

# Billboard

APRIL 29, 1967 • SEVENTY-THIRD YEAR • 75 CENTS

The International Music-Record Newsweekly

## Masters Fade in as Cost & Need Spell Fade Out for Demo Disks

By MIKE GROSS

NEW YORK—The "demo record," the main link between the music publisher and the record manufacturer for many years, is fading from the scene. Just as the "demo record" replaced the "lead sheet," now the "demo," in turn, is being replaced by the "master record" as a means of getting new material into the hands of the disk companies' a&r men.

The takeover of the "master" stems from the needs of the record companies' a&r men as well as basic economics. The situation at the record companies has gotten so that many a&r men can no longer handle a "demo" as they did in the past. "The a&r men don't control the artists the way they once did," said a music publisher. "Therefore, they have nobody to give a song to because almost all of the young artists who work in the contemporary music groove, come up with their own material."

As far as economics are concerned, the music publishers and the writer-performers have found that it's cheaper, in the long run, to prepare a "master" than a "demo." There's still a hefty investment made in the preparation of a "master," but it's a finished product that can be sold to the record manufacturer on a flat rate and/or with a royalty deal that runs between 7 and 9 per cent of the disk's selling price. In this way, the recording costs are usually recouped. The added bonus is that the publisher and writer-performer get their songs exposed on disks in the manner they feel does it justice. The "demo," on the other hand,

no matter how well done, was just a tool for introducing the song to the recording man.

Also, the American Federation of Musicians has always looked awry at the "demo record" because the musicians hired at sub-scale rates. Local 802, AFM's New York wing, claimed that there was no such thing as a "demo record" and that the musicians be paid at a prevailing scale. The "demo record" then became a sub-rosa operation. The "master record," on the other hand, is treated like a legitimate operation.

(Continued on page 10)



Dyke and The Blazers—in action! . . . doing their current chart hit (Billboard #89) "Funky Broadway" (#OS-64) on Original Sound Records. The group sells pop and r&b. "So Sharp" (#OS-69) will be released shortly, as well as their LP, "Funky Broadway" (#OS 5017). The Funky Broadway is the latest "in" dance. (Advertisement)



Arthur Conley follows up his Top 10 single smash, "Sweet Soul Music" (Atco 6463), with a smash album, "Sweet Soul Music" (Atco 33-215), out this week. Conley soon starts a series of one-nighter tours through the South and Midwest. (Advertisement)

## 1 Stop Pulls Shocker—Coin Crime Probe Hit

By RAY BRACK

CHICAGO—Singer One-Stop owner Fred Sipiora, long-time antagonist of organized crime, denounced the Illinois Crime Investigating Commission here last week for its current investigation of alleged criminal activity in the coin machine industry. He termed the investigation "a circus that will only harm innocent people."

Sipiora was subpoenaed to supply details of how the mob has molded an alleged monopoly of the juke-box singles market here. Expecting the most sensational testimony of the current hearings, representatives of the four big Chicago dailies heard Sipiora charge that their reporting of the hearing was "inaccurate and irresponsible."

Sipiora requested, and was granted, a closed-door hearing, "to prevent the press from damaging the reputations of innocent people."

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## U.K. Decca, EMI Race Clock in Bids for TV

By GRAEME ANDREWS

LONDON—With the Saturday (15) closing date for each additional pound. Also, the implementing legislative applications for contracts to run Britain's 13 commercial TV stations, both British Decca and EMI were revealed bidding for franchises.

EMI is represented in a major consortium headed by Lord Goodman and The Yorkshire Post newspaper, which is applying for the contract for the Yorkshire franchise.

Decca has a 15 per cent stake in a rival bid to run the same station. The Decca consortium is led by the Howard and Wyndham theater organization. Successful applicants will be named at the end of May, and contracts for the stations will run for six years from July 1968. Pye records is a subsidiary of ATV, the present Midland weekday and London weekend station whose contract is also up for renewal.

## Soundtracks to Put Accent on Names

By HANK FOX

NEW YORK—The 1967-1968 crop of films will be sprinkled lavishly with musical soundtracks and foreign picture scores. Also, the emphasis will be on tracks featuring well-known performers—both vocal and instrumental. Already budding on this year's charts are five strong screen tracks—"Thoroughly Modern Millie," "Grand Prix," "You're a Big Boy Now," "How to Succeed in Business Without Really Trying" and "Hurry Sundown."

"Most soundtracks are not musically strong," said a record company executive. "Movie soundtracks have been overexaggerated. I can't see how a company can put out a soundtrack if it contains strictly background music. More discretion is needed to make the soundtrack an important entity."

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(Advertisement)

## Is Postal Rate Hike Ahead for Records?

By MILDRED HALL

WASHINGTON—The President's recent request for an across-the-board raise on all postal rates, including fourth class rate on records, books and films, may get hearings in May, in the House Postal Rates Subcommittee, chaired by Rep. Arnold Olsen (D., Mont.). The special "educational materials" rates which includes records, would go up 21 per cent, effective July 1, 1967.

First-class rate would go from 5 to 6 cents per ounce; air-mail would go from 8 to 9 cents, effective July 1, 1967. Second-class, which includes newspapers and magazines would have a 22 per cent raise, phased over a three-year period beginning Jan. 1, 1968, and third-class would go up 28 per cent, in two steps: single pieces by July 1 this year, and bulk rate increase effective Jan. 1, 1968. Odd-sized, very small or very large first-class letters would incur a surcharge.

Present fourth-class rates on books, films, records and educational matter is 10 cents the first pound, 5 cents each additional pound or part thereof. New rate would be 16 cents for the first two pounds, and 6 cents each additional pound. Also, the implementing legislation would let the Postmaster General require mailers of 1,000 or more pieces of this mail class to prepare their mail in the manner he directs.

The President has said that present rates do not provide enough funds for improvement in postal facilities and equipment. Increases would produce \$700 million in postal revenues in fiscal 1968, and eventually reach \$800 million. Benefits to users, it is hoped, will be faster and more efficient mail delivery, and restoration of 6-day parcel post service.

(Continued on page 10)

The Academy Award-Winning Sound of MGM



MGM Records is a division of Metro-Goldwyn-Mayer Inc. Also Available on Ampex Tape



Best Original Music, 1967



Best Sound, 1967



Best Original Music, 1966

# "PUPPET ON A STRING"

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# Gordy Sets Up A Job Clinic For Negroes

NEW YORK—Motown Records President Berry Gordy Jr., who received the annual award for business leadership of the Interracial Council for Business Opportunity, is setting up a clinic to encourage Negroes in business careers.

Gordy announced the establishment of the Lucy Wakefield Business Career Clinic at the ICBO's annual dinner last week at the Hotel Biltmore here. The clinic will operate under the guidance of the ICBO; it is established in memory of Gordy's late sister.

The clinic "will make it possible for bright young Negroes to further their ambitions," he said, "and it will allow them to study modern management practices as it creates apprentice jobs with established companies and will permit them to gain the kind of practical experience necessary for success in today's world of tough competition."

He said it was a program for young America. "Without young America and its support of the Motown Sound in music, I would not be standing before you tonight."

# Sonny and Cher Complete Tour of Promotion 'I Duty

HOLLYWOOD — Sonny & Cher returned to Hollywood last Sunday (16) after a week-long Texas tour at openings of their new film "Good Times" and in conjunction with their Atco original soundtrack album. Included were premieres in Dallas, Fort Worth, Houston, Austin, Abilene, and El Paso.

The album was promoted with window displays and extensive air play. Last week the duo visited Chicago for the film's opening. Atco shipped the album last week to dealers throughout the country. Other openings slated for the film are Wednesday (26) in Oklahoma City; next Friday (5), Atlanta; May 10, Cleveland; May 19, Toronto; and May 24, Denver.

# NARM Execs Meet May 18-19

WASHINGTON — The directors of the National Association of Record Merchandisers meets May 18-19 at the offices of Earl W. Kintner, NARM general counsel, to plan for the NARM mid-year meeting.

# FIELD LOOKING FOR FIELDERS

NEW YORK — Softball, anyone? Paul Jonali, of Chapman & Jonali Advertising, is planning a softball league to be made up of members of the recording industry. The organization is called RIST (Recording Industry Softball Team). Those interested in joining RIST should phone Jonali at 532-4745.

# Final Rebuttal Due on Copyright

By MILDRED HALL

WASHINGTON — The final rebuttal hearing on performance fees for recordings and other issues, has been re-scheduled for Friday April 28, by the Senate Copyrights Subcommittee — one day later than originally planned, due to heavy agenda of Chairman Sen. John L. McClellan (D.-Ark.).

Other copyright revision items slated for oral argument in the daylong, last-ditch battling are the raise in mechanical fees for recordings, the issues of fair use by educators, and free use of copyrighted materials on educational TV, and computer uses of copyrighted materials. Computer use could prove a "sleeper" issue of mounting importance, staffers say.

The hearing will give one hour to discussion of the performance royalty for recordings, and a half-hour each to all other issues. No written statements can be used, but Subcommittee records will remain open to May 10 for additional submissions.

Music licensor spokesmen Sidney Kaye, board chairman and counsel for BMI, and Herman Finkelstein, ASCAP counsel, will argue against the performance royalty on records, and argue for a raise in the

statutory recording rate under compulsory licensing.

## 2 Hot Issues

Two of the hottest issues—jukebox royalty and the CATV copyright liability — will not be taken up at this final rebuttal session. However, jukebox counsel will be allowed to argue against possible new royalty for recordings played in public for profit, because it would add to jukebox operators' new fees, scheduled to go into the revision bill. The House bill calls for \$8 per box annually in performance royalty to copyright owners. The Senate side may clear up a few technical points, and may take another look at the amount—but is reportedly amenable to the simplified approach in the amended bill as passed by the House. (See coin machine section.)

The Senate Copyrights Subcommittee is expected to work out something during committee meetings, for CATV, in the Senate revision bill S. 597. The House deleted all reference to CATV in its bill, in effect leaving it wide open to total copyright liability in its re-transmission of copyrighted programming from free TV stations to CATV paying subscribers, under the House-passed bill. CATV's are not unhappy to see the House provisos bumped,

because the Kastenmeier (D.-Wis.) graded liability was complicated, and exemptions would be wiped out if CATV originated programming to any extent, or drifted into any pay-TV activities.

## In Courts

CATV liability under the present law is slowly working its way through the courts. It was declared fully liable as a "user for profit" by a N. Y. District Court — much to music licensors' delight and argument has been heard by the Appellate Court, but decision is slow in coming. Courts would like to see Congress decide this one in the copyright revision.

The issue of computer use has become so intense that the administration has expressed an interest in having the Senate Copyrights Subcommittee study copyright implications. (The House side left this problem untouched.) Computer networks are now stretching coast-to-coast and publishers fear losing track of authors' works in the massive storage, copying and retrieval and distribution of copyrighted materials by the computers. Music Publishers Association counsel Julian T. Abeles said the computer-copy facilities could produce cheap copies of sheet music and even of records.

# Mathis Exits Merc. to Go Back to Col.

NEW YORK — Johnny Mathis is returning to Columbia Records. The singer, who had been with Mercury Records for the past three years, closed the deal with Columbia late last week after receiving bids from several major companies.

Mathis, who had been with Columbia eight years before switching to Mercury, recorded 16 albums under the Columbia banner. Eight of those albums received gold record certification by the Record Industry Association of America. His last gold record album for Columbia was "Open Fire, Two Guitars," which was awarded in 1962.

# Mercury UK Group OK'd In U.S. Tour

CHICAGO — Mercury Records has overcome the usual stringent obstacles to foreign talent imports into the U. S. and announced last week that its recording group, known as Dave Dee, Dozy, Beaky, Mick and Tich, has been cleared for an April 26-May 4 tour of some 10 cities. The rare clearance came as a result of co-operation by the U. S. State Department and the U. S. Department of Naturalization and Immigration. The group obtained an H-1 visa.

A polished 3½ minute film of the English group performing a dance-inspired song, "Bend It," resulted in this record becoming a top-seller in markets where the film short was programmed. The film was first shown in Dallas.

The group is lined up so far with the Larry Kane Show (KTRT-TV, Houston); Art Roberts Show (WCIU-TV, Chicago) Ron Chapman (WPAA-TV, Dallas); the Up-Beat syndicated Cleveland show; Marty Montell Show (WSBT-TV) South Bend, Ind.); Swing in Time (CKLW-TV, Detroit); Jack Elias (WIICTV, Pittsburgh); Bill Miller Show (WDC A, Washington); Kirby Scott (WBAL-TV, Baltimore).

Mercury is also preparing a special dance instruction sheet, and Fontana is rushing out an album.

# CARtridge Product the Main Attraction at Premium Show

By CHARLES BARRETT

NEW YORK — Seven record manufacturers and a tape cartridge producer were among the 1,000 exhibitors at the New York Premium Show, which closed its three-day run at the Coliseum last Thursday (20).

While the record manufacturers displayed record and tape cartridge product, the interest was directed mainly at the latter.

Among exhibitors were RCA, Capitol, Columbia, Muntz Stereo-Pak, MGM, Pickwick, Caedmon and Premier Records. These labels and tape manufacturers displayed their product and offered various premium packages.

Gil Matthies, Capitol national merchandising manager of special products said that many tape players were being given as executive gifts.

## RCA Players

RCA had on display two new tape players which will be made available May 15. These players include a pre-amp tape unit

with a suggested retail price of \$149, and an integrated player with a suggested price of \$259. Both machines are equipped with vertical head tracking, illuminated program indicators and tune selectivity.

Also, they have automatic cues, which bring the cartridge back to its starting point and an eject-o-matic feature which ejects the cartridge away from the tape head and shuts off system. This feature has an option switch.

Capitol's Record Club and Creative Products departments also offered premium packages.

Sam LeVitus of Muntz, Los Angeles, represented the tape dealer. Muntz had a co-operative offering to it for specialized sales and incentive programs. Muntz displayed its various line of product for premium catalogs, stamp plans dealer loaders, distributor promotion plans and incentive programs.

Duncan MacDonald of RCA Ltd, Canada, specialty sales di-

vision was on hand for the label's premium record line. It featured a Namepower Premium catalog, and a catalog entitled "Personal Music Service," which featured a family music plan.

Under this program, a firm would order as many PMS certificates as it liked, based upon the dollar allocation of the promotion. These firms would distribute these certificates to their award winners, who would in turn select the number of albums to which they are entitled. The winners send their choices to RCA's Indiana plant, which ships them the records postpaid.

MGM's Mel Koenig competitors noted a heavy interest in tape and tape players. MGM offered two play tape machines. One for \$19.95, and the other, \$29.95. A tape rack display was featured as well as a jewel box display unit both for dealer use. The tape rack holds a maximum of 100 playtape cartridges.

# Disk Christens SSS Intl. Line

NEW YORK — Shelby Singleton Productions christened its new SSS International label last week with the release of "Carol Cartoon" by the Eye-Full Tower. This will be followed by a record featuring Willie Charles Gray. The Strange Bedfellows have also been signed.

