	Doris Day, Columbia 44150 (Artists, ASCAP)	1
38	—	—	—	TEMPTATION	Boots Randolph, Monument 1009 (Robbins, ASCAP)	1
39	—	—	—	YOU ONLY LIVE TWICE	Nancy Sinatra, Reprise 0595 (Unart, BMI)	1
40	—	—	—	LOVE'S GONNA LIVE HERE AGAIN	Buddy Greco, Reprise 0584 (Blue Book, BMI)	1

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Main chart listing songs 1-31 with week numbers and artist information.

Main chart listing songs 32-65 with week numbers and artist information.

Main chart listing songs 66-100 with week numbers and artist information.

HOT 100—A TO Z—(Publisher-Licensee)

Index table listing song titles and their corresponding chart positions.

Index table listing song titles and their corresponding chart positions.

Index table listing song titles and their corresponding chart positions.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100 with their chart positions.



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Talent

Berniker: Artist the Hitmaker



MIKE BERNIKER

NEW YORK—The artist is more important than the song in the making of a hit record. That's the opinion of Mike Berniker, pop artists & repertoire producer at Columbia Records, who's now responsible for the disks made by Steve Lawrence and Eydie Gorme, Jerry Vale, Diahann Carroll, Michel Lee, Joe Harnell and Gene McDaniels.

"Songs can be transformed by an artist's performance," said Berniker, "and in most cases it is the artist that makes the hit song rather than the hit song that makes the artist." Berniker blueprints his album productions with this philosophy in mind. In the preparation of an LP, Berniker first figures out the distinct feature of the performer he's working with, the artist's potential and then works out an emotional peg or a thematic idea with which the artist

can identify lyrically and musically. "It's all a matter of focusing on each artist's unique qualities," he said.

After deciding on the emotional hook for the LP, Berniker then starts rounding up songs and arrangers that will fit the mood he's trying to create. Berniker works closely with his arrangers in the preparation of an album because he believes that an a&r man should be a guide to the arranger as well as the artist. "Everyone and everything has

to be unified," he said, "because an album, in order to be successful, must be an entity within itself. A hodgepodge of songs and styles is a sure way to failure."

Although Berniker's main efforts are in the album field, he realizes the value of a breakout single and tries to make slide tracks for the album so that a single release potential can be found among them. "A single can be a promotional tool for an album just like an album's jacket," he said, "but if the single starts getting air time on the key good music stations around the country, it's influence on the sales of the album is immeasurable."



LOU RAWLS, right, and Capitol Records a&r producer Dave Axelrod hold the singer's first gold record award for the album, "Lou Rawls—Live," recently certified by the RIAA for exceeding \$1 million in sales.

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Mitchell Mixes His Tunes in Winning Combo

NEW YORK—Chad Mitchell, the versatile Warner-Bros. recording artist, is as much at ease with ethnic material as he is with folk, show tunes or slightly bawdy ballads.

Mitchell, opening at the Village Gate Tuesday (13), stayed mainly with the folk style upon which his reputation is established, but his incursions into show tunes (a medley from "Roar of the Greasepaint") and into ethnic material provided a delightful change of pace.

He can belt a standard like "Over the Rainbow," and can extract the last ounce of humor from the "Hip Song." Mitchell comes across effectively with the mildly blue "You Never Catch Me Giving It Away," and waxes into telling sentimentality with his hit ballad, "Suzanne."

In voice, delivery, pacing and stage comportment, Mitchell goes to the head of the class. He ignores the hits of the day and concentrates on material that is suited to his considerable talents. And he chooses wisely.

Opening the bill was John Handy's Quintet, an accomplished jazz group in the cool vein. Richard Pryor, a hip, Negro comedian was effective in vignettes of a boyhood in a not-too-genteel neighborhood.

AARON STERNFIELD

HERE'S WHAT DAILIES SAID

NEW YORK — "South Pacific," revival of the Richard Rodgers-Oscar Hammerstein 2d musical, opened at the New York State Theatre on June 12.

Following are excerpts from reviews by the critics on the daily newspapers:

TIMES: "The Music Theatre of Lincoln Center's production is lavishly mounted, appropriately cast and vigorously performed."

NEWS: "Time has scarcely dimmed the appeal of this romantic adventure."

POST: "There are many reasons for revisiting 'South Pacific,' one important one being the reassurance that it is the loveliest of all romantic American musical plays."

Signings

Jerry Blavant, who runs a syndicated pop music TV show originating in Philadelphia, has been signed to Epic Records. His debut single, "Let's Love Again," was independently produced by Kal Mann. . . . Musicor Records has signed veteran country singer-songwriter Floyd Tillman. His initial album, which is set for release in July, is titled, "Floyd Tillman's Country."

Chris Crosby to Atlantic Records, and the Vanilla Fudge and the New York Rock & Roll Ensemble to the Atco label. . . . Bobby Scott to Columbia Records. His first sides, cut under the direction of Howard Roberts, are "We're Doin' Fine" and "Another Strange Town." . . . Singer-guitarist and arranger Frank D'Rone, formerly with Mercury and Columbia, signed long-term deal with Chess. . . . Frankie Fanelli has joined the ABC Records roster.

Musicor has added Bobby Capo and Tato Diaz to its Latin roster. . . . Tony Douglas, country singer from Texas, to Jewel Records. . . . Don and Denny, rock group from Dayton, O., to Main Line Records. . . . Canusa Records, Canadian label distributed in the U. S. by Bell, signed pop singer Gordie Mena, and folk duo Christian and Jethro.

Leon Bibb, folk singer, signed to the Philips label. . . . A new group in the contemporary "flowers-beads-love" movement known as NGC 4594 has been added to the Smash Records roster. . . . Mercury's Nashville office signed two new country artists; Tom T. Hall and Don Wayne.

Musical Theater Restricts Too Much, Says McFarland

By CHARLES BARRETT

NEW YORK — Composer-artist Gary McFarland feels that the musical theater is often stifling and unfulfilling for the young composer.

McFarland, who recently was musical conductor at the UCLA Jazz Festival, and also a composer of film scores, call for a new type of music to be written for the Broadway audience. "There are too many revivals on Broadway and producers don't seem to be catering to tastes of a young audience," McFarland said. "The music being produced for Broadway shows is too slick and formulized," he added.

"I could not write for the musical theater unless I was able to have some elbow room and able to sit down with the producer and exchange views on what kind of music was going to go into the show," said McFarland.

McFarland went on to say that the musical theater could be a good place for a young composer to develop. "Broadway has become outmoded catering to the tastes of a vanishing audience," he said. "I think that television is far ahead as is motion pictures. They have both been changing and have kept in tune with the tastes of their audiences."

Meanwhile, McFarland is at work on film scores and is also composing a ballet sketch for the upcoming Monterey Jazz

Festival. One of his latest LP's is as an arranger on "October Suite" for Impulse Records.

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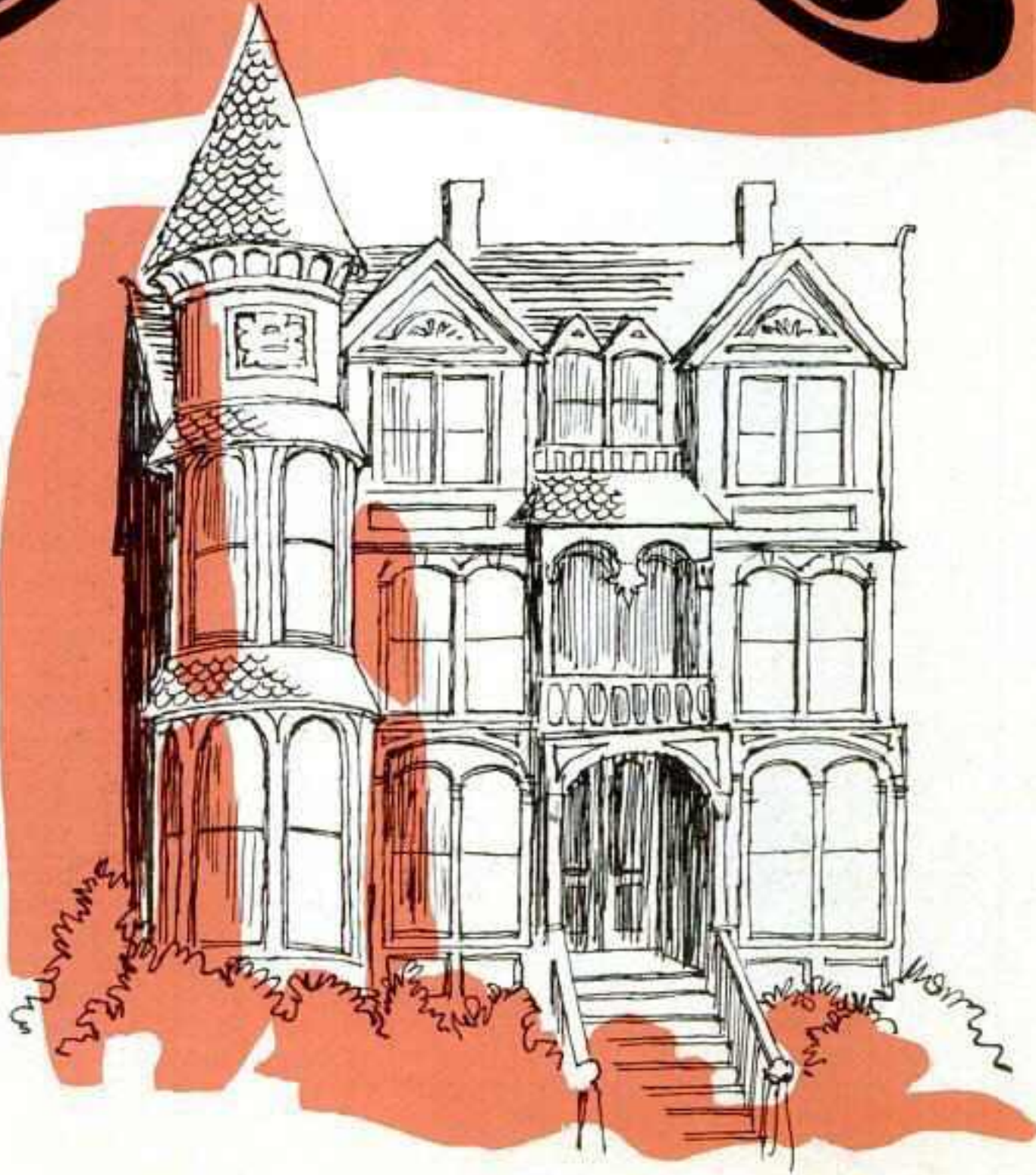
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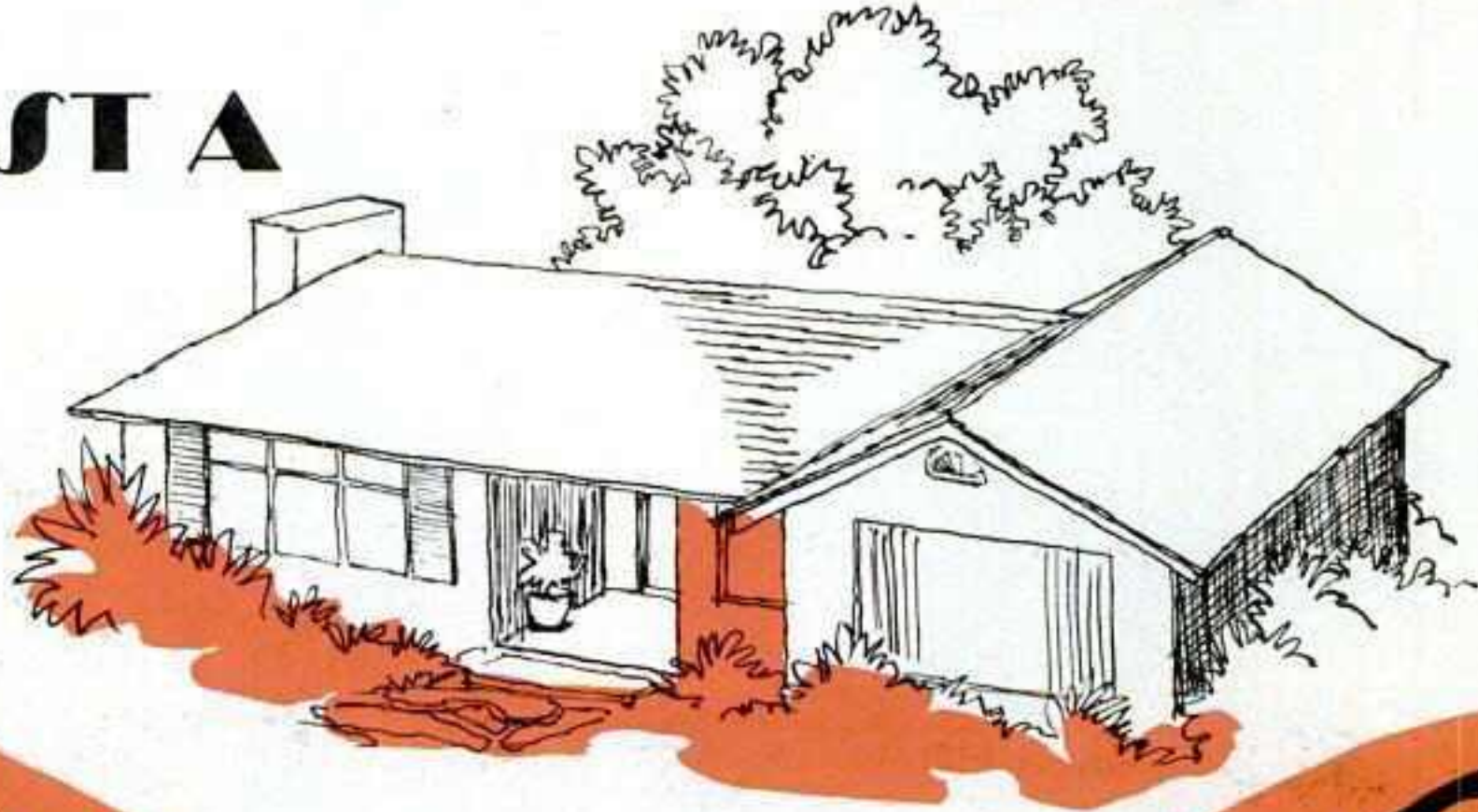


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**Supremes Shake Up
D. C. & the Record**

WASHINGTON — The Supremes did their customary skillful job of bridging the music gap between older and newer citizens here last week, at the Shoreham Hotel Terrace, favorite summer night spot of the city's middle-aged and over. The Supremes also made it into the Congressional Record, with a lyrical tribute from Rep. John Conyers (D. Mich.), who in turn quoted Republican Governor Romney that the Supremes were Michigan's "most exportable product."

The younger fans at the unusually high-tabbed show (cover and minimum hit \$8.50) may have felt there was too much finesse, too many standards, and not enough Motown-Detroit groove. But the high-style Supremes are notable for their cool accommodation to different audiences and circumstances in presenting their unique talents, from nightclub to television, New York to London.

At the opening of the sellout 10-day engagement, there was enough of the rock to shake the glassware on the tables when Diana, Mary and Florence let out the volume. But there was a typically tailored diversity that included "More," "Yesterday," and even that old perennial, "The Lady Is a Tramp." Foottappers (as distinct from rhythm-blues-rock generation's handclappers) were "Put on a Happy Face" and a version of "King of the Road."

Nothing could be more of a contrast than the earthy, non-glossy performance, a fortnight earlier, by Carla Thomas, at Washington's off-beat jazz emporium, the Bohemian Caverns. Miss Thomas, Stax of Memphis, Tenn., held a promotion party, heavily attended by all the local trade, distributors (Schwartz Bros. of Washington, and Atlantic), local radio station deejays, columnists from the dailies and trade press, retailers—including the ineffable Waxie Maxie of the historic jazz-based Quality Music store. Swelling the crowd were staffs of Sen. Howard Baker's (D., Tenn.) Memphis and Washington offices.

The atmosphere was warm, noisy and informal. Miss Thomas sang unstintingly for the trade party—although she had two Cavern shows ahead the same night. She ranged from mher "Zippity Do Da" and "Baby" through a tongue-clicking samba and some highly charged, unabashed love lyrics.

The artist (and she demonstrated that she is a fine one) was not always at home with some of the introductory patter given to her for her songs. There is something robust and reminiscent of Pearl Bailey in the Thomas personality that needs good lines and show-casing to match. And, for public performances, a good designer could provide some styles more carefully and imaginatively chosen

**What Matt Monroe Needs:
Justa Little Bit o'Luck**

LOS ANGELES—Matt Monroe has had strange luck with film songs. Three years ago, he was offered the exclusive first refusal on a movie tune. "It was awful," Monroe recalled. "I turned it down. The demo was dreadful, miserable and dreary. It was 'The Shadow of Your Smile.'"

Ten months ago, Monroe cut "Born Free," which became a strong entry on the Capitol label. The tune was written by Monroe's manager, Don Black, who also composed another Monroe hit, "Walk Away."

Monroe and his Capitol producer, Dave Cavanaugh, select the tunes for his albums. Since joining the American label, he has cut four LP's, with "Born Free" picking up sales speed after the tune won an Oscar.

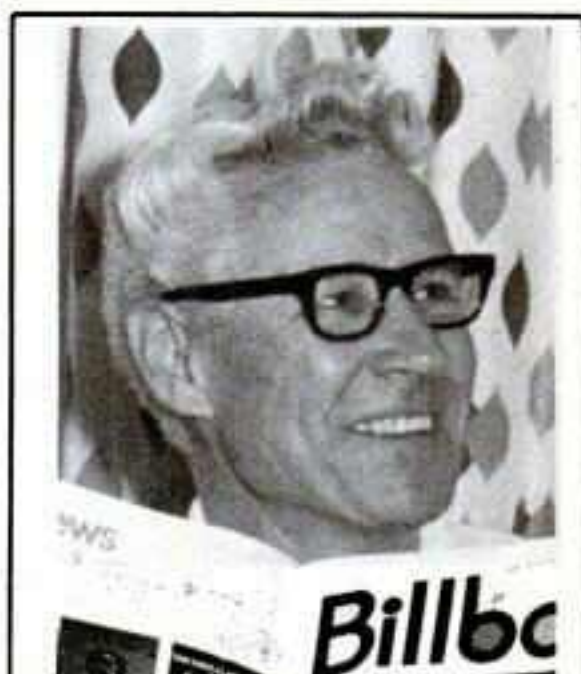
Despite his "Born Free" hit, Monroe turned down several teen-age television shots. "I feel out of place on those shows. They're not for me."

He still travels 75,000 to 100,000 miles a year fulfilling

to set off her personality and her kind of music.

At the Shoreham Terrace, the Supremes, at home in any city and before any audience, were clearly right up on top, looking down. At the Bohemian Caverns, Carla Thomas was a young woman determinedly on her way up, with queues of paying customers impatiently waiting to get into the Caverns to hear her.

international engagements. When he lived in London he worked extensively in the Philippines and Hong Kong, where love ballads are the most popular form of musical expression. He has yet to play France or Italy. "If you don't speak the language," he said, "it's tough. Those continental audiences are tough nuts to crack."



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Classical Music

'Don Giovanni' to Open 10th Yr. of Festival of Two Worlds

SPOLETO, Italy — Mozart's "Don Giovanni" will open the 10th anniversary season of the Festival of Two Worlds here

next Friday (30). The production, directed by Gian Carlo Menotti, founder and president of the festival, will be con-

ducted by Thomas Schippers. Justino Diaz will play the title role. Others in the cast will be Mietta Sighele, Lou Ann Wyckoff, Anastasios Vrenios, Donald Gramm, Valeria Mariconda, Alberto Rinaldi, and Ubaldo Carosi. Six performances are slated.

Piotr Wollny will conduct Donizetti's "Il Furioso de San Domingo," which will premiere next Saturday (1). Soprano Lilia Reyes and tenor Veriano Lucchetti will head the cast. Four other performances of the 19th century work are listed.

Pianist Claudio Arrau will play a benefit recital next Saturday (1). Special recitals also are scheduled by soprano Montserrat Caballe and pianist Sviatoslav Richter.

Wadsworth to Lead

Charles Wadsworth will direct daily noon chamber music concerts. Participating artists will be violinist Pinchas Zukerman, cellist Ko Iwasaki, harpist Giovanna Verda, oboist Leonard Arner, clarinetist Charles Russo, flutist Eugenia Rich, the Bartok Quartet, the American Brass Quintet, soprano Mary Beth Peil, pianists John Browning, Christoph Eschenbach and Takako Nishizai, and Complesso di Lugano, a vocal chamber group from Lugano.

The festival closes July 16 with an outdoor concert in Cathedral Square. Schippers will conduct Dvorak's "Te Deum" and Haydn's "Paukenmesse." Soloists will be soprano
(Continued on page 29)

RECORD REVIEW

Instrument Firm's Virtuoso Label Makes Auspicious Bow

NEW YORK—The new Virtuoso label is aptly named judging by the company's initial three-album release. Two of the disks feature Steven Staryk, concertmaster of the Chicago Symphony, while the third offers Janos Starker, one of the foremost cellists around. The bulk of the material is new to the catalog and should have special attraction to those specifically interested in expert string playing. The label, formed by Henry Teller & Son, Chicago musical instrument firm, plans to continue issuing recital disks, with one by flutist Julius Baker in the works.

One Staryk disk contains music by Henri Wieniawski, including the first recording of the "Etudes-Caprices, Op. 18." Staryk plays both violin parts flawlessly. On the flip side, Staryk plays the "Legende" and "Mazurka" on Wieniawski Stradivari as well as the "Polonaise in D" and the "Scherzo-Tarantelle." Adela Kotowska is the capable piano accompanist on Side 2. Wieniawski also is included in Staryk's other LP with three of the 18 "Traditional Etudes, Studies, Caprices." Entitled "Every Violinist's Guide," this pressing uses the 18 selections to illustrate violin technique, such as controlled spiccato legato at point of bow, and study in string crossing. Students of the violin will find this album invaluable. All the pieces are catalog firsts, including compositions by Kreutzer, Dancica, Rode, Fiorillo, Kayser and Dont.

Starker's "Road to Cello Playing" is both fascinating and instructive as he demonstrates in "Traditional Etudes and Studies" why he is rated so highly among the world's cellists. The

pieces here also are new to the catalog. Featured composers are Sebastian Lee, Karl Schroeder, Friedrich Dotzauer, Jean Louis Duport, Jean Pierre Duport, Alfredo Piatti, David Popper, Friedrich Gruetzmache, and Niccolo Paganini. The label's introduction is auspicious indeed with such fine pressings.
FRED KIRBY

MPU Local Gives 5G to Calif. Fund

SACRAMENTO — Local 12 of the Musicians Protective Union has contributed \$5,000 to the Superior (County) California Symphony Foundation to help match a \$500,000 Ford Foundation grant for the Sacramento Symphony. The symphony plans more concerts within the county. A local art dealer has announced plans for a \$260,000 theater for the cultural arts, which will seat 800. It will be designed for music and dance with a projecting stage.

Classical Notes

Milan's Teatro Alla Scala will perform Verdi's "Messa di Requiem" at Carnegie Hall on Oct. 18 with Herbert Von Karajan conducting. Soloists will be soprano Leontyne Price, mezzo-soprano Fiorenza Cossotto, tenor Carlo Bergonzi, and bass Nicolai Ghiaurov. . . . Charles Blackman, associate conductor of the Dallas Symphony, has been signed to a one-year contract as musical director of the San Angelo Symphony. He will retain his Dallas post. . . . London is issuing al-

bums by Leopold Stokowski and Charles Munch in its Phase 4 series.

Leonard Bernstein will conduct the opening concerts of the New York Philharmonic's 125th anniversary year on Thursday (22) and Saturday (24) as part of the Lincoln Center Festival '67. Featured will be Mahler's "Symphony No. 2." . . . Milton Katims, musical director of the Seattle Symphony conducts the last of five concerts with the Japanese Philharmonic in Tokyo next Tuesday (27). . . . Leontyne Price, Richard Tucker and Sherrill Milnes stood out as the Metropolitan Opera began a special 10-performance stand last Monday (12) as part of the Lincoln Center Festival. . . . Yehudi Menuhin played the violin solo for the Rambert Ballet Co. in Bath, England, last Monday (12).

Claus Meyer has been named sales representative for the Heliodor label. . . . Tenor Richard Tucker received a statuette of the Mirage 3 jet and an honorary Israeli green beret by the Israeli armed forces for entertaining the troops during the Mid-East crisis. Soprano Roberta Peters also remained in Israel to conclude a concert schedule. . . . Cellist Mstislav Rostropovich will appear with composer-conductor Aram Khachaturian in Washington, D. C., and New York next January. . . . Antonio Janigro will conduct the Chicago Symphony at the University of Wisconsin on Monday (19) and Wednesday (21). Seiji Ozawa will conduct the orchestra at the university on Thursday (22). Ella Fitzgerald will be soloist with Skitch Henderson and the Chicago Symphony in a Gershwin program at Camp Randall Stadium at the university on Saturday (24).

Toronto Plans Jazz Fare

TORONTO — Two concert series plus a "Jazz at the Symphony" series are slated for the 46th season of the Toronto Symphony, which begins on Oct. 10 with Seiji Ozawa as music director and conductor. Soloists in Series A will include pianists Ronald Turnini, Nicolai Petrov, Yvonne Loriod, Daniel Barenboim, Claudio Arrau, and Anton Kuerti; violinists Young Uck

Kim, Isaac Stern, and Henryk Szeryng; flutist Jean-Pierre Rampal; cellists Janos Starker and Peter Schenkman; and violist Stanley Solomon. Guest conductors will be Walter Susskind, who also will play the piano, and Karel Ancerl.

Series B soloists will be pianists Van Cliburn and Joerg Demus, violinist Christian Ferras, oboist Harold Gomberg, contralto Maureen Forrester and tenor Richard Lewis. David Zinman will be guest concert for one concert pair. The jazz series will have the guest artists with Ozawa and the symphony in the first half of the program and the guests without the orchestra in the second half. Guest artists will be Lionel Hampton, Nimmons 'n' Nine, Stan Getz, the Modern Jazz Quartet, Nancy Wilson and Benny Goodman. The orchestra also will present four Saturday matinee children's concerts.

Met to Play in Philly in May

PHILADELPHIA — The Metropolitan Opera will return to play a week at Philadelphia's Civic Center next year during May. No specific date has been set yet, but the Opera Festival Association, which has a two-year contract with the Met, has already underwritten the opera
(Continued on page 29)

DGG TAKES 4 OF 8 IN DISCOPHILES CONTEST

PARIS—Deutsche Grammophon collected four of the eight awards made in the Grand Prix des Discophiles contest organized by Diapason magazine in conjunction with O.R.T.F., the French state radio corporation. The 1967 awards, which are based on listeners' votes for six records in each category, were announced at a reception in the Maison de la Radio.

Winning recordings were:

CONCERTOS: Beethoven's "Emperor Concerto," Gelber, piano, with Ferdinand Leitner and the New Philharmonia Orchestra (Pathe-Marconi).

SYMPHONIC WORKS: Mozart's "Symphonies Nos. 26, 31 and 34" by Karl Boehm and the Berlin Philharmonic (DGG).

SACRED MUSIC: Beethoven's "Missa Solemnis" with Elizabeth Soederstrom, Marga Hoeffgen, Waldemar Kmentt, Martti Talvela and the New Philharmonia conducted by Otto Klemperer (Angel).

INSTRUMENTAL MUSIC: Beethoven's "32 Sonatas for Piano" by Wilhelm Kempff (DGG).

LYRIC MUSIC: Wagner's "Tristan und Isolde" with Birgit Nilsson, Wolfgang Windgassen, Christa Ludwig, Eberhard Waechter, Talvela and the Beyreuth Festival Orchestra and Chorus under Boehm (DGG).

CHAMBER MUSIC: Beethoven's last six quartets by the Quatuor Hongrois (Columbia).

MELODIES: Schubert's "La Belle Meunier" by Fritz Wunderlich with Giesen, piano (DGG).

CONTEMPORARY MUSIC: Panderecki's "Passion According to St. Luke" with Czyz and the Cracow Philharmonic (Philips).

French Writer Messiaen Gets Koussevitzky Prize

NEW YORK—French composer Oliver Messiaen will receive the 1967 Koussevitzky International Recording Award for his "Trois Petites Liturgies de la Presence Divine," which was recorded in France by Erato and released in the U. S. on Music Guild, a division of Westminster Records. The award will be presented by the American International Music Fund Inc.

The award consists of \$1,000 in cash to the composer and international distribution of the award-winning disk to radio stations, educational institutions and libraries. Marcel Couraud conducted Les Choeurs de la Maitrise, the French Radio Chamber Orchestra and soloists Yvonne and Jeanne Loriod on the pressing.

Special citations will go to Tiberiu Olah and Harvey Sollberger. Olah's "Coloana fara de stirsi (Column without end)" was recorded by Electrecord, the Roumanian national record company, in an album with

three other works, also by Roumanian composers. Sollberger's "Chamber Variations" was waxed by the Group for Contemporary Music at Columbia University under Gunther Schuller's direction. The selection was released by Composers Recordings, Inc. (CRI). It was written in 1964 on a Fromm Foundation commission.

Teldec Drive on Boston Chamber

HAMBURG — Telefunken-Decca (Teldec) has begun special sales promotions for the first two recordings to be released in Germany with the Boston Symphony Chamber Players, the promotion tying in with appearances in this country by the Boston group.

The recordings are Brahms' "Piano Quartet in C Minor, Op. 60"; Mozart's "Quartets for Flute, Violin, Viola and Cello in D Major, KV 285 and F Major, KV 370," and Beethoven's "Serenade for Flute, Violin and Viola D Major, Op. 25."

The Boston Chamber Players will give performances in Bonn, Kassel, Recklinghausen, and Saarbruecken. The two LP's, received earlier this year, have received critical acclaim in Germany. The unit returned to Boston on Friday (16).

4 ALBUMS BY WAGNER GROUP

HOLLYWOOD — Four albums featuring the Roger Wagner Chorale are being released by Angel Records next month. The four had been deleted from the Capitol catalog. Included is Walton's "Belshazzar's Feast" with baritone John Cameron and the Royal Philharmonic. Another album contains 16th century music of Palestrina, Victoria, Sweelinck, Josquin de Prez, Hassler, Viadana and Nanini. Rounding out the release are Magnificats of Vivaldi, Morales and Monteverdi, and a coupling of a Vaughn Williams Mass and a Bach cantata.

Pupils to Do 'Moon'

WORCESTER, Mass. — A student production of Offenbach's "Voyage to the Moon" is slated for presentation on Tuesday (20) and Wednesday (21). The performance is part of a joint performing arts project of the Boston Opera Co. and the Worcester Public Schools. The project is being financed by a \$37,000 grant under Title I on the federal Elementary and Secondary Education Act of 1965.

Maazel to Lead 12 Park Dates

NEW YORK—Lorin Maazel will conduct the first of 12 free concerts by the New York Philharmonic in New York City parks in July and August. In two previous seasons the Philharmonic's park concerts have drawn more than 900,000 persons.

The concerts will again be sponsored by Joseph Schlitz Brewing Co., the Philharmonic and the city. The first concert will be on July 18 in Central Park's Sheep Meadow. Other sites will be Brooklyn's Prospect Park, Queens' Crocheron Park, the Bronx Botanical Garden and Staten Island's Clove Lakes Park.

Other conductors for the four-week series will be Sixten Ehrling, Seiji Ozawa and Alfred Wallenstein. Ehrling, music director of the Detroit Symphony, will be making his Philharmonic conducting debut.

Cite McClure & Bernstein

VIENNA — Leonard Bernstein, conductor and music director of the New York Philharmonic, and John McClure, Columbia Masterworks a&r director, have received Gustav Mahler medals for their service to the late composer's music. Bernstein, the only living conductor who has performed Mahler's nine symphonies with the same orchestra (the Philharmonic), has recorded "Symphonies Nos. 2, 3, 4, 5, 7 and 8" as well as the "Kindertotenlieder" for Columbia under McClure's supervision.

McClure was the first a&r producer to receive a Mahler award. Bernstein received a gold medal, and McClure, a silver medal. While in Vienna, Bernstein conducted the Vienna Philharmonic in Mahler's "Symphony No. 2" with Christa Ludwig, Hilde Gueden and the Vienna State Opera Chorus.

CBC Airing Expo Music

TORONTO—The Canadian Broadcasting Corporation radio network is presenting a series of 14 broadcasts of major musical events from the Expo World Festival calendar. The "Centenary Concert" series began May 25 with the Amsterdam Concertgebouw Orchestra conducted by Bernard Haitink featuring soloists Maureen Forrester and Ernst Haefliger. It continues through the summer with broadcasts of such fare as the Bath Festival Orchestra with Yehudi and Hephzibah Menuhin; the Bolshoi Opera performing "Boris Godunov"; the English Opera Group; the Orchestra National de l'Office de Radiodiffusion Television Francaise, conducted by Charles Munch; the Czech Philharmonic conducted by Karel Ancerl; the Soloists of Prague; a performance by La Scala Opera; the Melbourne Symphony Orchestra conducted by Willem van Otterloo; and the International Youth Orchestra conducted by Zubin Mehta.