To his production firm, which produces records for other labels, Singleton has signed Sil Austin. Two weeks ago, he introduced the Young Savages to record men with a party at the Crystal Room, New York; the group will be produced by Bob Wyld and Art Polhemus for a major label.

# Dot Signs \$ Mil. Dotted Line With Jeff Barry Over Steed

NEW YORK — Dot Records has made a million-dollar deal with writer-producer Jeff Barry for the manufacturing and distributing rights to Steed Records. Barry set up the Steed label for the three-year deal he signed with Dot's president Randy Wood last week.

Barry already has two new groups to bow on Steed but he hasn't set a name for either group yet. The first Steed disk is expected to be on the market within three weeks. Barry will produce the Steed product but he's also looking for disk producers to work for the label as staffers or free-lancers. He's looking for material since, he

said, "I'm not going to try to see how many songs I can write."

Barry, who is currently based at United Artists' offices here, plans to set up his own office here shortly. Barry also signed a writer's deal with UA's Unart Music last week. (See separate story.)

Barry will eventually add a promotion staff to his Steed operation to work with Dot's promotion people on his product. After his initial single product starts rolling, Barry plans to move Steed into the album market, too.

Steed is the third label to join the Dot distributing setup. The others are Viva and Acts.

# BEATLES KEEP WAXING DATE THAT'S SILENT

CHICAGO—The Beatles were speechless at a recent luncheon held for them at Fritzel's Restaurant. In fact, on close examination they even seemed expressionless. Actually, they were the wax models of the Beatles from Madam Tussaud's House of Wax in London to be shown at the Chicago Oldtown branch of the museum. The Royal London Wax Museum on Wells Street will pose the models of the group with their instruments.

# Bell Clicks With 1st LP Sales Program

NEW YORK—Bell Records' first LP sales program is hitting paydirt, label president Larry Uttal said last week. With albums including those by Mitch Ryder and the Bob Crewe Generation, Bell Records has racked up more than 500,000 albums sales he said.

The key sellers have been

## Lyre, New Line Of MGM, Bows

NEW YORK — MGM Records is bowing its Greek line this week — Lyre Records. The first release features four albums, but others are slated to follow shortly. One album will star Soula Birbili, one of the leading Greek pop singers, George Zambats is featured on an album, then combines with other artists on a special album of bazoukie music along with the team of Costakis-Lakis. A fourth album features a variety of artists performing best-loved Greek folk tunes.

three albums by Ryder; Amy-Mala-Bell has sold more than 350,000 LP's of these. So encouraging have been LP sales that Uttal is expanding the program.

To boost his promotion setup, Uttal is adding a national promotion director, making the company the only one in the nation with two national promotion directors. Joining David Carrico is Gordon Bossin, formerly of RCA Victor Records.

"I'm trying to build two national promotion managers who can work as a team," Uttal said. "This way, there'll always be somebody in the office, always somebody on the road. I feel promotion is too important to leave to chance. I don't want any producer to feel we're ever going to lose one of their records." A couple of new labels added to those already handled by Bell include Canusa Records, operated by Tony Roman out of Montreal, and Taurus Records, operated by

(Continued on page 10)

# Atl. Smashes Own Sales Records

NEW YORK — Atlantic Records is continuing to top its own sales records. The Atlantic-Atco combine's gross volume for the first three months of this year was up almost 100 per cent over the similar period in 1966. Until now the first quarter of 1966 had been Atlantic's peak period.

Now, Atlantic is spiraling through April having sold more singles in the first two weeks of this month than any other two-week period in the history of the company. During the week ending April 15, Atlantic-Atco fulfilled orders for more than 750,000 singles, a new sales mark for the firm. The big sales came from Aretha Franklin's "Respect," Arthur Conley's "Sweet Soul Music," the Young Rascals' "Groovin'," and Booker T. & the MG's "Hip Hug-Her" on Stax.

### 10-14 on Chart

In the first quarter of this year, the firm has had between 10 and 14 records on the charts and at least six LP's every week since the first of the year. A total of 40 singles on the Atlantic, Atco, Stax, Volt and Fame labels have appeared on the charts since Jan. 1.

The big singles during the first quarter include Aretha

Franklin's "I Never Loved a Man the Way I Love You," Wilson Pickett's "Mustang Sally," "Everybody Needs Somebody to Love" and "I Found Love," Sonny & Cher's "The Beat Goes On," Bobby Darin's "Lovin' You," and "The Lady Came From Baltimore," the Buffalo Springfield's "For What It's Worth," the Young Rascals' "I've Been Lonely Too Long," Percy Sledge's "Baby, Help Me" and "Out of Left Field," and Arthur Conley's "Sweet Soul Music."

The winners from Stax-Volt include Otis Redding's "Try a Little Tenderness," Sam & Dave's "You Got Me Hummin'" and "When Something Is Wrong With My Baby," William Bell's "Everybody Loves a Winner," "Raise Your Hand" by Eddie Floyd, Carla Thomas' "Something Good" and "Hip Hug-Her" by Booker T. and the MG's. Joe Tex had "Show Me" and "Papa Was Too" on Dial, and Jimmy Hughes had "Why Not Tonight" on the same label.

The artists scoring with albums include Aretha Franklin, Wilson Pickett, the Young Rascals, Sonny & Cher, Bobby Darin, Sam & Dave, Otis Redding, Carla Thomas, Herbie Mann, Sergio Mendes, Charles Lloyd,

Jack McDuff, Jimmy Hughes, and Johnny Taylor. Moving ahead this month are LP's by Sonny & Cher, King Curtis and Arthur Conley.

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LARRY FINLEY, ITCC president, made a dramatic plea for standardization on his Italian trip. He said the industry should go 8-track, but that ITCC would go along with the decision.

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# UA Music's Writer Stable Strengthened

NEW YORK—The United Artists Music Companies are stepping up its activity in the acquisition of new writers. The first steps taken by the firms' president Michael Stewart and executive vice-president Murray Deutch were directed at the "youth movement," and they tied up Jeff Barry and Ellie Greenwich to separate exclusive songwriter deals.

Both Barry and Miss Greenwich were signed to Unart Music, the BMI affiliate in the United Artists Music Companies complex. The terms of the agreement were not revealed but it's understood that both were brought in under hefty financial guarantees.

Deutch indicated that this was only the beginning of UA's stepped-up program to acquire writers. "This is a new era of music publishing," Deutch said, "and we can no longer work on a song-to-song arrangement with writers. If we feel the writers have a potential we've got to get them under exclusive contract."

### Vertical Setup

Deutch said that he's especially looking for songwriters who can work in every field because of the "vertical setup" of the UA publishing firms. "Through our parent company," he said, "we can place our

writers in films, TV, and Broadway musicals." In the pop fields, Deutch doesn't confine his activity to United Artists Records but feeds all record companies with his publishing firms' material. Other writers signed to the UA publishing firms are Shadow Morton, Riz Ortolani and Elmer Bernstein.

Miss Greenwich, who is currently clicking as a singer on the UA label with "I Want You to Be My Baby," has composed 11 tunes in the past three years that have been in the top 10. In addition, she's had more than 50 per cent of her recorded songs reach the top 40. In many instances, she's doubled as a disk producer. Her previous publishing association was with Lieber & Stoller's Trio Music.

Barry, too, has had 11 songs on the top 10 in the past three years and more than 50 per cent of his compositions have been in the top 40. He, too, was previously associated with Lieber & Stoller's Trio Music. Barry and Miss Greenwich had collaborated on many songs during the past few years, but they're now writing separately. Barry also doubles as a disk producer.

Under the terms of the deal with Barry, Unart will own the copyrights on all his new compositions, with the exception of those recorded by the Monkees and for special motion picture assignments.



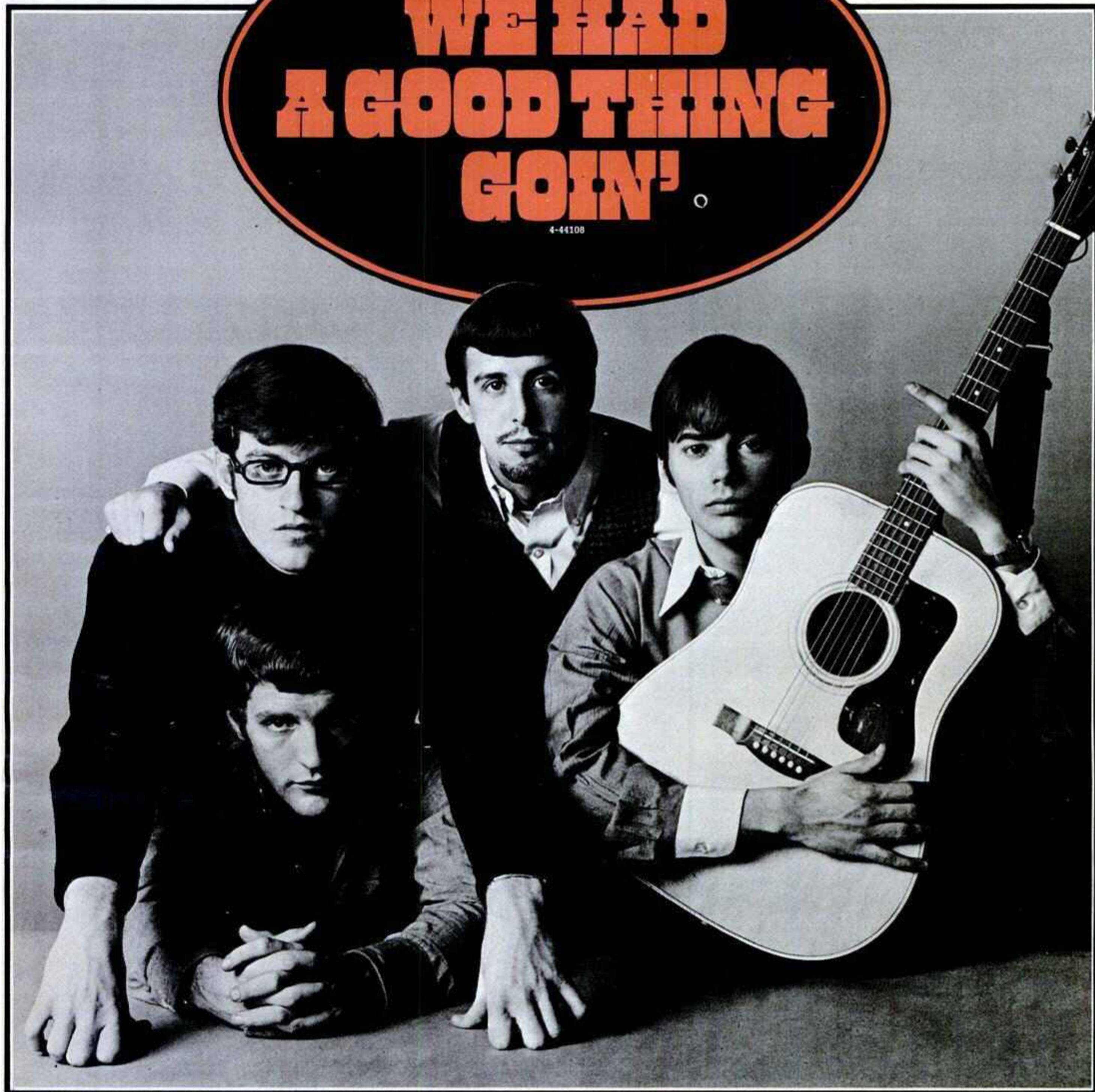
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has a good thing going now in their single.  
And the same goes for their smash-selling album!



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This One



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Where the all-around action is. On COLUMBIA RECORDS

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# UNI Services FM Stations With Stereo Singles Via Distributors

By ELIOT TIEGEL

LOS ANGELES—UNI Records is servicing FM stations with stereo singles. The stereo policy has been in effect since late February, and has encompassed three of the first 12 single releases: "Thoroughly Modern Millie" by the Hippy Dippys, a roaring 20's type band; "Flower Children" by vocalist Marsha Strassman and "Swinging Shepherd Blues" by the Big Game Hunters.

Gene Block, UNI's national sales chief, called the stereo program "a service to FM stations." The MCA subsidiary

label is not blanketing the FM industry with stereo singles product. Instead, the label is sending boxes of 25 copies to its distributors, who in turn service their FM outlets. If a distributor in a major market needs more deejay copies, this may be requisitioned.

During its first three months of releasing product (12 singles and three albums), UNI has not released a sameness of merchandise. Eight of the 12 releases have been of a top 40 nature, with one in the country field and two in the rhythm and blues vein. The Rainy Daze single of "Acapulco Gold" has

been a Billboard top chart item, climbing into the 70's.

## Staff-Produced

Four of the 12 singles were produced by UNI staffers, Dave Pell, Jerry Goldstein and Russ Regan. Regan has expanded from promotion into writing and a&r. Two of the initial releases were from independent producers, Cliffie Stone and Dave Gates, who are under contract to a&r for UNI.

Of the initial three LP's, one was released by an artist without a prior single. The artist: percussionist Emil Richards; the product, "New Time Element." The other two LP's were by the Hippy Dippys and Rainy Daze. The latter group's "Acapulco Gold" disk caused consternation in some broadcasting quarters when it was learned the term referred to marijuana.

Forthcoming product will be its first soundtrack LP and singles by such newly signed acts as the Osmond Brothers, the Pleasure Fair and vocalist Julie Gregg.

## Epic Sales Spurt in 3 Fields—Hollies Seen a Boost to Pop

NEW YORK — Epic Records is hitting a hot sales stride in the pop and country markets, and in the rhythm & blues field, as well, via its Okeh subsidiary with 15 new singles. And now, Len Levy, Epic's vice-president and general manager is banking on even more action in the pop area with the acquisition of the Hollies, a hot British group currently riding high in the U. S. with "On a Carousel" on the Imperial label. Several U. S. companies had been bidding for the group but Epic locked them up last week.

Epic's diversified score is being made with the Dave Clark Five, the Yardbirds, Jeff Beck,

the Tremeloes, the Marmalade, Don & the Goodtimes, David Houston, Tammy Wynette, Jim & Jesse, Nancy Ames, Lynn Randell, and Bongie & Judy. Riding high for Okeh are the Vibrations, Walter Jackson, Larry Williams and Johnny Watson.

The Hollies are joining Epic with 15 consecutive Top 10 hits in England, and all of which became chart items in nearly every other country in the world. Their first clicks in the U. S. were "I Can't Let Go" and "Look Through Any Window." The group will appear on a CBS-TV documentary covering a tour by Herman's Hermits. The special will be aired soon.

## Nashville's NARAS Board Takes Up Old & New Business

NASHVILLE — The Nashville chapter Board of Governors of NARAS met last Tuesday (11) to review completed projects and to stimulate an important one currently under way.