BEST SELLING CLASSICAL LP's

Billboard Award	This Week			Last Week			Title, Artist, Label & No.	Weeks on Chart
	This Week	Last Week	Title, Artist, Label & No.	This Week	Last Week	Title, Artist, Label & No.		
★	1	1	MAHLER: SYMPHONY NO. 8 (2-12" LP's)	20	21	27	GROFE: GRAND CANYON SUITE	5
	Various Artists/ London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)				New York Philharmonic (Bernstein), Columbia ML 6018 (M); MS 6618 (S)			
	2	2	HOROWITZ IN CONCERT (2-12" LP's)	8	22	17	GERSHWIN: RHAPSODY IN BLUE	44
	Vladimir Horowitz, Columbia M2L 357 (M); M2S 757 (S)				New York Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)			
	3	3	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's)	10	23	20	BEETHOVEN: QUARTETS (10-12" LP's)	9
	NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)				Hungarian Quartet, Seraphim IC 6005/7 (M); SIC 6005/7 (S)			
	4	4	WAGNER: TRISTAN UND ISOLDE (5-12" LP's)	19	24	23	STRAUSS: AN ALPINE SYMPHONY	14
	Nilsson, Windgassen, Ludwig & Various Artists, Bayreuth Festspiele (Boehm), DGG 39 221/5 (M); 139 221/5 (S)				Royal Philharmonic Orch. (Kempe), RCA Victor LM 2923 (M); LSC 2923 (S)			
	5	5	MY FAVORITE CHOPIN	64	25	30	MAHLER: SYMPHONY NO. 2 (2-12" LP's)	3
	Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)				Harper/Watts/London Symphony (Solti), London CMA 7217 (M); CSA 2217 (S)			
	6	7	MAHLER: DAS LIED VON DER ERDE	16	26	32	CHOPIN WALTZES	62
	James King/Dietrich Fischer-Deiskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)				Artur Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)			
	7	13	LEONTYNE PRICE—PRIMA DONNA	37	27	37	ORMANDY: PHILADELPHIA ORCH.'S GREATEST HITS	4
	RCA Victor LM 2896 (M); LSC 2896 (S)				Philadelphia Orch. (Ormandy), Columbia ML 6334 (M); MS 6934 (S)			
	8	11	TCHAIKOVSKY: CONCERTO NO. 1	13	28	34	RAVEL: BOLERO/RHAPSODIE/LA VALSE	31
	Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)				New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)			
	9	14	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN	35	29	22	RACHMANINOFF: CONCERTO NO. 2	14
	New York Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)				Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)			
	10	40	ARTURO TOSCANINI CONDUCTING BEETHOVEN SYMPHONIES, NO. 1, 4 & 6 (3-12" LP's)	2	30	25	CHICHESTER PSALMS FOR CHORUS AND ORCHESTRA	11
	BBC Symphony Orch. (Toscanini), Seraphim IC 6015 (M); (No Stereo)				New York Philharmonic (Bernstein), Columbia ML 6192 (M); MS 6792 (S)			
11	12	PUCCINI: LA BOHEME (2-12" LP's)	37	31	24	WAGNER: DIE WALKUERE (5-12" LP's)	5	
Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M) (No Stereo)				Various Artists, Vienna Philharmonic (Furtwaengler), Seraphim IE 6012 (M); (No Stereo)				
12	6	VERDI: UN BALLO IN MASCHERA (3-12" LP's)	11	32	28	RODGERS: VICTORY AT SEA, VOL. I	30	
Price/Bergonzi/Merrill/Various Artists/RCA Italiano Opera Orch. (Leinsdorf), RCA Victor LM 6179 (M); LSC 6179 (S)				RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)				
13	19	WAGNER: DIE WALKUERE (5-12" LP's)	6	33	36	NIELSEN: SYMPHONY NO. 3	2	
Crespin/Vickers/Various Artists, Berlin Philharmoniker (Von Karajan), DGG 39 229/233 (M); 139 229/233 (S)				New York Philharmonic Orch. (Bernstein), Columbia ML 6169 (M); MS 6769 (S)				
14	8	ORFF: CARMINA BURANA	44	34	39	HOLST: THE PLANETS	2	
New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)				New Philharmonia Orch. & Chorus (Boult), Angel 36420 (M); S 36420 (S)				
15	21	NIELSEN: SYMPHONY NO. 1	6	35	35	ART OF DENNIS BRAIN	2	
London Symphony (Previn), RCA Victor LM 2961 (M); LSC 2961 (S)				Seraphim IC 60040 (M); (No Stereo)				
16	9	GOUNOD: FAUST (4-12" LP's)	18	36	31	PROKOFIEV: PIANO CONCERTO NO. 1 & 3	11	
Sutherland, Corelli, Ghivaurov, London Symphony (Bonyge), London A 4433 (M); OSA 1433 (S)				Graffman/Cleveland Orch. (Szell), Columbia ML 6325 (M); MS 6925 (S)				
17	15	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)	43	37	26	ORFF: CARMINA BURANA	41	
Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)				Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)				
18	18	PROKOFIEV: ALEXANDER NEVSKY	7	38	—	BERNSTEIN'S GREATEST HITS	1	
Various Artists, USSR Symphony (Svetlanov), Melodiya/Angel R 40010 (M); SR 40010 (S)				New York Philharmonic (Bernstein), Columbia ML 6388 (M); MS 6988 (S)				
19	16	DEBUSSY: CLAIR DE LUNE	16	39	—	COPLAND: THIRD SYMPHONY	1	
Philadelphia Orch. (Ormandy), Columbia ML 6283 (M); MS 6883 (S)				New York Philharmonic (Bernstein), Columbia ML 6354 (M); MS 6954 (S)				
20	10	SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9	17	40	—	LEONCAVALLO: PAGLIACCI (2-12" LP's)	1	
Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)				Gigli/Pacitti/Bazallo Orch. & Chorus of La Scala Milan, Seraphim IB 6009 (M); (No Stereo)				

BEST SELLING LOW-PRICED CLASSICAL LP's

Title, Artist, Label & No.		Title, Artist, Label & No.	
1.	GERSHWIN: RHAPSODY IN BLUE New York Philharmonic (Bernstein), Columbia ML 5412 (M); MS 6091 (S)	3.	OLD TIMERS NIGHT AT THE POPS Boston Pops (Fiedler), RCA Victor LM 2944 (M); LSC 2944 (S)
2.	RODGERS VICTORY AT SEA, VOL. I RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	4.	TALES FROM VIENNA Boston Pops (Fiedler), RCA Victor LM 2928 (M); LSC 2928 (S)

Indianapolis Free Series

INDIANAPOLIS—The three-week series of free concerts by the Indianapolis Summer Symphony began last Tuesday (13). The "Twilight Concerts in the Parks" series, which is sponsored by the Metropolitan Arts Council of Indianapolis, call for 7:30 p.m. performances in four different city parks a week.

Each Tuesday concert is being taped in color by mobile units of WFBM-TV for showing later in the week once in the evening and again on Sunday afternoon. The free concerts are being underwritten by the

Indianapolis Power & Light Co., Stokely-Van Camp, and Burger Chef Systems with the co-operation of the Metropolitan Park Department. Leonard B. Smith, director of the Detroit Concert Band, led last week's concerts.

This week's conductors will be Renato Pacini, associate conductor of the Indianapolis Symphony, and jazz artist David Baker. Pianist Victor Rosenbaum will be soloist next week, when Izler Solomon, Indianapolis Symphony; conductor, will conduct.

Met to Play in Philly in May

Continued from page 28

company's second appearance here at Civic Center.

Box-office figures for the week are not yet available, but a spokesman for the association said today that attendance during the week-long period was between 47,000 and 50,000. Civic Center has a normal capacity of 8,500 seats for the Met performances.

Figures are delayed because returns are still to be reported from box offices scattered throughout Pennsylvania and

southern New Jersey, according to the festival spokesman. A deficit is expected, but the association hopes to come near the estimated \$350,000 break-even point, he said.

Don Giovanni

Continued from page 28

Martina Arroyo, Lucchetti, and bass-baritone Richard Mundt. Also planned are drama, ballet and poetry programs. Negotiations are under way for parts of the festival to be recorded.

Radio-TV programming

Broadcasting Industry in Britain Facing a Wide-Ranging Overhaul

By GRAEME ANDREWS

LONDON—Broadcasting in Britain is undergoing a radical overhaul with the setting of plans for the first BBC-run local radio stations, the pending implementation of the bill to outlaw the pirate radio stations and the reallocation from next July of many of Britain's commercial TV franchises. The marine broadcasting offenses bill received its third treatment in parliament on Tuesday (13) and will receive the royal assent and become law by August.

The bill outlaws any British citizen working for or assisting the off-shore stations. The leading pirates all claim that they have already taken steps that will enable them to survive outside the law. Radio Caroline, Radio 227 and Radio 355 have opened offices in Amsterdam and are now seeking foreign advertising. Dutch ships are expected to continue to supply the ship-based stations. Meanwhile, the fort-based pirate, Radio 390, has been granted until June 26 to lodge an appeal against a high court ruling that the Thames estuary station must stop broadcasting.

Radio London is also planning to use Holland for obtaining its supplies, but has not sought advertising there yet. Caroline has appointed Basil Van Rensburg to head its operation which will also beam Dutch licensees of British disk firms. Caroline will seek advertising via France, Canada and the U. S. from firms exporting to Britain. It is also appointing non-British disk jockeys. Radio London, headed by Philip Birch who has behind him an 11-year advertising career in the U. S., is also seeking advertising notably in Madison Ave. Irish supply sources are likely to be

called in to service Caroline's second ship off Britain's north west coast. If these maneuvers enable the pirates to survive, the U. K. government is expected to call on the member nations of the Council of Europe to similarly outlaw such activities.

Aims for Christmas

Meantime, the BBC aims to get its first three local radio stations at Merseyside, Leicester and Sheffield on the air before Christmas, with stations at Nottingham, Stoke-On-Trent,

Brighton and three other cities starting up next year. One of the biggest proposed stations at Manchester may not now go on the air following the recent ousting of the Socialist council by the Conservative party in local elections. The conservatives largely favor commercial radio. BBC executive Donald Edwards who is heading the local radio project, revealed that the BBC is putting down the capital of \$1,000,000 to set up each station

(Continued on page 34)

WSM Eying Purchases, FM

By BILL WILLIAMS

NASHVILLE — WSM here has expansion plans which ultimately may lead to the acquisition of other stations and the reviving of its FM operation. This report was confirmed by station officials.

Last week, it was learned that the radio station planned to expand into the publishing, recording and booking business. This report was confirmed by station officials.

Now it is known that the growth plans of the 42-year-old station, which owns and operates the "Grand Ole Opry," includes the possibility of group purchases of other stations. This is in the talking stage now, but some concrete plans are being formulated, and definite moves are expected soon.

It also is known that WSM, which operated an FM outlet prior to 1951 (when it acquired WBM-TV), hopes now to get back into the FM business full swing. FM was not considered economically sound in 1951 when full attention was

given to TV, but the recent popularity of FM broadcasting has brought about a reappraisal.

WBM, Inc., consisting of the AM radio and TV operations, is owned by the National Life and Accident Insurance Co. The insurance firm in recent years has videotaped a produced segment of the "Grand Ole Opry" and distributed it in designated major markets.

ABC-TV TO AIR MONTEREY FEST

LOS ANGELES — ABC-TV has bought the rights to colorcast an hour special next season built around the Monterey International Pops Festival, June 16-18. Pennebaker will film the five concerts with Lou Adler and John Phillips, two of the festival directors, the film's executive producers.

All five concerts are reported sold out by the non-profit festival organization. With the TV revenue, the festival could gross around \$500,000 for non-profit allocation.

WWOK Starts C&W Quarterly

CHARLOTTE, N. C. — WWOK, country music outlet in Charlotte, has launched the WWOK Country Quarterly, a 24-page magazine featuring pictures of artists, station personnel, and stores. The station was last week mailing out 15,000 copies to members of its WWOK Kountry Klub, said production manager-personality Phil Rainey.

Rainey, who just joined the 5,000-watt operation from WIVK, Knoxville, said, "We have been flooded with requests for membership cards. . . in fact, we are about 5,000 cards behind in our mailings."

Douglas Expansion

NEW YORK—"The Mike Douglas Show" is now on 152 TV stations, according to Jack E. Rhodes, vice-president and general sales manager of WBC Program Sales, here. The daily variety series, videotaped in color, comes in 60 and 90-minute versions.



BOB KING, personality on WOOK-TV, Washington, interviews Debra Taylor, Records artist Debra Taylor. Miss Taylor's latest single is "The Last Laugh Is on the Blues."

KMAP-FM in New Daytimer

DALLAS — Radio station KMAP-FM inaugurated "Showtime," a new daytime format on Monday (12). "Showtime" features original Hollywood and Broadway cast albums from 8 a.m. to 7 p.m. Mondays through Fridays.

Voices will range from Walter Houston to Robert Goulet, and from Helen Morgan to Blossom Seely to Barbra Streisand, according to station manager Allen V. Hundley. The music of the Gershwins, Rodgers and Hart, Cole Porter, Rogers and Hammerstein, Irving Berlin, Jerome Kern, Sigmund Romberg, Victor Herbert and musical comedy composers, will distinguish KMAP's "new sound."

KMAP-FM's nightly 7-9 "Folk Music" and 9-midnight "Gentle Jazz" shows will be continued, Hundley said. WABC-FM, launched this type of format recently in stereo for New York Listeners.

KIFM-FM BOWS A TEEN CLUB

BAKERSFIELD, Calif.—KIFM-FM, stereo rock 'n' roll station here, is opening a posh teen club called Club-17 to operate Friday and Saturday nights through the summer. The club will feature both local and imported bands, according to KIFM-FM general manager Hal Brown. It will operate on a soft-drink policy.

S. F. 'Hippop' Music Format of Future?

SAN FRANCISCO — Two developments in broadcasting have occurred here which Chet Helms, an entrepreneur of the pop/hippie movement, feels throws a shadow over future national radio programming.

Concurrent with KYA's adoption of the sounds of San Francisco as a regular hourly feature, whereby album cuts by local pop/hippie groups are played, KMPX-FM has begun playing the neophyte group's

music. The FM station, which operates on a limited evening broadcast basis, plays album tracks and unreleased dubs which the groups provide. Former KYA top 40 disk jockey Tom Donahue is the "catalyst," in Helms' opinion, for the interest shown by KMPX-FM in the emerging pop groups.

Helms says young people in San Francisco are supporting KMPX-FM and despite his short experience in show business, he claims that as a result of the San Francisco music, "formula radio will be dead in five years." Artie Ripp, a Kama Sutra partner "unequivocally" agrees, believing that change will occur in radio which will open programming to extended length selections and a return to non-jukebox radio, where personalities will again reign.

This summer's reported massive influx of young people to San Francisco will be exposed to the pop/hippie sounds. This awareness will be brought back to other cities when the young people return home. Helms points out. This should help create requests at local radio levels for airplay for disks by San Francisco groups.

Kama Sutra and Helms' Family Dog Productions are partnered in a recording production affiliation, whereby acts cut at Helms' Avalon Ballroom will be distributed by KS.

WRNW-FM Plans Hot 4th With Rock Play in Stereo

MT. KISCO, N. Y.—Following a growing pattern, when WRNW-FM takes to the air again July 4, the format will be rock 'n' roll. In stereo. Jerry Carroll, program director of the operation who just shifted over from WVIP here, said the station will be on the air 9 a.m. to midnight beaming into White Plains and the surrounding areas.

The station had gone off the air last January under another format. Other FM stereo sta-

tions now using rock formats include WOR-FM, in New York, who paved the way, KOIT-FM in San Francisco, KVIL-FM in Dallas, KGO-FM in San Francisco and KIFM-FM in Bakersfield, Calif.

Hinging upon local surveys, WRNW-FM will play the top 20 records in a row, a continuous rundown, three times a day—3, 6, and 9 p.m. Carroll said his station would be patterned somewhat like WOR-FM, "but more up-tempo in the evening."

NARA Sets 'Responsibility' As Atlanta Meeting Theme

NEW YORK — "Responsibility Brings a New Profile" will be the theme of this year's Atlanta convention of the National Association of Radio Announcers (NARA). The executive board of the r&b disk jockey association, a special meeting June 10, settled most of their differences and the objections to the Atlanta site have been put aside.

Ken Knight of WRCH in Jacksonville, Fla., chairman of the board of NARA, one of

the objectors, now says, "This upcoming NARA confab in August in Atlanta will undoubtedly be NARA's best yet." Del Shields, a jazz personality on WLIB-FM in New York who serves as executive vice-president of NARA, predicts the largest attendance ever for the convention. The 12th annual meeting will be at the Regency Hyatt House, Atlanta, Aug. 9-13. The new legal structure of NARA will be presented to the membership at that time.



WRIZ PRESIDENT, Jack Roth, goes over musical score with Vic Damone, right. Damone customized the new signature jingles—launched May 1—for the Miami station, whose transmitter beams from atop pilings six and a half miles off Southern Florida coast. The station features million-seller LP cuts.

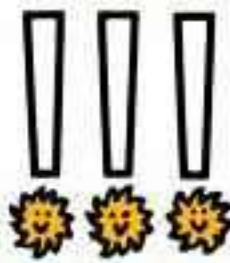
HAPPINESS IS:
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HAPPENING ON:
WMCA-NEW YORK KIMN-DENVER
WOWO-FT. WAYNE WBZ-BOSTON
KYA-SAN FRANCISCO WFUN-MIAMI
JUNE 5TH-BILL GAVIN-PICK HIT OF THE WEEK



Highlights of NAB Programming Clinic June 8 and 9

More than 100 broadcasters attended the final National Association of Broadcasters programming clinic in Philadelphia June 8 and 9, bringing total for the six clinics across the nation to more than 500. NAB radio vice-president Sherril Taylor said all clinics met with great enthusiasm.



Harvey Glascock, general manager of New York's WNEW, answers a question from the floor in Philadelphia during the 4th annual NAB programming clinics as . . .



Sherril Taylor moderates a panel of, from left: Daniel Kops, WAVZ, New Haven, Conn.; Michael O. Lareau, WOOD, Grand Rapids, Mich.; Phil Nolan, Westinghouse Broadcasting, New York, and Harry M. Thayer, WGHQ, Kingston, N. Y.



Rick Sklar and Jeffery Benman of WABC, New York, chat with Dick Carr of WIP and James Marks of WIBG, Philadelphia (all left to right). More than 100 program directors, music directors, station managers and deejays attended the sessions.



WMAL manager Andy Ockershausen presented a talk on radio humor, with the assistance of the WMAL, Washington personality team of Frank Harden and Jackson Weaver. From left; Harden, Ockershausen, Weaver, and Sherril Taylor.



East meets further East as, from left, Charles Hill and Vince Harnell of WJLK in Asbury Park, N. J., talk with Dick Smith of WCOP, Boston, and Ross Miller of WTIC, Hartford, Conn.



From left: Chester Miller and Bill Treible of WVPO, Strousberg, Pa.; Al Bayers, WDOS, Oneonta, N. Y., and J. T. Marchitto and Richard Kauders of WBR-FM, Ithaca, N. Y.

Vox Jox

By CLAUDE HALL
Radio-TV Editor

Where have you heard the by-words "Good Morning, World?" William B. Williams of WNEW in New York, of course. But that's also the title of a CBS-TV situation comedy series slated for Tuesdays in the 1967-1968 season. Show revolves around the domestic life of a disk jockey, complete with station manager. Starts on Sept. 5, in case you're interested.

★ ★ ★

Bob Heyden, who holds down the midday slot on WSLR in Akron is now also public affairs director of the station. . . . Here's a note from KGAR music director A. J. Harold, 949 S. W. Oak St., Portland, Ore. 97205: "I have been trying, pleading and bleeding to get record distributors from Seattle to co-operate with me. I have called

them on the phone, written them letters, and seen them in person; still I get lousy service. From a few record companies—such as MGM Records, I have gotten on direct mailing lists, which has helped me immensely, but a lot of the major labels I still have trouble getting, such as Atlantic, Laurie, etc. I still have problems getting records from the distributor in Seattle who handles approximately 75 per cent of the labels". . . . Another station that needs records is WNBH, 432 County St., New Bedford, Mass. 02740. Send Easy Listening records to music director Jim Hargraves; two of each LP, one of each single.

★ ★ ★

WLOL-FM, the Minneapolis stereo classical station, has just upped power to 66,000 watts and will soon be stereo 16 hours of its 18-hour day. New on the station are Arnold Rosenberg and Merle Carlson, formerly of KWFM in the city. . . . Epic Records, as a tribute to Fred Astaire, bought an hour June 11, WRFM-FM, New York, for his products. The show was "Sounds of the Past" hosted by Archie Rothman.

★ ★ ★

KEEE-FM is now on the air in Nacogdoches, Tex., with 51,400 watts. Station is owned by J. C. Stallings. . . . Jay Allan, formerly assistant station manager of KMIN, Grants, N. M., and Granny Allan (his personal record librarian) are now with KNOW, Austin, Tex., handling the noon to 4 p.m. slot.

★ ★ ★

Johnny Goff, program director of KCAD in Abilene, Tex., comments that the country music station is now No. 1 in Pulse (it's a five-station market). . . . Michael D. McLean has joined WBT, Charlotte, N. C., and, in addition to duty announcing for WBT and WBT-TV, will emcee "The Newcomers," a series of musical specials produced by WBT; he'll use the professional name of Mike McKay.

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500 at NAB Program Clinic

By CLAUDE HALL

PHILADELPHIA — More than 100 broadcasters attended the sixth—and final—programming clinic here of the National Association of Broadcasters (NAB), bringing the total attendance to more than 500, in six different cities, according to NAB vice-president for radio Sherril Taylor. A highlight of all six sessions was a special tape presentation showing examples of various formats. The different types of top 40 operations aired included WOR-FM in New York and KHJ in Los Angeles. A bit of a Klavan and Finch show on New York's WNEW was used to demonstrate a middle-of-the-road station.

"Classical music might be considered radio's first attempt to reach a specialized audience," Taylor said, in airing an example of the music on WQXR, New York.

And Taylor felt that country music is "more than a passing fad"; he mentioned WCMS, Norfolk, Va.; KOIN, Billings, Mont.; and KRAK, Sacramento, Calif.

Harry Thayer, president of WGHQ, Kingston, N. Y., spoke on operating a daytimer successfully in a small market. Michael O. Lareau of WOOD in Grand Rapids, Mich., spoke on FM. WOOD-FM had featured separate programming in stereo from the time it went on the air and had surveyed the market to determine its programming—good music. It was only after setting up a separate sales staff in 1964 that the station began to show results in income. Today the FM station is third according to Pulse in the market in audience.

On the use of humor on the air, Andrew Ockershausen of WMAL in Washington presented two of his personalities, the team of Harden and Weaver, who claimed humor "just happened that way," and that they just tried to present two highly identifiable people on the air. In tete-a-tete, Ockershausen mentioned that individual was able to do with other things, such as people in the news.

With record players and tape cartridge players, radio is less

and less exclusive for music, said Phil Nolan of Westinghouse Broadcasting in a later speech. Too, "it's impossible for me to say the Beatles sound

(Continued on page 34)

RADIO-TV MART

RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad.

FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%.

BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address.

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

PAYMENT MUST ACCOMPANY ALL ORDERS.

Send order and payment to:

RADIO-TV MART, Billboard
188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

STATION KSFR IN SAN FRANCISCO is looking for a sharp morning man. Must be vital and lively—and have sound knowledge of classical music. Contact: Al Covala, P.D., 211 Sutter St., San Francisco, or send aircheck.

SITUATIONS WANTED

EXPERIENCED PUBLIC RELATIONS and Publicity-Promotion Man would like to return to radio-TV work. Have more than seven years of experience in radio-TV promotion with a major market station. Can be valuable addition to any format. Married, college. Now with record firm. Box 252, Radio-TV Mart, Billboard, 165 W. 46th St., New York, N. Y. 10036. je24

SCHOOLS AND SUPPLIES

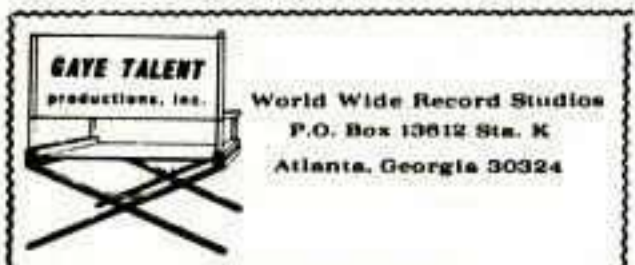
REI FIRST-CLASS RADIO TELEPHONE License in 5 weeks guaranteed. Tuition \$295. Rooms and Apts., \$10-\$15 per week. Job placement free. Two schools: Sarasota, Fla., and Kansas City, Mo. For information contact R.E.I., 1336 Main St., Sarasota, Fla.

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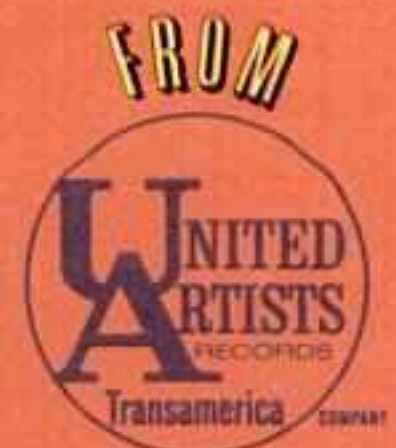
NANCY SINATRA

LYRICS BY

LESLIE BRICUSSE



STEREO UAS 5155 MONO UAL 4155



TOP LP'S

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

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like HEADQUARTERS, SOUNDS LIKE, REVENGE, I NEVER LOVED A MAN THE WAY I LOVE YOU, BORN FREE, SURREALISTIC PILLOW, MORE OF THE MONKEES, SGT. PEPPER'S LONELY HEARTS CLUB BAND, MAMA'S AND THE PAPA'S DELIVER, DR. ZHIVAGO, PAUL REVERE & THE RAIDERS GREATEST HITS, BOB DYLAN'S GREATEST HITS, A MAN AND A WOMAN, THE BEST OF THE LOVIN' SPOONFUL, THE SOUND OF MUSIC, THE MONKEES, GOING PLACES, S.R.O., TOO MUCH, THE DOORS, CLAUDINE, THE TEMPTATIONS GREATEST HITS, I'LL TAKE CARE OF YOUR CARES, MY CUP RUNNETH OVER, WHIPPED CREAM & OTHER DELIGHTS, CASINO ROYALE, WHAT NOW MY LOVE, COLLECTIONS, TEMPTATIONS LIVE!, HAPPY TOGETHER, LET'S FALL IN LOVE, THE YARBIRDS GREATEST HITS, THOROUGHLY MODERN MILLIE, THE BEST OF EDDY ARNOLD, BETWEEN THE BUTTONS, THE LONELY BULL, EQUINOX, THE MAMAS AND THE PAPAS, WONDERFULNESS, HOW GREAT THOU ART, THE SUPREMES SING RODGERS & HART, HERE WHERE THERE IS LOVE, BILL COSBY IS A VERY FUNNY FELLOW, THAT'S LIFE, BORN FREE, JIM NABORS SINGS LOVE ME WILL ALL YOUR HEART, IF YOU CAN BELIEVE YOUR EYES AND EARS, THERE'S A KIND OF HUSH ALL OVER THE WORLD, RELEASE ME, THE HOLLIES' GREATEST HITS.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like SOMEWHERE MY LOVE, WHY IS THERE AIR?, SUPREMES SING HOLLAND-DOZIER-HOLLAND, GEORCY GIRL, ROGER, FOUR TOPS LIVE, BOOTS WITH STRINGS, SOUTH OF THE BORDER, KING & QUEEN, FRANCIS ALBERT SINATRA/ANTONIO CARLOS JOBIM, BY REQUEST, LOU RAWLS LIVE, PARSLEY, SAGE, ROSEMARY AND THYME, MERCY, MERCY, MERCY, THE BEST OF THE ANIMALS, MAN OF LA MANCHA, SERGIO MENDES & BRASIL '66, SPIRIT OF '67, CARRYIN' ON, LOU RAWLS SOULIN', THIS IS MY SONG, SOCK IT TO ME!, GIMME SOME LOVIN', I STARTED OUT AS A CHILD, THE WILD ANGELS, ERIC BURDON & THE ANIMALS, VOL. II, FIDDLER ON THE ROOF, STRANGERS IN THE NIGHT, PROJECTIONS, SUPREMES A' GO GO, HAPPINESS IS DEAN MARTIN, TINY BUBBLES, IN CASE YOU'RE IN LOVE, CALIFORNIA DREAMING, RHAPSODIES FOR YOUNG LOVERS, BORN FREE, THE GRATEFUL DEAD, JAMES BROWN LIVE AT THE GARDEN, NEW GOLD HITS, HAPPY JACK, HEADS UP!, LONELY AGAIN, UP, UP AND AWAY, THERE GOES MY EVERYTHING, BUFFALO SPRINGFIELD, CABARET, WATCH OUT, I THINK WE'RE ALONE NOW, BERT KAEMPFERT'S GREATEST HITS, GREATEST HITS FROM ENGLAND.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Includes entries like TIME & CHARGES, THE BEST OF HERMAN'S HERMITS, THE SANDPIPER, RAW SOUL, DON'T COME HOME A DRINKIN', SWEET SOUL MUSIC, MAME, HITS OF OUR TIMES, SPANISH MOONLIGHT, SECOND GOLD VAULT OF HITS, LADY, REWIND, WINCHESTER CATHEDRAL, THE SEA, GRAND PRIX, SUGAR, WICKED PICKETT, A MAN AND HIS SOUL, ELECTRIC COMIC BOOK, YOUNGER THAN YESTERDAY, YOUNG RASCALS, GOT LIVE IF YOU WANT IT, REVOLVER, DEAN MARTIN'S TV SHOW, BEST OF THE BEACH BOYS, VOL. I, THE IMPOSSIBLE DREAM, BIG HITS (High Tide and Green Grass), GUANTANAMERA, EAST COAST—WEST COAST, MANTOVANI'S GOLDEN HITS, GREATEST HITS OF ALL TIMES, SOMETHIN' STUPID, JIMMY RUFFIN SINGS TOP TEN, THE WILD ANGELS, VOL. II, IMPOSSIBLE DREAM, DANNY BOY, SPANISH EYES, FOUR TOPS ON BROADWAY, BRASS IMPACT, BREAKOUT, GOLDEN GREATS, GOOD TIMES, STEVE & EYDIE TOGETHER ON BROADWAY, GOIN' LATIN, HOLD ME, DYNAMIC DUO, WINCHESTER CATHEDRAL, MELLOW YELLOW, BEST OF HERMAN'S HERMITS, VOL. II, SOMEBODY LIKE ME.

Continued

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

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MOTOWN 16 BIG HITS

SALES BONANZA

FEATURING A GOLD MINE OF HIT ALBUMS



M-614



T-256



M-624

THARS GOLD IN THEM THAR HITS...



M-633



M-651 S-651



M-655 S-655

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The Sound of Young America™

MOTOWN RECORD CORPORATION

MOTOWN GOLD CERTIFICATE

Cisco Sets Up La Salle Label

DETROIT — Independent Detroit record producer Carl Cisco has formed his own label, La Salle Records. It will be distributed nationally by Solid Hitbound Productions here.

The first record is "Go for Yourself" by the Antiques, who are under contract to La Salle. The company has also signed the Buena Vistas, the La Salles,

and Lynn Terry. "Till" by Lynn Terry will be the next release.

Two publishing companies, Juarez Music (BMI) and Tincal Music (BMI), are affiliated with the firm.

The company plans to cut records in Detroit. According to Cisco, La Salle will maintain an open-door policy for new producers who have masters to offer.

Otis Consolidating BMI, ASCAP Cos.

NEW YORK — Clyde Otis is consolidating his BMI firms into Eden Music and his ASCAP firms into Prentice Music. June 30 is the effective date of the consolidations. Affected BMI companies are Play Music, Music Products, Lily Music, Music Products, Lily Music, Keblo Music, Edison Music, Brenda Music and Actual Music, while the ASCAP firms are Asset Music, Tulip Music and Vanessa Music.

BMI Grant to 20 Student Writers

NEW YORK—Twenty student composers ranging in age from 13 to 25 will be the recipients of the 15th annual Students Composers Awards sponsored by Broadcast Music, Inc.

The awards, established in 1951, are made on the basis of creativity to students under 26 in a move to encourage the creation of concert music. Stipends range from \$250 to \$2,000

and are distributed at the discretion of the judges based on original manuscripts submitted by students under pseudonyms. Permanent chairman of the judging panel is William Schuman, president of Lincoln Center for the Performing Arts. The other 15 judges this year were Chou Wen-chung, Alvin Eter, Udo Kasemets, Ernst Krenek, Donald Lybbert, Francois Morel, Daniel Pinkham, David Reck, Robert Stewart, Peter Westergaard, Charles Wittenberg and Frank Wigglesworth, Calvert Bean Jr., Theodore Presser Co.; Mario di Bonaventura, chairman of department of music, Dartmouth College, and Boyd Neel, dean, Royal Conservatory of Music, Toronto University.

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THE AMAZING **record eater**
(il Mangiadischi)

The Automatic "45" Record Player that **PLAYS IN ANY POSITION!**
SLIDE RECORD IN • PLAYS AUTOMATICALLY
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Walk with it, dance with it, take it anywhere — in your car, on your boat — to parties, picnics — at home, on vacation.



Highly styled unbreakable plastic case, with retractable handle. Available in Surf Blue, Coral Red, Emerald Green, Canary Yellow and Charcoal Grey.

The Record Eater is safe and simple to use. Slide your favorite 45 record into the slot and the unit begins playing automatically. At the end of the play, the record is gently ejected and the unit turns itself off. During play, push the reject button to change records.

- Automatic needle brush cleans the needle before and after each record play.
- All weather ceramic cartridge assures trouble free performance in any climate.
- Weight: 5½ pounds, including batteries (not supplied).
- Standard 90 day R T M A warranty.
- 11¼ long x 4½ high x 8½ wide.
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SUGGESTED RESALE — \$34.95 Slightly Higher in the West.



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WG Formed by Librarian Gonet

HOLYOKE, Mass. — Walter J. Gonet Jr. has formed WG Records here. Eugene Guzik, promotion director, will handle national promotion and be in charge of distributors. Gonet is a&r director. He has been rock 'n' roll librarian for the "Man from REB Show" on Holyoke's WREB. Gonet will continue as librarian part-time.

The new label will handle rock, folk, classical, r&b, country, and other types of music. The initial release is "Skies Will Be Happy to See You" by the Countdowns. Future releases will feature the Blue Denims and the Directions. Trinity Record Distributing Corp. of East Hartford has been named distributor for Western Massachusetts, Connecticut, Albany and Vermont.

Bob Neal Agcy., Connie Smith Tie

NASHVILLE — Connie Smith, RCA Victor country artist, will be booked for future dates by the Bob Neal Agency, according to Charlie Lamb, her new manager. Miss Smith's former manager and booker Jimmy Klein, recently signed Arlene Hardin of the Hardin Trio to a booking contract.

Neal, who also will book Bonnie Guitar, Dot country artist, also books Sonny James, Lynn Anderson, and Stonewall Jackson.

Pincus Acquires 'Cricket' Score

NEW YORK — Publisher George Pincus has acquired the rights to the score of the NBC-TV Christmas spectacular "Cricket on the Hearth." Jules Bass is producer and lyricist, with Maury Laws composer. RCA Victor will record the original cast album, featuring Ed Ames, Danny Thomas, Marlo Thomas, Abbe Lane, the Norman Luboff Chorus and Laws' orchestra.

Album is scheduled for fall release. Singles from the score have already been cut. Ed Ames has recorded "Don't Give Your Love Away" and Danny Thomas is scheduled to cut "Through My Eyes" and "The First Christmas."

'Drifter' to Merlin

NEW YORK—Merlin Music has acquired publishing rights to the film score of "The Drifter," written by Ken Lauber. The film has been released in the U. S. and Canada and will be released internationally.

HOTTER THAN A...

THE YOUNG AMERICANS
Their New Hit Single...
"BORN TO BE WITH YOU"
ABC 10940

**Their Latest Album
"WHILE WE'RE YOUNG"
ABC 586**



ABC RECORDS, INC.
NEW YORK/BEVERLY HILLS
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PROMOTION PLUS! THE YOUNG AMERICANS WILL BE PERFORMING IN YOUR AREA SOON DURING THEIR NATIONWIDE 70-DATE SUMMER TOUR.

Album Reviews

Continued From Back Cover



COUNTRY SPOTLIGHT
ORIGINAL HIT PERFORMANCES! ALL-TIME COUNTRY AND WESTERN, VOL. VIII
 Various Artists. Decca DL 4881 (M); DL 74881 (S)

As part of its annual June country push, Decca Records has issued another volume in its all-time country greatest hits. This standout album features originals of Kitty Wells, Webb Pierce, the Wilburn Brothers, Ernest Tubbs, Loretta Lynn and Red Foley, among others. All 12 tunes are standouts.



LOW PRICE COUNTRY SPOTLIGHT
BUMMIN' AROUND
 Hank Locklin. RCA Camden CAL-2121 (M); CAS-2121(e) (S)

Hank Locklin has spread the Nashville sound around the world with songs like "Foreign Love," "Fraulein" and "Filipino Baby." These global hits are included here as well as others of equal high standing which makes the package a standout budget buy.



LOW PRICE COUNTRY SPOTLIGHT
DOWN YONDER
 The Country Fiddlers Featuring Wade Ray. RCA Camden CAL-2145 (M); CAS-2145 (S)

Discerning record buyers will want this package of great old-time fiddle tunes done in the traditional style. This is a new recording and has excellent sound and production values. Material includes title tune plus "Tennessee Wagoner," and "Devil's Dream."



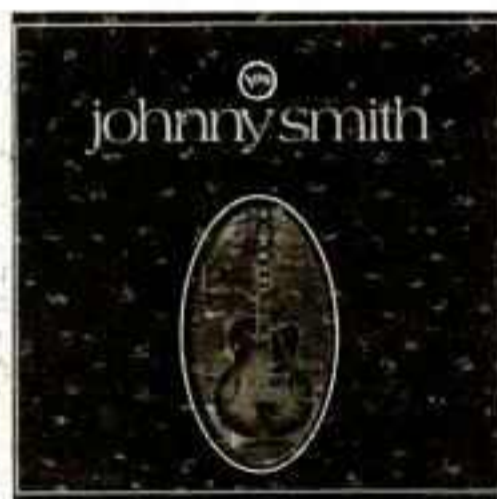
CLASSICAL SPOTLIGHT
BEETHOVEN: FIDELIO (Highlights)
 Nilsson / McCracken / Various Artists / Vienna Philharmonic (Maazel). London OM 36009 (M); OS 26009 (S)

Miss Nilsson's famed Leonore glows brilliantly in this LP of highlights from London's complete "Fidelio" package. The soprano's magnificent voice soars when required, yet is controlled when necessary. She's aided by a cast of stars, including James McCracken, Tom Krause, Kurt Boehme and Hermann Prey. Lorin Maazel admirably conducts the Vienna Philharmonic. The Vienna State Opera Chorus also deserves praise.



SEMI-CLASSICAL SPOTLIGHT
OPERA AND OPERETTA FAVORITES
 Jeanette MacDonald. RCA Victor LM-2908 (M)

RCA, via its Red Seal division, has taken some of Jeanette MacDonald's operetta solos and released them within one package, in recordings made between 1939 and 1946. Miss MacDonald sings works from "Romeo and Juliet," "Faust," and "Madame Butterfly," among others. In addition, she scores on Bizet's "Ouvre ton coeur."



JAZZ SPOTLIGHT
JOHNNY SMITH
 Verve V-8692 (M); V6-8692 (S)

Veteran guitarist Johnny Smith displays his mastery of the instrument and, at the same time, his skillful talents in improvisation. Smith scores in such numbers as "Manha De Carnaval," "My Favorite Things," and the Beatles' tune "Yesterday." A soft, but vibrant style pervades each tune—each a first-class performance.



JAZZ SPOTLIGHT
BLOWING IN THE WIND
 Lou Donaldson. Cadet LP-789 (M); LPS-789 (S)

Donaldson has established himself as a more than capable jazz musician. The saxophonist swings right from the start with "Blowing in the Wind," and then changes the pace to "Who Can I Turn To." Donaldson is at home with any kind of tune from a groovy "The Wheeler-Dealer" to "Hello, Dolly!" Donaldson is a talented musician and this album certainly bears out the point.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

SGT. PEPPER'S LONELY HEARTS CLUB BAND . . .

Beatles, Capitol T 2653 (M); ST 2653 (S)
 (300-02653-3; 300-02653-5)

NEW GOLD HITS . . .

4 Seasons, Philips PHM 200-243 (M); PHS 600-243 (S)
 (740-20243-3; 740-60243-5)

REWIND . . .

Johnny Rivers, Imperial LP 9341 (M); LP 12341 (S)
 (570-09341-3; 570-12341-5)

★ 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.

"RUSTY RIDES AGAIN" . . .

Rusty Warren, Jubilee JGM 2064 (M) (No Stereo)
 (595-02064-3)

DRY YOUR EYES . . .

Brenda & the Tabulations, Dionn LPM 2000 (M); LSP 2000 (S) (417-02000-3; 417-02000-5)

THE QUEEN ALONE . . .

Carla Thomas, Stax 718 (M); S 718 (S)
 (833-00718-3; 833-00718-5)

THE COLD HARD FACTS OF LIFE . . .

Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)
 (775-03797-3; 775-03797-5)

PEOPLE LIKE YOU . . .

Eddie Fisher, RCA Victor LPM 3820 (M); LSP 3820 (S)
 (775-03820-3; 775-03820-5)

MOBY GRAPE . . .

Columbia CL 2698 (M); CS 9498 (S) (350-02698-3; 350-09498-5)



JAZZ SPOTLIGHT
MELLOW YELLOW
 Odell Brown and the Organizers. Cadet LP-788 (M); LPS-788 (S)

Coming through strong with soulful jazz, the Organizers take to task "Mellow Yellow," "Quiet Village" and "Mas Que Nada." The last-named is marvelous. This will get exposure on jazz radio shows.



SPOKEN WORD SPOTLIGHT
SHAKESPEARE: KING RICHARD III (4 LP's)
 Stephens / Ashcroft / Cusack / Various Artists. Shakespeare Recording Society SRS 223 M (M); SRS 223 S (S)

A topnotch cast headed by Robert Stephens as the deformed Richard makes this four-LP package another attractive set in the Shakespeare Recording Society's series. Stephens is appropriately sly, ingratiating, tormented and malevolent in his superb performance. Other notables include Peggy Ashcroft, Cyril Cusack, Ian Holm, and Glenda Jackson. The package is a Caedmon Production.



INTERNATIONAL SPOTLIGHT
BRAVO CELIA CRUZ
 Tico LP-1157 (M)

Celia Cruz packs a vocal wallop that hits strong in "Bravo" and "Suenan Los Tambores." "Guantanamera" also has a zing. This LP will sell well in all Latin markets.



RELIGIOUS SPOTLIGHT
I CAN DO NOTHING ALONE
 Bill Anderson. Decca DL 4886 (M); DL 74886 (S)

Hit country artist Bill Anderson has a tremendous gospel hit here. He presents "I Can Do Nothing Alone" and "Papa," his own compositions, as well as "Standing on the Promises" and other favorites.



INTERNATIONAL SPOTLIGHT
THE FLASHING, GLITTERING WORLD OF THE FLAMENCO
 GUITAR OF JUAN SERRANO
 RCA Victor LPM-3781 (M); LSP-3781 (S)

Rich, rippling guitar work. There's "Reloj Flamenco de Cordoba," alegria, a tarantas, literally a wide variety of passions here for the guitar aficionado. "Tanguillos-Chufleros" is highly melodic, vastly entertaining.

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.

POP SPECIAL MERIT
THE TRUE BLUES
 Traveling Dance Band. Project 3 PR 5009 (M); PR 5009SD (S)

This is one of the better camp records. The material and style is all pre-World War II, and its done in the approved manner of the times. The sound, of course, is up to Project 3's high standards.

POP SPECIAL MERIT
I AM MARJORIE McCOY
 Viva V-6007 (M); V-36007 (S)

Marjorie McCoy has an intimate song styling that works well on disk. She also has an inventive approach to the lyric quality that brings an unusual fresh quality to the material. Her good taste in repertoire and delivery is excellently complemented by Tommy Oliver's arranging and conducting.

SEE ALBUM REVIEWS ON BACK COVER

Give...so more will live HEART FUND



(Continued on page 42)

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.

GARY LEWIS

headed in the right direction with

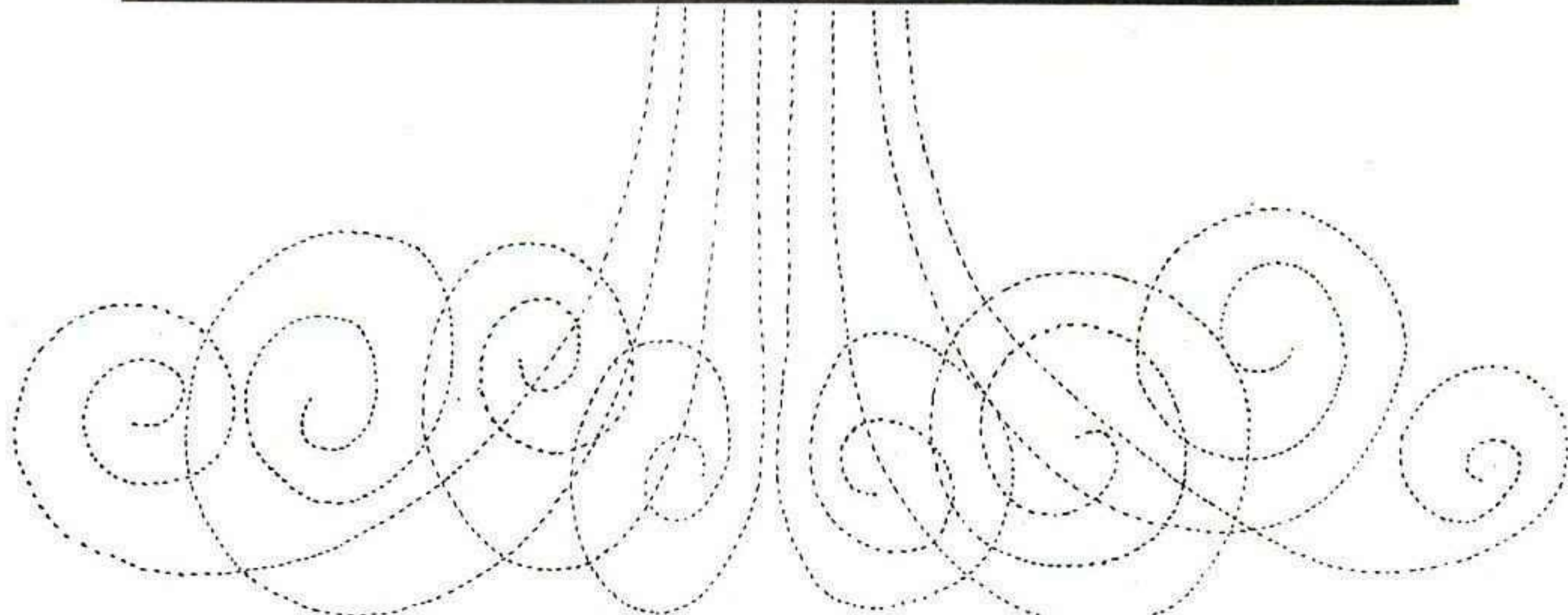
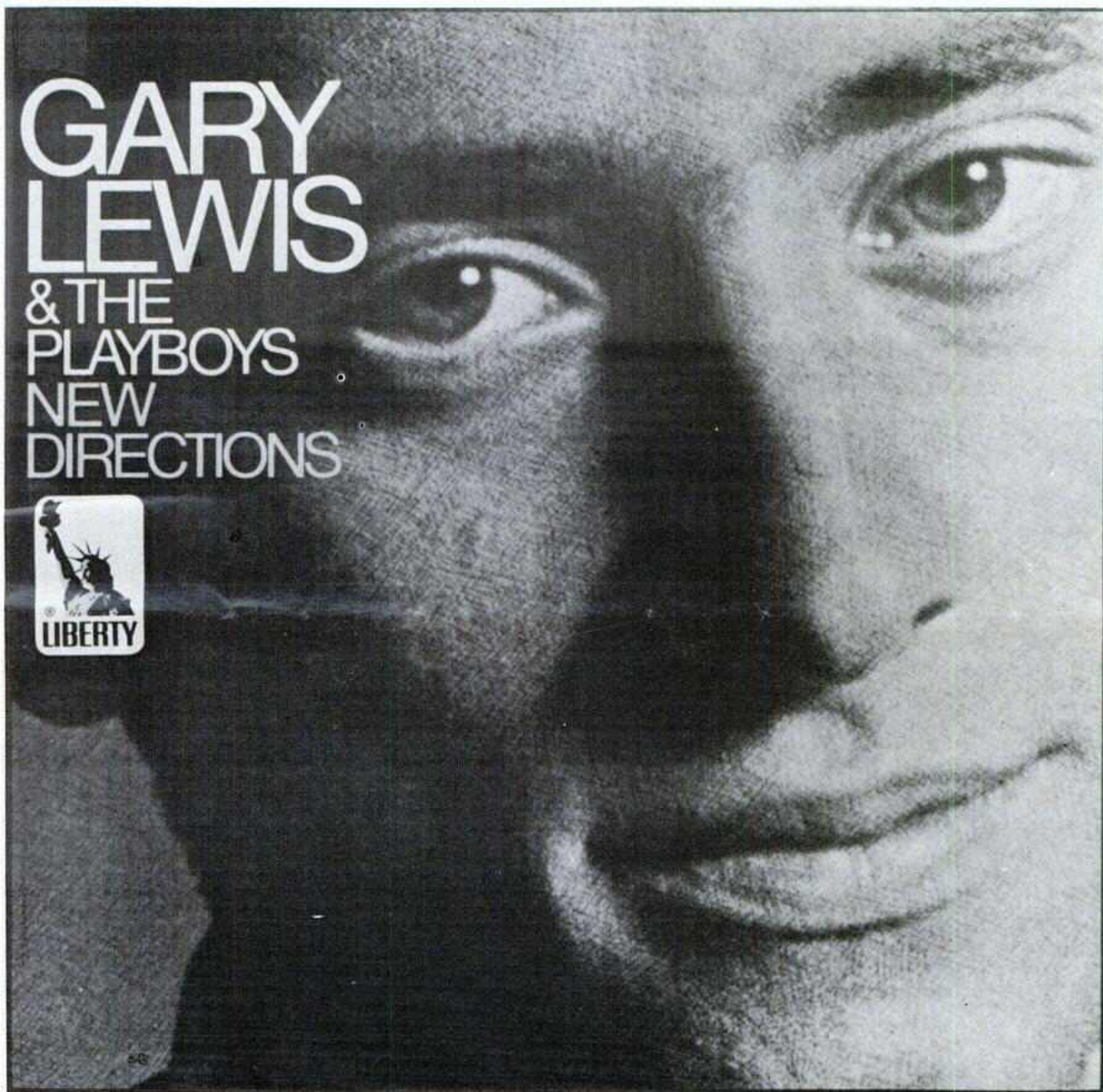
3 GREAT PRODUCERS

KOPPELMAN ■ RUBIN ■ KLEIN

3 GREAT ARRANGERS

DE CARO ■ LEVINE ■ NITZCHE

& 12 smash performances!



COME ON OVER TO THE LIBERTY SIDE



Ramsey Lewis

SATURDAY NIGHT AFTER THE MOVIES

CADET 5565

The Bystanders

ROYAL BLUE SUMMER SUNSHINE DAY

CHESS 2007

The Baroques

Mary Jane

CHESS 2001

Amanda Love

YOU KEEP CALLING ME BY HER NAME

CHESS 2003

Denise La Salle

A LOVE REPUTATION

CHESS 2005

CHESS RECORDS

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

WHITE RABBIT

Jefferson Airplane, RCA Victor 9248 (Copper Penny, BMI)

FOR YOUR LOVE

Peaches & Herb, Date 1563 (Beechwood, 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.

CAN'T STOP NOW . . .

Marmalade, Epic 10162 (Regent, BMI) (Cleveland)

A WOMAN WILL DO WRONG . . .

Helene Smith, Phil-L-A of Soul 300 (Dandelion, BMI) (Washington)

TONIGHT CARMEN . . .

Marty Robbins, Columbia 44128 (Mojave/Noma, BMI) (Houston)

Album Reviews

• Continued from page 40



COUNTRY SPECIAL MERIT

BIG AND COUNTRY INSTRUMENTALS

Jimmy Martin and the Sunny Mt. Boys. Decca DL 4891 (M); DL 74891 (S)

Bluegrass is now virtually more of a folk medium than country, but there are many country music fans who dig Jimmy Martin. Newest cut here is "Uptown Blues." Some of the other cuts date back to 1963.



COUNTRY SPECIAL MERIT

COUNTRY SOUNDS

Ray Mefford. Accent AC 5029 (M); ACS 5029 (S)

Ray Mefford does a good job with the tunes he wrote—"Don't You Believe It" and "It's Wrong," among others. Shows a lot of potential, especially as a songwriter.



CLASSICAL SPECIAL MERIT

VERDI & PUCCINI ARIAS

Felicia Weathers. London OM 36014 (M); OS 26014 (S)

Felicia Weathers, who's emerging as one of the leading sopranos in top opera houses, demonstrates why in this sensitive operatic collection, her American disk debut. Her "Un bel di" is glowing, while even a warhorse like "O mio Babbino caro" comes alive. Also outstanding is the "Willow Song" and "Ave Maria" from "Otello."



LOW PRICE CLASSICAL SPECIAL MERIT

ROUSSEL: SYMPHONIES NOS. 3 & 4

L'Orchestre de la Suisse Romande (Ansermet). London Stereo Treasury STS 15025 (S)

Two of the major works of this 20th century French composer are given superb readings by Ansermet and L'Orchestre de la Suisse Romande in this bargain album. These performances were in the U. S. catalog previously but only in mono. This LP is impressionistic orchestral music at its best.



LOW PRICE CLASSICAL SPECIAL MERIT

RACHMANINOFF: SYMPHONIC DANCES/VOCALISE

Dallas Symphony (Johanos). Turnabout TV 4145 (M); TV 34145S (S)

This first recording by the Dallas Symphony on Turnabout not only is a good pressing, but gives promise of more to come under the contract between the orchestra and Vox. Donald Johanos skillfully leads the orchestra in a well-proportioned performance of the "Symphonic Dances." Concertmaster Leonard Posner competently handles the second movement's solo passage.



LOW PRICE CLASSICAL SPECIAL MERIT

OVERTURE ENCORES

Paris Conservatoire Orch. (Wolff). London Stereo Treasury STS 15021 (S)

Here's a frothy collection of popular overtures, tastefully performed by the Paris Conservatoire Orchestra. While the material is on the light side, the PSO goes about its task seriously and turns in a first-rate performance.



JAZZ SPECIAL MERIT

THE TIME AND THE PLACE

Art Farmer Quintet. Columbia CL 2649 (M); CS 9449 (S)

The Farmer aggregation was never in better form here as they come through "The Shadow of Your Smile" with Latin-like injections. Another side of the group's inventiveness is exemplified in the title composition, which could be tagged a near rock 'n' roll jazz piece. Also, the talents of jazzmen Farmer, on horn and Jimmy Heath, tenor sax, come on strong in "On the Trail," from the "Grand Canyon Suite."



JAZZ SPECIAL MERIT

JUG & SONNY

Gene Ammons & Sonny Stitt. Cadet LP-785 (M); LPS-785 (S)

Most of the material was recorded in 1950-51, but it's still fresh. There's none of the cool, detached jazz here—it is charged with warmth and emotion. Ammons and Stitt are particularly effective with "I Cover the Waterfront."



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.

SOUNDTRACK

THE WAY WEST
Soundtrack. United Artists UAL 4149 (M); UAS 5149 (S)

THE BRIDGE ON THE RIVER KWAI
Soundtrack. Columbia CL 1100 (M); CS 9426 (S)

POPULAR

WARM AND SENSUOUS
Les and Larry Elgart. Columbia CL 2591 (M); CS 9391 (S)

LUIZ BONFA
Dot DLP 3804 (M); DLP 25804 (S)

THE BEST OF PEREZ PRADO
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(Continued on page 55)

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TOP LP's • Continued from page 36

151	148	THE ELECTRIC PRUNES	11	176	183	PSYCHEDELIC LOLLIPOP	30
152	158	CHANGES	28	177	121	I'LL REMEMBER YOU	61
153	130	THAT'S LIFE	7	*178	—	HIP HUG-HER	1
154	157	JOHNNY'S GREATEST HITS	434	*179	—	DOUBLE TROUBLE	1
155	155	DON'T GO TO STRANGERS	34	180	178	THE PETER, PAUL AND MARY ALBUM	44
156	167	BORN FREE	35	181	176	SNOOPY VS. THE RED BARON	20
*157	172	SUPER PSYCHEDELIC	4	182	197	EVERY MOTHER'S SON	3
158	161	ELECTRIC MUSIC FOR THE MIND & BODY	3	183	181	SAYIN' SOMETHIN'	12
159	163	AND THEN... ALONG COMES THE ASSOCIATION	45	184	200	FRIDAY ON MY MIND	3
*160	175	JUST FOR NOW	4	185	185	KING CURTIS PLAYS THE GREAT MEMPHIS HITS	4
161	164	IT'S A GUITAR WORLD	5	186	184	I HEAR A SYMPHONY	46
162	168	THE KINKS GREATEST HITS	44	187	142	SWINGIN' NEW BIG BAND	26
163	174	ARETHA FRANKLIN'S GREATEST HITS	3	188	—	DADDY'S LITTLE GIRL	1
*164	180	LEONARD NIMOY PRESENTS MR. SPOCK'S MUSIC FROM OUTER SPACE	3	189	—	HERE COMES MY BABY	1
165	165	I'M A LONESOME FUGITIVE	7	190	193	DAVID JONES	5
166	171	FRESH CREAM	7	191	191	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 6	18
167	152	PERCY FAITH PLAYS ACADEMY AWARD WINNERS	5	192	192	SWEET MARIA	15
*168	186	WHY! (Am I Treated So Bad)	3	193	—	A FISTFUL OF DOLLARS	1
169	159	COLOR MY WORLD/WHO AM I?	19	194	—	DIS-ADVANTAGES OF YOU	1
170	173	FOR EMILY, WHENEVER I MAY FIND HER	5	195	196	ILLYA DARLING	2
171	166	IN MY LIFE	25	196	—	FREAK OUT	1
172	120	GUITAR FREAKOUT	19	197	199	YOU AIN'T WOMAN ENOUGH	7
*173	188	JANIS IAN	2	198	198	BORN A WOMAN	2
174	108	SPANISH RHAPSODIES FOR YOUNG LOVERS	12	199	—	SPEAK HER NAME	1
175	153	BEST OF SAM THE SHAM & THE PHAROHS	15	200	—	A TASTE OF BRASS	1

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WILLIAM BYRD: MASS FOR FIVE VOICES—Choir of King's College, Cambridge (Willcocks); RG 226, ZRG 5240
VARIOUS ARTISTS—A Procession With Carols on Advent Sunday From King's College, Cambridge (Willcocks); RG 240, ZRG 5240
BACH: THE PASSION OF OUR LORD ACCORDING TO ST. JOHN—Choir of King's College, Cambridge (Willcocks); RG 270/1/2, ZRG 5270/1/2
VARIOUS ARTISTS—The Theatre; RG 279
VARIOUS ARTISTS—Shakespeare at Stratford, Scenes from 12 Plays; RG 289, ZRG 5289
BACH: ST. JOHN'S PASSION—Choir of King's College, Cambridge (Willcocks); RG 322, ZRG 5322
HAYDN: MASS IN D MINOR "THE NELSON"—London Symphony Orch. (Willcocks); RG 325, ZRG 5325

ABNAK
THE FIVE AMERICANS—Western Union; ABLP 1967, ABST 2067

BRUNO
RIMSKY-KORSAKOV: LE COQ D'OR—Various Artists/Moscow Radio Symphony (Kovalyov) BR 23080-81L

CAPITOL IMPORTS (SCOTLAND)
JIMMY SHAND & HIS BAND—Back Home Tae Auchtermuchty; PMVC 1263
VARIOUS ARTISTS—Will Ye No' Come Back Again; PMC 1266

CAPITOL IMPORTS (IRELAND)
FEIS EIREANN GROUP—Music From the Four Provinces of Ireland; CLP 3532

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E. POWER BIGGS Plays the Historic Organs of Europe—Switzerland; ML 6255, MS 6855
JOHNNY CASH'S Greatest Hits, Vol. 1; CL 2678, CS 9478
EDDY DUCHIN—The Eddie Duchin Story; CL 790, CS 9420
MARTY ROBBINS—The Song of Robbins; CL 976, CS 9421
STRAVINSKY Conducts Four Great Ballets—Chicago Symphony; D3L 361, D3S 761
VARIOUS ARTISTS—The Music of Arnold Schoenberg, Vol. VI; M2L 362, M2S 762

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A handwritten signature in black ink, which appears to be "Dean". The signature is written in a cursive style and is underlined with a single horizontal stroke.



Country Music

Cavalcade to South: 'Grand Ole Opry' Enjoys Tourist de Force

By BILL WILLIAMS

NASHVILLE—Not since the days when Connie B. Gay promoted train-tours to Nashville has there been such a boom in organized "Grand Ole Opry" tours. Some operate for profit, others for prestige. And they come from everywhere.

Disk jockeys, travel agencies, bus companies and private promoters now operate the tours, virtually all of them by bus, bringing anywhere from 40 to 100 persons at a time for a weekend in Nashville. This includes the Friday Night Opry, the Music City Tour, and the Saturday Night Opry.

At a profit of \$10 a head, it's good business for almost anyone. The primary problem is getting available seats. Charged with the responsibility of coming up with the answer is Wilma Briggs, for years the head of the "Opry" ticket department. Tickets must be written for well in advance (weeks, or even months), and a section roped off to keep the group together.

Many Problems

"A tour presents many problems," according to Karen Dailey of station WTOS, Milwaukee. Miss Dailey brings about four such tours to Nashville each year. She sells the tour in a package, which includes everything except meals.

As an extra she sets up a special breakfast attended by some members of the "Opry" cast. This year she has added the Country Music Hall of Fame to the tour.

The cost of Miss Dailey's tour is a flat \$55, round-trip. She can package everything (two to a room in a Nashville hotel) and still come out ahead. Usually, to aid in promoting her next tour, she brings members of the press along gratis.

Canadians seem to make more such tours than anyone. Ron Caisley, who operates a travel agency outside Toronto, Ont., brings an average of four tours a year to Nashville. He has competition in that area from Bea Martin, of the Horseshoe Tavern, which has added tours to the regular booking of country acts. Jim Wilson of London, Ont., is another frequent tour leader.

Norman Hughes, of Cape Girardeau, Mo., runs "school tours, bringing school groups to the "Opry" through the September-to-June period. Smokey Montgomery, a disk jockey at Fort Wayne, Ind., is a regular with his tours. Hubert Gabehart, operator of the Central Bus Lines at Clementsville, Ky., promotes and operates tours on a steady basis and finds it profitable. The latest to join the

cavalcade is Mike Hoyer, popular country disc jockey at WHO, Des Moines. He finds the tours a prestige item rather than a profit-making undertaking.

Through Stations

Virtually all of the tours are promoted through country music stations. Two disk jockeys, one from Rhode Island, the other from Ohio, have brought in organized tours by aircraft, one commercial, one private.

In the early days of tourism. (Continued on page 50)

Nashville Scene

By BILL WILLIAMS

Don Gibson has signed another exclusive long-term contract with Acuff-Rose Publications — his third contract since 1955; he has been under the personal management of Wesley Rose, president of Acuff-Rose, since 1958.

Connie Smith is now booked by the Bob Neal Agency. . . . June Stearns, former member of the Roy Acuff Smokey Mountain Boys and Girls group, is singing again and personal manager Vic McAlpine has placed her on Columbia Records. The single, "Habits Not Desired," written by McAlpine, will be released June 27.

Despite the death of Johnny Sullivan, the Lonzo and Oscar act

will continue. A new Lonzo is expected to be named momentarily, and the replacement will join Rollin Sullivan in the act at Onstead, Mich., June 18. The pair has more than 150 bookings set for the rest of this year. . . . Loretta Lynn has broken another record, this one at a club in Gladewater, Tex. She has established some 15 new marks just this year. . . . Jean Shepard has a new colt, a stallion born to a strawberry roan mare at Covington, Tenn. She also has five new horses, and has traded some cattle for another stallion. In the process, she has dropped 20 pounds.

(Continued on page 50)

N.Y. Gets a Country Nightclub

NEW YORK — A plush country music supper club—Nashville—will strum into action June 30 here at the New Yorker Hotel. The 450-seat club, featuring top acts, will operate on a weekend basis only, according to hotel manager Jack Galloway and Lazar Emanuel, president of Nashville Productions, operator of the new spot.

Hank Thompson with his Brazos Valley Boys and Tammy Wynette will christen the club, tabbed by Galloway as "the most lavish barn in the world." The location was once the Ter-

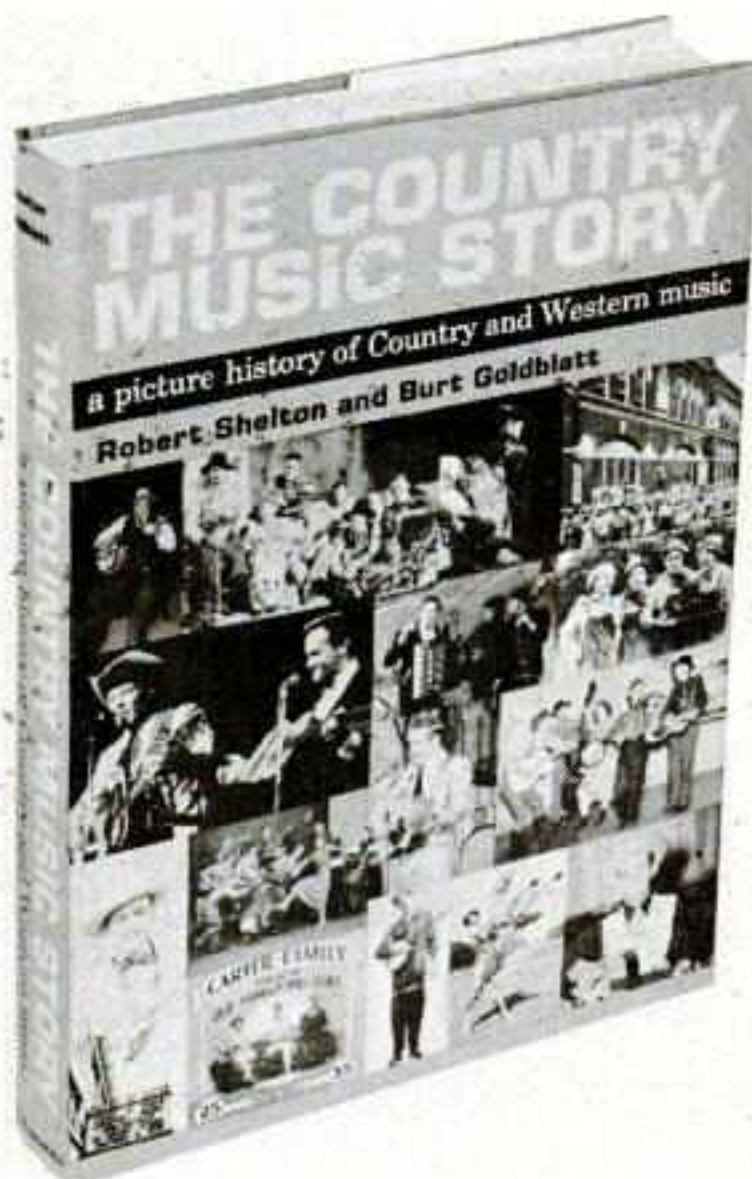
race Room, home of an ice show nightclub.

Emanuel, general manager of country formatted WJRZ in Hackensack, N. J., said that some of the other acts who'll appear during the summer include Flatt & Scruggs, Ferlin Husky, Wanda Jackson, and David Houston. "In the fall and winter we hope to expand Nashville and present such stars as Eddy Arnold, Roger Miller, Jimmy Dean and Buck Owens."

Thompson and Miss Wynette will work June 30 through July 3, doing two shows per night. Dinner and dancing will be before each show. Emanuel

felt there has been a need for a club of this type for some while. A small place called the Stampede opened in New York a couple of years ago, but did not use name acts and eventually switched formats. But Emanuel said the audience is there . . . that WJRZ has increased its listening audience by 500 per cent since it switched to a country music format. "There are over a million fans in the area. Until now, they have been able to see their favorite performers only occasionally, if any when a star was in the region for a one-night stand."