The Governors noted completion of the scholarship fund for the Blair Academy of Music, for which a check of \$1,000 was presented earlier, and a successful membership drive which brought Nashville's active enrollment to 430.

The group also decided to speed completing the setting-up of a music training program at a local university. NARAS currently is working with Vanderbilt, seeking to establish an accredited course in the business end of the music industry.

The Governors also set May 10, 1:00 p.m., as the time for the annual membership meeting, to be held at either the RCA Victor or Columbia studios. The nominating committee recommended 30 persons in nine categories for officer posts in the coming year. At the membership meeting, there will be open nominations from the floor, and then a ballot will be mailed to all of the membership.

NARAS also praised Brenda Lee for her performance at the Grammy Awards presentation in Nashville earlier this spring. J. William Denny is president of the NARAS chapter.

## Scepter Goes Capitol Club

HOLLYWOOD — Scepter Records has signed with the Capitol Record Club for a three-year period. Included will be titles on the Scepter, Wand and Hob labels. The first eight albums under the agreement will be offered to members in the May 24 issue of "Keynotes," the club's regular publication.

Included are two Dionne Warwick albums and an all-star collection, "The Greatest on Stage." Other artists in the first group are the Kingsmen, Maxine Brown, Roy Head, Chuck Jackson, and Wilson Pickett. The Scepter / Wand titles currently being offered by the Columbia Record Club will remain with that unit until the expiration of existing contracts with Columbia.

## Executive Turntable

Harry Kelly, sales manager for the Wing and Storyteller divisions of Mercury, has been named product manager of the company's recorded tape product division succeeding Tom Bonetti. Bonetti has joined General Recorded Tape, Sunnyvale, Calif., as marketing director. Kelly has been with Mercury since 1958, working continually in promotional and merchandising fields. He was named to head Mercury Wing, the company's economy label, in 1959.

Replacing Kelly will be Ed Ghannam, who joined the company a year ago as administrator of Merrec credit operations.

★ ★ ★

Mike Shepherd has been named national promotion director of Monument Records. He will move from Hollywood, where he has been West Coast representative, to the label's Nashville headquarters. Lou Tascano, who had been with Liberty Records, moves into the West Coast vacancy.

★ ★ ★

Pat Pipolo has been named general manager of York and Pala Records in Hollywood. He had been national promotion manager for Liberty Records, and before that national promotion manager for VJ Records. He was also with Kapp Records.

★ ★ ★

Don Dougherty has joined the Capitol Records Distributing Corp. as merchandising project manager. He's been in the business since 1960, as a salesman for Decca, Capitol and Columbia Records, later as promotion manager and pop album product manager for Columbia, and most recently as national promotion director for GNP-Crescendo Records.

★ ★ ★

Joe Price, former Daily Variety reporter in Los Angeles, has joined Capitol as manager of its press and information department. He replaces Ron Tepper who has joined Ivor Associates, show business public relations firm, as manager of its Coast office. . . . Dick Odeesky has opened his own public relations office in Hollywood after six years as publicity man for the Flamingo Hotel, Las Vegas.

★ ★ ★

Larry Welk has been named special assistant to Dot's President Randy Wood. Welk, son of orchestra leader Lawrence Welk, has been with the label since 1960. He joined the company as a promotion man, advancing to branch administrator, credit manager, Dot Record Club general manager and corporate vice-president of administration.

★ ★ ★

Barry Vejar has been promoted to manager of Decca Records' Los Angeles sales branch, which serves Southern California, Nevada and Arizona. Vejar joined Decca's sales force in 1963 after working in sales for Disneyland Records and Cosnat Distributors in Southern California. He also operated his own retail shop in North Hollywood for three years. In his new post, Vejar will report to Lou Verzola, Decca's West Coast district manager.

★ ★ ★

Vocalist Jimmy Holiday has joined Minit, the Imperial subsidiary, as a producer. Holiday records for the label and writes for the corporation's Metric Music publishing wing.

★ ★ ★

Herb Krauss has been appointed national sales manager for Audio/Stereo, private label division of Muntz Stereo-Pak, working out of the firm's Van Nuys, Calif., offices.

★ ★ ★

Frank Koss has been appointed manager of ASCAP's Station Relations Department. Koss joined ASCAP in 1962 as junior account executive. Operating out of the society's New York office, Koss will supervise ASCAP's liaison officers to broadcasters.

★ ★ ★

John Brumage has left the Charles Fuller organization. He had been associate producer of "Snoopy and the Red Baron." . . . Harold Spina Jr. has joined the Hollywood office of E. H. Morris as assistant to Sidney Goldstein. He was previously publisher's representative in Nashville for eight months and before that worked on syndicated radio shows.

★ ★ ★

William W. Walters has been appointed sales manager for Mid-West Tape Cartridge Corp. of Cincinnati. Walters, a musician, vocalist and arranger, most recently was with the Ruth Lyons Show.

## ROCK BAD FOR EARS: DOCTORS

LOS ANGELES — The frequent thunderous sounds of rock 'n' roll bands playing in night clubs is "very likely causing temporary or even permanent hearing losses" among some listeners.

The effect of blaring contemporary music upon a human mechanism was reported by two doctors to the ninth annual California Medical Association's meeting here last week.

The two San Francisco physicians measured the sound level at two teen-age clubs and reported the decibel count was 10 db's above the level at which State law requires people to wear ear plugs at industrial sites. The db range ran from 95 to 120. The doctors said they would like to see a minimum of 85 decibels, but have been told that teen-agers like to feel as well as hear the best.



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# MONTEREY TO HOST POP FEST; MONEY TO GRANT

LOS ANGELES—Monterey, scene of jazz and folk festivals, will host the first international pop music festival at the Fairgrounds, June 16-18. A unique aspect of the bash is that it is being developed by a nonprofit corporation which hopes to establish music scholarships with the box-office returns.

On the artistic side, such contemporary names as Johnny Rivers, the Mamas and the Papas, Simon and Garfunkel, the Beach Boys, Byrds, Jefferson Airplane and Buffalo Springfield, are among the first acts mentioned as performers.

On the business end, Ben Shapiro as director and Alan Pariser as production supervisor, have formed the Monterey International Pop Festival/67 organization to develop the three-day event. Producer Lou Adler is heavily involved in the event which is also considering seminars on various aspects of the music business to round out the activities.

A steering committee of young people associated with big-beat music hopes to attract other successful acts to the festival. Working capital reportedly totaling \$40,000 has been provided to launch the festival.

# Ignorance Stumbling Block To R&B Growth: Soviero

NEW YORK — "Ignorance, not bias, is the greatest obstacle to the development of rhythm and blues," according to Don Soviero, who heads the Shaw Artists Corp., which specializes in booking r&b acts.

Soviero contends that most talent buyers have never heard of some of the top r&b acts, and are reluctant to book big r&b names simply because they are unfamiliar with them.

To remedy this situation, SAC issues a monthly house organ which goes to some 6,000 college talent buyers, promoters, television time buyers, disk jockeys who use live talent on occasion, the entertainment press, and club owners.

### Editorial Content

Editorial content of the four-page booklet is generally geared to spreading the r&b gospel. Soviero, of course, plugs his own acts, but he also boosts acts booked by other agencies and the r&b market in general.

Other regular features in the booklet are the itinerary list of SAC artists, current records by SAC artists, and a column by Soviero.

Artists booked by SAC include Ra: Charles, Maxine Brown, Bo Diddley, Bobby Hebb, B. B. King, Chuck Jackson, Lowell Fulson, Otis Redding, the Vibrations and the Shirelles.

Working almost exclusively with r&b, blues, and jazz acts, the agency billed \$4,650,389 last year, some 16 per cent higher than the previous year. Soviero feels that the r&b

situation today is similar to that of the country situation of a few years ago, when "Grand Ole Opry" was considered a regional phenomenon, and few considered putting country artists on national TV shows.

He also feels that the gospel, as spread by the SAC house organ, will open the doors for r&b artists as they were opened for country artists.

## Mercury Push on Spanky's Sunday

NEW YORK—Mercury Records, in line with the release of "Sunday Will Never Be the Same" by Spanky & Our Gang, is planning a big promotion push. Mercury product manager Alan Mink and national promotion director Dennis Ganim have slated a series of record hops, exposure dates and TV bandstand shows. On May 6, the group will appear at a Macy's and Ingenue magazine fashion show at the American Academy of Dramatic Arts.

## Atl. Handles Dade's 'Got News for You'

MIAMI — Dade Records' "Girl, I Got News for You," by Benny Latimore, is being distributed nationally by Atlantic Records. Brad Shapiro produced the single for the Florida label owned by Henry Tone of Miami's Tone Distributing Co. Atlantic plans a heavy promotion.



RECEIVING A GOLD disk for the Herman's Hermits single "There's a Kind of a Hush (All Over the World)" is producer Mickie Most, left. MGM Records president Mort Nasatir made the presentation, the group's sixth million-seller as certified by the Record Industry Association of America.

# 22 Valiant Outlets Cut

LOS ANGELES — Warner Bros. has taken over immediate distribution of product from its new Valiant purchase. Approximately 22 distributors have been trimmed in the process. All terminations are with companies which are not WB representatives.

First product from the Valiant stable appearing on the WB logo is rush-released single "Spinning, Spinning, Spinning" by the Ballroom, a new act. All Valiant's released and unreleased masters will bear the WB name as well as new product by established Valiant artists, toplined by the Association, which has scored with \$2 million sales from four single releases. Valiant's estimated gross in 1966 was around \$3,250,000.

# Viva's Sales Go Over \$ Mil. Mark

HOLLYWOOD — Viva Records' sales for the first 10 months of the label's existence have exceeded \$1 million, according to Ed Silvers, vice-president and operational head of Viva. The Midnight String quartet, a creation of Snuff Garrett, Silvers' partner, have accounted for a major portion of the label's initial success. The Strings make their first concert appearance June 10 with the Long Beach Symphony Orchestra. Silvers, partner in Snuff Garrett Productions, will visit New York next week seeking material for Viva and Garrett Productions' artists.

# Minnie Pearl Hurt In Plane Mishap

KNOXVILLE — An engine failure caused the crash landing of a small plane piloted by Henry Cannon, and carrying "Grand Ole Opry" star Minnie Pearl, Cannon's wife.

Their first accident in 20 years occurred near Knoxville, on a flight from Baltimore to Nashville. Miss Pearl suffered only bruises. Cannon was not hurt.

# NO PAUSES FOR 5TH DIMENSION

LOS ANGELES—The Fifth Dimension is using Asian music as interludes between cuts in its new LP, "Up, Up and Away" instead of usual five-second pauses. The Soul City LP is being distributed nationally by World Pacific Records, a wing of the parent Liberty Records.

# Market Quotations

(As of Noon Thursday, April 20, 1967)

NAME	65-66 High	65-66 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
Admiral	38	26	1552	29 3/4	25 1/4	28 3/8	+3 3/8
American Broadcasting	93 1/2	72 3/4	318	82 1/4	81 1/4	81 5/8	+ 1/8
Ampex	32 3/4	22 3/4	1704	30 3/8	29 1/8	29 3/4	+ 3/4
Audio Devices	30 3/8	21 5/8	337	29 1/8	26	28 3/4	+3 3/8
Automatic Radio	6 7/8	3 1/4	418	6 7/8	5 3/8	5 5/8	- 3/4
Automatic Retailer Assoc.	66	51 3/4	201	66	62 3/8	66	+3 1/2
Cameo Parkway	3 1/8	2 1/8	15	2 7/8	2 3/8	2 7/8	+ 1/8
Canteen Corp.	28 3/8	22 3/4	427	24 3/8	23 1/4	24 1/4	- 1/8
CBS	75 3/4	59 1/2	1615	74 1/2	71 1/2	73 1/2	+ 3/8
Columbia Pic.	41 7/8	33 1/2	62	39 3/8	38 3/8	39 1/4	+ 1/4
Consolidated Elec.	50	36 3/8	730	50	45 1/4	49 3/4	+4 1/2
Disney, Walt	94 1/2	75	327	93 3/8	85 3/4	92	+6 1/2
EMI	5	3 1/2	865	4 7/8	4 1/4	4 3/4	+ 3/8
General Electric	94 1/4	82 1/2	2169	93 1/4	87 1/8	93	+5 3/4
Handelman	29 1/4	17 1/8	53	29	26 1/2	28 1/8	+1 3/8
MCA	50	34 3/4	92	48 1/4	46	47 3/4	+1 3/4
Metromedia	54 3/4	40 3/8	575	54 3/4	50 3/8	54 1/4	+4 3/8
MGM	47 1/2	32 3/4	676	47 1/2	44 3/8	46 1/2	+2 3/4
3M	93 1/2	75	877	86 3/8	83 1/8	85 3/4	+3 3/8
Motorola	132 3/4	90	1595	115 7/8	102 3/8	113 1/8	+11 1/8
RCA	53 1/4	42 3/8	5022	53 1/4	46 3/4	52 3/8	+6
Seeburg	20 3/8	15	152	16 7/8	16	16 3/8	+ 1/8
Tel-A-Sign	3 1/8	1 7/8	99	2 3/8	2 3/8	2 3/8	- 1/8
20th Century	49 1/2	32 3/8	1029	49 1/2	43 3/8	49 1/4	+5 3/4
U-A	37 3/8	26 7/8	202	35 3/8	34 3/4	35 3/8	+ 3/4
WB	24 3/8	16 3/4	1037	24 3/8	23	23 1/2	- 3/8
Wurlitzer	36	18 1/8	192	29 1/4	26	26 1/2	+ 1/4
Zenith	62 3/4	47 3/4	3055	62 1/4	51 3/4	62	+11 3/4

### OVER THE COUNTER\*

(As of Noon Thursday, April 20, 1967)

NAME	Week's High	Week's Low	Week's Close
Dextra Corp.	2 1/8	1-13/16	2
GAC	8	7 1/2	8
Jubilee Ind.	4 1/4	3 1/4	4 1/4
Lear Jet	24	22 1/2	22 1/2
Merco Ent.	10	9 3/8	10
Mills Music	25 1/4	25	25
Pickwick	10 1/2	9 3/4	10 1/4
Telepro Ind.	7 1/8	4 7/8	7 1/8
Tenna Corp.	12 1/4	11 1/2	11 1/2

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

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

# Seven Singles of San Remo Tune

NEW YORK — To date, seven singles are being released in the United States on "Non Pensare a Me," winner of the recent San Remo Song Festival. The song was obtained for Chappel & Co. by Teddy Holmes, executive with Chappell, Ltd., of England. Artists who have waxed the tune include Iva Zanicchi on United Artists; Claudio Villa on Kapp; Connie Francis on MGM; Jerry Vale on Columbia; Enzo Stuarti on Epic; Ronnie Aldrich on London; and Malcolm Roberts on Dunhill. The first five have already been issued.

# Revere 'Spirit' LP Gets Gold Record

NEW YORK — Paul Revere & the Raiders have received a gold record for their Columbia LP, "The Spirit of '67," their third album in three months to be certified by the Record Industry Association of America for sales in excess of \$1 million. Earlier this year the quintet received gold records for "Midnight Ride" and "Just Like Us." Terry Melcher produced the three Columbia albums.

# Team Does 'Twiggy'

NEW YORK — Jerry Lieber and Mike Stoller are doing the music for the April 27 ABC-TV network special "Twiggy in New York." A&M Records is releasing a single by Chris Montez — "Twiggy (I'll Remember You)" out of the show.

# Verve Pitch Backs Janis Ian TV Date

NEW YORK — To back the appearance of Janis Ian on the CBS-TV network "Inside Pop — the Rock Revolution" special which will be aired Tuesday (25), Verve/Folkways has kicked off a heavy promotion program at the dealer level. A letter from press chief Sol Handwerker to distributors, promotion men, one-stop operators and rack jobbers informed them of special tie-in promotions through TV and the press. Jack Maher, advertising manager, informed them of streamers and point-of-purchase displays and of an intensive advertising campaign.

# 'Memories' to Atco

NEW YORK — Atco Records has picked up "Book of Memories," a master produced by Jerry Crutchfield featuring soul singer Percy Wiggins. The singer is currently featured at Club Stealaway in Nashville.

# DANISH PAPER CITES WILSON

LOS ANGELES — Brian Wilson has been tagged by a Danish newspaper as the first American to win its best foreign-produced recording award. The award from Denmark's leading paper was for "Good Vibrations" based on readership votes.



WELCOMING THE WYLDE HEARD to the Philips label is Irwin Steinberg, executive vice-president of Mercury Record Corp. Group members, from left, are Jim Croegaert, Bill Sutton, Ron Bednar and Paul Burson.



**T**o: *Berry Gordy Jr. ,*

*“The world should know the man inside*

*Who walked with courage and a deep  
sense of pride*

*Your strong and guiding hand has shown  
us the way*

*From those who love you the most  
we just want to say,*

*Congratulations on receiving the Interracial  
Council for Business Opportunity annual  
leadership award”*

*From the Staff & Artists of*

***MOTOWN RECORD CORPORATION***

# Tracks Accent Music

• Continued from page 1

"Every year, more soundtracks are issued," said another company spokesman. "But," he noted, "sales are remaining the same." While production costs are high, the record company which is linked to a film outfit is at a considerable advantage. The company does not pay for the soundtrack rights and can afford to take a loss if the album does not sell. "Many companies issue tracks primarily for exploitation purposes," the spokesman continued. "A poor selling disk can be written off as promotion."

However, recordmen are actively eyeing the foreign market for soundtrack - potential product. "But if you hit, your company is set to reap fine profits. Foreign film and music rights are generally inexpensive," he said. Several imports containing soundtracks are slated for domestic release.

According to Billboard's Record Market Research division, soundtrack units in 1966 accounted for 6.5 per cent of total LP sales in non-rack outlets. However, some observers point out that a major part of these sales were accrued by "The Sound of Music" and "Dr. Zhivago." The percentage represents some 5,470,100 albums.

Last year, Billboard's record panel received 72 new soundtracks for review. Of that number, 12 reached the Top LP's chart — 16.6 per cent. This year, four of the 26 new releases have scored on the charts.

## Aimed at Audience

"The soundtrack has to be aimed at an audience, said a spokesman for Tower Records. "The music must not only be written to fit in with the movie's theme, but it also must be active — not just background filler." Tower, which scored heavily with the track from American International's "The Wild Angels," has just released a sequel to the soundtrack plus music from two other American International films — "Riot on Sunset Strip" and "Thunderally." A documentary, "Teen-age Rebellion" is scheduled for future release.

The music in World-Pacific's "The Endless Summer" is an example of a musically solid package which is registering strong sales. The documentary features mild rock 'n' roll. While the score has a theme song, this tune is not interwoven throughout the track.

## Endless Summer

"The Endless Summer," currently the longest running screen attraction in New York, was released three years ago. But because the film is not nationally distributed, it has taken more than two years to obtain bookings. According to a World - Pacific spokesman, "wherever the picture plays, the album sells sharply, but despite the picture's long, successful runs, it hasn't been booked yet in all the major markets."

Two MGM movie tracks, "Dr. Zhivago" and "Grand Prix," further exemplify the importance of 'active' music scoring. While composer - conductor Maurice Jarre spins each of the two scores around a central theme, the theme pervades and flourishes throughout the film, remaining constantly in the forefront of the audience's attention.

United Artists will try its hand at incorporating star entertainers into some of its upcoming soundtracks. First of the films will be "8 on the Lamb." UA's Al Caiola will be billed as the featured performer, spearheading the solo work throughout the soundtrack. George Romanis is the composer and conductor.

The Spencer Davis Group, currently one of the hottest groups in the nation, will do the score of "Here We Go Round the Mullberry Bush." Shooting for the picture is slated for the end of April in England. Ray Charles will wax the theme band of another future UA soundtrack.

"Chitty Chitty Bang Bang," a children's fantasy written by Ian Fleming, will be the title of a true musical film in the sense of "Mary Poppins" and probably receive extensive promotion, is to be scored by the same people who won a Grammy Award for "Mary Poppins" — the Sherman Bros. Production for the UA film starring Dick Van Dyke begins in July in England.

In addition, UA is negotiating for the soundtrack rights to "Man of La Mancha."

## Bond Thriller

Colgems, the RCA distributed label, has just released the James Bond thriller, "Casino Royale." The track, which spotlights the Herb Alpert band and Dusty Springfield, is scored by Burt Bacharach. Colgems will also release the soundtrack of "The Happening." Henry Mancini will score the two RCA

# COAST NARAS NAMES GROUP

HOLLYWOOD — A 10-member nominating committee for its board of governors has been named by the Los Angeles Chapter of the National Academy of Recording Arts and Sciences. Selected were Bill Cole, Jimmy Haskell, Al Schmitt, Barry DeVorzon, Hugh Davies, Earl Palmer, Perry Bodkin Jr., Stan Corryn, Jim Foray and Morris Stoloff. The 10 will form individual committees to nominate candidates for the open 21 board seats.

# Mercos Registers 23% Sales Hike

NEW YORK—Merco Enterprises, national rack jobber, had net sales of \$10,009,039 for the fiscal year ending December 1966. This figure represents an increase of 23 per cent over 1965.

Also, shares rose to \$1.09 from \$1.02 a year ago. Merco services stores and college bookstores.

soundtracks, "Two for the Road" and the movie version of "Peter Gunn." "Two for the Road," starring Audrey Hepburn and Albert Finney, is slated for May release. The "Peter Gunn" score is all new with the exception of the theme which will be retained from the original TV series.

Scheduled for September release is the 20th Century-Fox soundtrack of the musical "Dr. Dolittle." The screen version of the children's book series, will star Rex Harrison and Anthony Newley. "Dr. Dolittle" is the story of a country doctor who can talk to animals. While the story is essentially a children's theme, the movie, like "Mary Poppins," is geared to the entire family.

Fox has scheduled late 1968 for the release of "Star," a film about Gertrude Lawrence. Julie Andrews will play the lead.

The soundtrack film version of the smash Broadway production, "Camelot," will be issued by Warner Bros.-Reprise in October. The world premiere of the film will be held simultaneously with the album release.

# Star Marks Debut With Disk Release

NEW YORK — Star Records is debuting next week with the release of its first single, "Whistlin' in the Sunshine" and "Dreaming in the Moonlight" by the Earthquakers. Steve Moore, who produced the disk, has been named production director for the new label, a subsidiary of Star Records Enterprises Inc., which is headed by Leonard L. Farber. Both sides of the Earthquakers pressing were written by I. Miron.

# First Three LP's Issued by Deram

NEW YORK — Three LP's are being issued by Deram Records, the first album releases for the label, which is manufactured by British Decca, parent firm of London Records. The pressings feature Cat Stevens, Los Escudos, and sitarist Chim Kothari. In-store and window display material on the disks is included in a strong merchandising drive.

# Schlitz Brewery in Tie With Cincy Jazz Festival

CINCINNATI—Jazz impresario George Wein, founder of the Newport Jazz Festival, last week announced that the Sixth Annual Ohio Valley Jazz Festival, to be held at Crosley Field here Aug. 5, will this year be presented under the sponsorship of the Joseph Schlitz Brewing Co. of Milwaukee. The Schlitz participation will enable this year's festival to be presented to the public at reduced ticket prices, Wein said.

Robert A. Uihlein Jr., Schlitz president, said: "The Cincinnati event is one of several important jazz activities which the company is supporting as part of its 1967 'Schlitz Salute to Jazz.'" Uihlein added that "jazz is a vital part of our country's musical culture which we feel is deserving of support." Wein termed the Schlitz sponsorship of the Cincinnati festival as "one of the biggest boosts jazz has had in the past decade."

Artists already signed for the local engagement are the Ram-

# Pincus Steps up Coast Operation

NEW YORK — Publisher George Pincus is stepping up his activity on the West Coast. Named as head of the operation there is Joe B. Mauldin, who started as a member of the Crickets, then entered publishing with Snuffy Garrett.

Mauldin will secure recordings and work with West Coast writers. George and Irwin Pincus will be making periodic trips to the coast to work on TV, film and record assignments. In the past two months, Pincus copyrights have been cut on the West Coast by Billy Vaughn, Ed Ames, Robert Goulet, Tommy Garrett, Glenn Yarborough and the Lennon Sisters.

# 'Masters' Fade

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In many instances, the "master record" has bailed the a&r man out of the problem of picking an artist on his roster to do the song. Also, the contemporary sound has become individual that the recording man has found it too difficult to duplicate with a disk of his own making.

The market value of the "master disk" has been going up steadily. It's reached a point, in some instances, where record companies have bid as high as \$20,000 for the acquisition of a "master" with royalty deals ranging from 7 to 9 per cent thrown in for good measure.

# Bell Clicks

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Jack Lewerke and Ralph Kaffel out of California.

Elf Records, operated by Buzz Cason and Bobby Russell in Nashville, has already come up with a hit, "She Shot a Hole in My Soul" by Clifford Curry, which is now played in Nashville, Charlotte, Atlanta, Detroit, Los Angeles, Pittsburgh, New York and Baltimore. As for the latest Mitch Ryder single—"Too Many Fish in the Sea"—Uttal said he had 230,000 unit orders when it was released and he's already getting reorders. The tune hits the Hot 100 Chart this week at No. 76 with a star.

sey Lewis Trio, the Cannonball Adderley Quintet, Nina Simone, the Dizzy Gillespie Quintet, the Jimmy Smith Trio and the Herbie Mann Octet.

Ticket prices, because of the Schlitz sponsorship, will be \$2.50, \$3.25, \$4 and \$5, with all seats reserved. This averages almost a \$1 a ticket less than in past seasons.

Dino Santangelo is again in charge of publicity for the event.

# Philly Completes Chamber Season

PHILADELPHIA — The Chamber Symphony of Philadelphia, which just completed its premiere season, will give 21 concerts next season at the Academy of Music here. In addition, some 80 out-of-town concerts are planned.

Anshel Brusilow returns as conductor and musical director of the orchestra with Alfred Wallenstein as a guest conductor. Touring will take the orchestra to the West Coast and include several engagements in Canada. The unit has signed with RCA Victor.

Special features of the 1967-1968 season include Robert Kurka's opera, "The Good Soldier Schweik"; new pieces commissioned from composers Rod Levitt and Wilfred Josephs; and the return of Baird Marionettes for a production of Stravinsky's "Story of a Soldier."

# Cap.'s Rawls Blazing Sizzling Sales Trail

LOS ANGELES—Lou Rawls has become Capitol's top selling male vocalist, with a blazing sales performance which dates back one year. The firm reports he has sold \$5 million worth of singles and albums since April 1966, when his "Lou Rawls Live" album came on both the rhythm and blues and pop music charts.

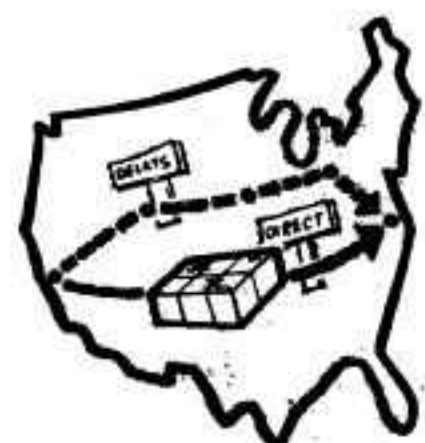
"Live" was awarded RIAA gold disk status, with his subsequent LP's "Soulful" passing the 400,000 sales mark, and "Carryin' On" exceeding 200,000 copies. The forthcoming "Too Much" LP has reported advance orders of 100,000 copies. The Chicago-born vocalist is currently headlining the Coconut Grove in his debut there.

# Bravamado Opens Offices in N. Y.

NEW YORK — Bravamado Enterprises, Ltd., new music publishing and independent record producing firm, has opened offices here. Seth-Alan Music Publishing will be the name of the the publishing division. Alan Braverman, who will be Bravamado's president and director of promotions, and Ralph Afoumado, who will be vice-president and professional manager, are the principals.

# 'Heart' Roulette

NEW YORK—Roulette Records has purchased the master of "Gotta Make My Heart Turn Away" by Michael. The record was produced by Jack Salyers and Lofton Kline, formerly of the Pozo Seco Singers, out of Corpus Christi, Tex. The record has hit the top of the charts of radio stations KEYS in Corpus Christi and KONO in San Antonio, according to Red Schwartz of Roulette.