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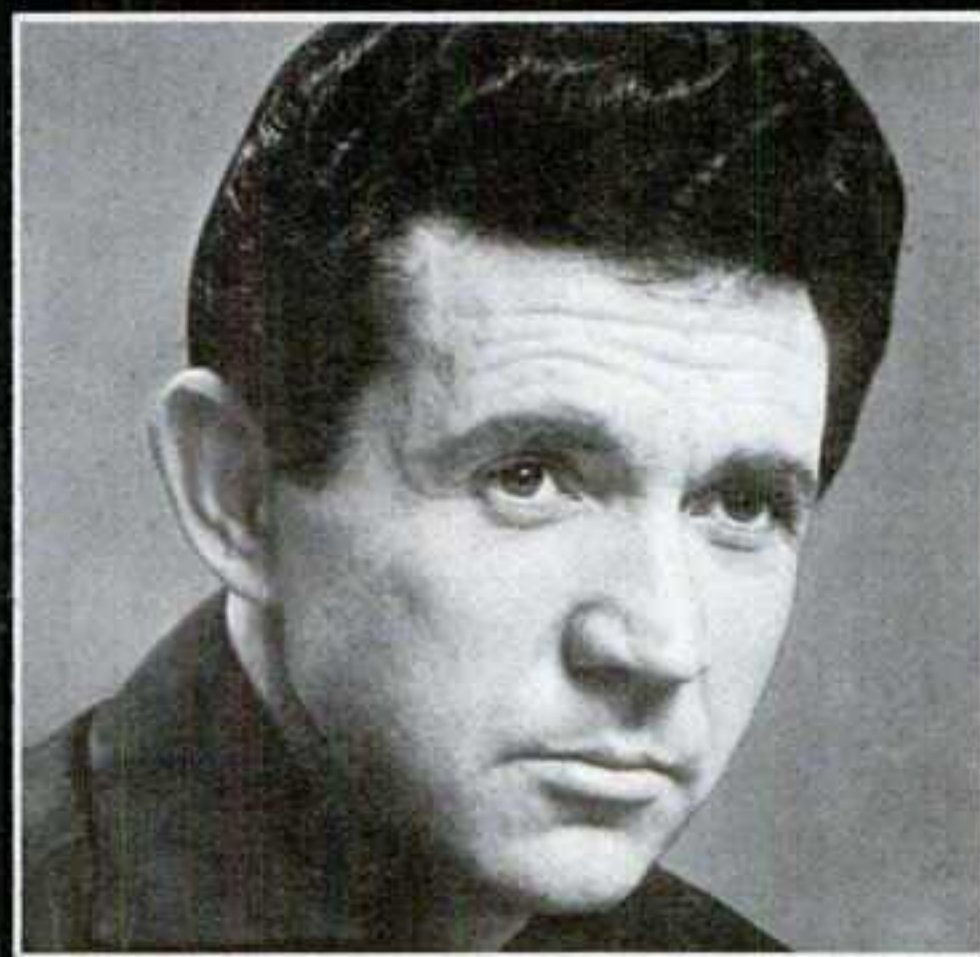
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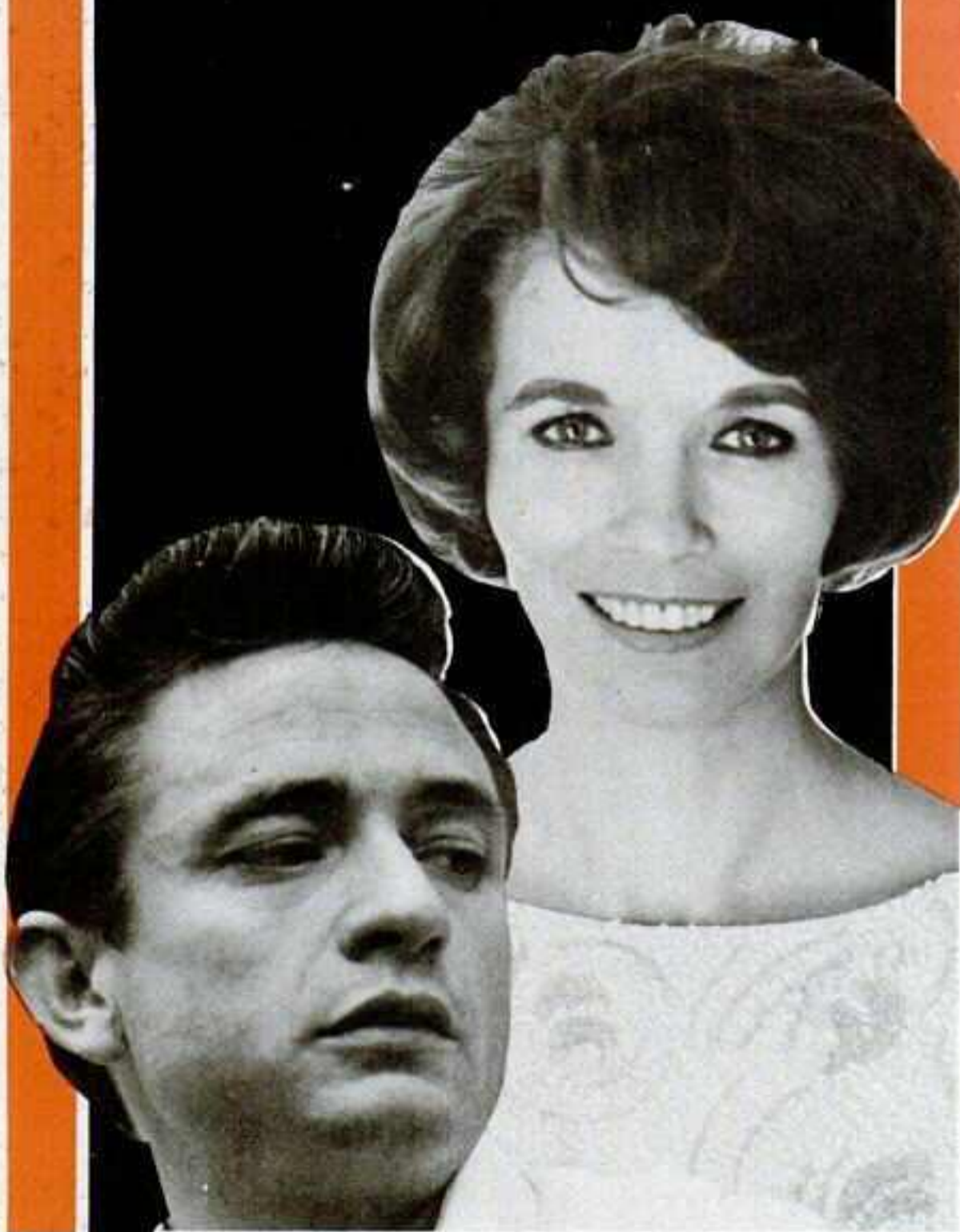
Billboard SPECIAL SURVEY for Week Ending 6/24/67

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	1	ALL THE TIME Jack Greene, Decca 32123 (Cedarwood, BMI)	10	37	29	RAMBLIN' MAN Ray Pennington, Capitol 5855 (Pamper, BMI)	7
2	5	WITH ONE EXCEPTION David Houston, Epic 10154 (Gallico, BMI)	9	38	44	LOUISIANA SATURDAY NIGHT Jimmie Newman, Decca 32130 (New Keys, BMI)	5
3	2	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol 5831 (Freeway, BMI)	18	39	42	YOUR FOREVERS (Don't Last Very Long) Jean Shepard, Capitol (Central Songs, BMI)	5
4	3	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic 10134 (Gallico, BMI)	15	40	58	PROMISES AND HEARTS Stonewall Jackson, Columbia 44121 (Barbour, BMI)	3
5	4	I THREW AWAY THE ROSE Merle Haggard, Capitol 5844 (Blue Book, BMI)	15	41	41	SHINE SHINE Carl Perkins, Dottie 508 (Cedarwood, BMI)	6
6	6	IF I KISS YOU Lynn Anderson, Chart 1430 (Greenback/Yonah, BMI)	15	42	43	GOODBYE CITY, GOODBYE GIRL Webb Pierce, Decca 32098 (Cedarwood, BMI)	15
7	7	MAMA SPANK Liz Anderson, RCA Victor 9163 (4 Star, BMI)	10	43	40	DON'T SQUEEZE MY SHARON Charlie Walker, Epic 10174 (4 Star, BMI)	3
8	11	MISTY BLUE Eddy Arnold, RCA Victor 9182 (Talmont, BMI)	8	44	47	ON THE OTHER HAND Charlie Louvin, Capitol 5872 (Talmont, BMI)	10
9	8	WALKIN' IN THE SUNSHINE Roger Miller, Smash 2081 (Tree, BMI)	13	45	46	LAY SOME HAPPINESS ON ME Bobby Wright, Decca 32107 (4 Star, BMI)	9
10	9	DANNY BOY Ray Price, Columbia 44042 (Boosey & Hawkes, BMI)	14	46	39	LIFE TURNED HER THAT WAY Mel Tillis, Kapp 804 (Wilderness, BMI)	19
11	14	RUTHLESS Statler Brothers, Columbia 44070 (Tree, BMI)	7	47	45	I COULDN'T SEE George Morgan, Starday 804 (Starday, BMI)	11
12	12	I KNOW ONE Country Charlie Pride, RCA Victor 9162 (Jack, BMI)	9	48	34	WATCHMAN Claude King, Columbia 44035 (Ly-Rann, BMI)	9
13	13	RUBY, DON'T TAKE YOUR LOVE TO TOWN Johnny Darrrell, United Artists 50126 (Cedarwood, BMI)	13	49	51	HAPPINESS MEANS YOU Kitty Wells & Red Foley, Decca 32126 (Wells, BMI)	8
14	17	ROARIN' AGAIN Wilburn Brothers, Decca 32117 (Sure-Fire, BMI)	9	50	55	BECAUSE OF HIM Claude Gray, Decca 32122 (Forest Hills, BMI)	4
15	15	JUKEBOX CHARLIE Johnny Paycheck, Little Darlin' 0020 (Mayhew, BMI)	12	51	53	LOST HIGHWAY Don Gibson, RCA Victor 9177 (Rose, BMI)	4
16	16	SNEAKING 'CROSS THE BORDER Hardin Trio, Columbia 44059 (Hardin, BMI)	10	52	57	DOWN, DOWN, CAME MY WORLD Bobby Barnett, K-Ark 741 (Freeway, BMI)	6
17	20	IF YOU'RE NOT GONE TOO LONG Loretta Lynn, Decca 32127 (Sure-Fire, BMI)	7	53	—	BLACKJACK COUNTY CHAIN Willie Nelson, RCA Victor 9202 (Tree, BMI)	1
18	18	DIESEL ON MY TAIL Jim & Jesse, Epic 10138 (Silver Star/Francis-Marvin, BMI)	13	54	59	SOMETHING FISHY Dolly Parton, Monument 1007 (Combine, BMI)	3
19	10	SAM'S PLACE Buck Owens, Capitol 5865 (Blue Book, BMI)	13	55	65	LOVE ME AND MAKE IT ALL BETTER Bobby Lewis, United Artists 50161 (Barmour, BMI)	2
20	24	LITTLE OLD WINE-DRINKER ME Robert Mitchum, Monument 1006 (Moss-Rose, BMI)	7	56	64	VINROSE Stu Phillips, RCA Victor 9219 (Acuff-Rose, BMI)	2
21	21	BOTH SIDES OF THE LINE Wanda Jackson, Capitol, 5863 (Ma-Ree, ASCAP)	10	57	66	IT'S MY TIME John D. Loudermilk, RCA Victor 9189 (Windward Side, BMI)	2
22	19	MENTAL REVENGE Waylon Jennings, RCA Victor 9146 (Cedarwood, BMI)	13	58	63	BLACKJACK COUNTY Tex Williams, Boone 1059 (Tree, BMI)	2
23	35	POP A TOP Jim Edward Brown, RCA Victor 9192 (Natson-Port, ASCAP)	6	59	62	GUITAR MAN Jerry Reed, RCA Victor 9152 (Vector, BMI)	16
24	37	TONIGHT CARMEN Marty Robbins, Columbia 44128 (Mojave-Noma, BMI)	4	60	67	THE PRIVATE Del Reeves, United Artists 50157 (Tree, BMI)	2
25	28	I CAN'T GET THERE FROM HERE George Jones, Musicor 1243 (Glad/Blue Crest, BMI)	6	61	61	TAKE A CITY BRIDE Rick Nelson, Decca 32120 (Hilliard, BMI)	3
26	22	JACKSON Johnny Cash & June Carter, Columbia 44011 (Bexhell/Quartet, ASCAP)	17	62	54	I SHOULD GET AWAY A WHILE Carl Smith, Columbia 44034 (Cedarwood, BMI)	7
27	27	ALL MY TOMORROWS Nat Stuckey, Paula 267 (Su-Ma/Stuckey, BMI)	11	63	60	HELLO NUMBER ONE Kitty Wells & Red Foley, Decca 32126 (Wells, BMI)	4
28	23	NEED YOU Sonny James, Capitol 5833 (Bibo, ASCAP)	18	64	50	HAVE YOU EVER WANTED TO Lorene Mann, RCA Victor 9183 (Novachaminjo, BMI)	6
29	30	DOWN AT THE PAWN SHOP Hank Snow, RCA 9188 (4 Star, BMI)	7	65	68	I'M IN NO CONDITION Hank Williams Jr., MGM 13730 (Combine, BMI)	2
30	31	PRETTY GIRL, PRETTY CLOTHES, PRETTY SAD Kenny Price, Boone 1056 (Wilderness, BMI)	7	66	—	CINCINNATI, OHIO Connie Smith, RCA Victor 9214 (Moss Rose, BMI)	1
31	26	PAPER MANSIONS Dottie West, RCA Victor 9118 (Harbot, SESAC)	15	67	—	HOW LONG WILL IT TAKE Warner Mack, Decca 32142 (Page Boy, SESAC)	1
32	32	FIFTEEN DAYS Wilma Burgess, Decca 32105 (Forest Hills, BMI)	14	68	—	CHET'S TUNE Some of Chet's Friends, RCA Victor 9229 (Delmore, ASCAP)	1
33	48	I'LL NEVER FIND ANOTHER YOU Sonny James, Capitol 5914 (Chappell, ASCAP)	3	69	—	LONG LEGGED GUITAR PICKIN' MAN Johnny Cash & June Carter, Columbia 44158 (Southwind, BMI)	1
34	36	YOU CAN STEAL ME Bonnie Guitar, Dot 17007 (Jack, BMI)	9	70	70	GENTLE ON MY MIND John Hartford, RCA Victor 9175 (Glaser, BMI)	5
35	38	COME KISS ME LOVE Bobby Bare, RCA Victor 9191 (Melody Trails, BMI)	6	71	71	BETTER DEAL THAN THAT Ruby Wright, Epic 10150 (Tree, BMI)	5
36	25	JUST BEYOND THE MOON Tex Ritter, Capitol 5839 (Central Songs, BMI)	14	72	75	HE'S NOT FOR REAL Priscilla Mitchell, Mercury 72681 (Vector, BMI)	2
				73	—	NEW LIPS Roy Drusky, Mercury 72689 (Screen Gems-Columbia, BMI)	1
				74	—	IF I EVER NEED A LADY Claude Gray, Decca 32122 (Southtown, BMI)	1
				75	—	HE THOUGHT HE'D DIE LAUGHING Bobby Helms, Little Darlin' 0030 (Mayhew, BMI)	1

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Country Music

CMA HALL HAS RECORD WEEK

NASHVILLE — A record 2,189, most of them adults, visited the Country Music Hall of Fame and Museum here during June 4-10.

Among them was Mavis Johnson of Albuquerque, N. M., back for her second time in a few weeks. Both times she came all the way from New Mexico. Another visitor during the week was former Texas governor Bill Daniel, who was escorted by Roy Acuff, a Hall of Fame member.



PRESENTING SMOKEY WARREN and His Mountain Dew Boys a plaque for being the best country music show and dance band of the year is Union County freeholder Joseph P. Kania. The award is from the New Jersey Nite Club Alliance and was presented during a show at the Skyline Lounge in Elizabeth, N. J. Warren, also a promoter, is heard live on a Pepsi-Cola show from Palisades Amusement Park broadcast on WJRZ 8-9 p.m. Thursdays.

Nashville Scene

• Continued from page 46

Shelia Carlisle has three brood mares, all bred to a world champion walking horse. She plans to show horses in the future. . . . Jan Howard was a big hit while guesting on the "Grand Ole Opry." . . . Bobby Lewis, trailer and all, has been playing steadily on the road since his new song began up the charts. . . . Carmen Alexander did a surprise guest spot on the Bobby Lord show. She was in the audience, and the regularly scheduled guest didn't ap-



Grady Martin brings "A Touch of Country" to the top of the charts in his latest Decca release of that name (DL 4865M; DL 74865S). The album includes a swifty version of "Momma's Little Jewel," "The Devil's Own" and "Makin' Ends Meet." Grady's treatment of a tune called "Nothin' From Nothin'" could be called the highlight of this true blue country collection. The Grady Martin country sound is one of the best. To attain it, he depends on the best in professional guitars—a Gibson Guitar. (Advertisement)

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pear, so she quickly rehearsed a couple of numbers during commercials, and did a great job of it. . . . Skeeter Davis plays the LBJ ranch June 24. . . . Vocalist Terry Lynn is making the transition from pop to country.

All-America quarterback Steve Surrier was added to the cast of the salute to country music at Tampa, joining such luminaries as Sonny James, Minnie Pearl, Skeeter Davis and Lefty Frizzell. . . . Capitol plans to release "Cause I Have You" as a single, taken from the album of Wynn Stewart.

Stonewall Jackson taped the Carl Smith TV show in Canada, and then went on a tour headlining package in Virginia, Ohio and Indiana. He, too, is a record smasher. . . . George Lindsey (Goobar of the Andy Griffith show) has signed a contract with Columbia. . . . Fred Foster of Monument, who scored well with Robert Mitchem, now is about to sign actor MacDonald Carey to a recording contract. . . . Brenda Lee and the Casuals will be recorded live at Harold's Club in Reno in July. . . . Del Reeves will be recorded live the end of this month in Atlanta. . . . David Houston and Tammy Wynette have cut duets at Epic under the direction of Billy Sherrill, who has turned out nothing but hits in Nashville. . . . "Opry" pianist Del Wood has been rebooked at Riverside Park, Agawam, Mass. In fact, she has been rebooked for virtually every performance this year, or her single bookings have been extended.

Rumors are rampant that Merle

Kilgore and wife, Bonnie Owens, will be moving to Nashville and will be booked from here. . . .

Mike Boyer, WHC, Des Moines, denies reports published elsewhere that he is moving to Phoenix. He doesn't know how the story got started. . . . Roy Acuff Jr. and Sandy Mason played the WVVA Jamboree. Young Roy has been touring lately with his famous father, and is scoring with his recording of the "Lament of the Cherokee." Both are booked by Acuff-Rose.

'Grand Ole Opry'

• Continued from page 46

Connie B. Gay, now a successful radio-station owner and a board member of the Country Music Association, ran trainloads of tours to Nashville from the Washington, D. C., area. The tourists slept on the trains in pullmans, spent the weekend in Nashville and were back home by Sunday night. Train tours are no longer feasible because of the limited operation of rail travel into Nashville. Gay also pioneered country music talent aboard excursion boats and profited handsomely in bygone days.

Now the buses roll into Nashville. Downtown hotels offer special rates and almost everyone profits.

D. O'Brien Agency Boosting Ailing Clubs Via Country

NASHVILLE—Country music has been the salvation of many nightclubs in America, which have made the transition from pop entertainment, says Dottie O'Brien, operator of Dottie O'Brien Enterprises, an organization which establishes exclusive booking rights with niteries throughout the nation.

Miss O'Brien, who moved to Nashville about six weeks ago from Los Angeles, said she came to this city to work more vigorously on the country music aspect of her bookings. A native Nashvillian, she herself was a pop singer in the nightclub circuit for many years before becoming involved in booking. She worked for some time in association with the late Moe Rosenbloom, and then took over the agency herself.

"I have just become acquainted with country music in

the past year and a half," she said. Miss O'Brien described her position as "like that of a doctor." She said: "I diagnose each club, determine how it's doing, what it can afford to pay, and then make the pitch." She travels a lot, and right now is concentrating almost exclusively on country acts, although she books everything from top-40 groups to big bands.

"My current aim is to book country music into prestige clubs in cities such as New York, Chicago and Los Angeles," she added. "Once we have broken that barrier, we will have it made."

Miss O'Brien said she believes Nashville is becoming "The entertainment capital of the world." She envisions the day when it will be a center not only for recording and booking but for movies as well.

Billboard SPECIAL SURVEY for Week Ending 6/24/67

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	BEST OF EDDY ARNOLD RCA Victor LPM 3565 (M); LSP 3565 (S)	9
2	3	WALK THROUGH THIS WORLD WITH ME Georg: Jones, Musicor MM 2119 (M); MS 3119 (S)	12
3	4	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	23
4	5	NEED YOU Sonny James, Capitol T 2703 (M); ST 2703 (S)	10
5	2	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	17
6	6	I'M A LONESOME FUGITIVE Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	9
7	9	HEART, WE DID ALL WE COULD Jean Shepard, Capitol T 2690 (M); ST 2690 (S)	13
8	15	DANNY BOY Ray Price, Columbia CL 2677 (M); CS 9477 (S)	5
9	10	MY KIND OF COUNTRY Marty Robbins, Columbia CL 2645 (M); CS 9445 (S)	10
10	13	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); SLP 3709 (S)	29
11	14	BUCK OWENS AND HIS BUCKAROOS IN JAPAN Capitol T 2715 (M); ST 2715 (S)	5
12	12	AMERICA'S MOST WANTED BAND Buck Owens' Buckaroos, Capitol T 2722 (M); ST 2722 (S)	8
13	16	A LOSER'S CATHEDRAL David Houston, Epic LN 24303 (M); BN 26303 (S)	8
14	8	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	22
15	7	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	16
16	19	GEORGE JONES GREATEST HITS Musicor MM 2116 (M); MS 3116 (S)	6
17	20	MAKE WAY FOR WILLIE NELSON RCA Victor LPM 3748 (M); LSP 3748 (S)	8
18	17	SOUL OF A CONVICT Porter Wagoner, RCA Victor LPM 3683 (M); LSP 3683 (S)	17
19	27	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic LN 24305 (M); BN 26305 (S)	3
20	23	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor LPM 3797 (M); LSP 3797 (S)	3
21	11	OPEN UP YOUR HEART Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	23
22	22	PATSY CLINE'S GREATEST HITS Decca DL 4854 (M); DL 74854 (S)	10
23	25	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	30
24	24	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	35
25	18	JIMMY DEAN IS HERE RCA Victor LPM 3727 (M); LSP 3727 (S)	14
26	26	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	27
27	31	15TH ANNIVERSARY ALBUM Slim Whitman, Imperial LP 9342 (M); LP 12342 (S)	3
28	33	LOVE MAKES THE WORLD GO ROUND Kitty Wells, Decca DL 4857 (M); DL 74857 (S)	6
29	30	NORMA JEAN SINGS PORTER WAGONER RCA Victor LPM 3700 (M); LSP 3700 (S)	11
30	42	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor LPM 3793 (M); LSP 3793 (S)	2
31	28	NASHVILLE REBEL Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	25
32	37	LIZ ANDERSON SINGS RCA Victor LPM 3769 (M); LSP 3769 (S)	4
33	34	IT'S A GUITAR WORLD Chet Atkins, RCA Victor LPM 3728 (M); LSP 3728 (S)	8
34	44	DRIFTING APART Warner Mack, Decca DL 4883 (M); DL 74883 (S)	3
35	38	JUST JIM Jim Edward Brown, RCA Victor LPM 3744 (M); LSP 3744 (S)	4
36	29	RIDE, RIDE, RIDE Lynn Anderson, Chart LP 1000 (M); LSP 1000 (S)	7
37	—	HELP STAMP OUT LONELINESS Stonewall Jackson, Columbia CL 2674 (M); CS 9474 (S)	1
38	39	GRASSROOTS COUNTRY Stu Phillips, RCA Victor LPM 3717 (M); LSP 3717 (S)	7
39	32	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca DL 4855 (M); DL 74855 (S)	15
40	43	STONEMAN'S COUNTRY Stonemans, MGM E 4453 (M); SE 4453 (S)	2
41	41	LIFE'S THAT WAY Mel Tillis, Kapp KL 1514 (M); KS 3514 (S)	14
42	—	WALKIN' IN THE SUNSHINE Roger Miller, Smash MGS 27092 (S); SRS 67092 (S)	1
43	—	CONNIE SMITH SINGS BILL ANDERSON Connie Smith, RCA Victor LPM 3768 (M); LSP 3768 (S)	1
44	45	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	37
45	—	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol T 2737 (M); ST 2737 (S)	1

LINDA JONES HAS HAPPENED!

"HYPOCRITE"



#2070

Loma

International News Reports

Canada in Talking Stage on Increase

By KIT MORGAN

TORONTO — News of the move to equalizing monaural and stereo record prices in the U. S. has prompted board room conferences in most of the record companies in Canada, but none have determined their course of action. Disk prices were increased slightly here the first of the year, to compensate for an increase in federal sales tax at the manufacturing level, with the suggested list prices now \$4.29 for mono LP's and \$5.29 for stereo albums in the popular lines.

In reporting news of the price increases in the U. S., The Toronto Telegram quoted George Harrison, vice-president and general manager of RCA Victor's record division and president of the Canadian Record Manufacturers Association, as saying "It is quite certain that this trend to the demise of the monaural lines will be followed in Canada."

"We are making quite a com-

prehensive study as to what effect a price change would have on the market here," says Jack Robertson, general manager, sales and marketing, of Columbia Records of Canada Ltd. "The trend to stereo buying is not as accelerated in Canada as in the States. If we do what the U. S. has done, we might be offending a lot of mono buyers because, except for classical product, our mono sales are still in excess of our stereo sales. There are a lot of ramifications to be looked into—the movement of product, the relationship of mono to stereo, what we anticipate the competition will do."

Other majors are equally non-committal. At Capitol, the U. S. move is "being considered"; at London "no decision has been taken yet"; at Quality "the whole subject is under review," and so on. One company commented "We don't want to say we're even considering it, or dealers will freeze on us."

Can. March Sales Dip; 3 Mos. Up

TORONTO — Record sales in Canada dropped 6.4 per cent in dollar volume from distributors to dealers in March, but are up 10.7 per cent over the first three months of the year, according to Dominion Bureau of Statistics.

Increases for the first quarter are healthy, though they are less than half the increases chalked up in the first quarter of last year over 1965. Unit sales to distributors were up 10.9 per cent with singles up 10.4 per cent mono, LP's up 11

(Continued on page 54)

RADIO CONTEST TO 'SERENATA'

SAINT VINCENT, Italy— "La Mia Serenata" (My Serenade) performed by Jimmy Fontana (RCA-Italiana) was the winner among the 49 records competing in the "A Record for the Summer" radio contest. Publisher is Edizioni Musicali RCA. Second place went to "La Rosa Nera" (published by Sugarmusic) sung by Gigliola Cinquetti (CGD). Third was "Se Stasera Sono Qui" (published by Ricordi) by Wilma Goich (Ricordi).

Dutch Disk Sales Dip 12%; 30% Hike for Negrin-Delta

AMSTERDAM — Record sales over the past three months in Holland are 12 per cent down on sales for the same period last year. Singles and expensive LP's have borne the brunt of a rise in unemployment in industrial areas but also because budget line and other cheaper LP material is proving increasingly popular.



SAMMY DAVIS JR. climaxed his European tour with an SRO session at the Olympia Theater, Paris. Here he's backstage with Elie Rothchild, of the celebrated banking family, and Barclay artist Charles Aznavour.

Hungary on the Pol-Beat —Sponsors Song Contest

By PAUL GYONGY

BUDAPEST—The expression Pol-Beat is said to be a Hungarian invention, and the first two political beat songs, "The Plane is Gone" and "Mr. Johnson's Excursion," have been already published on Qualiton records.

Pol-Beat songs are in fashion with amateur guitar groups and popular among teen-agers. The Central Committee of the Federation of Communist Youth, the Ministry for Education and the Hungarian Radio and Television announced a competition for Pol-Beat songs, where works can

be submitted in two categories: first in form of tape or demo recordings, and second, in piano copies and arranged for guitar groups. Some 418 works have been submitted: 187 piano copies and scores, 213 tape and 18 demo recordings.

The material included songs about Indonesia, Vietnam, U. S., careers dissidents, deserted children and even prostitution.

Winning songs will be performed in the Comedy Theatre in Budapest and televised and broadcast live. The affair is also sponsored by the Worlds Youth Federation, and on July 2 and 3 a conference will be held under the title "Pol-Beat and the Youth Movement."



BRITISH DECCA artist Engelbert Humperdinck was presented with a golden disk to mark more than 100,000 copies of "Release Me" sold in the Benelux countries. The award was made jointly by Fonior, Belgium and Phonogram, Holland. The song was No. 1 for 14 weeks in the Belgian charts. With Engelbert Humperdinck are M. Hoiting, Phonogram promotion manager and Jacques Verdonck, promotion manager of Decca, Belgium.

Ariola Keys Formula to Youth

By OMER ANDERSON

GUETERSLOH, W. Germany — Ariola has just introduced six new young singers who exemplify the accent now being placed by the record com-

pany on youthful talent. Two of these artists—a brother and sister duo—will soon embark on a tour of the United States.

Renate and Werner Leis-

mann, from the Sauerland, will appear in Chicago, Milwaukee, Cincinnati and California. Their new Ariola singles release is "Westwind weht."

Another Ariola artist, Peter Hinnen, is building a reputation not only as top singles talent but also as a pop music diplomat for the Bonn government. At a time when the new government in Bonn is trying to improve relations with Eastern Europe, and is encountering persistent hostility, Hinnen has made precedent-shattering tours through this area, notably to Romania and Czechoslovakia. These two countries, coincidentally or otherwise, are the focus of the Bonn government's diplomatic drive in Eastern Europe.

He also recently had highly successful tours in Spain and Japan. Hinnen spent five months in Japan with a Swiss folklore ensemble. The ensemble gave

(Continued on page 54)

Orfeon Opens 600G Factory in Mexico

MEXICO CITY — Orfeon Records moved all manufacturing facilities into its new \$600,000 record, cartridge and player plant in Auburban, San Bartolo.

Some \$250,000 is being invested in land and plant, and \$350,000 in equipment for the cartridge and player operations, record manufacture and offices. Studios remain at the old plant. The new factory has five wings: three for records and cartridges and one each for car radios and cartridge play-

ers. A section of one wing will be devoted to manufacture of TV and radio tuners.

When all equipment is delivered, Orfeon will have 24 presses, two boilers and two coolers. Maximum capacity at 500 disks per machine per shift is 120,000 records a day of 45's and 33's. The plant works a shift and a half daily.

Album printing is done in a section of one record wing. Many of the printing presses are less than a year old.

(Continued on page 56)

Despite the general downward trend, the sales of Negrin-Delta went up by 3 per cent due to its expanding LP market (Vogue, Warner-Reprise, Pye, Eurodisc, Marble Arch, Delta, Havoc) and its recent success in the single's field with Sandie Shaw's "Puppet on a String" and Petula Clark's "This Is My Song."

Negrin-Delta is moving this month to its new premises at Heemstede-Holland (Herenweg 101) where the new record depot is already in operation.

Negrin-Delta's local productions are increasingly finding their way into the Dutch charts and current best-sellers are "I Want You, I Need You" by the Motions, "I'm Working My Way Back To You" by the Sandy Coast, "A Star" by Roek Williams and "Please Call Me" by the Tee Set. The Tee Set also have a best-selling rock 'n' roll album, "Emotions."

Negra recently signed to distribute the German Cornet label in Holland and will shortly organize a Mode week to promote sales of these budget line LP's produced by Vogue. In June local Avro-TV will screen a special Vogue program featuring Antoine, Cleo, Jacques Dutronc and other French artists.

On May 26 Avro-TV screened a Pye soul program which starred Jimmy James and the Vagabonds, Geno Washington and the Ram Jam band and the Alan Bown Set and was filmed in London.



ONE OF THE MANY Scandinavian artists to record a local version of the Frank and Nancy Sinatra hit, "Somethin' Stupid," is Karusell singer Lill-Babs. Her partner on the disk was arranger, producer and a&r man Curt Peterson, who was making his disk debut as a singer. The session was produced by Marcus Oesterdahl, pictured right with Lill-Babs, left, and Curt Peterson, center. Peterson and Oesterdahl are two the trio who penned this year's Swedish Eurovision entry, "Som en Droem," sung by Karusell artist Oesten Warnebring.

P-S' Saffirio in N.Y.

NEW YORK—Fiorenza Saffirio, Peer-Southern Brazilian manager, is here for business meetings with Provi Garcia, Peer-Southern's Latin manager. She will bring new Brazilian copyrights to the U. S. She will also meet with Mrs. Monique Peer-Morris, Lucky Carle and Mario Conte at Peer-Southern.

List of Artists, Tunes for Rose de France Songfest

PARIS: The full list of artists participating in the Rose de France Song Festival at Antibes-Juan-les-Pins June 22-24 was announced this week by organizer Claude Tabet.

The original selection of 30 songs has now been reduced to 24 because of difficulties in setting artists for some of the songs.

Most of the major French record companies will be represented at the Festival but a notable absentee this year is Vogue.

Judging of the songs will be carried out by juries in the major cities of France and in Belgium, Switzerland, Germany, Luxembourg and Canada. The Paris jury will assemble in the Lido Music record shop on the Champs-Elysees.

SONG ENTRIES

SONG	SINGER	PUBLISHER	RECORD COMPANY
Un Adieu	Jean-Paul Cara	Raoul Breton	Philips
L'An 2000	Jean-Pierre Lebrost	Beuscher	Philips
La Ballade de Nullepart	Cat et Maxim	A.M.I.	Barclay
C'est l'Ete	Philippe Olivier	Train Bleu	Odeon.
C'est Toujours la Meme Chanson	Chantal Kelly	Chappell	Philips
Chanson Pour l'Absent	Michel Bergam	Paul Mauriat	CBS
Le Chanteur Affame	Stephane Vargues	Francis Lemarque	Decca
Chaque Fois	Les Cheries	Editions Associees	United Artists
Daniel Tu Cris	Ted Scotto	French Music	Riviera
Ces Enfants La	Michel Orso	Tutti	Riviera
En Noir et En Couleur	Daniel Morane	Meridian	Disc'AZ
L'Habitude	Jacqueline Perez	Beuscher	Decca
Il Nous Faut Vivre un Grand Amour	Guy Bonnet	A.M.I.	Riviera
Moi je Vous ai Connue	Ricardo	French Music	Riviera
Ne Me Dis Pas	Jean-Claude Decamp	French Music	Festival
Pas De Nouvelles	Christie Laume	French Music	Odeon
Les Quatre Saisons de l'Amour	Skornik	Metropolitaines	Polydor
Quelque Part en Irlande	Les Hamsters	Barclay	CBS
Seul Un Grand Amour	Dominique Lorca	Beuscher	Polydor
Souviens-toi?	Alain Stefan	SEMI	Decca
Sylvie	Yves Roze	Meridian	Riviera
Toutes les Filles me Courent Apres	Noel Deschamps	SEMI	RCA
Le Vent et la Jeunesse	Les Troubadours	La Compagnie	Disc'AZ
Wo-i-nee	Evariste	A.M.I.	Disc'AZ



MRS. MONIQUE PEER-MORRIS, president of Peer-Southern Music, recently returned from a visit to the P-S Montreal offices. Left to right are: Matt Heft, P-S Canadian manager; Ginette Ravel, RCA recording artist; Mrs. Peer-Morris; Marcel Leblanc, RCA a&r man; Mrs. Heft, and Jerry Renewych, assistant P-S Canadian manager.

'ABC's' Waxed In Scandinavia

OSLO — American-born singer and record producer Jack Dailey's song, "My ABC's," has now been recorded in Norway, Sweden and Denmark.

The Norwegian version is by Johnny Brudvik and his daughter on the Jay-Dee label; the Swedish version is by Carli Tornehave and his daughter, also on Jay-Dee, and the Danish recording is by Buster Larsen and his daughter on the Polydor label.

Dailey, currently on a Scandinavian tour with the British pop group the Limeys, has also recorded an English version of the song on his Jay-Dee label.

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'67 HUNGARIAN POP SONG FESTIVAL DRAWS 1,367

BUDAPEST—Some 1,367 songs have been entered in the 1967 Hungarian Pop Song Festival, compared with 476 last year, when the Festival made its debut.

The 60 winners will be performed in three concerts at the Madach Theater here, July 20, July 27 and Aug. 3, with all concerts covered by radio and television. Four finalists will be selected from each of the three contests, and the finals will be held at the Erkel Theater here Aug. 20. The concert will be televised through Intervision (Eastern Europe) and Eurovision (Western Europe).

Head of the jury for the first three concerts is composer Zdenko Tamassy. The 25-man jury which will judge the finals, is headed by Miklos Szinetar, chief stage manager of Hungarian television.

World Music's Faecq in Copyright Deals in Japan

BRUSSELS—Back in Brussels after a business trip to Tokyo with World Music chief Felix Faecq, Roland Kluger reported successful meetings with leading Japanese publishers and the heads of the performing right society (JASRAC) and the mechanical rights society (SOGEDI).

Kluger said the visit to Tokyo had been important because of the increasing amount of business World Music and its affiliate companies throughout the world, especially Zodiac Music in the U. S., have been doing with Japan. Two important World Music successes have been "La Playa," which sold 1,200,000 records and "Hawaii Tattoo," which has had more than 15 local recordings.

Faecq made a number of deals with several publishing houses in Japan covering more than 50 different copyrights, and Kluger had meetings with

representatives of Nichion Music, Shinko Music, Victor Publishing, Toshiba, Tone Music and Suisei-Sha and acquired many Japanese copyrights for exploitation in Europe.

Meets Kaneko

Faecq also met Kaneko of Nippon Columbia to discuss exploitation of the Palette Records repertoire in Japan. Nippon Columbia has represented Palette for many years but this was the first meeting between the two presidents.

Following the visit of Digno Garcia to Japan arrangements are being made for more Palette artists to make promotional appearances there, including Los Mayas, the Klan and Andre Brasseur. It was decided that Palette will make special productions for the Japanese market. Faecq and Kluger also made a close study of the cartridge market in Japan.