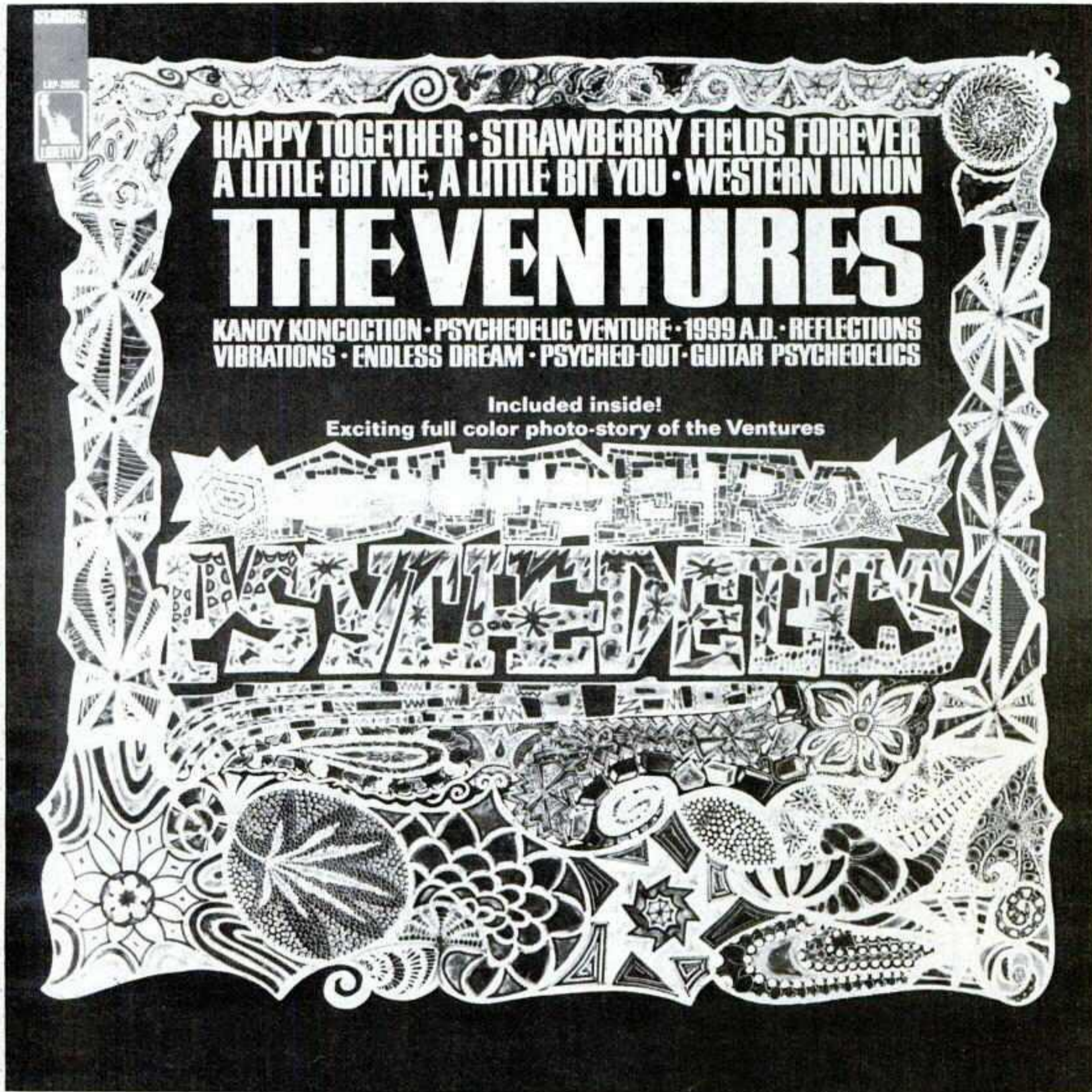


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# Review Reviewers: Lib.'s Winter

LOS ANGELES — Professional record reviewing should come under industry-wide review, suggests Norman Winter, Liberty Records publicity director. Winter contends that reviewers' mailing lists have become clogged with names of persons who, for a number of reasons, do not return value received to the manufacturers from whom they solicit recordings.

"It's a matter of cost," Winter explains. With recordings so popular, everyone wants to get on a company's reviewer's list, the executive contends. "It's not a question of saving money and losing exposure. It's a question of waste."

Winter thinks publicity directors of labels which maintain reviewers services should band together to establish a clearing house where applicants for free albums could be screened and standards developed for accreditation. Winter points to the Motion Picture Producers Association,

which maintains an up-to-date list of accredited correspondents for film screenings, as the kind of channeling body the record industry should have.

He feels that if there were some body which would maintain a list of accredited newspaper and magazine reviewers and also set standards for accreditation, the entire industry could evoke considerable cost savings.

Based on his six and one-half years as Liberty's press man, Winter says:

There are "reviewers" earning their living as real-estate agents and furniture salesmen who supply a paper with a free column. The column is their key to free LP's, and party and film screening invitations.

There are "reviewers" on some newspapers who will request all albums and then merely mention the titles in their columns.

There are "reviewers" who sell the albums as a means of

added income rather than requesting them for criticism.

"To me, a review means some form of appraisal, either from the artistic or commercial standpoints," Winter says.

The legitimate reviewers, or persons to whom records should be sent, in Winter's opinion are members of the music business press, the wire services, national general magazines, important fan magazines, radio station publications, metropolitan city newspapers and key syndicated columnists.

Liberty's reviewer lists are categorized into pop, teen appeal, jazz, rhythm and blues, and country. Winter says he's heard of companies which mail review everything.

Winter believes that printed reviews on strict music LP's sell very little product. The print media review has several other functions: introducing a new artist, sustaining an artist's image, reminding an artist's fans of a new product. "Airplay is the complete lifeline of a company," Winter says. "Therefore you treat expenditures realistically. You have to ask how much good do these reviews do?"

In addition to the actual cost of the LP, Winter cites mailing and handling costs which add up considerably for the company which has a liberal reviewing policy.

Winter feels a record publicist's review board, for example, could function advantageously in pruning down reviewers to a realistic number. Individuals who may not be covering the music-record beat any more should be eliminated, and product should only be sent to individuals who review that kind of material, are the publicist's visions.

## Letters To The Editor

### Producers Blasted

Editor:

The Susquehanna Stations inserted in the April 22 issue of Billboard an ad concerning the poor taste of some currently popular music. This ad is placed in support of one carried recently by the McLendon Stations, but points up a problem that has concerned us for some time.

We think producers of popular music, in their unending quest for more record sales, are pushing sex, narcotics and the simulation of four-letter words beyond the point of propriety.

I wish we could make the point without naming names, but generalities are so pointless. Why shouldn't we? "Sock It to Me, Baby" is a revolting expression which cannot be labeled double entendre. It has only one meaning. Some of the sounds uttered vocally are a close approximation of totally unacceptable Anglo-Saxon lan-

### Bands to Jump At Newport Fest

LOS ANGELES — Many bands have been set for the Newport Jazz Festival from June 30 through July 3. Festival producer George Wein reports the following aggregations signed for the outdoor festival:

Count Basie, Buddy Rich, Woody Herman, Milford, Mass. Youth Band and the Preservation Hall Band from New Orleans. Vocalists will consist of Nina Simone, Joe Williams and Sarah Vaughan, with combos spotlighting Dave Brubeck, Wes Montgomery, Miles Davis, Max Roach, Dizzy Gillespie, Herbie Mann, John Coltrane, the Modern Jazz Quartet, John Handy and Thelonious Monk.

In addition, such artists as Earl Fatha Hines, Roy Eldridge, Pee Wee Russell, Buck Clayton and Willie (The Lion) Smith, will appear as guests and performers.

A touch of contemporary blues will be provided by the rock-oriented Blues Project, with African drummer Olatunji making an appearance following several years away from Newport.

guage. We doubt seriously that either of these offensive situations is accidental.

"Let's Spend the Night Together" is a song title that ran into trouble with no less than Ed Sullivan. Why should a recording group as successful as the one in question think they would convince anyone that the meaning of their lyric was innocent. Furthermore, did they believe that radio stations were forced to play that record or its flip just because they were a popular group? If we played the innocent side would we not be promoting the sale of the offensive side to our listeners?

These are only two of the more brazen attempts to have us peddle something which is far too close to pornography. We were already trapped into playing the records of a group whose name is a hip expression for "taking a fix." In addition, another English group had conned us into running a two-and-one-half-minute commercial for LSD by referring to it by its British name.

Susquehanna and, apparently, McLendon, too, has served notice that the whistle has blown. But we still maintain it is the responsibility of the music industry to clean up this situation with or without our help. Billboard is an important force in the music industry. We would like to think that you are on our side.

Allan Saunders  
Vice-President  
and General Manager,  
WHLO, Akron/Canton Radio

### Tape Recorder Article

Editor:

In your issue of April 8, 1967, you wrote a series of articles about tape recorders using the Philips-cassette system.

Apparently a misunderstanding occurred on your side. The picture of our automobile tape recorder Blaupunkt snob 100 was accompanied by text declaring this unit as a product of the UHER Co. of Munich, Germany. This is not the case. This unit (see photo) has been designed and is produced by Robert Bosch Elektronik und Photokino GmbH of West Germany.

Robert Bosch Elektronik  
Und Photokino GmbH  
Verkauf 5

## BEST SELLING JAZZ LP's

Billboard Award	This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1		MERCY, MERCY, MERCY The Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	8
2	2		GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	8
3	3		SWINGIN' NEW BIG BAND Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	8
4	5		SLOW FREIGHT Ray Bryant, Cadet LP 781 (M); LPS 781 (S)	6
5	4		TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	8
6	7		CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	8
7	6		MILES SMILES Miles Davis, Columbia CL 2601 (M); CS 9401 (S)	8
8	9		SPELLBINDER Gabor Szabo, Impulse 9123 (M); S 9123 (S)	8
9	8		LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	8
10	12		JAZZ RAGA Gabor Szabo, Impulse A 9128 (M); AS 9128 (S)	5
11	10		LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	8
12	14		FOREST FLOWER Charles Lloyd, Atlantic 1473 (M); SD 1473 (S)	3
13	13		CARRYIN' ON Lou Rawls, Capitol 2632 (M); ST 2632 (S)	8
14	16		IMPRESSIONS OF THE MIDDLE EAST Herbie Mann, Atlantic 1475 (M); SD 1475 (S)	4
15	15		"LIVE" AT MONTEREY Don Ellis Ork, Pacific Jazz PJ 10112 (M); ST 20112 (S)	3
16	11		TIME IN Dave Brubeck, Columbia CL 2512 (M); CS 9312 (S)	3
17	18		BYRDLAND Charlie Byrd, Columbia CL 2592 (M); CS 9392 (S)	8
18	20		JODY GRIND Horace Silver, Blue Note BLP 4250 (M); BST 84250 (S)	2
19	19		HAPPENINGS Bobby Hutcherson, Blue Note BLP 4231 (M); BST 84231 (S)	8
20	—		BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	1

## Longhorn Fest Roster Longer

By BARRY CANDY

AUSTIN, Tex.—More names in the world of jazz have been put on the slate for the second annual Longhorn Jazz Festival, April 28-30. These include Art Blakey, Illinois Jacquet, Teddy Wilson, Howard McGhee, Lou McGarity and Elvin Jones.

With the talent roster nearly completed, producer George Wein has announced a break-

### Arhoolie Forms A Second Line

BERKELEY, Calif. — Arhoolie, a blues label, has formed a second line to cover jazz and any marriages with rock 'n' roll. Debut disk spotlights the Jerry Hahn Quintet, the leader the former guitarist with John Handy. Others in the group are violinist Michael White (another former Handyite), Noel Jewkes on tenor and flute, Ron McClure on bass and Jack DeJohnette on drums. The Chris Strachwitz-owned label may be contacted at P. O. Box 9195, Berkeley, Calif. 94719.

### Arts Council to Cite Jazzmobile

NEW YORK — The Jazzmobile, sponsored by the Harlem Cultural Council, will be honored by the New York State Council on the Arts in a ceremony at the New York State Theater, May 18. The Jazzmobile, motorized bandstand, cruises the streets of Harlem and brings name musicians to people who could not ordinarily afford to attend concerts:

down of performers for the three evening concerts in Disch Field in Austin.

Appearing at next Friday night (28) concert will be the Dizzy Gillespie Quintet, featuring James Moody on tenor sax and flute; the Thelonious Monk Quartet with Charles Rouse, tenor saxist; vocalist Nina Simone, with her trio; the Alamo City Jazz Band, the Sam Houston State College 22 member "Houstonians" lab band with trumpeter Kenny Dorham and drummer Elvin Jones as guest stars.

The Saturday night (29) concert features the Woody Herman orchestra, the Herbie Mann Quintet, organist Jimmy Smith and his trio, blues singer Joe Williams and trumpeter Howard McGhee.

On the Sunday night, (30) roster will be guitarist Charlie Byrd, Art Blakey and the Jazz Messengers, Illinois Jacquet, pianist Milt Buckner, Lou McCarty, Teddy Wilson and the Newport All-Stars, a group composed of cornetist Ruby Braff, clarinetist Pee Wee Russell, tenorist Buddy Tate, pianist George Wein, bassist Jack Lesberg, drummer Don Lamond and the Arnett Cobb Sextet.

This year's festival, which is supported by the Jos. Schlitz Brewing Co. as part of its 1967 "Salute to Jazz," also includes afternoon workshops on April 29 and 30.

The April 29 matinee will feature Woody Herman and his musicians in a musical history of the Herman Herds, while the April 29 evening session will be devoted to a drum workshop conducted by Jo Jones, Art Blakey, Elvin Jones, Don Lamond and others.

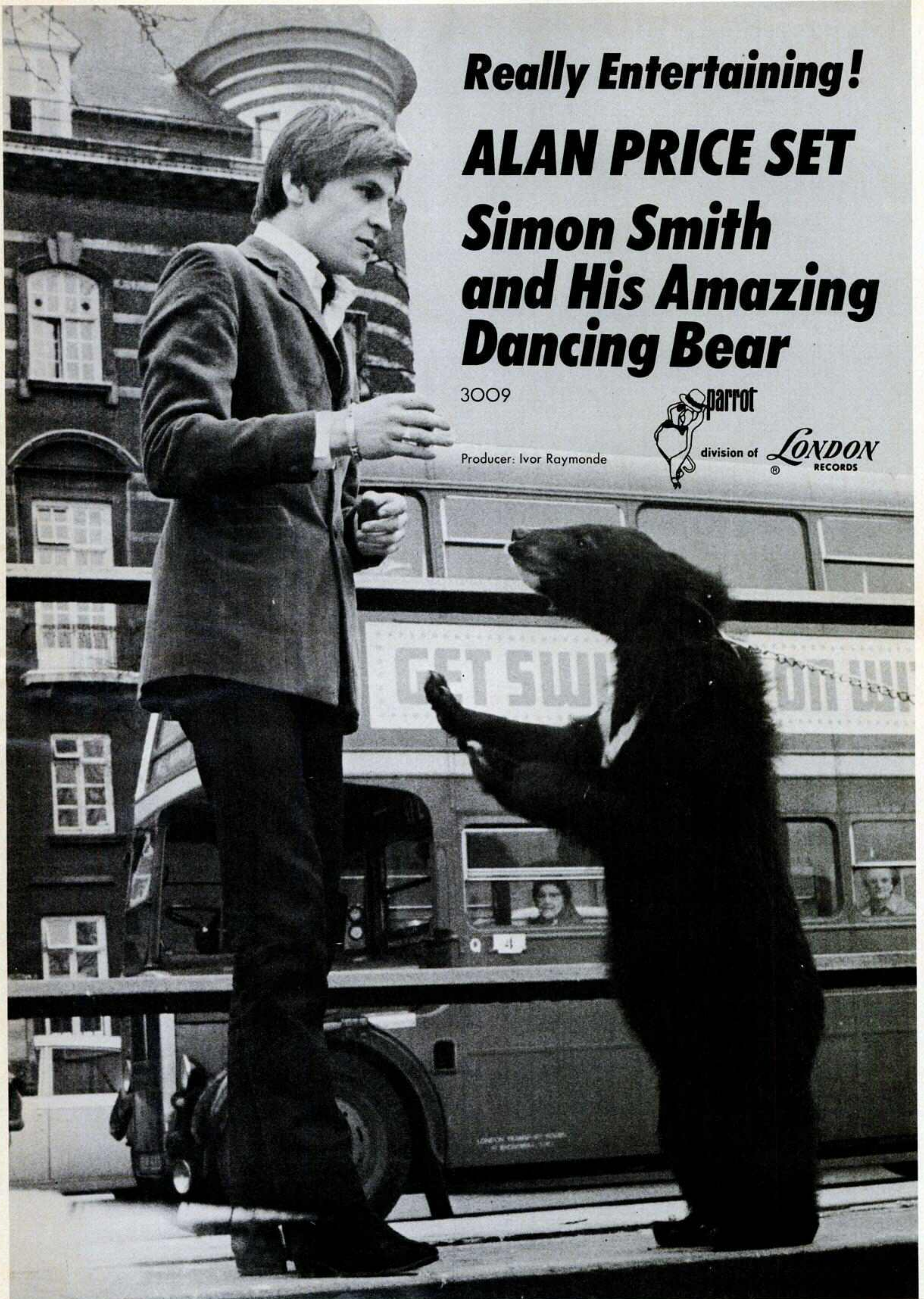
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# Liberace Backs Label, College Talent Hunts

LOS ANGELES — Concert pianist Lee Liberace is backing a new label, InArts, and a series of collegiate talent hunts to expose new artists.

Liberace has allocated \$50,000 to cover a series of statewide, regional and national talent contests being formulated by Irv Weinhaus, program director for International Artists, Ltd., parent company of the new record label located at 967 North LaCienega Boulevard.

Weinhaus, a former talent agent and show packager who has specialized in the college market, is working with Fred Darian, general manager of the fledgling label in the development of the talent contest program.

Weinhaus sees colleges running talent contests, with the winners sent to State finals and from there to regionals and a national final in Los Angeles next year. InArts will sign the most powerful artists.

Weinhaus has been contacting student activity directors at

colleges to announce his firm's forthcoming National Intercollegiate Talent Competition. Seven colleges in New Mexico have begun a test series of talent hunts, with the national competitions set to begin in the fall semester. Each school will be responsible for running its own talent contest, with music from all fields being sought. InArts will award \$500 in a professional engagement contract to the winner of each State-wide contest, with \$2,500 awarded on a regional level and \$5,000 the top prize. Weinhaus hopes to package the winning acts in a talent caravan to play their own schools and others, so their prizes are actually in the form of payment for working concert dates.

Weinhaus says student activities directors have shown enthusiasm for the idea since it provides their schools with an additional entertainment activity and has the potential of launching one of their star-struck students on a professional plain.

# 2 Evergreens Sharing Each Other's Loot

NEW YORK — While the two Evergreen Record labels have no merger plans in mind, they are co-operating by filling each other's orders.

The confusion began last week when Billboard announced that Grove Press had reactivated its Evergreen label and is releasing the original cast album of "MacBird," a controversial off-Broadway play which deals with contemporary political figures in less-than-flattering terms.

The other Evergreen, a subsidiary of Monmouth Records, Inc., releases albums of a more sedate nature—the work of Vincent Youmans, the Dietz-Schwartz Broadway shows, torch singer Libby Holman, Claude Thornhill and Isham Jones.

The Monmouth Evergreen has been getting "MacBird" orders, and the Grove Evergreen has been getting Libby Holman orders. Each label has been passing these orders on.

Monmouth has taken a step to help end the confusion. It's Monmouth-Evergreen Records from here on in.

# Indian Music School To Open on W. Coast

By HANK FOX

LOS ANGELES—American musicians will be afforded an opportunity to study the structure and the instruments of Indian music in the U. S. when Ravi Shankar, in association with World-Pacific Records, opens a school of Indian music here May 21.

Shankar, considered to be the world's foremost player of the Indian sitar, will personally instruct, together with the entourage he has brought here from India.

Enrollment will be limited initially to 150 students. Three types of instruction are offered—history and appreciation, group instruction and private lessons.

A. Dasgupta will assist Shankar with the sitar and sarode while Allhraka will instruct on the tabla. Allhraka will also teach Indian rhythms.

According to a spokesman for World-Pacific, the school will be geared to develop an understanding and impart the skill needed to play and appreciate Indian music.

"The students will actually be starting from scratch," the spokesman explained, "because the Indian music structure is not familiar to them. It's almost like learning a new language." Indian instrumentation is based on chords and scales alien to the Western musician.

Since English is the Indian national language, there will not be any communications barrier between the teachers

and students. Shankar will remain the U. S. through September. He will then return once each year to teach a course.

During his stay, he will combine instructing on weekdays with a concert program on weekends. Among dates scheduled are appearances at Lincoln Center in New York and Canada's Expo 67. In October, he will embark on a concert tour.


All lessons will be taught in the evening. Cost will be \$5 per evening for the general background course (history, appreciation and understanding) and \$10 per lesson per person for group instrumental instruction. The fee for private tutoring with Shankar has not been determined.

Classes will be taught at the school building located opposite the World-Pacific studios.

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## ABC Drive on 'Dr. Doolittle'

NEW YORK — ABC Records is preparing a major drive on the soundtrack of "Dr. Doolittle," released on the 20th Century-Fox label. Advance pressing is 500,000 records. The album has a doublefold jacket, with a four - color photo and story booklet insert. It will be priced at \$5.79 monaural and \$6.79 stereo.

Advance publicity on the film, scheduled for December release, began with the Sept. 30 issue of Life magazine, which carried a pullout of Rex Harrison and a picture layout based on the film. The film also stars Anthony Newley, Samantha Egger and Richard Attenborough. Script, music and lyrics are by Leslie Bricusse.

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Mauricio Smith . . . . . (RCA Victor)  
Carnaby Street Set . . . . . (Columbia)  
Mark Vickers . . . . . (Capitol)

#### LITTLE GAMES

The Yardbirds . . . . . (Epic)

#### TEN STOREYS HIGH

David & Jonathan . . . . . (Capitol)

#### A GHOST OF A CHANCE

Neil Scott . . . . . (Cameo/Parkway)  
Arnie Corrado . . . . . (Date)

#### JAZZ BABY

Carol Channing . . . . . (Decca)

#### FOR ME AND MY GAL

Uncle Dick's Old-Time Singers. (W.B.)



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## Parrot Launches New LP Series

NEW YORK — London Records is starting a new album series on its Parrot label featuring singles hits from various artists. The initial LP contains 12 selections. Some of the artists are Los Bravos, Jonathan King, the Nashville Teens, the Moody Blues, Noel Harrison, Them and the Zombies. Herb Goldfarb, London national sales and distribution manager, has planned a heavy promotion at station level and with retail outlets. Volumes II and III are being planned for Parrot.

## Changes Launched

BERKELEY, Calif. — Changes Records has been launched here. Chris Strachwitz is president. The label will be distributed by Arhoolie Records and will primarily feature contemporary music. First release, a jazz album, features the Jerry Hahn Quintet. The label is also releasing an EP featuring a San Francisco rock 'n' roll group, The Notes From the Underground. The EP lists for \$1, the LP for \$4.98.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 206—Last Week, 139

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

## POP SPOTLIGHTS

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

**KING CURTIS—JUMP BACK** (Prod. Jerry Wexler) (Writer: Thomas) (East, BMI) — Driving rocker loaded with discotheque appeal which should spiral it to the top part of the Hot 100. His most exciting and commercial entry to date. Flip: "When Something Is Wrong With My Baby" (East, BMI). **Atco 6476**

**JACKIE WILSON — I'VE LOST YOU** (Prod. Carl Davis) (Writer: McCoy) (Blackwood, BMI) — Van McCoy wrote it and Wilson sings it to perfection. Bluesy rhythm number should fast prove a topper for his "Whispers" smash. **Brunswick 55321**

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

**FREDDIE SCOTT—AM I GROOVING YOU** (Prod. Bert Berns) (Writers: Berns-Barry) (Web IV, BMI) — Back in the "Are You Lonely for Me" groove, Scott has a sure-fire winner in this blues mover with even more sales potential than his past entries. Flip: "Never You Mind" (Den-Ross, BMI). **Shout 212**

**GOLDIE & THE GINGERBREADS—WALKING IN DIFFERENT CIRCLES** (Prod. Alan Lorbar) (Writers: English-Weiss) (Helios, BMI) — They're back and with this exciting English-Weiss rocker, the group will once again prove top sellers. Pulsating Alan Lorbar arrangement drives the group from start to finish. Can't miss. Flip: "Song of the Moon" (Starborne, BMI). **Atco 6475**

**FRANKIE VALLI—CAN'T TAKE MY EYES OFF YOU** (Prod. Bob Crewe) (Writers: Crewe-Gaudio) (Saturday-Seasons' Four, BMI) — Strong rhythm ballad material from the pen of Bob Crewe and Bob Gaudio with an exceptional Valli vocal combined with an exciting Artie Schroeck arrangement makes for a powerful chart contender. Flip: "The Trouble With Me" (Saturday-Seasons' Four, BMI). **Phillips 40446**

**THE GRASS ROOTS—LET'S LIVE FOR TODAY** (Prod. Steve Barri & P. F. Sloan) (James, BMI) — The "Where Were You When I Needed You" group has powerful sales potential with this folk-rock ballad. Lyric content is right up the alley of the teen buying market. If exposed, should prove a smash. Flip: "Depressed Feeling" (Trousdale, BMI). **Dunhill 4084**

**JAMES BROWN & THE FAMOUS FLAMES—LET YOURSELF GO** (Prod. James Brown) (Writer: Brown) (Dynatone, BMI) — Infectious driving blues rocker with a top wailing vocal workout spells sales. This mover should have no trouble putting Brown at the top again. **King 6100**

**LEE DORSEY—MY OLD CAR** (Prod. A. Toussaint & M. E. Sehorn) (Writers: Toussaint-Backer) (Marsaint, BMI) — Clever novelty material combining the blues with the good time sound has all the earmarks of a sales giant. Allen Toussaint's catchy arrangement lends strong support to a fine Dorsey vocal. Flip: "Why Wait Until Tomorrow" (Marsaint, BMI). **Amy 987**

**THE SANDPIPERS—GLASS** (Prod. Tommy LiPuma) (Writers: Sheldon-Marks) (LaBrea, ASCAP) — This well-written lyric with a compelling performance has what it takes to make it big, and should be listened to throughout. Intriguing arrangement of the ballad adds to its potential. Flip: "It's Over" (Honeycomb, ASCAP). **A&M 851**

**NEIL SCOTT—I DON'T STAND A GHOST OF A CHANCE WITH YOU** (Prod. Bob Reno) (Mills, ASCAP) — Producer exec Neil Bogart is back in top vocal form with a fresh pop Artie Butler treatment of the standard. Fits all programming and could easily prove as important as the successful Chris Montez standard revivals. Flip: "Let Me Think It Over." **Cameo 476**

**JANE MORGAN — THE THREE BELLS** (Prod. Manny Kellm) (Writers: Reisfeld-Villard-Gilles) (Southern, ASCAP) — This exceptional revival could put the stylist back in the "Day the Rains Came Down" selling class. The Ernie Freeman arrangement is in strong support as it builds the production ballad all the way through. Flip: "I Want to Be With You" (Morley, ASCAP). **Epic 10159**

**THE SOUTHBOUND FREEWAY—PSYCHEDELIC USED CAR LOT** (Prod. Fred Saxon) (Writers: Chover - Somberg - Somberg - Miller) (Frost - Tera Shirma, BMI) — Purchased from Tera Shirma Records, this teen novelty is a gas with hilarious lines and a top vocal job that should hit the Hot 100 with impact. Left fielder to watch. Flip: "Southbound Freeway" (Frost-Tera Shirma, BMI). **Roulette 4739**

**OTIS & CARLA—TRAMP** (Writers: Fulsom-McCracklin) (Modern, BMI) — The Lowell Fulsom success could be repeated and topped in the pop markets by this duet of Redding and Thomas. Culled from their hit "King and Queen" LP, this should hit hard and fast. Flip: "Tell It Like It Is" (Col-soul-Olrap, BMI). **Stax 216**

**THE MUGWUMPS—SEARCHIN'** (Prod. Roy Silver & Bob Cavallo) (Writers: Lieber-Stoller) (Tiger, BMI) — The Lieber-Stoller hit of the past by the Coasters has strong possibilities for a smash again via this Mamas and Papas sounding group treatment. The Cass Elliott sound is there. Flip: "Here It Is Another Day" (Manger, BMI). **Warner Bros. 7018**

**UNRELATED SEGMENTS—THE STORY OF MY LIFE** (Prod. S.V.R. Records) (Writers: Mack-Stults) (Chekaway, BMI) — Hard driving rocker should fast establish the disc and group as top sellers. Loaded with discotheque excitement and teen appeal. **HBR 514**

**THE EQUALS—HOLD ME CLOSER** (Prod. President Records, Ltd.) (Writers: Grant-Gordon) (Saxon, BMI) — Imported from England, this solid beat teen rocker, featuring a group of five boys, has the ingredients of a fast hit. Good sound is backed by a groovy dance beat. Flip: "Baby, Come Back" (Piccadilly, BMI). **RCA Victor 9186**

**THE RAGGAMUFFINS—FOUR DAYS OF RAIN** (Writer: Pacheco) (Wilkes, BMI) — New folk flavored group from Greenwich Village come up with an impressive disk debut that should prove an important chart item. Strong blend of four boys and a girl. Flip: "It Wasn't Happening at All" (Wilkes, BMI). **Seville 141**