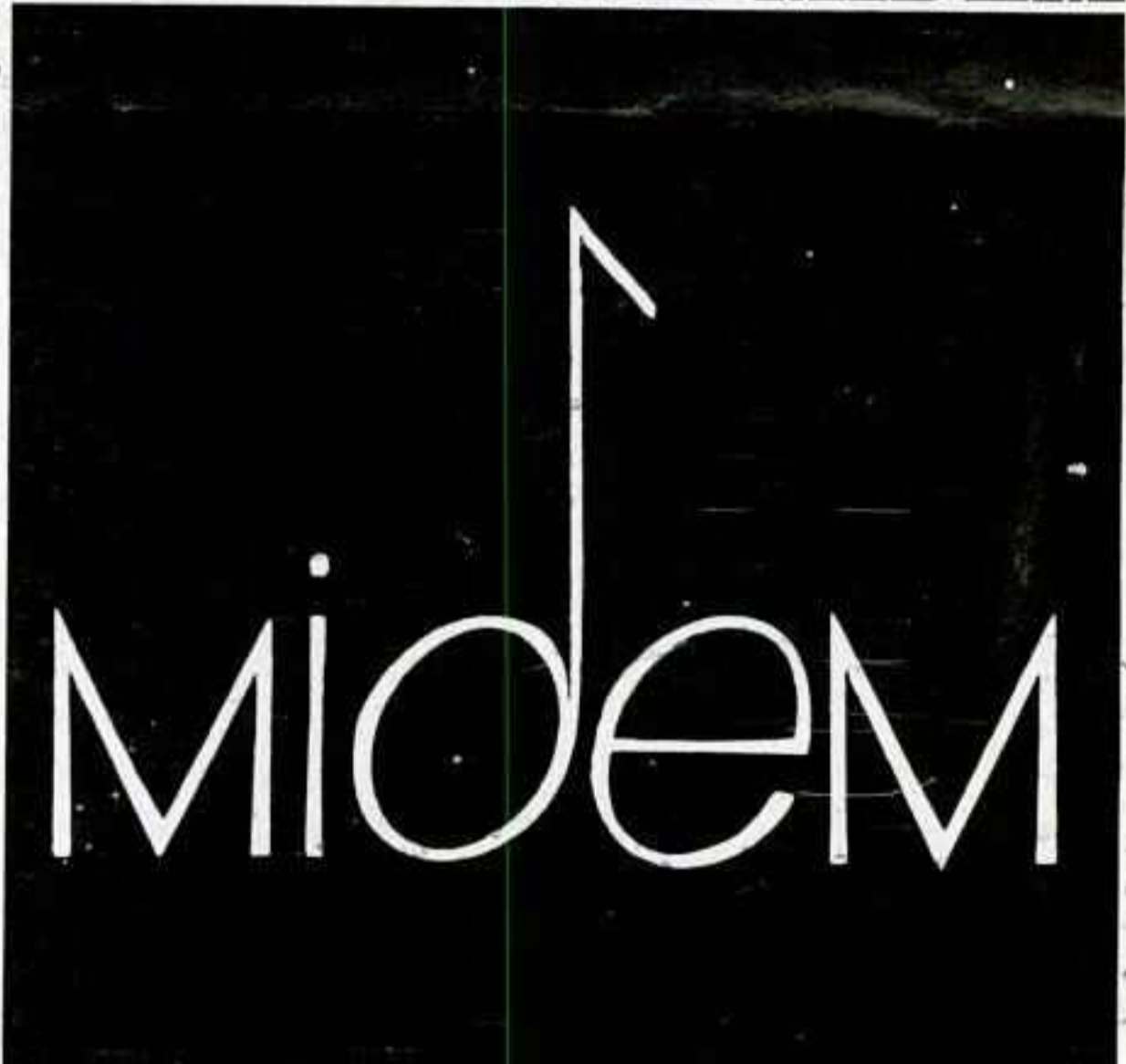
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POETRY PRIZE TO COMPOSER

PARIS — Top Philips artist Georges Brassens, convalescing after a kidney operation, has received an accolade unique in the history of the French record industry in being awarded the Poetry Grand Prix by the august French Academy. It is the first time in history that a songwriter has been singled out for this award, which carries with it a prize of \$2,000.

Polydor's 1st Local Product Set in Canada

MONTREAL — Polydor is moving into local record production in Canada for the first time, with a limited program of releases. The company has signed the Chalets, two men formerly in the Max Eric Trio, who perform in several languages, and George Walker, a Montrealer who sings in both English and French. The search is on now for the right material, with plans for singles within the next month or so and an album of international material upcoming for the Chalets.

A trial single by the Chalets was released recently, pairing "Brahm's Lullaby" in French with a song from "The Student Prince" in English, but by mixing the two languages the disk apparently missed both markets.

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From The Music Capitals of the World

• Continued from page 16

HAMBURG

Polydor reports 200,000 sales in the first week of release of the new Roy Black single "Meine Liebe zu Dir." Philips has released new singles featuring the Walker Brothers, the New Vaudeville Band, Jimmy Cliff, the Pretty Things, the Screemers and the McKinley Sisters. Ariola has launched the Israeli singer Elisa Gabbai on the Hansa label with "Mama" and "Meine Kleine Minka." Birgitt Petry (Polydor), Horst Twieg (Polydor), Susanne Doucet (Metronome), Rainer May (Polydor) and Vera Martin will form the team to represent Germany in the Knofke Song Contest in Belgium from July 7 - 13. Esther and Abi Ofarim (Philips), Hildegard Knef (Telefunken), Gilbert Becaud (Electrola), Mireille Mathieu (Barclay) and Udo Jurgens (Ariola) all made sellout concert appearances in Germany.

WOLFGANG SPAHR

LONDON

Philips is launching a major drive in July to push its cassettes. The campaign, dubbed Musicassette Month, will be spearheaded by a special "four for the price of three" offer in which consumers will be able to purchase either of two sets of four cassettes for \$16.80, instead of the normal \$22.40 price tag. Heavy consumer advertising and point-of-sale material will be used to back the cassette campaign which will also heavily feature the first cassettes in the new "Moods Orchestral" series aimed at the car market.

In August, Philips will launch a new postbox type playback cassette player for car use as an addition to its present range of portable players which are available with dashboard mounting units.

Can. Sales Dip

• Continued from page 52

per cent and stereo album sales up 12.1 per cent.

In March alone, however, dollar sales to dealers dropped 6.4 per cent. The biggest slump was in British Columbia, where sales were down 15.5 per cent from March 1966, and in Quebec and Eastern Ontario, where the drop was 13.8 per cent. Dollar sales in the biggest regional market, Ontario (excluding the Eastern and Lakehead areas) were down 8.5 per cent. The prairie provinces held the line, while the Atlantic provinces showed appreciable gains.



YUL BRYNNER has recorded an album in Vienna, "The Gypsy and I," under the supervision of Seymour Solomon of Vanguard, New York. Yul Brynner sings and plays guitar, accompanied by his old friend Alisha, right, gypsy guitarist.

CBS is releasing an album of Stravinsky's earliest performable work the "Symphony in E flat, Opus 1" in July to mark his 85th birthday Saturday (17). An exclusive CBS artist since 1945, he now has 19 albums in the label's catalog.

Liberty's Vikki Carr returned to London Monday (12) to record two shows for U. S. screening including "spotlight" which will replace the "Red Skelton Hour." She will re-

"Catch
the picadilly line . . .
at the third stroke . . ."

turn to the U. S. Monday (19). . . . Page One promotion chief Adrian Rudge placed a single "Lola" by The Brincos and "Executive Suite" by the Larry Page Orchestra, with Sonora during a Swedish business trip. He also set up a TV promotion film to plug The Troggs' "Night of the Long Grass" single for June 25 screening there. . . . Musical director Charles Blackwell, who produced hits for Engelbert Humperdinck and Tom Jones, flies to America in August for talks with United Artists and to seek local talent for his newly formed U. K. company, Charles Blackwell productions. The latest James Bond Movie "You Only Live Twice" had a royal premiere in London Monday (12), attended by the Queen and Prince Philip. Reprise has issued Nancy Sinatra's single of the title track and UA has the John Barry soundtrack album. . . . Philips has now packed John and Scott Walker to individual five-year solo recording contracts following the breakup of their Walker Brothers act. The two were previously contracted as a group to Smash. John Walker's first solo single, "Annabella," will be released next Friday (30).

A new marketing set-up is being laid for the Supraphon \$2.45 low-price classical label imported from Czechoslovakia. Imported and previously marketed by the Paul Hamlyn group through its Music for Pleasure sales network, the line will, in the future, be distributed for Hamlyn by Independent wholesaler Keith Prowse. . . . Elektra president Jac Holzman returns to London for another business visit to his independent operation here end July. . . . The Country Music Federation is launching its own country and western label star in August. Initial release will feature disk jockey Murray Cash with "Baby I Got It." An album by Phil Bradey and the Freewheelers will follow. . . . CBS is rush-re-

Ariola Formula

• Continued from page 52

104 concerts which drew average attendance of 1,400.

17-Year-Old Singer

One of the youngest of Ariola's artists is 17-year-old Tessa Weber, a band singer and guitarist from Bremen. Ariola producer Wolfgang Roloff says, "I know of no other young German singer with as much swing in her voice as Tessa Weber." Tessa's latest Ariola release is "Wer werden gleich aus Leben weinen."

Ariola is seeking young artists from whatever source, and currently one of its most successful twens is 20-year-old Joe Dark from Lebanon. Dark studied for three years at the conservatory in Beirut and became entranced with the vision of singing at Bayreuth. He came to Germany and studied at Cologne, where he was discovered by an Ariola talent scout.

'ARTIST' J. DIEFENBAKER CUTS RCA CANADA ALBUM

OTTAWA—John Diefenbaker, ex-Prime Minister of Canada and now leader of the opposition, has just recorded an album for RCA Victor's Canada-International label. Diefenbaker was interested when told of U. S. Senator Dirksen's great success on disk.

The album will be titled "I Am a Canadian," with bits and pieces of Diefenbaker Canadiana on one side. The other side is devoted to anecdotes about Sir John A. Macdonald, colorful first Prime Minister of Canada. Background music for the side will be campaign songs from Sir John A.'s re-election campaign of the 1870's.

The LP was recorded in Diefenbaker's office in Ottawa, unscripted. Producer is Graham Watt, vice-president, creative services, Grey Advertising, Montreal. It is scheduled for release in August or September.



TOP NORWEGIAN singer Kirsti Sparboe (Triola) visits Stockholm to record in Swedish and Norwegian the French title, "Et C'est Bien Mieux Comme Ca." (Swedish version "Kar Pa Lek," released on the Sonet label.) The Norwegian version "Livet er Herlig" is bound for the charts. Kirsti Sparboe, who represented Norway at the MIDEM in Cannes this year and in the Eurovision Song Contest in 1965 and 1966, is pictured here during the recording session with bandleader Rune Oefwerman, left, and Arne Bendiksen.

leasing a single from Mel Tormé, "Lovers' Roulette," to coincide with his season at London's Talk of the Town Nightery. . . . Bob Reisdorff has appointed Alan Whaley from CBS to handle production and royalties for the independent Liberty Co., and Andrew Lauder from the performing rights society to assist in the managing of the label.

MILAN

RCA Italiana is organizing a show each month for top artists and new talents in its largest recording studio. The audiences consist of 400 invited fans and many musical journalists and the aim of the shows is to test fan reaction to new songs and singers and to study the technique of new artists in front of a live audience. Fans and journalists are invited to give their opinions in questionnaires and to cast votes for the quality of the songs.

Lola Falana (CGD-Reprise) is recording an Italian version of the Lee Dorsey hit "Workin' in a Coal Mine." Miss Falana was launched in Italy two months ago by a big promotion campaign which culminated in her participation in the entire 8-night cycle of the weekly "Sabato Sera," currently the most popular TV show. . . . FP4 has acquired release rights for two rhythm and blues groups, the Vanguards and the Public Enemies from Arne Bendiksen S.A. of Oslo.

A flock of cover versions of "I Was Kaiser Bill's Batman," the Whistling Jack Smith hit, are appearing here. In addition to the other British version by the Carnaby Street Set (CBS), there are recordings by the Whistlers (Durium), the Casuals (CGD), and Little Black and His Brass Band. More covers are expected. . . . As well as the original Decca version of "Happy Together" by the Turtles, Italian recordings of the hit (Per Vivere Insieme) have been made by Jimmy Fontana (RCA Italiana) and I Nuovi Angeli (Durium). . . . Angela and Arturo Testa's recordings of "Giorni Felici" and "Lasciala Vivere," presented at the Palma de Majorca Song Festival (May 26-28),

have been leased by FP4 to Vergara of Barcelona for rush release. . . . RCA Italiana offices, formerly located in a building which housed four recording studios, have transferred to a new building erected alongside. The accommodation vacated will be turned into additional recording studios. The new operation includes enlarging of the factory and warehouses.

GERMANO RUSCITTO

PARIS

Philips has released the Buddy Rich "Swinging New Big Band" album on the Fontana label. . . . CBS has released a single by Georgie Fame featuring "Knock on Wood" b/w "Road Runner." Barclay has sold 10,000 albums of "Rhythm and Blues Formidable," featuring Otis Redding, Joe Tex, Percy Sledge, San and Dave and others in one month. . . . Georges Guetary has recorded the French version of "Somethin' Stupid" ("Ces Mots Stupides") with his daughter Helene for Pathe-Marconi. . . . Barclay has signed a five-year contract with Mike Jeffries' Yameta Productions for the distribution in France, Belgium and Switzerland of Yamete artists who include Eric Burdon, Jimi Hendrix and the Soft Machine. . . . Pathe-Marconi has released "Buy for Me the Rain" by the Nitty Gritty Dirt Band on the Liberty label. . . . Barclay has French rights to 20 of the disks in the current Billboard Hot 100. . . . Nancy Holloway (Decca) and Guy Mardel (Disc AZ) are participating in the Bratislava Festival.

Philips has released the first single by the new Stevie Winwood group Traffic featuring "Paper Sun" b/w "Giving To You." Also released on Philips is the new Dave Dee, Dozy, Beaky, Mick and Tich record, "Okay." . . . Vogue has released a "psychedelic" album by the British group the Kinetic. . . . Gerard Gray has his third disk out on Philips featuring "Qu'es-tu Devenu?," "Ette Avec Toi," "Le Chemin des Ecoliers" and "Entre Cherbourg et St. Malo," all published by Tutti.

MIKE HENNESSEY

ARGENTINA

Table of hit songs from Argentina, listing titles like 'HABLEMOS DEL AMOR' and 'POCO PUEDO DARTE' with their respective artists and labels.

AUSTRALIA

Table of hit songs from Australia, listing titles like 'THIS IS MY SONG' and 'WHEN I WAS YOUNG'.

BRITAIN

Table of hit songs from Britain, listing titles like 'A WHITER SHADE OF PALE' and 'THERE GOES MY EVERYTHING'.

Table of hit songs from various countries including USA, Canada, Mexico, and others.

FRANCE

Table of hit songs from France, listing titles like 'A WHITER SHADE OF PALE' and 'UN TOUT PETIT PANTIN'.

GERMANY

Table of hit songs from Germany, listing titles like 'PUPPET ON A STRING' and 'MORGEN BEGINNT DIE WELT'.

Table of hit songs from Holland, listing titles like 'WATERLOO SUNSET' and 'PICTURES OF LILY'.

HOLLAND

Table of hit songs from Italy, listing titles like 'SETTEMBRE' and 'CHI'.

ITALY

Table of hit songs from Japan, listing titles like 'SHINJUKU BLUES' and 'BALLA BALLA'.

JAPAN

Table of hit songs from Malaysia, listing titles like 'SOMETHIN' STUPID' and 'IT'S ALL OVER'.

MALAYSIA

Table of hit songs from Mexico, listing titles like 'CELOSO' and 'THEME FROM THE MONKEES'.

MEXICO

Table of hit songs from New Zealand, listing titles like 'A LITTLE BIT ME, A LITTLE BIT YOU' and 'OPPORTUNITY'.

NEW ZEALAND

Table of hit songs from the Philippines, listing titles like 'I'M A BELIEVER' and 'TWO OF US'.

PHILIPPINES

Table of hit songs from South Africa, listing titles like 'RELEASE ME' and 'HA! HA! SAID THE CLOWN'.

SINGAPORE

Table of hit songs from South Africa, listing titles like 'RELEASE ME' and 'HA! HA! SAID THE CLOWN'.

SOUTH AFRICA

Table of hit songs from various countries including USA, Canada, Mexico, and others.

Album Reviews

Continued from page 42. Lists reviews for various albums including 'DRAIN MY BRAIN', 'RELIGIOUS', 'LOW PRICE POPULAR', 'COUNTRY', 'CLASSICAL', 'JAZZ', and 'FOLK'.

**ITCC'S 25
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ON THE
BILLBOARD
CHARTS**

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- I NEVER LOVED A MAN
THE WAY I LOVE YOU
(Atlantic) ... 44-8139**
Aretha Franklin
- DOCTOR ZHIVAGO
(MGM) ... 13-6**
Soundtrack
- S.R.O. (A&M) ... 51-119**
Herb Alpert & the Tijuana Brass
- GOING PLACES (A&M) ... 51-112**
Herb Alpert & the Tijuana Brass
- WHIPPED CREAM AND
OTHER DELIGHTS (A&M) 51-110**
Herb Alpert & the Tijuana Brass
- COLLECTIONS (Atlantic) 44-8134**
Young Rascals
- EQUINOX (A&M) ... 51-122**
Sergio Mendes & Brasil '66
- WHAT NOW MY LOVE
(A&M) ... 51-114**
Herb Alpert & the Tijuana Brass
- BORN FREE (Kapp) ... 52-3501**
Roger Williams
- BORN FREE (MGM) ... 13-4368**
Soundtrack
- CLAUDINE (A&M) ... 51-121**
Claudine Longet
- THE LONELY BULL
(A&M) ... 51-101**
Herb Alpert & the Tijuana Brass
- SOCK IT TO ME
(New Voice) ... 77-2003**
Mitch Ryder & the Detroit Wheels
- MAN OF LA MANCHA
(Kapp) ... 52-4505**
Soundtrack
- BEST OF THE ANIMALS
(MGM) ... 13-4324**
The Animals
- IN CASE YOU'RE IN LOVE
(Atco) ... 45-33203**
Sonny & Cher
- SOUTH OF THE BORDER
(A&M) ... 51-108**
Herb Alpert & the Tijuana Brass
- ROGER (Kapp) ... 52-3512**
Roger Williams
- SERGIO MENDES (A&M) 51-116**
Brasil '66
- LADY (Kapp) ... 52-3511**
Jack Jones
- HITS OF OUR TIMES
(Dot) ... 15-25790**
Lawrence Welk
- PROJECTIONS
(Verve Folkways) ... 75-3308**
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- THE IMPOSSIBLE DREAM
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Wilson Pickett

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Tape CARtridge

Mercury Is Expanding Cassette Equipment Line With 5 Units

CHICAGO — Mercury Record Corp. Home Entertainment Products Division is greatly expanding its cassette equipment line with the introduction of five new units at the EIA Consumer Electronics show in New York this week.

Mercury is adding to its two previous units a three-pound cordless portable, three home units and the first cassette player/recorder for autos. Mercury has been in the cassette equipment business for 11 months.

All of the new units feature instant loading, two hours of record/playback capability, automatic stop at end of hub, solid state circuitry, capstan drive, record safety button to preclude recording over material and input and output jacks.

The cordless unit, TR8060,

lists at \$69.95. It has five-push-button control, record and playback volume control, viewing window, mike with remote-start-and-stop built in, vu meter and battery level indicator.

Model TR4450, at \$114.95, is a home-oriented unit. It has a pop-up cassette door and is of compact design adaptable for bookshelf or table-top use.

\$129.95 List

A second home model with portable capability, 7200, listing at \$129.95, features two-watt mono record and full stereo playback for use as a tape deck or in conjunction with a second channel amp and speaker (such as phono or TV). It has 12 transistors, two varistor circuitry, separate volume and tone controls, automatic level control

with on/off switch, a speaker on/off switch, two watt power output, 12 volt DC input for use with auto cigaret lighter, vu meter and battery level indicator, mike with remote-start-stop button, retractable carrying handle and pop-up cassette ejector.

Topping the home line is Model TR4500, a stereo record/stereo playback system. Matching speakers are included at the \$159.95 list price. It has four-track compatible record and playback, separate bass, treble, record and playback volume controls, six-inch speakers, two microphones.

The first auto player/recorder, lists at \$119.95. Included is a universal gimbal-type mounting bracket that fits all automobile dashboards or consoles. It will record in mono and play back in stereo. Separate volume, balance and tone controls are included.

GW to Sell Car Radios

LOS ANGELES—GW Electronics, a new firm, will market three car radio models which play through any 4 or 8-track CARtridge system. The firm announced its debut several weeks ago. At a press showing here, Jack Whalen, the firm's president, said the three models are an AM-FM tuner, \$39.95; a police-citizens band unit, \$49.95, and an FM multiplex \$59.95 model. GM's name for its tiny radio is the Auto Tuner, which is manufactured by Standard Radio of Tokyo. The AM-FM unit will be available for delivery in August, the VHF model in November and the FM stereo tuner in January.

GW is presently establishing a network of factory representatives who will sell to distributors. The Auto Tuners carry a 90-day guarantee and returns *(Continued on page 57)*

Detroit Muntz Adds Conveyor Systems

DETROIT—A conveyor belt system for installing stereo CARtridge players is a new feature of the first Muntz Cartridge City retail store, marking its fifth week here last Monday (12).

The four-step conveyor system can install a 4-track player in one car every six minutes, according to Earl Muntz, who was working alongside his newly hired salesgirls here last week. The store was officially opened last week, but had been conducting business on an informal basis for three prior weeks.

Step one on the conveyor, which moves the autos through the installation points, covers the hanging of the unit; step two involves speaker hole cutting; step three wires the speakers, and step four is the tightening of all connections. Six men man the four stations. The company anticipates the speed factor enabling it to lower its production costs. The retail store is selling four 4-track players and a com-

patible 4 and 8. The M30 is being sold for \$39.95, speakers and installation included. The M40 is \$10 higher.

Hired as manager for the operation is Barney Lawrence. His assistant is Neal Wolfson. Twenty persons man the facility in service, installation and music sales. Muntz's 4-track library is being emphasized. The store plans a seven-day, 10 to 10 operation.

For a three-week period, Muntz has purchased spots on Bob Green's show on WKNR, a top 40 station. Future plans call for radio ads on WJR.

Muntz's colorful personality has garnered space in local papers. One paper opened its feature with the lead: "He's back," a reference to familiarity with the Muntz name on television sets. Muntz's current cartridge company is no longer affiliated with the TV company, which is still selling sets in many U. S. cities.

Orfeon Opens 600G Factory in Mexico

• *Continued from page 52*

Present cartridge capacity is 800 units a day of both 4 and 8 track on five Ampex slaves. Plans call for a total of 30 slaves and separate studios for cartridge operations.

Orfeon is also manufacturing its own cartridge player with a tie-in with the Mexican Ford Motor Co. for installation of Orfeon players requested in all new cars assembled in Mexico.

AM 40% Sales Hike

LOS ANGELES — Audio Magnetics has reported a 40 per cent sales increase for Jan. 1 to May 31 over a comparable period last year. The activity covers the Gardens firm's tape manufacturing, its duplicating wing for reels and cartridges and its recently opened Audio/Cassette branch which molds and produces housings.

The company will soon produce its own resin. A substance, developed by Prodex, will make disks with the Orfeon label static-free, while other labels in the economy line will be produced without the additive.

Accounting in the plant is on IBM machines.

A pair of stereo testing rooms have been installed, and the plant will soon utilize two master rooms with Sculey cutters.

A new inventory control system has been put into operation with warehouse facilities on two floors on one side of the new complex.

The Motorola car radio designers are also housed here. Promotion and a&r offices are on the second floor. A roof-garden restaurant for employees is projected.

Orfeon labels include Orfeon, Videovox, Dimsa, Ariel, Maya, Barclay, Tico and Roulette.

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Tape CARtridge

ITCC Hosting Show Visitors

NEW YORK—Larry Finley, president of International Tape Cartridge Corp. (ITCC), and Jim

Gall, executive vice-president, are hosting a four-day open house for dealers and distributors attending the first Consumer Electronics Show next Sunday (25) through Wednesday (28). The open house will be at the ITCC executive offices, which are two blocks east of the Hilton Hotel, where the show is being held.

Gall explained that ITCC's hospitality will include the use of long-distance phones free and a special representative selling theater tickets at regular broker's prices. ITCC has arranged for blocks of tickets for the top Broadway shows to be available at regular broker's prices. Dealers and distributors will be introduced to ITCC's extensive 4 and 8-track tape CARtridges during their visits to the firm's offices.

GW Car Radios

Continued from page 56

will be handled on an over-the-counter exchange basis.

The radio uses the car's existing outside antenna, with an extension wire plugged into a hole in the front of the radio. The unit uses the amplifier circuits of the cartridge player.

GRT 4 & 8 TRACK STEREO CARTRIDGES

*Indicates GRT Cartridges on Billboard Top LP Chart

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- Atlantic****
- Bang
- Bell
- Cadet*
- Checker
- Chess
- Command*
- Crescendo
- Dot*****
- Dunhill***
- Dunwich
- Dynovoice
- Goldwax
- Grand Award
- Hamilton
- Hickory
- Impulse
- Jerden
- King**
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- Monument*
- Moonglow
- Music Guild
- Musicland
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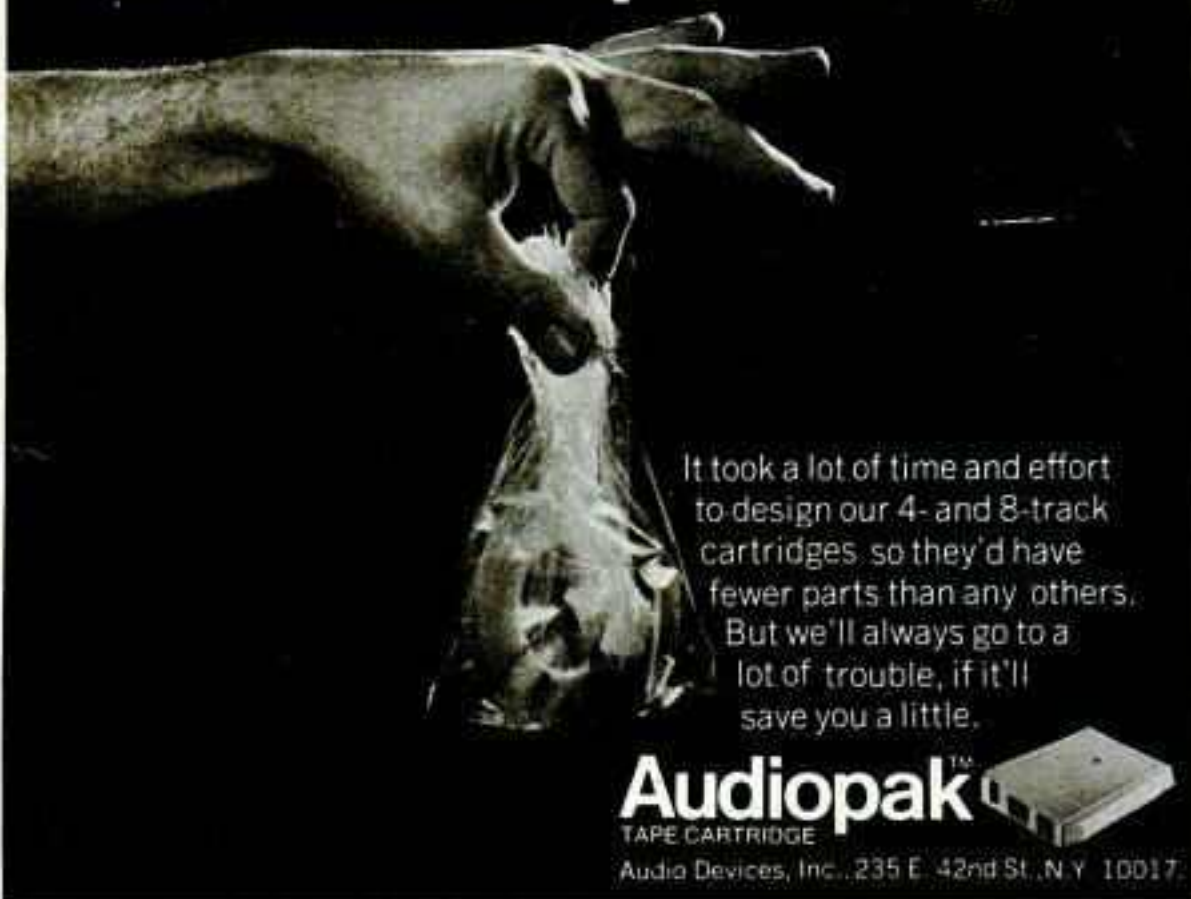
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It took a lot of time and effort to design our 4- and 8-track cartridges so they'd have fewer parts than any others. But we'll always go to a lot of trouble, if it'll save you a little.

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TAPE CARTRIDGE
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American Manufacturers offer for
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TAPE CARTRIDGE PLAYERS**

- Home Units • Car Stereo Units • Car Monaural Units
- Parts for Home & Car Units • Accessory Items
- Monaural Music Cartridges—4 Track

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BOX 111, BILLBOARD

165 W. 46th St., New York City 10036

or visit Booth A-106, Consumer Electronics Show, Americana Hotel, June 25-28

when answering ads . . .

Say You Saw It in Billboard

PlayTape Gets 'Go' Signal For Rights to Cap. Catalog

• Continued from page 1

world. Since the firm first launched two cartridge player models last summer at an MGM Records distributor meeting, it claims to have sold more than a million cartridges. There are now five different player models available and more on the way. All of the units are capable of playing stereo and Stanton plans to bow a stereo cartridge on the market in January.

In September, Stanton will open a domestic factory to produce cartridges and "a new manufacturing technique will enable us to conquer a problem that exists with records—obsolescent product. We'll be able to re-record a new tune on a

cartridge that doesn't sell, the only cost being the price of a new label and a blister wrap."

Stanton now offers the product of MGM/Verve, ABC, United Artists, Warner Bros./Reprise, Motown, A&M, Chess, and Cameo-Parkway and all of their subsidiaries as well as Capitol.

The future of the tape cartridge industry is not a question of how many "tracks," he felt, as it is "function and price." He felt the factors of performance, utility, quality and dollar value would prevail. The PlayTape system comes as close to setting a standard in the tape cartridge field as is possible, he said.

K C Auto Sound's 3d Outlet

WICHITA, Kan.—K. C. Auto Sound opened its third tape CARtridge center last week. Founder Carl Galler opened his first operation in the fall of 1966 in Kansas City, Mo., and within six months expanded to Independence. The outlets feature identical interior and exterior motifs and carry libraries of 5,000-plus 4 and 8-track car-

tridges.

The bulk of sales, Galler said, "are in the 4-track field; however, there is an ever-increasing interest in 8-track product."

The opening of K. C. Auto Sound No. 3 was heralded by promotion on KLEO radio station. Galler said he intends to open similar outlets in several Midwest markets soon.



THE NEW K. C. AUTO SOUND NO. 3, which just opened for business in Wichita, Kan., features three bay doors for quicker installation. As in all stores, the installation-service area is completely divorced from the tape bar and customer lounge areas. Chain operates outlets in Independence, Mo.; Kansas City, and Wichita.

Starday Into Field Via ITCC Pact

NASHVILLE — Starday is entering the tape cartridge field via an exclusive contract with International Tape Cartridge Corp.

The agreement calls for distribution of the current 42 8-track and 4-track cartridges in ITCC's outlets.

Additionally, Starday will reach other markets through its own record distributorship. Sixteen new cartridge releases are scheduled for the mini-tape play pack.

Starday's vice-president, Hal Neeley, said the firm had the largest country catalog for tape cartridge in existence.

Everything sounds better on...

**AMERICAN
CRYSTALINE
RECORDING TAPE**

manufactured by

**GREENTREE
ELECTRONICS**

supplier of
the world's finest
recording tapes
to the record,
music and tape
cartridge industry

**NEW
RELEASES
FROM
MUNTZ
STEREO
PAK!**



NEW RELEASE #19—BILLBOARD, JUNE 24, 1967
FOUR-TRACK CARTRIDGES

QTY.

— 4CJ-694	CAROUSEL—Motion Picture Soundtrack	Capitol
— 4CJ-740	THE KING AND I—Motion Picture Soundtrack	Capitol
— 4CJ-990	THE MUSIC MAN—Original Broadway Cast	Capitol
— 4CL-2555	TENDER LOVING CARE—Nancy Wilson	Capitol
— 4CL-2601	THE BEST OF DEAN MARTIN	Capitol
— 4CL-2665	FRED NEIL	Capitol
— 4CL-2690	HEART, WE DID ALL THAT WE COULD—Jean Shepard	Capitol
— 4CL-2701	A MAN AND A WOMAN—Laurindo Almeida	Capitol
— 4CL-2730	INVITATION TO THE MOVIES—Matt Monro	Capitol
— 10A-566	LE GRAND CHARLES! AZNAVOUR	Monument
— 11B-110	BIG BEN'S BANJO BAND SING ALONG, VOLUME 1	King
— 12Y-251	SONGS WE SANG ON THE ANDY WILLIAMS SHOW—The Osmond Brothers	MGM
— 14B-507	EARL BOSTIC PLAYS SWEET TUNES OF THE FANTASTIC 50's	King
— 14B-508	THE ENCHANTING ORGAN OF BOB KAMES	King
— 14B-510	EARL BOSTIC FOR YOU	King
— 14B-511	DANCE TIME—Earl Bostic	King
— 14B-516	BOB KAMES GOES WESTERN	King
— 25A-139	FIREHOUSE FIVE PLUS TWO AT DISNEYLAND	Good Time Jazz
— 26Y-463	BOSS SOUNDS!—Shelly Manne	Atlantic
— 26A-484	ANDRE PREVIN PLAYS "WEST SIDE STORY" WITH SHELLY MANNE & RED MITCHELL	Contemporary
— 26A-488	SOME LIKE IT HOT—Barney Kessell	Contemporary
— 26A-491	PORTRAIT OF ART FARMER	Contemporary
— 26Y-495	THE OSCAR PETERSON TRIO BURSTING OUT WITH THE ALL-STAR BIG BAND!	
— 29A-139	MORE REAL FOLK BLUES—Howlin' Wolf	Verve
— MC4-61093	SO WHAT'S NEW—Horst Jankowski	Chess
— MC4-61112	ANYWAY . . . ONWARD—Mort Sahl	Mercury
— MC4-61116	SASSY SWINGS AGAIN—Sarah Vaughan	Mercury
— FC4-67554	A GROOVY KIND OF LOVE—The Mindbenders	Fontana
— FC4-67556	WILD THING—The Troggs	Fontana
— PC4-600-220	DUSTY SPRINGFIELD'S GOLDEN HITS	Philips
— PC4-600-222	LOOKIN' BACK—The 4 Seasons	Philips

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WORLD LEADER!**



M-30 Car Stereo
\$39.95



AR-500 Home
Record-Playback
Unit
\$199.95



HW-12
Home 4-Track
& 8-Track
Playback
\$119.95

MUNTZ!
First & Foremost
Name in Car Stereo!

A huge variety of models and prices for cars, homes and boats. Priced for mass market sales including a selection of nearly 100,000 titles of stereo cartridges from the world's largest library. Hot selling Mini-Pak singles from 99 cents.



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Audio Retailing

INSTRUMENT TEACHING

Lessons Bring in Big Sales

The swing to better quality instruments and a greater sophistication among buyers has convinced many dealers that teaching means selling.

Most dealers now handling instruments realize they are no longer selling to an uninformed teen-ager who just wants to make a loud twang on his guitar or a dull pounding thud on a set of drums. The evolution of quality instruments has occurred at the same rapid pace as the evolution of better rock 'n' roll and other pop music.

Through a flood of pop music over recent years, the young people have learned to distinguish good sound and instrumentation from plain ol' noise. A teen-ager now wants to learn how to play and he knows his attempts sound much better on good equipment than "cheap junk." His ear is not only attuned to all of the top brand names, he also is better able to judge the quality of a less known brand.

Many dealers have found that by renting a beginner a quality instrument and giving him lessons, they not only make a bigger sale, they gain a permanent customer who buys accessories and music at one store and spreads the good word and reputation of that dealer.

Norbert Beihoff of Beihoff Music Co., Milwaukee, comments: "The essence of instruments retailing is fine teachers. We have always prided ourselves on the fact that our instructors are carefully screened. Each one has been hired on the strong personal recommendation of another teacher or our staff."

"Musical instrument sales are made largely on the confidence that students gain from the first few lessons they take. The bulk of our students start out with a rented instrument. Once the students are convinced that they are in the hands of a capable teacher the sale of the instrument is simplified."

All well and good, the average dealer may say, but how can an operation like mine afford a staff of teachers? Some dealers are also finding an out to this problem. Maurie Lishon,

(Continued on page 60)



GENE KRUPA draws a big crowd of youngsters to Frank's Drum Shop in Chicago. Owner Maurie Lishon regularly holds musician clinics with such greats as Krupa, Louis Bellson, Roy Knapp, Bobby Rosen-garden and others.

Rock Groups Lead Search For New Instrument Sounds

For the dealer who wants to stay on top of what's happening in the contemporary musical instrument field these days, some good advice is this: Be part electrician, part carpenter and take out a subscription to your city's favorite underground newspaper.

An electrician? How else would you be able to outfit a customer who happens to want an electric violin guitar such as the one Eric Clapton of Britain's hot act, the Cream, plays.

A carpenter? It might be a bit difficult to create that custom dulcimer, such as the one the Rolling Stones' Brian Jones uses, without a little basic knowledge of the trade.

And why the subscription to the East Village Other, Berkeley Barb, Los Angeles Free Press or whatever else they're reading in your town? Because without it you might be at a loss for words when someone asks where he might find an electric banana of the type Oz of Spanky and Our Gang plays.

Tidal Wave of Sound

Yes, today's pop music scene is somewhat engulfed in a frenetic tidal wave of sounds. No longer is the group that strives to be different content with just a couple guitars and a set of drums. Anything goes. And the paradox is that "anything" could cost just a couple of dollars yet give the group a slightly more expensive sound than the original price tag implied.

Take for instance the top-rated Association, who have made the charts with "Along Comes Mary," "Cherish" and "Windy." One of the highlights of their "sound" is a flute-like instrument with a little less than a dozen holes called a recorder. "Heck," remarked the manager of a large Chicago instrument shop, "we sell those things for \$2 and we even throw in a free instruction book to boot."

Stones Use Dulcimer

For the most part, though, if an artist wants something of an unusual nature, he'll pay a little more for it. Let's look at Brian Jones' aforementioned dulcimer, an ancient trapezoidal shaped, wire-stringed instrument. The blonde-haired Stone reportedly paid several hundred dollars to have his custom made. But it was well worth the price judging by some of the haunting melodies the Stones have produced with it.

But to the dealer, the sale of (Continued on page 60)

PEEK PREVIEW

The instrument features printed in this week's audio section represent a preview of the type of articles and coverage which will occur in Billboard's special on musical instruments next week. The special will be aimed at helping record retailers start and stay in the instrument business and will feature what types of instruments are selling, how to stock them, and how to display them.

Music Show Plans Promise Big Event

CHICAGO — Some 15,000 dealers will be here next Sunday (25) for the National Association of Music Merchants' (NAMM) annual show. In addition to manufacturers' displays, they will be able to take advantage of several educational clinics.

The seminars sessions will kick off Sunday, June 25, at 10:30 a.m. in the Conrad Hilton's Grand Ballroom with a session on using NAMM's "Total Selling Service" manual to make up effective ads.

Two sessions will take place Monday at 8 a.m. In the Waldorf Room, top industry figures, including Billboard's publisher Hal Cook, will discuss the phonograph and tape cartridge field. How to sell band instruments will be the subject matter of the session held in the Grand Ballroom, featuring a promotional movie, "Move to Music." Retailers will be able to learn all the rules and regulations behind government wage and hour laws at the Tuesday seminar to be held in the Grand Ballroom at 10:30 a.m.

On Wednesday at 8 a.m., three different seminars will take place. A session on pianos is scheduled for the Grand Ballroom; "The Guitar Today and Tomorrow" will be discussed in the Beverly Room; and a sheet music management clinic will be held in the Waldorf Room.

An "idea center" featuring the latest and best in fixtures and display equipment for dealers will be set up at the main entrance of the exhibition hall at the Music Show.

One of the ideas will be a 30-inch wall section providing display space for six, full-size guitars. A full wall of shelving will illustrate the latest in mass display of home entertainment equipment. Half-vision showcases will show how to dramatize transistorized products. There will be island displays for records and tapes and miscellaneous accessory equipment.

Other aspects of the "idea center:"

A 12-foot all-metal modular wall section, gondolas sections, modular merchandising counters and showcases.

A unique store planning and merchandising service is being made available to dealers. The service correlates the proper display and merchandising equipment to each specific line of merchandise, with special emphasis on proper merchandise arrangements, stock distribution, customer buying habits and patterns and self-service techniques.

Other special ideas for the dealer, such as "finger walls" using floor-to-ceiling systems for creating departmental separators, "auditioning centers," display wings for simulating in-the-home audio set-ups and display backdrop areas.



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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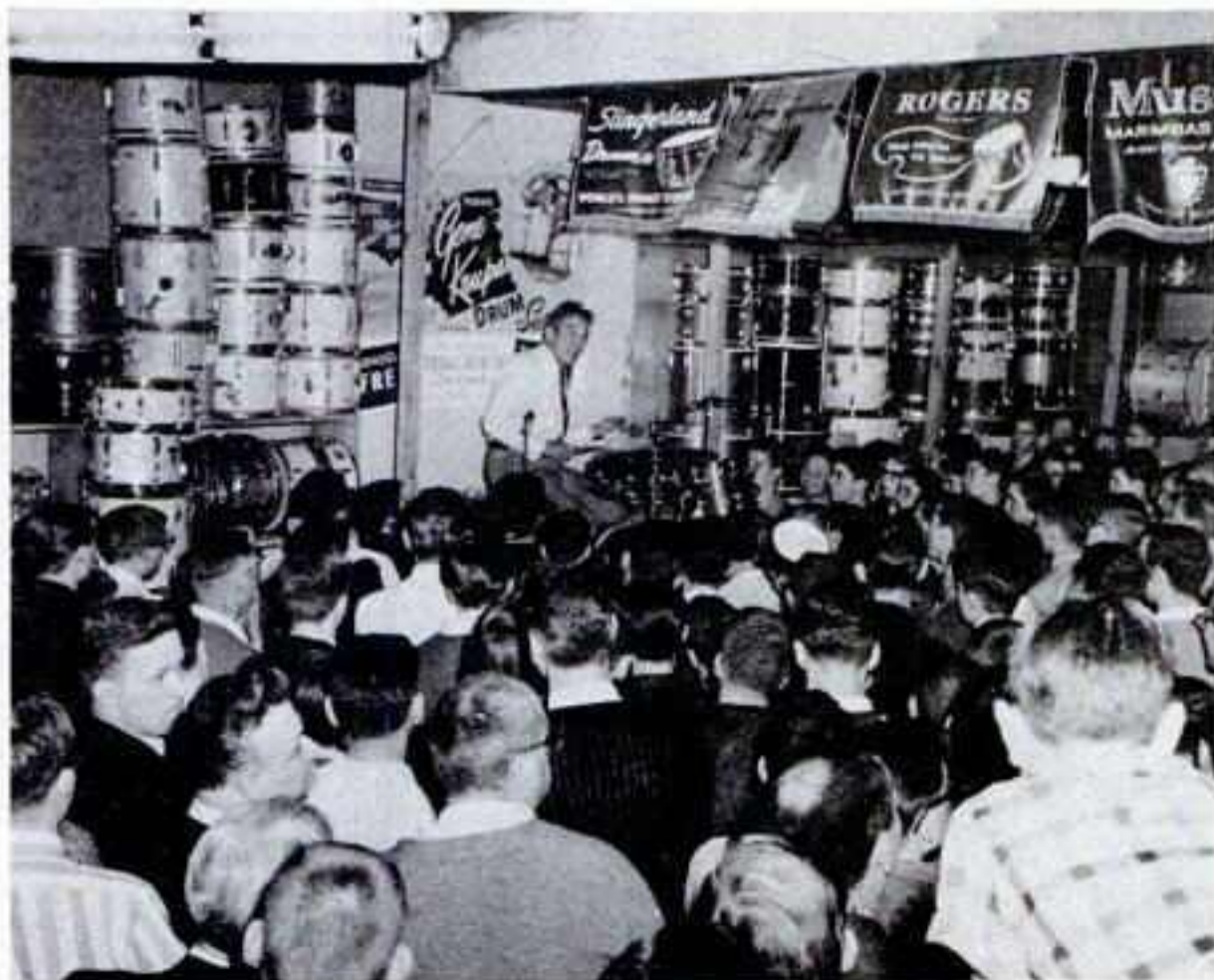
Firms Preview New Products

NEW YORK — Two instrument manufacturers here will be introducing some musical instruments and amplification innovations at the Music Show in Chicago next week.

Merson Musical products will exhibit their Hagstrom 8-string bass and four of the largest amplifiers ever made for electric instruments — the Unicord Monster 1, 2, 3 and 4. Merson will call their display "The Trip Room" and will show 29 new Hagstrom, Unicord and Invox products.

Merson is also inviting all attending the convention to a party at the Cheetah in Chicago where the equipment will be displayed in the psychedelic background of the teen-age nightclub.

M. Hohner, Inc., will have several new items in addition to their harmonica and melodica (Continued on page 60)



DULCIMER ANYONE? Oldtown Folklore Center (Chicago) part owner John Carbo holds the unusual instrument which is hand-made and sells for \$300. No manufacturer makes them.



live
the exultation
and suffering
of bowed strings'
changing moods,
interwoven
better
within...

AMERICAN

Crystal-lined
Tape

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A Division of GREENTREE ELECTRONICS
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Music House Leaves No Promo Stone Unturned

DES MOINES—Seek out a successful musical instrument dealer and you'll find a good promoter. We found one in Des Moines.

Des Moines' largest and most successful instrument retailer is Des Moines Music House, a full-line music store, handling records and a complete line of instruments, from the most popular guitars and drums to the most exotic instruments and hard-to-locate accessories. The firm also stocks a large supply of amplifying equipment, music and instruction materials. It is definitely a one-stop for the musician.

George Wilkinson, store owner, has some unique ideas in promotion and sales. At the front of the sales floor is an oversized bulletin board that incorporates what's called a "Customer Service Board." Wilkinson explained its function as "a place for our customers and groups to put up their cards or pictures and get a little publicity. We've got pictures of groups from all over the country up there." Another section of the bulletin board gives customers a chance to list their names on a roll of professional drummers playing Ludwig drums and another list of professionals using Kustom amplifiers, both franchise lines with the Des Moines Music House.

An extra attraction at the front of the store, near the bulletin board, is a customer lounge, including a candy vander and lounge furniture. Wilkinson is a store owner who goes out of his way to make customers feel at home and a trip to Des Moines Music House on a Saturday afternoon proves his theory works. Des Moines' young set seems very much at home there . . . and very much interested in the complete wall of guitars on display or the center aisle of drum sets and amplifiers. As



GEORGE WILKINSON, owner of Des Moines Music House (right), discusses lessons with Bob Stinson who heads guitar instruction and sales. The store currently has four guitar instructors and one drum teacher and over 300 students.

a matter of fact, we found Saturday afternoon was a great time for business, but a very bad time to squeeze in an interview with the store manager.

Wilkinson wages a constant campaign of direct mail pieces offering a free introductory lesson on either drums or guitar. Newspaper plays an important part in the advertising budget at the Des Moines Music House, with a steady schedule of ads on amplifiers and heavy use of classified ads on used instruments. In addition to this advertising, Des Moines Music House sponsors the Junior Achievement Show on WHO-TV, a Saturday afternoon program of interest to teen-agers. Radio spots are aired on the two top rock stations in the Des Moines area.

New equipment is loaned to local groups for use at teen dances throughout the State and when the equipment goes to the dances, so do at least

Lessons Anyone?

Lessons Bring in Big Sales

• Continued from page 59

owner of Frank's Drum Shop in Chicago, doesn't believe in selling a set of drums to a youngster who doesn't take lessons and show promise of being able to play well. When a teenager comes into Frank's Drum Shop for the first time and wants to buy a set of drums, Lishon has him sit down and play. Lishon is a drummer himself and can quickly tell if the youngster has any talent.

"I don't mess with the lessons myself," Lishon remarked, "I just recommend a customer to a fellow musician in the area who will give him lessons for \$5 a sitting. When the teacher says the youngster can play, then I will sell him a set of drums." The results are bigger sales, more satisfied customers and without extra expense and staff members.

Frank's Drum Shop has the reputation of being the most famous percussion shop in the country. Lishon believes two reasons behind his success is because he only sells quality drums and he only sells to customers who have proved they will have some success with the instrument. "The cheapest set of drums I will sell is between \$350 and \$400," he said. "With the beating a set of drums gets today when kids play rock 'n' roll, a cheap set will not hold up. Only the quality equipment can take that kind of punishment," he added.

Another project that Lishon has found to be both educational and promotional is the monthly top musician clinics he conducts in his store. Such greats as Gene Krupa, Louis Bellson, Roy Knapp, Bobby Rosengarden, and many others have made appearances at Frank's Drum Shop to show interested students how it is done. These musicians get new customers interested in lessons as well as percussion instruments, Lishon commented.

Since he was a musician him-

self, Lishon had an easy time finding teachers. A dealer not so acquainted with the music world would do well to appeal to members of the local orchestra, and inquire at surrounding schools and universities.

Another evidence of the growing importance of lessons can be found in a guitar specialty store located in Chicago—Old Town Folklore. This instrument-record store began as a non-profit banjo-guitar school nine years ago and grew into a thriving retail operation.

John Carbo, part owner and manager of the store, said the school still continues and has grown from nine or 10 students a week to 400. "We began with one good guitar musician," Carbo commented, "and now our teaching staff is primarily made up of former students." Which all goes to prove that once a dealer gets started in lessons, his resource of teachers will continue to grow. As guitar lovers, the teachers will work with only a small courtesy pay.

"We originally rented the store space to sell guitar accessories," Carbo explained. The school brought more and more customers to the store and soon all the major lines of guitars were stocked. As the folk craze brought more recording groups on the scene, the next natural step for Folklore was to sell all the major and minor folk labels.

Folklore only stocks quality guitars and Carbo estimated the average sale is now a \$250 guitar. He attributed this to the fact that guitar players are now more sophisticated. "The craze of the hootenanny educated the people. Many new groups and people came on the scene and the best ones stayed," he said.

Carbo said he sees that folk is beginning to emerge with Western music—"I think Chet Atkins is probably most responsible for this." Chet Atkins is a very skilled instrumentalist, he said, and more students are beginning to show interest in learning his technique.

Rock Groups Begin Search

• Continued from page 59

dulcimers to rock groups is for the most part inconsequential. Unfortunately, although quite naturally, there are very few unusual items that are worth stocking by the dealer. The widespread demand is just not there.

The Yardbirds use an electric bazouki, but how many other acts do; the Devil's Anvil, a new group making some noise, has some fun with Arabic bells, but there's no reason to expect a run on such an item; John Sebastian of the Lovin' Spoonful is quite a harp player, but there's still no need to believe that it will be the "in" thing

with the rock generation. The individual demand is there, but the mass market, for the most part, is not.

Of the instruments that have suddenly cropped up on the rock scene there are several that are making some cash registers ring. The previously mentioned recorder is one. And probably one of the biggest is the sitar, the Indian guitar-like instrument mastered so well by Ravi Shankar. The Beatles' George Harrison uses it, the Stones have played it, and so, too, have the Byrds.

And going even a bit farther, older instruments are being put to a new use. One can look at the case of the older guitar. Like wine, guitars are becoming more popular with age for many guitarists.

Tich, of the British Dave Dee, Dozy, Beaky, Mich and Tich group that recently toured the United States, haggled for more than a half hour in Cleveland with a youngster who wanted to part with a 10-year-old "Les Paul Custom" Gibson guitar. Asked why the interest, he replied, "It's got a sound of its own. All of a sudden it's become a really popular thing. The quality is better than many of the ones made today; it's like an antique, it's only 10 years old."

"When the Hollies came over here they spent their whole tour

looking for this model. Any of the British groups, the Animals or any of them, would give anything for it."

"They're amplifying anything and everything," says Abe Kesh, Mercury Record Corp.'s a&r director in San Francisco. "This group called the Kaleidoscope is using an amplified violin." and echoed Porky Panico, a well-known Chicago trumpeter, amplification is the latest, most interesting development in the brass field. "They're even amplifying trumpets and fluegal horns," he noted.

And that's just what's happening in today's pop world: an explosion of sounds. The Nitty Gritty Dirt Band playing the mandolin . . . the Association and their recorder . . . the Left Banke with the harpsichord . . . the Beatles' effective use of the sitar . . . the Rolling Stones and the dulcimer . . . the Hollies strumming the 6-string banjo . . . the Yardbirds favor with the electric bazouki . . . Spanky and Our Gang's liking for the electric banana (in case you've been wondering, it's a kazoo in banana peel disguise) . . . the Blues Project and their unusual tubon . . . the Devil's Anvil jingling Arabic bells . . . the . . .

So what will be the vogue a year from now . . . or a month . . . or even a week? Who can honestly be sure.

New Products

• Continued from page 59

lines. They will show their Resonation, a piano accordion which incorporates a new concept of tone chamber construction.

In the electronic organ department, Hohner will introduce two "new sound" portables. The Clavinet, a battery-operated, first-of-its-kind is best described as a cross between a clavichord and an electric guitar. The Symphonic 35 is a lightweight organ giving sustained sound on treble or bass or both.

THE RECORD RETAILER AND THE AMPLIFIED INSTRUMENT BOOM

A specially written section for record dealers now selling musical instruments and accessories, and for dealers not currently stocking musical instruments and accessories.

Coming in the July 1 BILLBOARD

Distributed: Monday, June 26.

Special distribution from the BILLBOARD booth during the N.A.M.M. Convention.

A FEW OF THE HIGHLIGHTS

- Why the pop music paraphernalia market is a "natural" for the record dealers.
- How to get into the business—safely.
- What's selling in frets, amps, combo organs, allied instruments and accessories.
- Display, promotion and sales training tips.
- Key dealer case histories.
- Music Show preview—what's new.
- Exclusive catalog of instrument and accessory sources.

AN ADVERTISING SHOWCASE FOR MUSICAL INSTRUMENT AND ACCESSORY MANUFACTURERS AND SUPPLIERS.

Advertising Deadline: June 20, 1967

Contact your nearest BILLBOARD office.

NASHVILLE 110 21st Ave., S. (615) 244-1836	CHICAGO 188 W. Randolph (312) CE 6-9818	HOLLYWOOD 9000 Sunset Blvd. (213) 273-1555	NEW YORK 165 W. 46th St. (212) Plaza 7-2800
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Operating Canada Style—'Expo '67'

By RAY BRACK

CHICAGO—Explosion, 1967!

Coin machine industry growth in Canada is setting a spectacular pace: 20 per cent annually. This week Dominion operators will assemble at Toronto to pool their thoughts on the possibility that the machines might run away from the men.

Management—the manipulation of machines to realize their full merchandising potential—has for some years been a prime concern of the National Automatic Merchandising Assn. in the U. S. And this year the Canadian Automatic Merchandising Assn., in its 14th annual meeting June 21-23, will concern itself with "Men Managing Machines."

Statistics

In total industry context, part of the Canadian growth story is disappointing. For it is vending that is a-building. Music and games are just holding their own, perhaps sagging. These are generalizations based wholly on what equipment import statistics say. Most Canadian jukeboxes, games and vending machines are shipped up from the U. S. And here is the shipment pattern over the past few years:

Music: \$962,767 worth of jukeboxes were imported in 1963; \$877,273 worth in 1965 and \$601,747 worth in 1966.

Games: \$880,530 worth of games were imported in 1963; \$827,769 worth in 1965 and \$525,731 worth in 1966.

Vending: \$1,476,604 worth of vending machines were imported in 1963; \$1,550,000 worth in 1964; \$3,274,387 worth in 1965, and \$3,722,988 worth in 1966.

Two conclusions might be drawn: (1) music and game operators are diversifying into vending and (2) full-line vendors are expanding rapidly.

Such growth is frequently accompanied by acute management problems, but the Canadian industry's biggest problem on convention eve is certainly not of its own doing. Canadian coinage is going non-silver, and the switch could prove costly enough for the industry to greatly inhibit 1968 growth.

Coinage

Because silver is becoming too scarce to use in coins (Canadian coins are 80 per cent silver), the Canadian government announced in December of last year the intention to change the coinage composition to pure nickel. The changeover was to begin in 1968. The Canadian industry was abruptly faced with wholesale coin mechanism changeover. The Canadian Automatic Merchandising Assn. appealed to the government for some form of compensation or financial assistance for conversion. And the U. S. coin mechanism firms began developing a means of accepting both silver and nickel coins, for both types will be in circulation for a long time after conversion.

It is not known at this time whether or not National Rejectors and Coin Acceptors have solved the problem of dual acceptance, but CAMA executive secretary Vernon Land is optimistic. "We're hopeful that sufficiently sophisticated systems will come on the market," he told Billboard. Should the technical problem not be solved, coin machine chaos would result from a flood of spurious coins into the cashboxes.

Stockpiling

And, suddenly, the problem became immediate. In May the U. S. government announced it would confine the sale of silver to domestic users in the U. S. The Canadian government then announced that it would begin stockpiling 10 and 25-cent pieces made of pure nickel and circulate them when needed. They could begin circulating late this year.

At the same time the government announced: "... our plans concerning the target date for the issue of nickel coins will take into account the special requirements of the automatic vending machine industry. Since the new nickel coinage will circulate side by side with the existing silver coinage for some years, it is desirable that

(Continued on page 68)



To Honor Lou Casola

SPRINGFIELD, Ill. — Lou Casola, president of the Illinois Coin Operators Association and a long-time industry leader, will be given a testimonial dinner here July 15 at 7:30 p.m. at the Holiday Inn East on the eve of the association's two-day meeting.

Heading the honorary dinner committee is Francis Roper, Midwest Distributing Co., 212 N. Madison Street, Rockford, Ill. 61103. Tickets are \$10 each. Checks should be made out in care of either Roper or Midwest Distributing and mailed to the firm no later than July 10.

Fred Granger, executive vice-president of the Music Operators of America, will be the master of ceremonies. A reception hour will open the two-day affair at 6:30 p.m.

LOU CASOLA, president of the Illinois Coin Machine Operators Association.

JUNE 24, 1967, BILLBOARD

New Tax Troubles France

\$360 Per Unit Could Be Levied

By MIKE HENNESSEY

PARIS—A drastic reduction in the number of coin machines operating in France—possibly as much as 25 per cent—and even more marked reduction in the number of pinball game and jukebox operators—perhaps as much as 50 per cent—were forecast by distributor Serge Lievoux as a result of new tax measures to be introduced by the French government on Jan. 1, 1968.

Lievoux, whose company is exclusive distributor in France for Seeburg, predicted that the new tax system would put many operators out of business.

At present the government levies a tax of 8.5 per cent on gross jukebox and pinball revenues. In addition, there is a fixed annual tax payable to the municipality. This varies according to the population of the town, and also according to the attitude which the local authority has toward coin games. For a town of more than 50,000 inhabitants, the annual tax per machine is calculated on a fixed base of \$24. Local authorities are empowered to levy any multiples of this sum from 1 to 10. Paris demands five times \$24 or \$120. Lyons, on the other hand, which has a disapproving attitude toward coin games operates the maximum multiple of 10 and collects \$240 a year per machine.

\$120 Annually

From Jan. 1 next year, however, the tax per machine is to be fixed at \$120 a year, and local authorities will be able to levy any multiple of this sum from 1 to 4. The expectation is that the tax in Paris will be \$120 multiplied by three or \$360 a year, and this tax will have to be paid in full as soon as the machine is installed. The full year's tax will have to be paid even if the machine is installed in the last month of the year. The government's share of the tax—8.5 per cent—will be collected from the annual levy. The reason for the change is suspicion by the government that operators were not declaring their full revenue from coin machines.

Said Lievoux, "We will not be seriously affected because we have always declared our full coin machine income. But

(Continued on page 69)



RECORDS FOR LEUKEMIA PATIENTS were recently donated by Singer One-Stop, Chicago, to the Leukemia Society of Chicago. The records will be used to provide entertainment for patients. Burt Shimanovsky, right, executive director of the Society, is seen here expressing thanks to Singer owner Fred Sipiara and sales assistant Nancy Jablonski.

Ill. Flipper Threat Removed for 2 Years

SPRINGFIELD, Ill. — Although an industry-backed bill permitting the operation of amusement pinball machines but prohibit gambling devices was defeated floor of the Illinois House of Representatives last week, the industry still won a victory. There will be no new legislation affecting amusement pinball games until 1969 session.

All the operators apparently did not do their homework," said Lou Casola, president of the Illinois Coin Machine Operators Association. "With just a little more effort we could have had the seven votes needed to win. Now we need to get busy right away because we know the opposition will be back in two years.

"Our bill was actually a defensive measure. If we hadn't had it the Legislature would have passed H.B. 699 or S.B. 376 (identical measures to outlaw all forms of pinball games, amusement types as well as in-line bingo machines). It's a shame we couldn't get our bill passed, but at least we're back where we started this spring."

Long Struggle

The ICMA and industry forces, led mainly by Rufus King, Washington, attorney for D. Gottlieb and Williams Man-

ufacturing Co., were embattled for months against opposition led largely by Charles Siragusa, director of the Illinois Crime Investigations Commission.

ICIC forces had engineered a whole package of bills, including S.B. 376 and H.B. 688 and another measure (H.B. 691) that would outlaw the manufacturing of pinball-type machines. All three were defeated as the industry bill, H.B. 2410, went to the House.

The earliest action centered upon S.B. 376, which was passed overwhelmingly in the Senate. Up until this point King, and most of the manufacturers concerned, were hopeful that an amendment could be added that would have spelled out (in the language of the Eastland amendment to the Johnson Act) the distinction between amusement flipper pinball games and in-line bingos.

No Compromise

"I had talked with Siragusa on a number of occasions," King said recently, "and told him he needed a winner and this issue had been a thorn in the back of Illinois for 15 years. I said he could take the ball and run down the middle of the field with the band playing."

(Continued on page 62)

New Rejectors for Canada

ST. LOUIS—U. S. coin machine technology has come to the rescue of the Canadian coin machine industry.

Coin Acceptors disclosed to Billboard last week that it has perfected a slug rejection mechanism capable of handling both the new Canadian all-nickel coins—due to start into circulation late this year — and the Dominion's present 80 per cent silver coinage. The Coinco unit will also handle the new U. S. clad coins and old silver coins.

This week, National Rejectors is expected to announce perfection of its own unit for solving the Canadian coin problem.

The Canadian government

announced last year that due to an acute silver shortage it would convert to all-nickel 5, 10 and 25-cent pieces. Introduction date is 1968. The Canadian industry was forced to face the reality of converting 450,000 machines to accept the new coinage. However, there was some question as to whether or not the slug rejector makers could produce a mechanism sophisticated enough—in compact size—to accept the old and new coinage without opening the cash box to a lot of spurious coins.

The problem was made more acute when the Canadian government, in the wake of a

tightening of U. S. silver sales last month, announced it was commencing the production of nickel coins and would begin circulating them late in 1967.

Coinco export division manager Joe Lotspeich Jr., said that his firm's new electro/mechanical mechanism will meet the Canadian challenge and will be in delivery by October. He did not disclose price. The first model, a three-coin unit, will be manufactured at Coin Acceptor's Toronto plant. Other Canadian models will be made available.

"This will be a completely new concept and design," Lotspeich said.

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MORRIE ALLISON, and his brother Dick, are managers of Draco Sales Co.'s new Salt Lake City, Utah, branch. Wurlitzer regional sales manager Gary Sinclair is in the center here.

**SCCOA Meeting
Set July 29-30**

MYRTLE BEACH, S. C.—Hal J. Shinn, president of the South Carolina Coin Operators Association, said last week that possible confusion may exist on the date of the next meeting here. It is July 29-30 at the Ocean Forest Hotel.

**Ill. Flipper Threat
Removed for 2 Years**

• Continued from page 61

When King realized that S.B. 376 could not be amended, as it passed with Senate approval over the House, the ICMOA was invited to participate and immediately the association hired James Winning, a well-known local attorney here, and began an extensive grass-roots campaign aimed at contacting legislators.

H.B. 2410 was drafted by King and Rep. George Burditt (R., LaGrange), and became the opposition bill to S.B. 376 and its House companion measure, H.B. 688. Burditt added a crucial amendment to H.B. 2410 that preserved the "home rule" and spelled out that the bill did not circumvent any existing local law.

A series of House Judiciary Committee hearings ensued and on four separate occasions the industry brought into the hearing rooms an in-line bingo game and an amusement flipper-type

pinball machine which King used to demonstrate the not too subtle differences.

Additionally, King obtained a statement from U. S. Assistant Attorney General Fred M. Vinson Jr. which spelled out how the federal government readily distinguishes between in-line bingo games and amusement pinball machines. King told the lawmakers that 40 States now distinguish between gambling and non-gambling types of pinball machines.

Large groups of Illinois coin machine businessmen together with the owners of locations where amusement pinball machines were installed began contacting representatives and appearing at the hearings.

Partial Victory

A highlight of the long battle occurred May 17 during a near all-night session which saw H.B. 691, the ICIC measure to outlaw the manufacturing of pinball-type machines, unanimously defeated by a sub-committee. Siragusa stalked from the hearing, declaring, "I'll be back next time to fight you again. I may even come out in favor of the bingos and go after you amusement pinball people."

The same session sent the industry-backed measure and the companion opposition bills (S.B. 376/H.B. 688) out for full Judiciary Committee action, where only H.B. 2410 survived.

Industry opponents then subsequently attempted to amend H.B. 2410 on the House floor only to be soundly defeated (Billboard, June 17). A number of representatives described coin machine businessmen in their districts as "good, upstanding citizens," during the debate.

Rep. Zeke Giorgi, one of several sponsors of the industry bill, as action finally unfolded in the House, said that the efforts of the ICMOA and industry segments had apparently been successful in educating lawmakers on the controversial issue.

Ironic Note

An ironic aspect of this education came to light this week when H.B. 103 was reported to be near passage, according to Winning and Casola. This ICIC-backed measure has been quietly going through the Legislature machinery without opposition from ICMOA.

"We weren't concerned with this bill (H.B. 103) because it is only directed against gambling machines," said Casola. "It provides that the tavern's license will be taken away if a machine requiring the \$250 federal gambling stamp is operated on the premises."

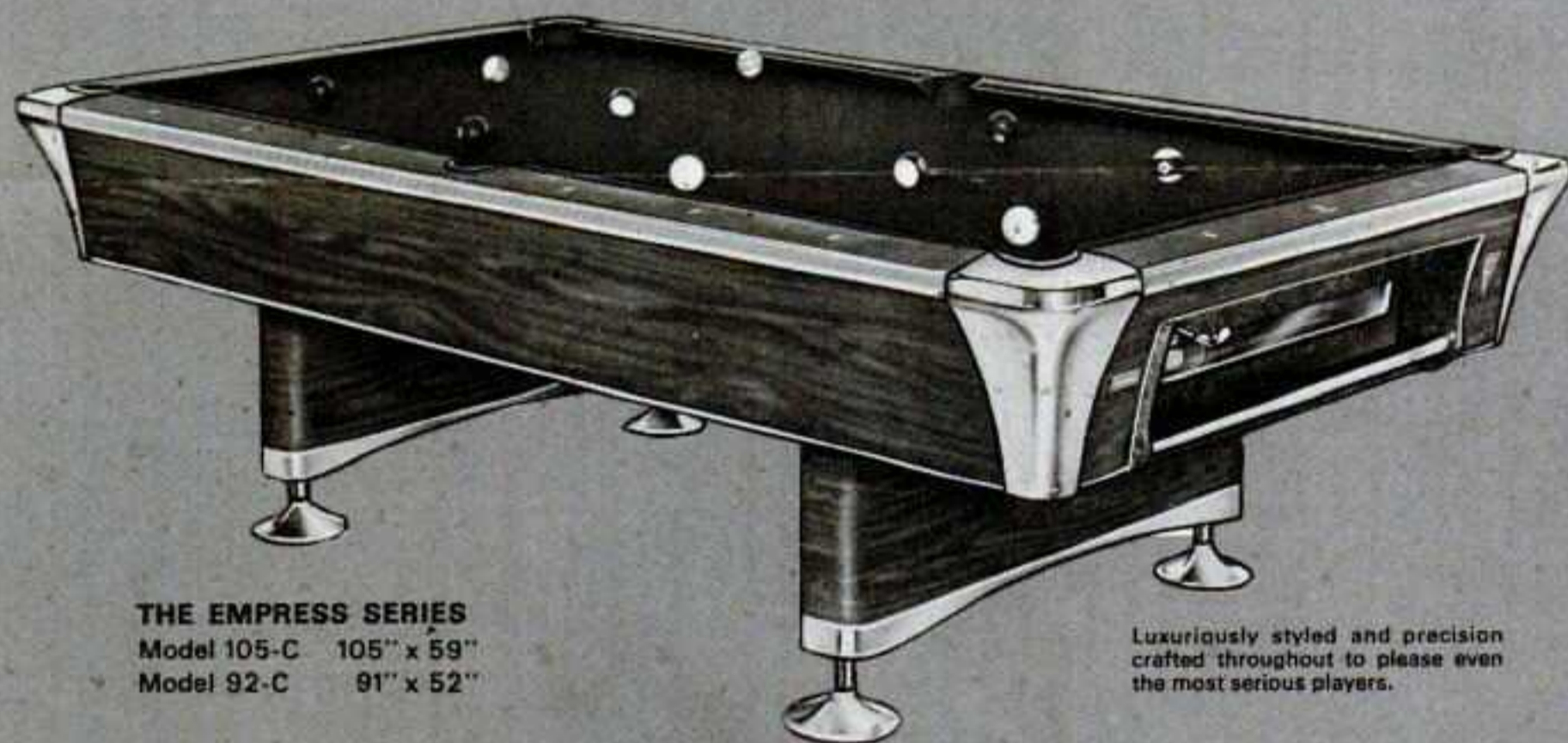
Several operators remarked, that the same Legislature that at first considered the blanket-ban bills because lawmakers complained of not being able to "distinguish between gambling and amusement machines" was now passing a law that relies on the federal government's identification of gambling games!