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

**THE TROGGS—Any Way That You Want Me** (Blackwood, BMI). **Fontana 1585**  
**ROBERT PARKER—Secret Service** (Bonatemp, BMI). **NOLA 733**  
**TWIGGY—When I Think of You** (Kenwood, BMI). **CAPITOL 5903**  
**NANCY AMES—My Story Book** (Marks, BMI). **EPIC 10149**  
**BOBBY VEE—Come Back When You Grow Up** (Painted Desert Music, BMI). **LIBERTY 55964**  
**LAURA NYRO—Film Flam Man** (Celestial, BMI). **VERVE FOLKWAYS 5051**  
**SANDIE SHAW—Puppet on a String** (Gallico, BMI). **REPRISE 0575**  
**BARRY MANN—She Is Today** (Screen Gems-Columbia, BMI). **CAPITOL 5894**  
**JERRY BUTLER—You Walked Into My Life** (Helios, BMI). **MERCURY 72676**  
**THE ROBBIS—Rapid Transit** (MRC Music, BMI). **MERCURY 72678**  
**THE RAINY DAZE—Good Morning, Mr. Smith** (Claridge, ASCAP). **UNI 55011**  
**ROBERT GOULET—One Life, One Dream** (Jenny, ASCAP). **COLUMBIA 44100**  
**GLENN YARBROUGH—Gently Here Beside Me** (Marks, BMI). **Golden Under the Sun** (Blackhawk, BMI). **RCA VICTOR 9187**  
**JERRY WALLACE—Runaway Bay** (Primrose, BMI). **LIBERTY 55957**  
**SPANKY AND OUR GANG—Sunday Will Never Be the Same** (Pamco, BMI). **MERCURY 72679**  
**BROTHER JACK McDUFF—Can't Get Satisfied** (Growl, BMI). **ATLANTIC 2402**  
**THE GANTS—Drifter's Sunrise** (Metric, BMI). **LIBERTY 55965**  
**REPARATA & THE DELRONS—I Can Hear the Rain** (Blackwood, BMI). **RCA VICTOR 9185**  
**TIDAL WAVES—Action!** (Speaks Louder Than Words) (Chekaway, BMI). **HBR 515**  
**SAMMY DAVIS, JR.—Don't Blame the Children** (Saloon Songs, BMI). **REPRISE 0566**  
**GARY & THE HORNETS—Baby, It's You** (Dolfie/Mary Jane, ASCAP). **SMASH 2090**  
**THE STAINED GLASS—We Got a Long Way to Go** (Screen Gems-Columbia, BMI). **RCA VICTOR 9166**  
**THE BOYS NEXT DOOR—See the Way She's Morn** (Unart, BMI). **ATCO 6477**  
**GARY CROSBY—Town Girl** (Rose, BMI). **HICKORY 1448**  
**BETTY EVERETT—People Around Me** (Alstein, BMI). **ABC 10919**  
**THE GILLOTEENS—Dear Mrs. Applebee** (H&I, BMI). **COLUMBIA 44089**  
**JACKIE TRENT—Humming Bird** (Cat, ASCAP). **WARNER BROS. 7022**  
**GEORGE MARTIN—Love in the Open Air** (Comet, ASCAP). **UNITED ARTISTS 50148**  
**TONY HATCH—Beautiful in the Rain** (Duchess, BMI). **WARNER BROS. 7023**  
**THE FACTORY—Smile, Let Your Life Begin** (Duchess, BMI). **UNI 55005**

**THE NEW SILHOUETTES—Climb Every Mountain** (Williamson, ASCAP). **JAMIE 1333**  
**GENE VINCENT—Born to be a Rolling Stone** (4 Star, BMI). **CHALLENGE 59365**  
**NEW MARY KAYE TRIO—Can't Get You Off My Mind** (Kurtis, BMI). **CAMELOT 132**  
**FRIENDS FROM RIO—Passionata** (Talisman, ASCAP). **DOT 17016**  
**BILLY ECKSTINE—I've Been Blessed** (Jobete, BMI). **MOYOWN 7105**  
**TIMI YURO—Cuttin' In** (Valio Music, BMI). **MERCURY 72674**  
**HENRY JEROME & HIS ORK—Illya Darling** (United Artists, ASCAP). **UNITED ARTISTS 50753**  
**MONGO SANTAMARIA—I Wanna Know** (Hulaw, BMI). **COLUMBIA 44709**  
**THE PLAYBOYS OF EDINBURG—Mickey's Monkey** (Jobete, BMI). **COLUMBIA 44093**  
**THE TAMS—Breaking Up** (Lowery, BMI). **ABC 10929**  
**TONY ROMAN—Shadows on a Foggy Day** (CANUSA 501)  
**EASY TOUCH—The Film Flam Man** (Philtox, BMI). **DECCA 32129**  
**UNITED FRUIT CO.—Yes, We Have No Bananas** (Skidmore, ASCAP). **YORK 403**  
**WILLIE CHARLES GRAY—I've Really Got Something to Be Proud Of** (Screen Gems-Columbia, BMI). **SSS INTERNATIONAL 707**  
**CHUCK HOWARD—Anywhere the Wind Blows** (Richwell, BMI). **ROONE 1052**  
**THE DUM DUMS—Somethin' Stupid** (Greenwood, BMI). **YORKSHIRE 105**  
**SAN REMO GOLDEN STRINGS—Joy Ride** (Jobete, BMI). **GOWDY 7960**  
**DEL & RIC—I'm Looking for Someone** (Tarheel & Glendale, BMI). **LOOK 5091**  
**QUARTETTE TRES BEIN—Love Is a Hurfin' Thing** (Rawlou, BMI). **DECCA 32128**  
**BACHS LUNCH—Wen You Love Me Tomorrow** (Screen Gems-Columbia, BMI). **TOMORROW 911**  
**EBBY MERTENS—Puppet on a String** (Gallico, BMI). **4 CORNERS OF THE WORLD 4-143**  
**THREE'S A CROWD—Honey Machine** (Blackwood, BMI). **EPIC 10151**  
**JOEY COOPER—Raspberry Rug** (Skyhill, BMI). **INDEPENDENCE 77**  
**JIM FORD—She Knows How to Make Me Feel Like a Man** (Maravilla, BMI). **MUSTANG 3027**  
**JIMMY CURTIS—Psychodelic Situation** (Ernie Maresca, Inc., ASCAP). **LIBERTY 55962**  
**MILTON DELUGG—Penny Lane** (Maclean, BMI). **RCA VICTOR 9172**  
**MAL FRAZER—The Ever Constant Sea** (Warm, ASCAP). **REPRISE 0570**

## COUNTRY SPOTLIGHTS

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

**GEORGE JONES—I CAN'T GET THERE FROM HERE** (Prod. "Pappy" Daily) (Writer: Frazier) (Glad-Blue Crest, BMI) — With his "Walk Through This World With Me" currently at the No. 2 position on the country charts, Jones turns in a fine performance of this exceptional Dallas Frazier ballad. Should keep him riding in the top 10. Flip: "Poor Man's Riches" (Starrite, BMI). **Musicor 1243**

**LORETTA LYNN—IF YOU'RE NOT GONE TOO LONG** (Writer: Ballman) (Sure-Fire, BMI) — A consistent chart topper, Miss Lynn will be there at the top once again with her fine performance of this uptempo ballad. Should be as successful as her "Don't Come Home A-Drinkin'" smash. Flip: "A Man I Hardly Know" (Sure-Fire, BMI). **Decca 32127**

**JIMMY NEWMAN — LOUISIANA SATURDAY NIGHT** (Writers: Hall-Newman) (Newkeys, BMI) — **GENTLEMAN LOAFER** (Writer: Hall) (Newkeys, BMI) — Newman has two equally hot sides in this powerful entry. Top is an easy going toe-tapper, penned by the artist and Tom Hall, while the flip is an infectious novelty delivered in top Newman style. **Decca 32130**

**HANK SNOW — DOWN AT THE PAWN SHOP** (Prod. Chet Atkins) (Writer: Deal) (4 Star, BMI) — Clever rhythm material penned by Don Deal with a top Snow performance has all the earmarks of a chart topper. Exceptional follow up to his "Hula Love" hit. Flip: "Listen" (4 Star, BMI). **RCA Victor 9188**

**VAN TREVOR—HE'S LOSING HIS MIND** (Prod. Dick Heard) (Writer: Trevor) (Summerhouse, ASCAP) — Heart breaking ballad, penned by the artists, with an equally heart breaking rendition by Trevor should easily top his "Our Side" hit. Flip: "A Fool Called Me" (Summerhouse, ASCAP). **Band Box 374**

**RUBY WRIGHT—(I Can Find) A BETTER DEAL THAN THAT** (Prod. Billy Sherrill) (Writer: Basore) (Tree, BMI) — This is the kind of novelty material that could quickly put Miss Wright back in her "Dern Ya" selling bag. Catchy rhythm piece has much pop appeal as well. Flip: "Everytime, All the Time" (Tree, BMI). **Epic 10150**

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

**JOHN HARTFORD—Gentle on My Mind** (Glaser, BMI). **RCA VICTOR 9175**  
**EDDIE DOWNS—She Belongs to You** (Central Songs, BMI). **CAPITOL 5893**  
**GERRIE LYNN—I'll Pick Up the Pieces** (Red River, BMI). **COLUMBIA 44099**  
**RICKY SEARS—I'm Gonna Roast Your Duck** (Glad, BMI). **MUSICOR 1231**

## R&B SPOTLIGHTS

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

**LARRY WILLIAMS—I AM THE ONE** (Prod. Larry Williams) (Writer: Williams) (Nelchell, BMI) — Williams rocks and grooves with his exciting treatment of this rock ballad, which he penned and produced. Powerful performance could easily make this a winner in both r&b and pop markets. Flip: "You Ask for One Good Reason" (Nelchell, BMI). **Okeh 7280**

**PERCY WIGGINS—BOOK OF MEMORIES** (Prod. Jerry Crutchfield) (Writer: Evretts) (Duchess, BMI) — With much of the feel and sensitivity of Percy Sledge, but with a style all his own, Wiggins could prove to be equally successful on the charts. Soulful blues performance should make a good dent in both pop and r&b sales markets. Flip: "Can't Find Nobody" (Champion, BMI). **Atco 6479**

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

**THE OVATIONS—I've Gotta Go** (Fame, BMI). **GOLDWAX 322**  
**CLARENCE (FROGMAN) HENRY—Hummin' a Heartache** (Tree, BMI). **DIAL 4057**  
**BO DIDDLEY—Wracking My Love Life** (Arc, BMI). **CHECKER 1168**  
**TENDER JOE RICHARDSON—The Choo Choo** (Happy 3-Unart, BMI). **VEEP 1261**  
**B. B. KING—I Don't Want You Curtin' Off Your Hair** (Mercedes, BMI). **BLUES WAY 61004**  
**CLARENCE CARTER—Thread the Needle** (Fame, BMI). **FAME 10130**  
**LEE MOSES—Bad Girl** (Bozart, BMI). **MUSICOR 1242**  
**JAMES CRAWFORD—Stone Fox** (Dynatone, BMI). **KING 6103**  
**Z. Z. HILL—Where She Sat** (Metric, BMI). **KENT 464**  
**BUDDY LAMP—Confusion** (JEC-Dianne-Dooney, BMI). **WHEELSVILLE 120**  
**BAR-KAYS—Soul Finger** (East, BMI). **VOLT 148**  
**R. DEAN TAYLOR—There's a Ghost in My House** (Jobete, BMI). **VIP 25042**  
**KATIE WEBSTER—Never Let Me Go** (Don, BMI). **A-BET 9420**

**ART NOUVEAUX—Extra-Terrestrial Visitations** (Almo, ASCAP). **FONTANA 1584**  
**LYNNE RANDALL—Ciao Baby** (Helios, BMI). **EPIC 10147**  
**JO ANN CASTLE—Thoroughly Modern Millie** (Northern Music, ASCAP). **DOT 17009**  
**THE CHOSEN FEW—Asian Chrome** (Parro/Country Music, BMI). **LIBERTY 55962**  
**THE MOURNING REIGN—Evil Hearted You** (Man Ken Music, BMI). **CONTOUR 0601**  
**THE CULLS—Midnight to Six Man** (Southern Music, ASCAP). **MY 4645**  
**THE LYNX—She's My Woman** (Thunderball, BMI). **THUNDERBALL 135**  
**LEOLA JILES—Keep It Coming** (Helios Music, BMI). **WARNER BROS. 7015**  
**THE DUKES—The First Time I Saw Her** (Chevis, BMI). **SIGNETT 3245**



REMEMBER "FRIENDLY PERSUASION"  
REMEMBER "APRIL LOVE"  
REMEMBER "LOVE LETTERS IN THE SAND"  
NEXT YEAR YOU WILL REMEMBER  
THIS NEW BALLAD...

# PAT BOONE'S

HAVE YOU HEARD (it's all over)



EXCITEMENT'S  
HAPPENING  
AT



# 17018

PRODUCED BY: SNUFF GARRETT AND RANDY WOOD.



# SEAN DUNPHY

**WINNER-2nd. PLACE  
1967 EUROVISION  
SONG CONTEST**

**PYE RECORDS, Ltd.  
AND  
WARNER BROS. RECORDS**

CONGRATULATE THIS GREAT, NEW AND  
MOST PROMISING RECORDING ARTIST  
- WHOSE NEWEST RELEASE IS ...

## "IF I COULD CHOOSE"

#7029

ANOTHER SINGLES CHART IMPERATIVE FROM



WARNER BROS.  
RECORDS

## Billboard TOP 40

### EASY LISTENING

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks on Chart
	1	2	3			
1	1	1	1	SOMETHIN' STUPID	Nancy Sinatra & Frank Sinatra, Reprise 0561 (Green Wood, BMI)	7
2	2	2	3	THIS IS MY SONG	Patula Clark, Warner Bros. 7907 (Shemley, ASCAP)	7
3	3	9	20	THOROUGHLY MODERN MILLIE	Julie Andrews, Decca 32102 (Northern, ASCAP)	6
4	7	18	30	MUSIC TO WATCH GIRLS BY.	Andy Williams, Columbia 44045 (SCP, ASCAP)	5
5	4	4	8	59TH STREET BRIDGE SONG..	Harpers Bizarre, Warner Bros. 5890 (Charing Cross, BMI)	8
6	6	17	26	WALKIN' IN THE SUNSHINE.	Roger Miller, Smash 2081 (Tree, BMI)	5
7	5	3	2	LADY	Jack Jones, Kapp 300 (Roosevelt, BMI)	16
8	12	12	21	I BELIEVED IT ALL.	Pazo Seco Singers, Columbia 44041 (Mayham, ASCAP)	7
9	8	6	6	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	22
10	22	39	—	MAKING MEMORIES	Frankie Laine, ABC 10924 (Feist, ASCAP)	3
11	24	36	—	CASINO ROYALE	Herb Alpert & the Tijuana Brass, A&M 850 (Colgems, ASCAP)	3
12	9	8	7	I'LL TAKE CARE OF YOUR CARES	Frankie Laine, ABC 10891 (Ranick, ASCAP)	16
13	10	10	9	IT HURTS TO SAY GOODBYE.	Vera Lynn, United Artists 50119 (United Artists, ASCAP)	12
14	28	35	—	TIME ALONE WILL TELL	Jerry Vale, Columbia 44087 (Chappell, ASCAP)	3
15	11	11	13	LONELY AGAIN	Eddy Arnold, RCA Victor 9000 (Four Star, BMI)	10
16	29	40	—	TIME ALONE WILL TELL	Connie Francis, MGM 13718 (Chappell, ASCAP)	4
17	14	20	24	THERE SHE GOES	Buddy Greco, Reprise 0562 (Four Star, BMI)	6
18	13	15	17	SWEET MISERY	Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	11
19	27	38	—	LITTLE BY LITTLE, BIT BY BIT	Ray Charles Singers, Command 4096 (Ensign, BMI)	3
20	20	19	19	HERE, THERE & EVERYWHERE	Claudine Longet, A&M 832 (Maelen, BMI)	8
21	21	25	27	WORLD OF CLOWNS	Robert Goulet, Columbia 44019 (Unity, BMI)	6
22	38	—	—	STOP! AND THINK IT OVER..	Perry Como, RCA Victor 9165 (Northern, ASCAP)	2
23	23	31	34	ON THE SOUTH SIDE OF CHICAGO	Vic Damone, RCA Victor 9145 (Zeller, ASCAP)	5
24	16	16	18	FOR ME	Sergio Mendes & Brasil '66, A&M 836 (Butterfield, BMI)	8
25	19	13	15	MORNINGTOWN RIDE	Seekers, Capitol 3787 (Amadeo, BMI)	10
26	26	37	—	SWEET MARIA	Steve Lawrence, Columbia 44084 (Roosevelt, BMI)	3
27	33	33	39	ONE IN A ROW	Anita Kerr, Warner Bros. 7010 (Pamper, BMI)	5
28	—	—	—	I WAS KAISER BILL'S BATMAN	Whistling Jack Smith, Deram 85005 (Mills, ASCAP)	1
29	36	—	—	GEORGY GIRL	Baja Marimba Band, A&M 843 (Chappell, ASCAP)	2
30	—	—	—	LAY SOME HAPPINESS ON ME	Dean Martin, Reprise 0571 (Four Star, BMI)	1
31	15	5	5	WADE IN THE WATER	Herb Alpert & the Tijuana Brass, A&M 840 (Almo, ASCAP)	7
32	39	—	—	I'LL SAY GOODBYE	Jimmy Rogers, A&M 842 (ASA, ASCAP)	2
33	—	—	—	"17"	Ray Conniff, Columbia 44055 (Marks, BMI)	1
34	37	—	—	EVERYBODY LOVES MY BABY	King Richard's Fluegel Knights, MTA 120 (MCA, ASCAP)	2
35	17	14	10	SHERRY!	Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	13
36	18	7	4	DADDY'S LITTLE GIRL	Al Martino, Capitol 5925 (Cheris, BMI)	14
37	—	—	—	MINISKIRTS IN MOSCOW	Bob Crews Generation, Dyme Voice 223 (Saturday, BMI)	1
38	34	32	35	WHEN I TELL YOU THAT I LOVE YOU	Charlie Calleo Singers, Columbia 44064 (Gallico, BMI)	4
39	40	—	—	LOVE EYES	Nancy Sinatra, Reprise 0559 (Criterion, ASCAP)	2
40	—	—	—	ILLYA DARLING	Don Costa, Verve 10511 (United Artists, ASCAP)	1