Tax Issue

Another measure opposed by ICMOA appears to be in trouble. This is H.B. 1331, which would broaden the tax base and make operators of coin-operated equipment subject to a gross receipts tax of 4 per cent.

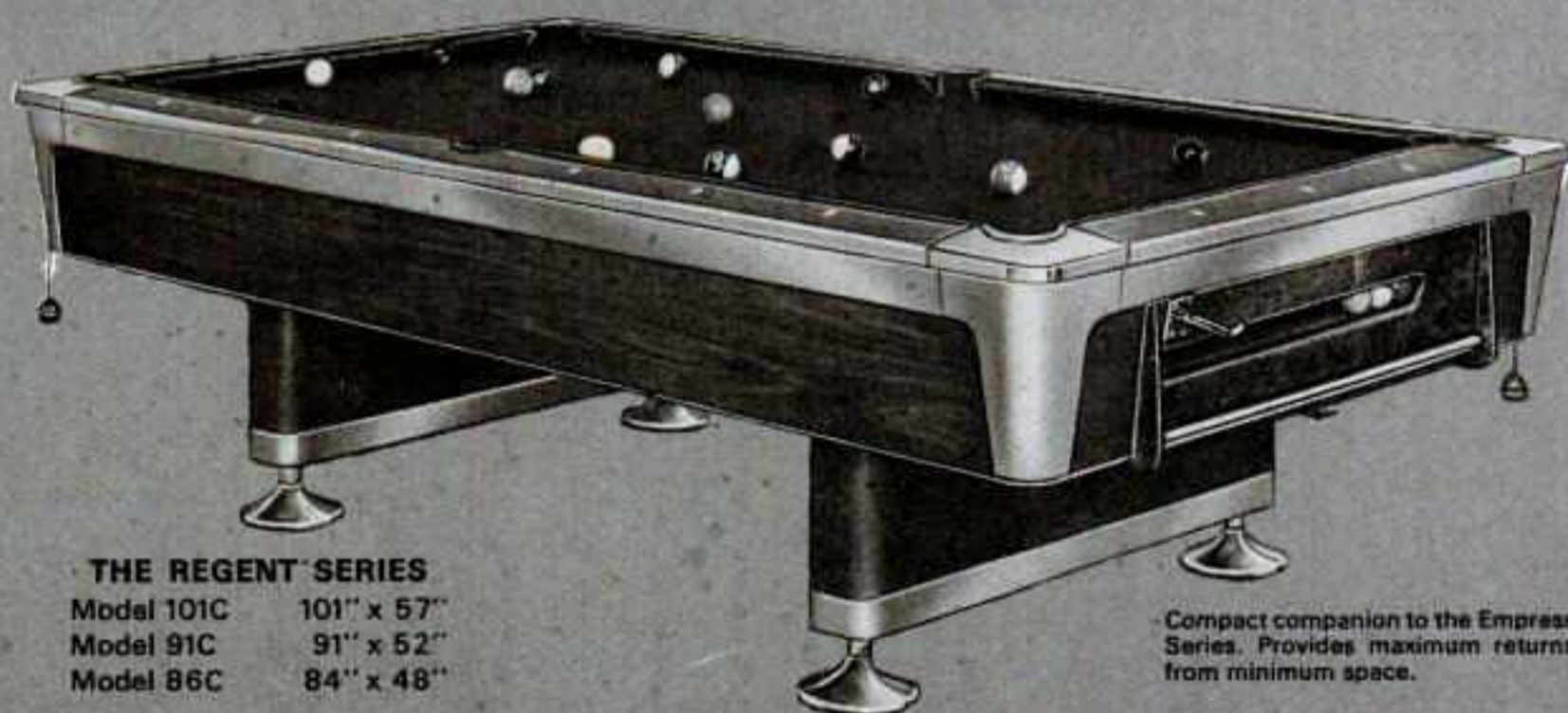
"This tax bill is in severe trouble," said Winning. "It looks like they'll broaden the present sales tax rather than go with (H.B.) 1313."

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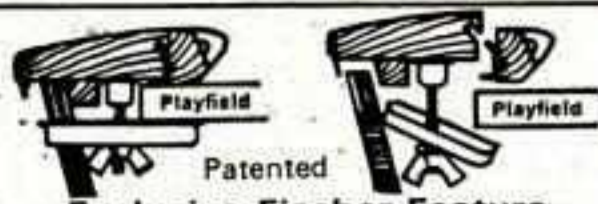


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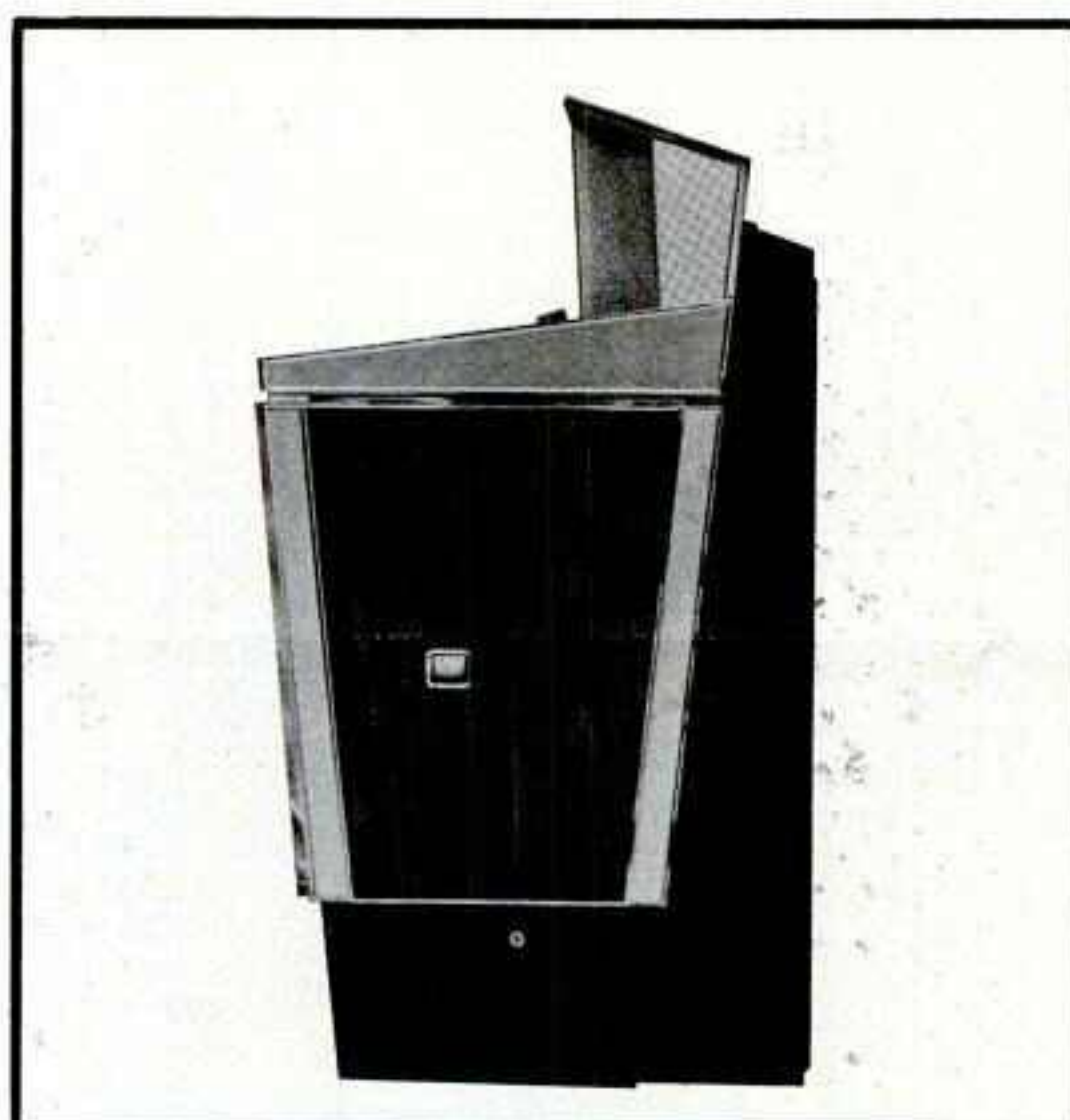
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Vending News

N. C. Lawmakers Caught 'Red-Handed,' Give Bulk Operators 1c Exemptions

By LAMAR GUNTER

RALEIGH, N. C. — Nearly every member of the 1967 State General Assembly has been caught "red-handed" and the Carolina Bulk Vendors Association is responsible.

The vendors aren't responsible for catching them, but for causing them to be "red-handed." It was all a part of President Lee Smith's ploy to win friends for a sales tax exemption on 1-cent machines. And the plan worked, for the law was passed.

The vendors passed out little bags of red pistachio nuts to senators, representatives, secretaries, bill clerks, wives and practically everyone else around the legislative building.

And practically everyone had red-stained fingers from the nuts.

In a page one article one newspaperman referred to the pistachio ploy as "the most successful, most loved lobby around."

The bill exempts 1-cent vending machines from the sales tax

(3 per cent at retail). It is a small bill that means a lot to the machine operators, but has virtually no effect on the State's revenues.

But, because of the pistachios, it is probably better known than all except the most controversial measures around.

"Now that he's got the bill passed, the nuts might dry up," said Rep. George Clark of New Hanover, as he expressed the fear common around the Legislature.

Mecklenburg Rep. Arthur Jones and some others had warned darkly that the bill might be in danger on the floor—in an effort to keep the supply of nuts flowing.

Others talked of postponing action on the bill until the last minute to insure that Smith and partner Jack Thompson wouldn't depart with the salty little goodies until the end of the session.

The highly effective lobbying by Smith, Thompson and the other vendors also drew humorous comment from at least two broadcasters, but more important to the vendors, it got favorable action. The Senate passed the bill, not because of the pistachios, but because it believed the case made by the vendors who say it is unfair to impose a tax they have no way of collecting when the tax is intended to be one on consumers.

The House followed suit.

Actually the "Pistachio Bill" has nothing to do with pistachio nuts. It is an amendment to the State sales tax law exempting 1-cent vending machines from the 3 per cent sales tax.

Before the law was passed, operators of 1-cent vending machines had to pay the State's 3 per cent sales tax even though they had no way of collecting the tax from the consumers who purchased gum from the machines.

Smith, Thompson, and about a dozen other operators staged a smooth, highly effective campaign to convince the legislators of the unfairness of the situation.

"We never asked anyone for his vote," said Smith. "We'd just give him a sack of pistachio nuts or gum, a brief on why we

felt the law was unfair and leave it at that."

From March until passage last Friday Smith was in Raleigh almost as much as the legislators were. At various times he was joined by about a dozen other operators representing vending machines sponsored by Lions Clubs, Civitans, the Exchange Club, the Retarded Children's Association and the American Legion.

"We found out more than 50 per cent of the legislators belonged to one or more of these organizations," said Smith.

The amount of money involved was only a drop in the bucket of total State revenues, but the \$30,000 plus was of much importance to the operators.

The bill was introduced first in the Senate by Senators Ed Kemp of High Point, L. P. McLendon of Forsyth, Albert J. Ellis of Onslow and Frank Penn of Rockingham County. It got the number Senate Bill 170 and that was to set up a coincidence that came later.

In the House, the bill was co-authored by Rep. James Vogler of Smith's home county of Mecklenburg and Rep. Emmett W. Burden of Bertie County. It was floor managed by Rep. Sneed High, a former State commissioner of revenue whose voice was effective in the bill's behalf.

The vending machine operators had built up a lot of good will with their pistachio nuts and personal contact.

Their lobbying was so effective the bill passed without a dissenting vote in either house and so was recorded as having received 170 votes, the total number of members of both houses and the number of the bill introduced first to get the law changed.

Smith isn't going to cut off the supply of pistachio nuts just because the bill has been passed.

"I plan to go up their the last week of the session and pass out some more pistachio nuts so the withdrawal symptoms of the pistachio addicts won't be too painful," Smith said.

San Antonio Center Vending

MESQUITE, Tex. — C. Bert Davis of Mesquite will provide vending machines in the city's new Hillcrest and Florence community centers under a new concession lease agreement. Davis will install three machines at each center.



... the world over while learning a profitable trade in the new modern Navy... See your local Navy recruiter—now.



LEE SMITH, president of the Southeastern Bulk Vending Association (center), greets Irwin Nable, Schoenbach Co., Brooklyn, president of the National Vendors Association (left), and Vincent Schiro, who with his father Nicholas operate Schiro Vending Supply, New Orleans. The scene was during a recent SBVA meeting in Charlotte, N. C.

Discuss Big Detroit Merger

DETROIT—The Davison Investment Club, the only functioning association of coin machine operators in the Motor City area during the past few years, is considering plans for a merger which would transform it into a large operating firm. Serious discussion of the project took place at a recent meeting in the offices of Moss Music Co.

"We feel that the only future we have as small business people is to merge," said Harry Riche, president of the Club and a longtime partner in Moss Music Co. "With a larger organization, we will have larger buying power. We will be able to have salesmen on the road. There are very few small businessmen left in this industry. If we merge, we can show a route of close to 1,000 individual stops, and this could develop into a very large organization."

The Club has functioned for some time as a typical investment club. It has also gone extensively into making loans, chiefly to operators, and is considering going into real estate.

It is an organization of eight operating firms, with consider-

able co-operative spirit. Most of the members are in favor of the program for a merger that would pool their individual businesses into a single large firm.

The Club is now actively in the market for routes, Riche said. A half dozen individual routes of various sizes are now known to be on the market in the territory.

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Coming Events

July 15-16—Illinois Coin Machine Operators Association, summer meeting, Holiday Inn East, Springfield.

July 22—Montana Music Operators Association, West Yellowstone, Mont., site to be announced.

July 29-30—South Carolina Coin Operators Association, Ocean Forest Hotel, Myrtle Beach.

Aug. 1—Missouri Coin Machine Council, site to be announced, Kansas City.

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

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, site to be announced.

Sept. 30-Oct. 1—South Dakota Music & Vending Association, Pierre.

Oct. 19-21—Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.

Oct. 27-29—Music Operators of America, 17th annual convention and trade show, Pick Congress Hotel, Chicago.

Vending News Digest

NCA to Produce Three Films

CHICAGO—Following the success achieved with a film that has been viewed by eight million people, the National Confectioners Association's public relations committee has approved a plan to produce three new five-minute films. The short films will be titled "How to Relieve Tension With a Candy Break," "How to Drive Safely and Fight Fatigue by Eating Candy" and "How to Lose Weight by Eating Candy." Wilding, Inc., here will do the scenario work. Distribution will be aimed at community groups, TV stations, motion picture theaters and schools.

Marlboro's 100's in Big Push

NEW YORK—Philip Morris, whose Benson & Hedges 100 brand is generally credited with having created the longer length cigaret "boom," introduced Marlboro 100's during the latest price hike on cigaarets and at the same time offered a \$15 per case trade allowance to push the new jumbo size. Heavy advertising beginning in late June is also planned.

Five Vice-Presidents for NCA

CHICAGO — Five vice-presidents were elected during the recent annual convention of the National Confectioners Association. They are Theodore R. Spangler, president, Spangler Candy Co., Bryan, Ohio; Russell D. Albers, president, MacFarlane's Candies of Southern California, Inc., Los Angeles; Charles V. Lipps, president, Curtiss Candy Co., Div. of Standard Brands, Inc., Chicago; Fred Sealy, president, Johnson-Fluker Co., Atlanta; Richard H. Hardesty Jr., president, Hardesty Candy Co., Richmond, Va.

April Cigaret Taxes Were Up

RICHMOND, Va.—A 4.8 per cent increase in cigaret taxes was recorded during April when 1,894,425,000 packages were taxed as compared with 1,807,957,000 during April last year. The 10-month cumulative figure for 49 States and the District of Columbia also showed a comparative increase of 2.2 per cent.

Ebbers to New Canteen Post

CHICAGO—Todd A. Ebbers, a veteran of over 27 years with Canteen Corp. and formerly president of Nationwide Food Services which merged with Canteen Corp. in 1960, has been relected to the new post of senior vice-president, Canteen Corp.

NCA Increases Service Projects

CHICAGO—An educational and scientific foundation will be formed by the National Confectioners Association. NCA is already conducting a marketing seminar; a yearly three-week candy making course at the University of Wisconsin; co-sponsoring a research program at UCLA. A major three-year research study covering all bacteriological aspects of candy and chocolate production and a new public relations program is also planned.

Tenn. Cigaret Tax Is Hailed

MEMPHIS—Wolf Lebovitz, secretary of Southern Amusement Co., said that the new added taxes on cigaarets in Tennessee was "a godsend." Most operators raised immediately to 40 cents per pack after the new tax went into effect, making vending machine businessmen subject to a 2 1/2-cent-a-pack gross receipts tax instead of the 3 per cent State sales tax. Drew Canale, a State Senator and prominent cigaret operator here, was one of the tax bill's sponsors.

NAMA Publications to Libraries

CHICAGO—The National Automatic Merchandising Association is making four of its publications available to 925 universities, college and public libraries. The publications are "A Concise History of Vending in the U.S.A.," "Blue Book of Automatic Merchandising," "Vending Review," and a statistical review of the industry.

Hutchinson Is Expanding

ATLANTA—H. B. Hutchinson Co. will invest about \$225,000 in a new building and the land on which it sits and in doing so expands its present facilities to serve bulk vending by 3 1/2 times.

H. B. Hutchinson signed a contract with Rogers Construction Co. this week to build the building.

"I hope to have it ready to open in time for my birthday Dec. 7," Hutchinson said.

The 31,000-square-foot facility will be located at 1234 Zonolite Road NE, on the edge of an attractive residential area and only a couple of miles from Hutchinson's home.

The new building will contain about 2,700 square feet of office space, about 2,800 square feet of sales area designed for self-service supermarket style, and the remainder will be warehouse space. The warehouse area will have 16 feet clearance under the ceilings.

The building will be of masonry construction and will be air conditioned throughout.

"We will have a whole trailer load of ball gum in the sales room," said Hutchinson. In addition the sales area will provide display for a complete line of machines, charms and other products.

"We'll have clerks to help customers, but sales area will be arranged for self-service," he said.

The facility will have a loading dock to accommodate four trucks at a time and there is a

rail siding available for use if needed.

Hutchinson has been in the vending business for about 20 years and is a vice-president of the National Vendors Association. His company carries a full line of equipment and products for bulk vending and operates primarily in Georgia and surrounding States.

MANDELL GUARANTEED USED MACHINES

Table listing machine models and prices, including N.W. Model 60, N.W. Deluxe, N.W. 10-Col. 1c Tab Gum Mach., Atlas 1c & 5c 100 Ct. Ball Gum, and Acorn 8 lb. Globe.

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U. S. Distributor to the Vending Trade. Packed 250 to a bag (Capsuled) including front display. Instructions for preparation \$35.00 and use included in each capsule. Price \$35.00 per capsule. Inventory moving fast—Place your order immediately, or contact your local distributor.

New Products

Eppy Charms, Inc., has three new charm items. Eppy has produced luminous bulbs selling at \$7.50 per 1,000, and gold-metalized horse heads going for same price. Both items come with four plastic displays. Third is a 5-cent vend capsule, Strong Man Hercules, which go for \$20 per 1,000. Eppy is located at 163 Denton Avenue, Lynbrook, N. Y., and telephone is 516-LY 3-2800.

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International News Reports

Rally in Full Production

NICE—Since the launching of the Rally Girl "Fliptronic" game on Oct. 20, Rally factories in France have been working at full capacity.

Rally reports that the impact of the new machine has been so great that orders are coming in at the rate of hundreds a month instead of tens.

For policy reasons Rally will not disclose sales figures, but the company has recently switched their new factory at Embrun in the Hautes-Alpes

over to production of nothing but Fliptronic machines.

Five Plants

The Rally Girl flipper game is of uncluttered design and it incorporates several innovations, including a lift-up playfield for easy maintenance.

The company claims that machines already in use are yielding up to 2½ times as much as the ordinary flipper game.

Glover Joins Monroe Staff

DAYTON—John Glover has been added to the sales force of Monroe Coin Machine Exchange, Inc., headquartered in Cleveland. Glover, with over 28 years experience in the industry, will work out of the branch office here.

Film Machines Star at Paris Show

PARIS—The Paris Coin Machine Fair, held as part of the Foire de Paris in the Exhibition Park, Porte de Versailles, attracted an all-time low of nine exhibitors during its run from May 13 to 28.

The Coin Fair, however, undoubtedly benefited from being grouped in the Salon des Loisirs (the Leisure Activities Section) where it was exposed to a bigger public than was the case last year when it had a section to itself.

Star of this year's show was the new Cinecolor film projection machine which has been developed by the Cinematic section of the Societe Francaise de Radio et Television, which is affiliated to the Thomson-Houston-Hotchkiss-Brandt group.

The most important feature of Cinecolor is that it uses Kodak

Super 8 film, which reduces the cost of supplying film by 60 per cent compared with machines using 16mm films.

Color

The Cinecolor, which sells for \$2,000, has a two-tone laminated cabinet with stainless steel trim and projects color films onto a 25½-inch screen. It is 6 feet 10 inches high by 31 inches wide and 30 inches deep. The picture is said to show up well, even in bright light. The projection bulb has a life of 1,500 hours, equivalent to 30,000 selections.

The two-track magnetic pickup head has a life of 1,000 hours (20,000 selections) and the high fidelity amplifier has an output of 25 watts (French).

Pre-selection of 30 color films is by an electronic coil memory system and the National Rejec-

tor coin mechanism can be adapted to handle coins for all world markets.

The Cinecolor provides an additional source of revenue for operators through filmed commercials which automatically follow each selection.

70 Titles

Cinematic director Roger Dauchy told Billboard that a library of 70 titles is currently available on Super 8 film and this will be increased to 250 as 16mm films in stock are converted to Super 8. Films set for release in June and July include such artists as Adamo, Mireille Mathieu, Gilbert Beaud, Sonny and Cher, Eddy Mitchell, Richard Anthony, Johnny Hallyday, Sylvie Vartan and Sandie Shaw.

The Cinecolor will be launched on the French market next month and the company is set to produce five new films a month. Starting with an initial production of 1,000 machines, Cinematic expects to be producing 300 a month by September.

More companies are reportedly becoming interested in Cinecolor as an advertising medium. There is no commercial television in France, and companies like Simca Automobiles, Renault, Air France, the French State tobacco corporation and La Slavia beer have films available for showing on Cinecolor.

The new Super 8 films sell (Continued on page 70)

You'll Laugh All the Way to the Bank...

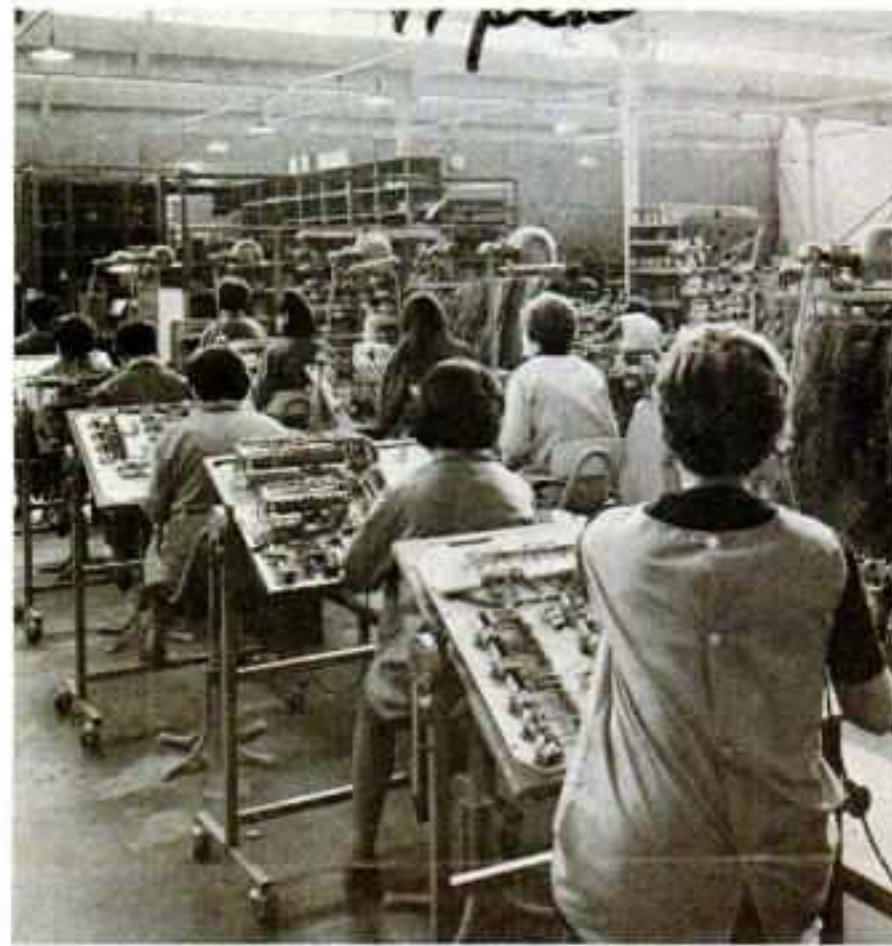


with the profits from the only 2-in-1 audio-visual machine that combines jukebox & movies in a single unit. Try it before you buy it.

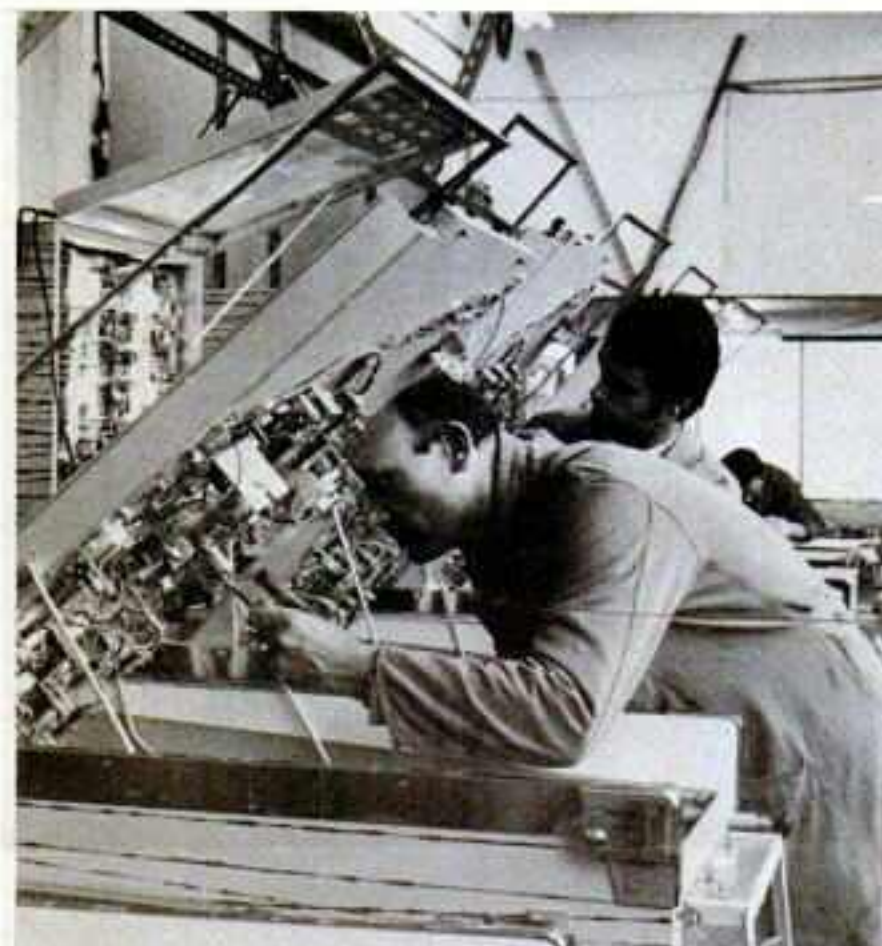
Exclusive Rowe AMI Distributor
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DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) Center 2-2900



WIRING LINE at the new Rally plant at Embrun, Hautes-Alpes, France.



FINAL PLAYFIELD ADJUSTMENTS are made on the Rally Girl flipper game at Rally's plant at Nice.

electric scoreboard
FOR SHUFFLEBOARDS
Natural Finish Hardwood Cabinet

- Two-faced
- Fits any shuffleboard
- Scores 15-21 and/or 50 points
- Large metal coin box holds \$500 in dimes
- Coin-operated
- 10c 1 player or 10c 2 player by simple plug switchover
- Aluminum button scoring blocks
- Chrome tube supports

Also Available Sidemount Scoreboard, 15-21 Pts., \$249.50

IMMEDIATE DELIVERY . . . **\$169.50**

Terms: 1/3 Dep., Bal. C.O.D. or S.D.

MARVEL MANUFACTURING CO.
2845 W. Fullerton Ave., Chicago 47, Ill.
Phone: DI 2-2424

Unique Console Unit Launched by Seeburg

Continued from page 3

to control play and programming.

Said corporate vice-president William F. Adair, "Until now the listener goes to his record cabinet, pulls out various records, looks them over to select a program, removes the jackets, stacks them on the spindle, turns

on the phonograph at the source and listens. When he is through, he goes through the process in reverse." This, said Adair, bores people, cuts phonograph record play and sales. The listener never touches a record. He selects music by consulting a handy directory, programs it by dialing tunes electronically through the memory system. Or he can hear all tunes in sequence simply by pushing a button. The memory system will remember selections for hours, or weeks—or until they are played. Programs can be cleared, however, simply by pushing a button.

The tape player may be heard in one part of a home while the record program is played in another part of the home.

Adair said Seeburg will launch a national advertising and dealer co-operation campaign in the fall after the unit has been displayed at a series of trade shows.

Seeburg entered the musical instrument and electronics fields in the early '60's, first acquiring the Kinsman Manufacturing Co. of Laconia, N. H., makers of organs. Seeburg has established distribution for its organ line and will presumably utilize it for its home electronics products.



ACES HIGH! JUPITER

the money making sound of music!

Swiss precision engineering, smart Parisian styling, with rich mono-stereo system. Lower in cost, making it the most important breakthrough in price in years.

- 3 models, 80, 100, or 120, available.
- Finger-tip accessibility to all parts.
- Durable. Simplicity of design means less servicing, higher net profit.
- Over 35,000 Jupiters now in economical, trouble-free operation.
- True, rich sound means increased play.
- Priced to save, built to last, designed to catch eyes and coins.

A FEW CHOICE DISTRIBUTORSHIPS ARE STILL AVAILABLE IN THE U.S., CANADA, AND THE CARIBBEAN.

JUPITER Sales of America
Division of Taran Enterprises Inc.
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Miami, Florida 33142
(305) 635-2531

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TYPE OF BUSINESS _____

BILLBOARD READERS

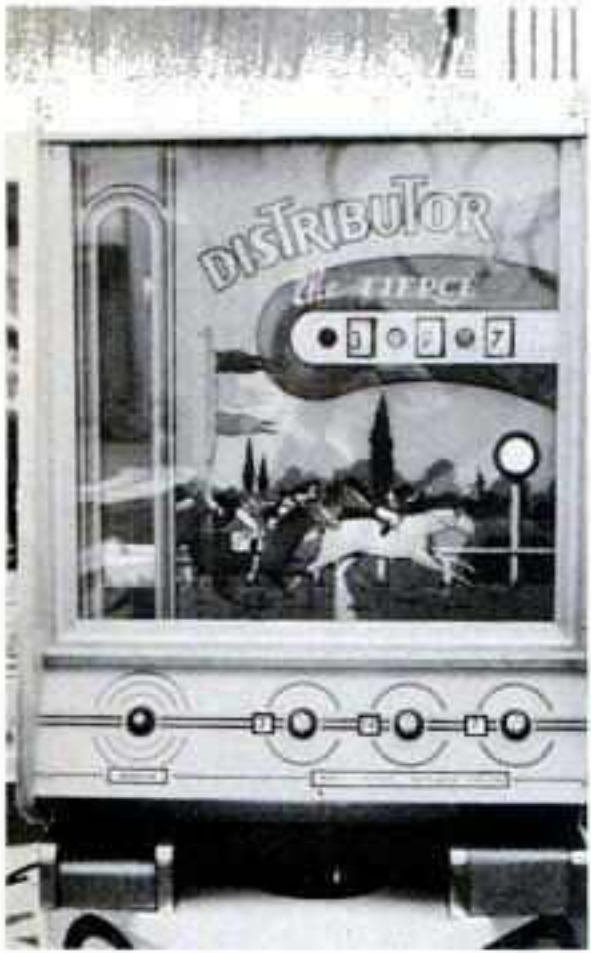
get the news when it's news . . . each and every week of the year.

Every issue is packed with profit-making ideas for operators of jukeboxes, audio-video machines, amusement games, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, etc.; plus comprehensive coverage of music and music playback equipment.

NEW SUBSCRIBERS

The 1967 Int'l Coin Directory will be included at no extra cost; providing subscription is received by June 30, 1967.

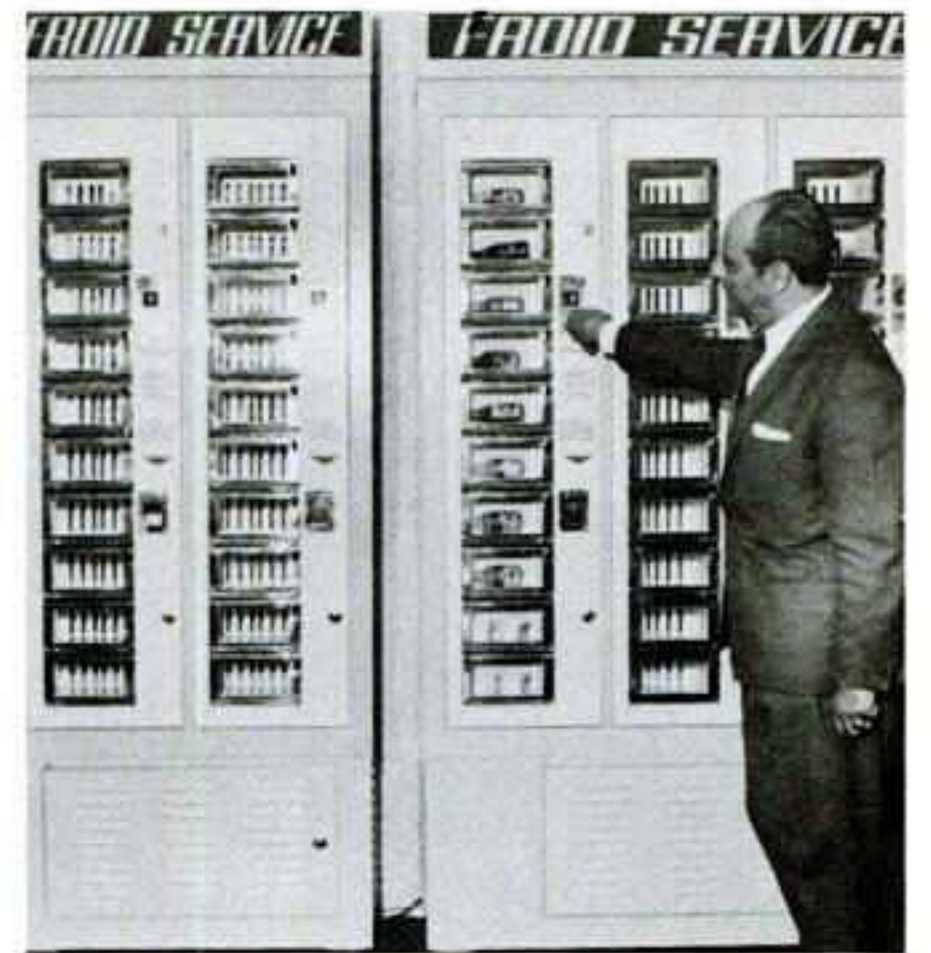
Pictures From the Paris Exposition



THE BUSSOZ EXHIBIT featured this automatic distributor game, the Tierce.



YOUTHS GRANTED ENTRY to the Paris Coin Machine Exposition gave all games the acid test. This is at the Bussoz booth.



ANDRE DADOUN, commercial director of D.E.M., was particularly proud of his new line of cold merchandise venders.



D.E.M.'s VENDING DISPLAY shouted "self service" in several languages.



TEST-YOUR-GRIP machine is put to the test by Raymond Leger.



THIS MISS is demonstrating a new, coin-operated, battery-driven game called BabyKart at the Bussoz exhibit.



FILM MACHINES appeared at the Paris exposition again. This is the Cinecolor machine by Cinematic, and company director Roger Dauchy is standing by.



FOOTBALL DERBY games manufactured by Rene Pierre. And that's Rene in the picture.



THE DIVERSIFIED LINE OF Comptoir European Automatique.



LOEWEN AUTOMATEN showed this film jukebox, the Colosonique, at the Paris show.



HARTING JUKEBOXES were shown at Paris Exposition by the firm's exclusive distributors, Ets. V. Salmon, S.A.



THE NEW BROADWAY JUKEBOX and the new flipper games from Rally—Rally Girl and West Club—featured at Emaphone booth.



SCOPITONE machines were brought to the Paris show by Comptoir European Automatique.

Big League Performance—Big Time Profits!



CHICAGO COIN'S 2-PLAYER
**BULLSEYE
BASEBALL**

NEW BULLSEYE FEATURE
Adjustable Bullseye, for Greater Skill.

"CANCEL-OUT" FEATURE

NEW "POP-UP" RAMP
Pops Up During Game, Retracts after Each Out. Increases Chances for High Score!

REALISTIC! PITCHER CONTROL
CURVE
STRAIGHT BALL
SLIDER

HOME RUN RAMPS
★ Star Target Hit Is Adjustable For Extra Runs or Cancel Out.

New Improved Chrome Steel Door and Trim



ALSO IN PRODUCTION **VEGAS • BEATNIKS • WILD WEST • FESTIVAL**

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Coin Machine News

Operating Canada Style—'Expo '67'

• Continued from page 61

automatic vending machines should be able to accept both silver and nickel coins of the same face value. It is our hope, therefore, that we will be able to relate the introduction of nickel coins to the installation of new coin selector devices.

Interim

The CAMA says 450,000 machines must be converted. To cushion the change, the association is suggesting to the government that some kind of interim coinage involving less than the present 80 per cent coinage content be introduced and that the nickel coins, when they come, be introduced in one region at a time to stretch out the conversion period.

The coinage topic will be much discussed at Toronto this week. A special report will be presented Friday morning.

Other highlights of the convention program:

"Manpower Workshop" conducted by Prof. A. M. Kruger, University of Chicago, 10 a.m., Thursday, June 22; address by William S. Gouled, marketing director of the Macke Co., "Magic Money Makers," 12:45 p.m., Thursday, June 22; "Merchandising Decision-Making Seminar," conducted by Donald A. Young, managing director, Harbridge House Canada, 2:30 p.m., Thursday, June 22; "Money Management Workshop" conducted by Gordon Riehl, 9:30 a.m. Friday, June 23; "Machine Workshop," moderated by Jay Moyer, 10:30 a.m. Friday, June 23.

Southern Music

Of course, "machine management" is nothing new in Canada. One of the finer exponents of modern coin machine management is J. R. Johnson, owner of Southern Music, Ltd., Calgary. He is a master at merchandising music.

Johnson made trade headlines internationally four years ago when he introduced picture title strips. That's right, pictures of artists on title strips. And the strips are in two colors.

Johnson wasn't content to just put on special title strips and hope they helped. Because he keeps elaborate records on plays of every disk on every box, Johnson was able to determine almost to the penny what the pictures meant. They meant almost 25 per cent more plays.

Johnson has also had excellent results with other types of title strip merchandising. The institution of "all-time-favorite" title strips increased play in that category 50 per cent!

Wading

"With the kind of phonographs they are giving us now," Johnson said, "People take a look and are frightened away by that vast array of title strips. We want to be sure that they don't have to wade through all that music they're not interested in to find what they want."

Group headings such as "Polka Hit Parade" or "Teen Hits" are printed right on the title strips. And he has "Flash-Back" and special seasonal strips.

Johnson never puts an unadorned title strip on a jukebox.

And the music merchandising goes beyond the box. Johnson makes available to locations his "Musical Menu." This printed card highlights new releases and tells something about the tune and the artist. Quantities of request cards are made available to all locations without fail as well.

Test

Johnson buys records on the basis of test locations. He services these locations weekly with six to eight new releases selected from the Billboard Hot 100 and radio station charts. Popularity meter readings are judiciously watched and the leading records go on the complete 30-machine route.

Southern operates over a 1,000 square mile area, and station playlists are gathered from the entire region. An average of two records per box are changed weekly.

"Our commission top is 40 per cent," Johnson said. "Once, when in danger of losing a location, we took our revenue records to the manager and showed him that our special programming can boost traffic 35 to 40 per cent in a transient location. We did not lose that stop."

He added, "After all, the businessman does not bank percentages, he banks dollars."

There are some fine machine-management lessons to be learned from operators north of the border. Watch for our special Canadian industry report in Billboard July 8.

Shaffer Names Marvin Jacobs

DETROIT — The appointment of Marvin Jacobs as assistant to branch manager Robert Martin of Shaffer Distributing Co. has been announced. Jacobs is well known in the industry. During World War II he regularly conducted a column in Billboard on machine repair problems encountered during that period of critical material and labor shortages.

He has been in Detroit for the past 16 years, first as service manager for Miller-Newmark Distributing Co., and later as service technician for Union Coin Machine Service Co.

In his post, Jacobs will handle sales and service for Shaffer, which is the distributor for Rowe-AMI phonograph and

full line vending equipment in this area.

Shaffer Distributing also announced two steps to provide additional service to operators:

1. Concentration on acquainting operators with the benefits of the five-day expense-paid service schools available to them at the Rowe-AMI factories for service personnel and operators. The music school is located at Grand Rapids, Mich., while the vending school is at Whippany, N. J.

2. Beginning this week, the Detroit offices and salesroom will remain open until 9:30 on Wednesday evenings, during the summer months, to make these facilities more conveniently available to operators.

REGULAR OR NOVELTY MODELS

- 25 Shots Minimum — 35 Shots Maximum.
- Swinging Star Target That Spins When Hit.
- Traveling Bear Turns Around When Hit.
- 5 Disappearing Animal Targets.
- Black Light With Glowing Targets & Scenery In Depth.
- Time Feature — Adjustable.
- Beat This Score Feature.

• Standard Chute — 10c
• Kiddie Platform — Optional Extra

Williams ELECTRONICS, INC.
3401 NORTH CALIFORNIA AVENUE • CHICAGO, ILLINOIS 60618
CABLE ADDRESS WILCOIN CHICAGO
AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

SIZE
24 1/2" Wide
35 1/2" Deep
69" High
318 lbs. Crated Wt.

New Tax Troubles France

• Continued from page 61

those operators who have been paying the 8.5 per cent tax on a much lower figure than they actually collected will find themselves in trouble. There are many who simply won't be able to afford to pay out \$360 on each machine."

Meanwhile, operators in France are pressing the government to allow payment of the new tax in installments.

Operating costs have always been high in France where the SACEM (Societe des Auteurs, Compositeurs et Editeurs de Musique) collects \$2 million a year from jukeboxes. It is estimated that SACEM collects about \$20 a month from every jukebox in France and there are between 25,000 to 30,000 machines.

Commissions

"In addition," said Lievoux, "some operators are paying exaggerated commissions to cafe

Ohio Bill to Curb Thefts

COLUMBUS, Ohio — Possible tightening of the State's laws prohibiting forced entry into the coin receptacle boxes of coin machines, telephones and parking meters may result if a bill introduced in the House here becomes law. The measure is H.B. 656 introduced by a delegate from Franklin County.

owners. We only pay 10 per cent after deducting SACEM and tax payments."

Lievoux has between 50-60 per cent of the import market in jukeboxes for France. Imported jukeboxes account for about 25 per cent of the total number operating here and of these about 4,000 are Seeburg machines. Lievoux said that the Consolette had been a shot-in-the-arm for the jukebox business and without this development the business outlook would have been very gloomy indeed. He estimated that the running cost of a jukebox in terms of providing records, servicing, depreciation, taxes and SACEM royalties amounted to between \$70-\$80 a month.

"But we can survive," he said, "because we have good machines, good locations and we offer one selection for 50 centimes (10 cents) and three selections for 1 franc (20 cents). Some operators are offering up to six selections for 1 franc. This is ridiculous."

Lievoux then gave a break-

down of the average monthly income—calculated over a 12-month period—from the various Seeburg installations.

Mustang in a small location: \$100.

Hiway with 4 consolettes: \$275.

Console: \$165.

Console with 3 consolettes: \$260.

Lievoux also has 20 pinball machines each of which yields an average of \$155 a month.

One factor which has kept the company buoyant at a time when the coin machine outlook has never been grimmer is the excellent programming of jukeboxes based on 20 key machines throughout Paris which are metered to record the records played. From these records Lievoux compiles his own hit parade which conditions future programming. In addition Seeburg benefits from a daily one-hour program "Jukebox" in which requests from the public are played over Europe No. 1 on a Seeburg jukebox located in a mobile radio studio.

Reconditioned SPECIALS Guaranteed

PIN BALLS	BOWLERS	ARCADE
BALLY		
3-IN-LINE, 4-PI. \$210	DISCOTEK, 2-PI. \$310	
BUS STOP, 2-PI. 265	50/50, 2-PI. 305	
GRAND TOUR 200	MAGIC CIRCLE 270	
HARVEST 225	SHEBA, 2-PI. 275	
MAD WORLD, 2-PI. 225	TRIO 295	
2-IN-1, 2-PI. 245	GOLD RUSH 325	
BULL FIGHT 250	WILD WHEELS, 2-PI. 340	
CHICAGO COIN		
BIG HIT \$125		
ALL STAR BASEBALL 175		
BIG LEAGUE 325		
TV BASEBALL 410		
HULA HULA 395		

SPECIAL!
MIDWAY MYSTERY SCORE
\$225

Write for complete 1967 Catalog of Phonographs, Vending and Games.
Established 1934

ATLAS MUSIC COMPANY

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**GIVE...so more will live
HEART FUND**

LITTLE DRUMMER BOY
HARRY SIMONS
O HOLY NIGHT

CLARINET POLKA
MAX ERIC TRIO
COUCOU - WALTZ

FLASH-back
SIDE 1
NORTH TO ALASKA
SIDE 2
MANSION YOU STOLE
JOHNNY HORTON

THE ROSE OF TRALEE
ALL TIME FAVORITES
BING CROSBY
IRISH EYES SMILING

TEEN HITS
PSYCHOTIC REACTION
COUNT FIVE
THEY'RE GONNA GET YOU



A Gottlieb
FLIPPER
SKILL GAME

Gottlieb's New 4-Player HI-SCORE

New illuminated score-card holder.



Hi-Score spinner scores up to 2000 points with suspenseful action.

2 holes and 4 bottom rollovers light to activate spinner.

4 bulls-eye targets and 2 side rollovers build up values of spinner holes.

4 reel scoring vastly expands player-appeal.

Star hole in spinner scores "shoot again" feature.

Delivered with triple-chute combinations.

New electric auto-ball lift speeds play.

Location-tested and proven for long-time earning power.

Spinner hole values indicated in all new eye-catching light-box glass.

1927 1967

That Extra Touch of Quality and ORIGINALITY

our motto for 40 years—There's No Substitute for QUALITY

D. Gottlieb & Co.

1140 N. Kostner Ave., Chicago, Ill. 60651

PROMOTIONAL TITLE STRIPS utilized by Southern Music, Ltd., Calgary, Alta., Canada.

Film Machines Star at Paris Show

• *Continued from page 66*

at \$5.60, compared with the average \$16 for a 16mm film and Dauchy expects to be able to get the price down to \$5 as demand increases.

Cinematic plans to put the

new machine on show at the Music Operators of America convention in the U.S.A. this fall.

Also on show at the stand of the Comptoir European Automatique was the "Colorsonique" combined film projector and

jukebox which has a selection of 24 color films and 130 records. This machine is made by the German firm Loewen Automaten and sells at \$2,000.

The C.E.A. stand also featured the Festival 130 Stereo magic jukebox, the Consul

model in wood with a ceramic-lined lid and the Big Strike wall bowling game.

Emaphone exhibited its Broadway jukebox with 112 selections and the new Rally Girl "fliptronic" games.

Bussoz, agent in France for Bally and Williams and exclusive agents for Wurlitzer, showed the Wurlitzer Ameri-

cana and the Williams bowling machine.

New in this exhibit was the Tierce automatic distributor which combines a game enabling the customer to get a free quantity of peanuts if he wins. The game consists in pre-selecting three numbers. If those numbers come up after the coin is inserted, the customers win.

New, too, was the Baby Kart, a coin-operated, battery-driven mini-car made by Elettrogiochi of Casellina, Italy, which travels at four miles an hour.

Ets V. Salmon S.A., distributor of Harting and Gottlieb, showed the Harting M.100K jukebox and the M.100W wall box.

Stella, one of the leading French manufacturers of football games — 60,000 sold in France — showed its range of football machines and a new strength-testing machine. Also exhibiting football games was Rene Pierre of Ranchot in the Jura.

Exhibiting outside the Salon des Loisirs, in the Food Section of the Foire de Paris, was D.E.M., the biggest manufacturer of automatic distributors in France.

D.E.M., which sells to Spain, the Benelux countries, Austria and Germany and has now broken into the Italian market where it is selling 100 machines a week, showed its one-column, two-column and three-column refrigerated food distributors and its range of six cigaret dispensers.

Blast off to bigger profits with

Bally **STANDARD Model**
ADD-A-BALL Model
ROCKET III



2 targets close
FLIPPER ZIPPER

BONUS BUILD-UP
with game to game
CARRY-OVER
appeal

ball churned into
wild scoring action
by
ROTARY FLIPPER

E-Z OPEN FREE-BALL GATE

24 WAYS TO SCORE
all alive with
action

New
MOTORIZED TRIP RELAY BANK

Worthy successor to ROCKET I, ROCKET II of the fabulous Thirties, ROCKET III in either Replay or Add-A-Ball Model is the fastest money-maker in years. Get new ROCKET III today.

See your distributor or write **BALLY MANUFACTURING COMPANY • 2640 BELMONT AVENUE, CHICAGO 18, ILLINOIS, 60618, U. S. A.**

Coinmen In The News

NEW HAMPSHIRE

Daniel E. Ford, president of C. C. Industrial Vending Co. and Coca-Cola Bottling Co., both of Laconia, N. H., was recently elected to the board of directors of the Lakesport National Bank. . . . The Manchester Music Co. donated a portable television set as a prize for the New Hampshire Spelling Bee recently. . . . New catering facilities, including vending machines, have been installed at the Bishop Bradley High School in Manchester.

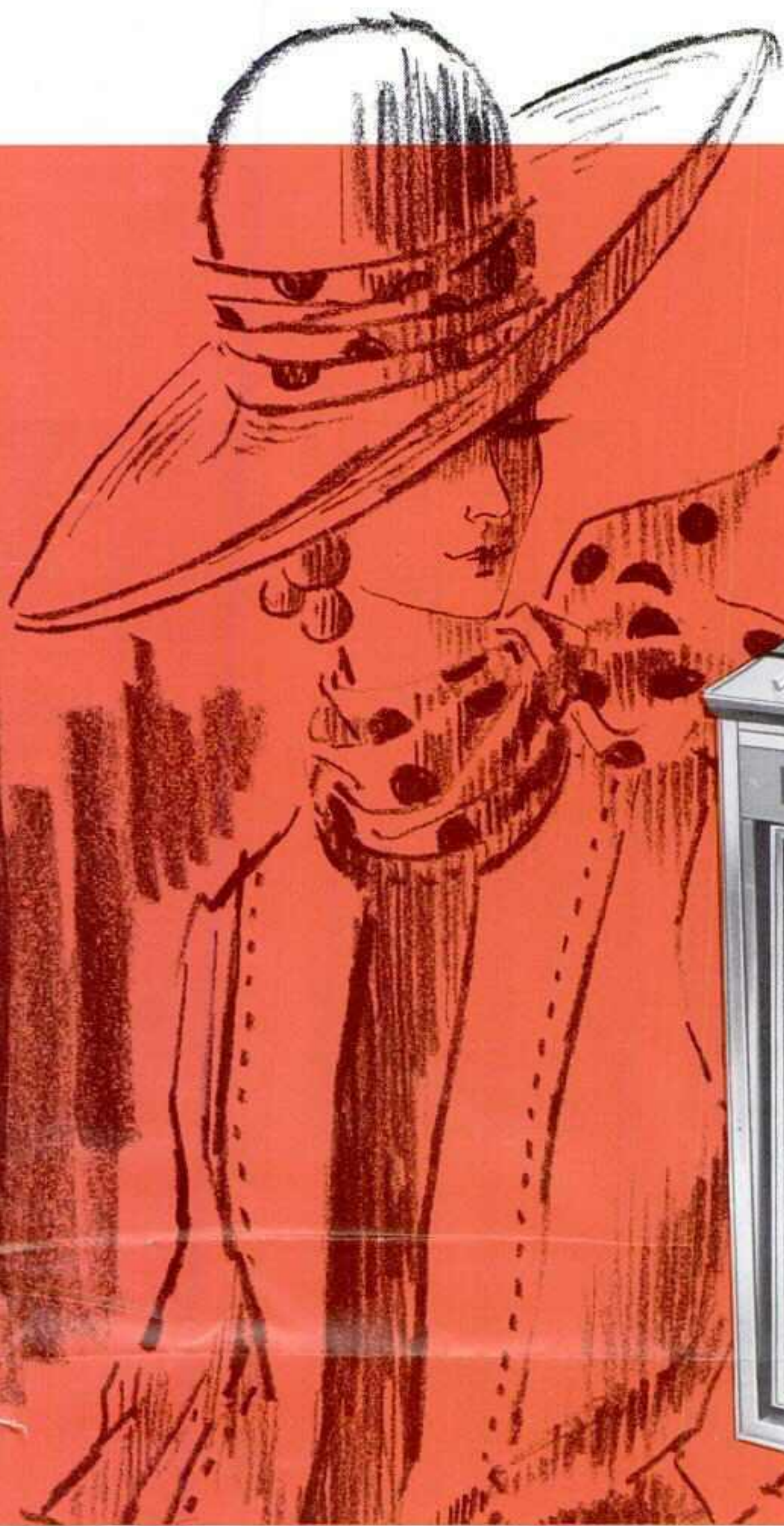
The House of Representatives approved a tax bill that will place a 5 per cent tax on rooms and meals at hotels and restaurants. . . . A tax raise on cigarettes from 4½ cents to 6½ cents was signed into law by Gov. John W. King recently. . . . A bill that would have imposed a \$10-per-machine franchise tax on vending machines and a \$1 operating fee was defeated in the House of Representatives. . . . The Senate has given final approval to an amended version of the Sunday liquor sales bill that would allow beverage sales up until 1 a.m.

GUY LANGLEY

Draco Sales in Salt Lake City

SALT LAKE CITY—Draco Sales Co. has established a branch office here at 2638 South State Street under the management of Morris (Morrie) Allison and his brother, Richard (Dick). Dick was with Freeco Vending Service in the San Francisco Bay area and Morrie was with D&J Music & Vending, also in the Bay region. Morrie has been in the industry over 20 years.

The branch here will handle Wurlitzer jukeboxes, All-Tech pool tables, Chicago Coin and Midway amusement games. Remodeled showrooms, offices and a service area have been completed.



Unusual elegance for unusual locations!

Rock-Ola's new compact sensation puts 160 selections into a dream-styled cabinet of unusual beauty. Unmatched full dimension stereo-monaural high fidelity sound with reliable Rock-Ola 33 $\frac{1}{3}$ and 45 RPM record intermix.

Now, the new look of excellence in a high performance phonograph for hard-to-fit locations. Just 33 $\frac{1}{2}$ " wide. Rock-Ola's new GP 160 brings all of their big sound and engineering perfection to an elegant compact cabinet. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

MODEL 500 PHONETTE WALLBOX. Individual listening pleasure. 160 selections. Personal volume controls. Programs of 33 $\frac{1}{3}$ and/or 45 RPM records. Stereo or monaural. 50¢ coin chute optional. Model 501 with 100 selections.

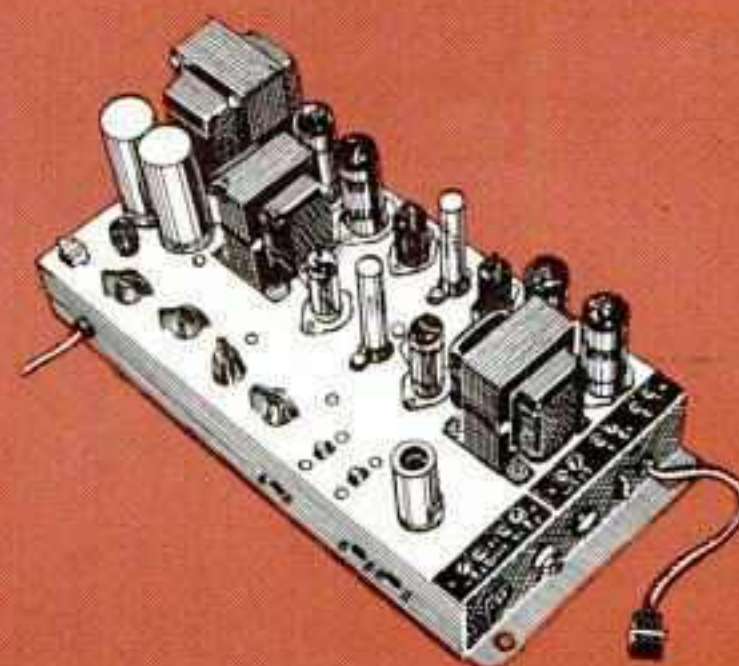
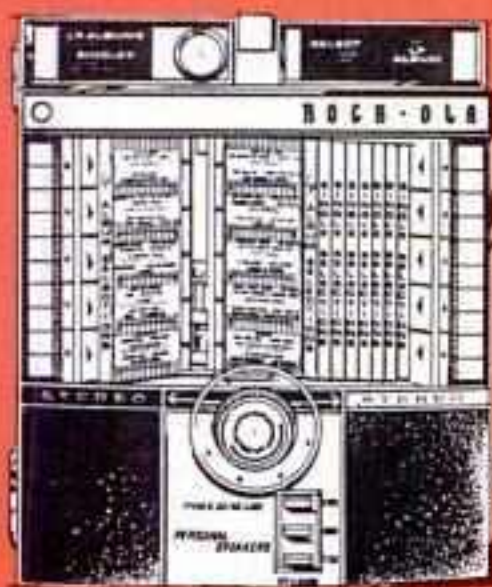
EXCLUSIVE MECH-O-MATIC INTERMIX. Completely automatic mechanical changer intermixes 33 $\frac{1}{3}$ and 45 RPM records. Stereo or monaural. Any sequence. No wires or electronic aids for motor or spindle speed changes.

GP/160 Model 432

ROCK-OLA

... the dependable line of money-makin' music makers

TUBE-TYPE STEREO-MONAUURAL AMPLIFIER. Tubeless AVC controls record volume variations automatically. Use of silicon rectifiers in the amplifier and "Thermistors" in the AVC circuit reduces tube replacement problems.



Album Reviews

More Album Reviews Inside

SOUNDTRACK SPOTLIGHT
THE FAMILY WAY
 Soundtrack. London M 76007 (M); MS 82007 (S)

Paul McCartney successfully enters a new field as a composer with this soundtrack disk. Strictly instrumental, only one of the cuts is rock. The many singles being released of the main theme should boost this album's sales, which are virtually assured because of McCartney's popularity.



POP SPOTLIGHT
SPRING!
 The Lettermen. Capitol T 2711 (M); ST 2711 (S)
 The Lettermen's "Spring!" consists of today's hit songs performed in easy, salable style. "The Impossible Dream," "Born Free" and "My Cup Runneth Over" are well handled ballads, while good jobs also are done on upbeat numbers like "Dedicated to the One I Love" and "Happy Together." The trio's current hit "Volate" also is featured.



POP SPOTLIGHT
WESTERN UNION
 The Five Americans. Abnack ABLP 1967 (M); ABST 2067 (S)
 Featuring "Western Union," the group's first big hit and "Sound of Love," which is currently moving up the charts rapidly, the Five Americans have a winning album here. Aimed directly at the teen-age market, the group scores with tunes which they wrote themselves.



POP SPOTLIGHT
SUGAR, LET'S SHING-A-LING!
SOUL TIME WITH SHIRLEY ELLIS
 Columbia CL 2679 (M); CS 9479 (S)
 "How Lonely Is Lonely" is pure East listening with a fascinating beat. "Yes I'm Ready" is both pop and r&b. "Sugar Let's Shing-a-Ling" is in the old "name game" style and pop; it will be a chart item. This album—her debut on the label—will do even better.



POP SPOTLIGHT
HOLD ON, WE'RE COMING!!
 Chuck Jackson-Maxine Brown. Wand WDM 678 (M); WDS 678 (S)

Soul can be pop. Chuck Jackson and Maxine Brown, who sell in both the pop and r&b markets, show why in this album. The title song, "Something You Got" and "Daddy's Home" are all soul. But they can still do "Tennessee Waltz" with conviction.



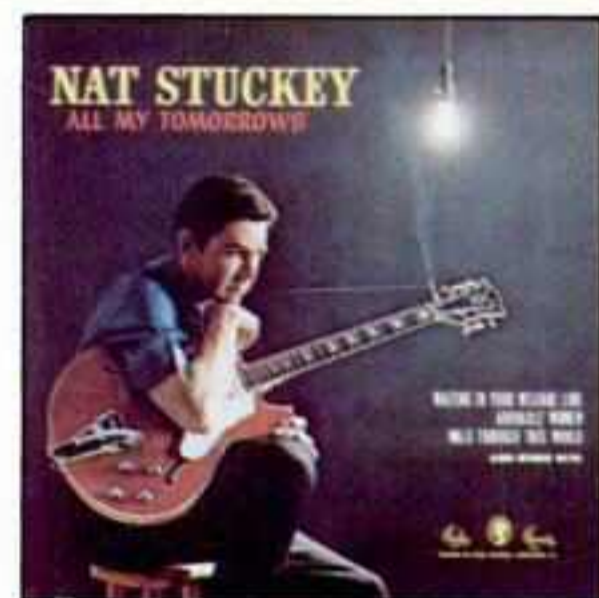
POP SPOTLIGHT
MOBY GRAPE
 Columbia CL 2698 (M); CS 9498 (S)

Fantastic promotion campaign is under way behind both this group and the LP, including simultaneous release of five singles from this album. In the jacket is a giant four-color pic. In the album is "Come in the Morning" (one of the singles). It has what it takes.



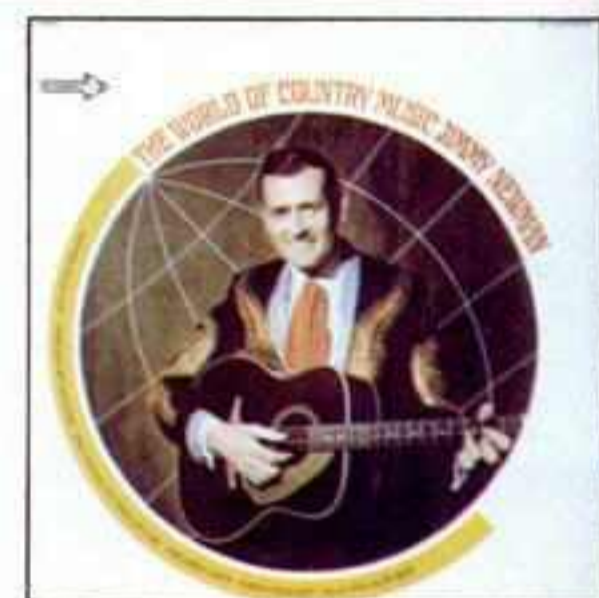
POP SPOTLIGHT
REMARKABLE RUBIN
 Ruben Mitchell. Capitol T 2735 (M); ST 2735 (S)

Rubin Mitchell is getting prime promotional treatment from Capitol which gives him a special edge to break into the winner's circle. He's also a topflight pianist with a vast repertoire and a flashy style to make programmers take notice. His "Dardanelle" will win lots of favor.



COUNTRY SPOTLIGHT
ALL MY TOMORROWS
 Nat Stuckey. Paula LP 2196 (M); LPS 2196 (S)

Nat Stuckey, who has emerged as a country disk star with "All My Tomorrows," solidifies his position in this, his second album, which features the current hit. Beginning with an excellent version of Buck Owens' "Waiting in Your Welfare Line," which he helped write, Stuckey ranges from happy to sad with equally good results.



COUNTRY SPOTLIGHT
THE WORLD OF COUNTRY MUSIC
 Jimmy Newman. Decca DL 4885 (M); DL 74885 (S)

Jimmy Newman, a consistent favorite, has come up with a top-drawer album that should have wide appeal. Newman's survey of recent country music includes fine performances of "There Goes My Everything," "Almost Persuaded," and "Walk Through This World With Me." Other gems are "Everything" and "You're Still on My Mind."

COUNTRY SPOTLIGHT
COUNTRY... THE WRIGHT WAY
 Johnny Wright. Decca DL 4846 (M); DL 74846 (S)

Should hit the chart, You'll find "Mama's Little Jewel," single, as a boost for sales. But, too, there's a double value here as Kitty Wells can be heard in the background on some cuts, like "I'm Doing This for Daddy."



COUNTRY SPOTLIGHT
MODERN SOUNDS OF BLUEGRASS MUSIC
 Osborne Brothers. Decca DL 4903 (M); DL 74903 (S)

This package includes the hit "The Kind of Woman I Got" and such strong sides as "Roll Muddy River" and "Memories," done in a very bright, modern style. Strong merchandise.



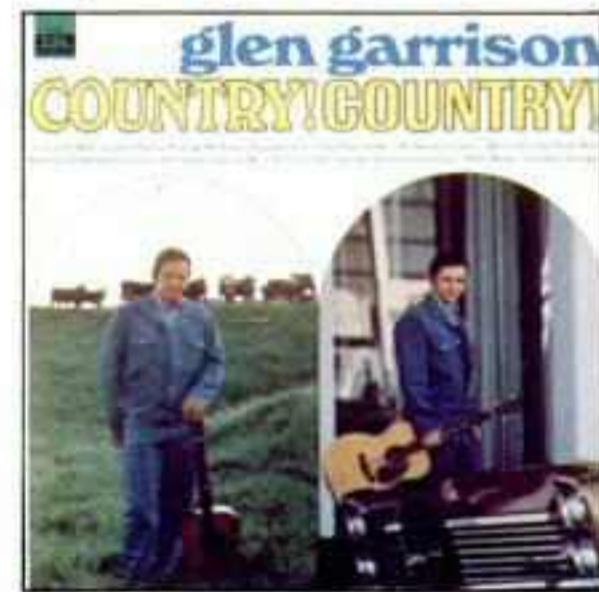
COUNTRY SPOTLIGHT
SUBURBAN ATTITUDES IN COUNTRY VERSE
 John D. Loudermilk. RCA Victor LPM-3807 (M); LSP-3807 (S)

Loudermilk continues to expand his scope; he's semi-folk, semi-pop and country in a big way. He hits home with every tune. Listen to "It's My Time" for something different. Listen to "What Is It" for a different bag. He's inventive, he's great.



COUNTRY SPOTLIGHT
COUNTRY! COUNTRY!
 Glen Garrison. Imperial LP-9346 (M); LP-12346 (S)

"Green to Blue," "Hello Mama," or "Goodbye Swingers"—this Glen Garrison puts a lot into song. "Your Side of Me" comes through strong and clear. Garrison has what it takes; he's bound for bigger things with this album.



CLASSICAL SPOTLIGHT
MASCAGNI; CAVALLERIA RUSTICANA (2 LP's)
 Suliotis / Del Monaco / Gobbi / Various Artists (Varviso). London A 4266 (M); OSA 1266 (S)

Elena Suliotis, who scored in London's "Nabucco," again excels in this dramatic "Cavalleria." Her duet with Mario Del Monaco, still a fine Turiddu, is exciting. Tito Gobbi is a capable Alfio. Silvio Varviso conducts a powerful performance. Suliotis is brilliant in an operatic recital.



CLASSICAL SPOTLIGHT
SCHUBERT: SONATA D. 568 / SCHUMANN: WALDSCENEN
 Peter Serkin. RCA Victor LM-2955 (M); LSC-2955 (S)

Peter Serkin comes through with a mature and imaginative performance of Schubert's Sonata in E-Flat. All the romanticism of the composition is captured. Serkin's virtuosity is further demonstrated with his sprightly rendition of Schumann's "Waldscenen."



CLASSICAL SPOTLIGHT
BEETHOVEN: THE NINE SYMPHONIES (6 LP's)
 New Philharmonic (Walter). Odyssey 32 66 0001 (M)

This superb collection, recorded by Walter from 1942-1953, represents an outstanding value for the classical record buyer. Walter, one of the great conductors of Beethoven, leads the New York Philharmonic through some masterful performances.



JAZZ SPOTLIGHT
BILL EVANS AT TOWN HALL ... Vol. 1
 Bill Evans Trio. Verve V-8683 (M); V6-8683 (S)

This is the first of two LP's covering the Evans Town Hall concert. Piano stylings of Evans makes "Spring is Here" and "Who Can I Turn To" sound and give a jazz interpretation to "The Roar of the Greasepaint" and "Make Someone Happy" two hit show-tunes. "Harry L. Evans, 1891-1966" is a particularly stirring jazz piece.



R&B SPOTLIGHT
GET IT WHILE YOU CAN
 Howard Tate. Verve V-5022 (M); V6-5022 (S)

There's more than one hit single to pull in sales. There's "Look at Granny Run Run" and "Ain't Nobody Home." Expect a strong promotion behind this album by the label to bring it home with heavy sales. "Get It While You Can" is bound to be his next hit single.



FOLK SPOTLIGHT
ODETTA
 Verve Folkways. FT-3014 (M); FTS-3014 (S)

As long as Odetta is around, folk records will continue to be a factor in the business. This is typical Odetta fare—folk with soul. On "Love Songs of the Nile," Odetta sings blues magnificently. It's an intense performance; one of her best.