# TWO HITS ARE BETTER THAN ONE!



## **BRIAN HYLAND** **Holiday For Clowns**

40444

A SNUFF GARRETT PRODUCTION



## **BOBBY HEBB** **I Love Everything About You**

40448

PRODUCED BY JERRY ROSS

**PHILIPS RECORDS**

One World Of Music  On One Great Label!

HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, Wks. Ago, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains top 33 songs.

Table with columns: Rank, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains songs ranked 34-67.

Table with columns: Rank, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Contains songs ranked 68-100.

HOT 100—A TO Z—(Publisher-Licensee)

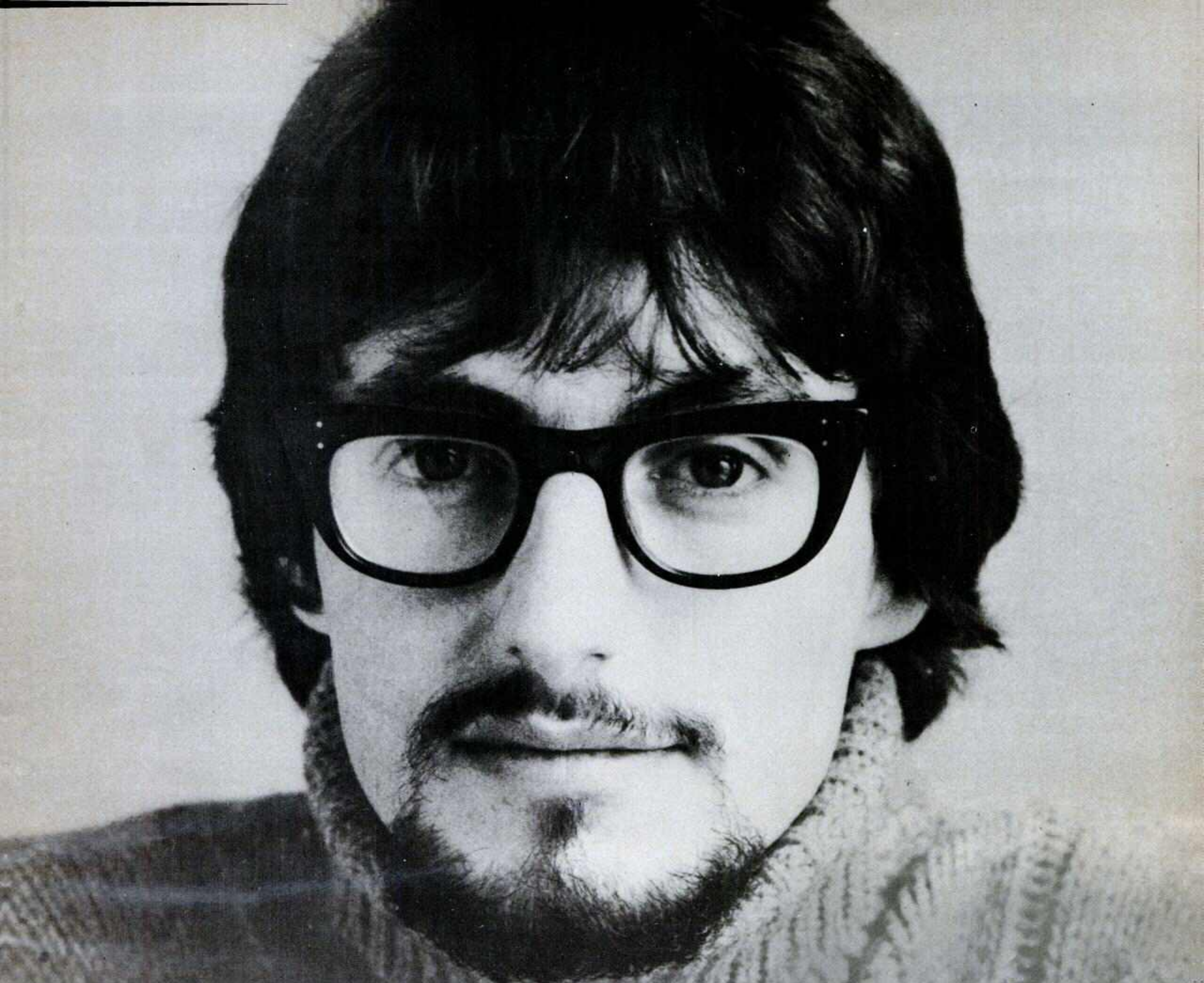
Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

Table listing songs A through Z with publisher/licensee information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100.



## "TODAY YOU'RE JUST HIGH... TOMORROW -YOU'RE DEAD"

An open letter to America:

I have stepped away from my studies at Cambridge University, England because I can see around me a frightening evolution. Acceptance of drug taking. Teenagers, adults...grass, acid, pills, heroin, etc. Drugs are to anarchy as food is to a starving man. But hate and force will do no good; they will just add to the sadism and the fascism of our society. Love and thought-deep intellectual thought-these are vitally necessary. I hope my new PARROT release #3011, "ROUND, ROUND" will provoke this invaluable consideration. Playing with one's mind is dangerous - there is so much good in humanity...why cop out? Blind acceptance and obstinate, stupid, dogmatic defiance are both copping out.

# Talent

## 'Illya Darling' Has 'Sunday,' No Punch

NEW YORK—Some of the elements that went into making "Never on Sunday" such a delightful movie are retained in the Broadway musical adaptation called "Illya Darling" but a lot is lost in transition. As a stage offering, it is awkwardly set in a libretto that never quite jells and the Greek-styled music by Manos Hadjidakas has an off-beat and flavorsome quality but the melodic line becomes redundant. Joe Darion's lyrics aren't of much help, either.

The star, Melina Mercouri, and the title song have been carried over from the screen to the stage and they both work as potent marquee lures to sell the musical production as well as the original cast album which United Artists Records will have in the stores this week. Also, there's a virility to many of the Hadjidakas harmonies that should stand up better in LP form.

Miss Mercouri is a fine figure of a woman who can convey a sexy quality in her vocal efforts. She made a memorable impression as the Greek

prostitute with a heart of gold in the movie, and the characterization sustains on stage.

Orson Bean is okay as the innocent American tourist, and Tito Vandis, Nikos Kourkoulos, and even the boys in the chorus, give the show a masculine quality that's becoming rare in Broadway musicals.

So, with the allure of Miss Mercouri, the appeal of the "Never on Sunday" tune and the Hadjidakas prevailing bouzouki beat going for it, there should develop enough interest in the show to keep the album sales moving. **MIKE GROSS**

## HERE'S WHAT DAILIES SAID

NEW YORK—"Illya Darling," musical based on the movie "Never on Sunday," opened at the Mark Hellinger Theater on April 11. The score is by Manos Hadjidakas (music) and Joe Darion (lyrics). Book and direction are Jules Dassin. Following are excerpts of reviews by the New York daily newspaper critics.

**TIMES:** "... inadvertently and unluckily makes movies seem better than ever."

**NEWS:** "Jules Dassin's merry little movie of a few years back... has been made into a big, splashy and unusually tuneful musical."

**POST:** "The evening is sometimes tiresome, but Melina Mercouri is emphatically a darling Illya."

**WORLD JOURNAL TRIBUNE:** "But after a time, Hadjidakas' Greek-cafe music seems to become increasingly adulterated with Broadway clichés."

## Signings

Kay Starr from Capitol to Liberty. . . . Noel Harrison to Reprise from London. . . . Stark Naked and the Car Thieves to Greengrass Productions for release on A&M, Ed Cobb will a&r. . . . Atlantic Records signed comedian Flip Wilson. . . . The Love Generation to Liberty, with Tommy Oliver set as a&r man. The sextet includes two females. . . . The Trees to Bonjo, a newly formed Los Angeles label. . . . The Quandy to Satur-D-Nite Records, new Los Angeles-based firm. Duane Hanson will produce the first four sides for the male sextet.

Bobby Helms to Little Darlin' Records. The label also signed singer Chris Lane. . . . The Mel-Funs signed to Invincible Records. First single is "Faithful to Me" and "Goofing Up." . . . Judy Collins re-signed to Elektra. . . . Herb's Hallucinations to MGM. . . . Linda Jones signed to Loma Records. Her first side is "Hypnotized." . . . Prizefighter Ernie Terrell signed to Clyde Otis' Argon Productions. His disks will be released by Cala Records. . . . Kapp Records has added several teen acts to its roster. They are: St. George and Tanna, the Plastic People, French singer Michel Polnareff, and the No. 1. . . . Actor Christopher Lee to Chia, Beverly Hills, Calif., label. . . . Othello Robertson, the New Scene, Steve Flanagan, Billy Watkins, Tommy Mosley and the Young Ideas to Zera.



NORA GUTHRIE, center, daughter of Woody Guthrie, will make her recording debut under the aegis of John Sebastian, left, of the Lovin' Spoonful, and Jack Lewis, who will co-produce the records. Sebastian is recording Miss Guthrie as part of his independent production setup.

## Expo 67's 'Garden' to be Eden for Canadian Artists

MONTREAL—Canadian pop music groups will receive unprecedented exposure at the 1,500-seat Garden of Stars in the La Ronde amusement area of Expo 67, the World's Fair in Montreal (April 28-Oct. 27). Groups from across Canada, both English and French-Canadian, will appear, with pop artists from Britain, Australia, Barbados and Czechoslovakia.

"Action Time," non-stop teen-oriented music from 5 to 7 p.m. daily, will present two different groups each week, for a total of 49 groups during the 26-week run of Expo. Groups signed thus far include: opening week, French-Canadian stars, Les Classels, and pop

singer Karel Gott from Czechoslovakia (May 1-6); Karel Gott and the Stitch in Tyme, formerly from Halifax, now based in Toronto (May 7-13); French-Canadian singer Jennie Rock and Bartholomew Plus 3 (May 14-20); Freddy Starr and the Delmonts from Britain (May 21-27); the Sinners from Montreal, and Freddy Starr and the Delmonts (May 28-June 3).

Also, Normie Rowe and the Playboys from Australia, and Les Bel Canto from Montreal (June 4-10); the Rising Suns from Toronto (June 11-17); Les Intrigantes from Montreal and the Last Words from Toronto (June 18-24); Les 409 from Montreal, and the Ragged Edges from St. Catharines (June 25-July 1); the Merry-men from Barbados, and the Big Town Boys from Toronto (July 2-8); the British Mod-beats from St. Catharines, and the Merry-men (July 9-15); Les Baronets from Montreal (July 16-22); the Rock Show of the Yeomen from Toronto, and Les Gendarmes from Montreal (July 23-29); the Stampedes, formerly of Calgary now based in Toronto (Aug. 6-12); The Haunted from Montreal (Aug. 13-19).

And the Munks from Montreal (Aug. 20-26); the Merseys and MG and the Escorts, both from Montreal (Aug. 28-Sept. 2); The Guess Who from Winnipeg, and Les BelAir from Montreal (Sept. 3-9); the Jay-bees from Montreal (Sept. 10-16); the Ugly Ducklings from Toronto (Sept. 17-23); Our Generation and Les Atomes, both from Montreal (Sept. 24-30); Les Chanceliers from Montreal (Oct. 1-7); the Nocturnals from Vancouver (Oct. 8-14); Les Sceptres and the Rabbie, both from Montreal (Oct. 15-21); Caesar et Les Romains and Trevor Payne and His Soul Brothers, both from Montreal (Oct. 22-27).

Most of the groups record, but many have had only regional hits and look forward to the exposure at Expo which will attract hundreds of thousands from across Canada and abroad, as unequalled national promotion for future disk releases.

## Bennett & Basie to Perform in Europe

NEW YORK—Tony Bennett and the Count Basie Orchestra begin a six-week concert tour of four European countries starting May 13. This will mark Bennett's first European tour of this kind. The package will be billed, "Count Basie Presents Tony."

The tour will include appearances at Free Trade Hall in Manchester; Glasgow, Scotland; Royal Festival Hall in London; New Sistine, Rome; Theatre Chaps-Elysess, Paris; and Sports Palatz, West Berlin.

joined Miss Baez and her sister Mimi Farina in duet were not among the evening's best. Miss Baez's voice (on harmony and counter melody) is too full for proper balance with her sister's soprano.

PHILIP ELWOOD

## Big 3's Kusik & Snyder Bat Three for Three

NEW YORK — The new songwriting team of Larry Kusik and Eddie Snyder, who were brought together by Arnold Maxin, head of the Big 3 publishing combine, is paying off. Kusik and Snyder are currently riding with their third click in three tries. Their current hot item is Frankie Laine's recording of "Making Memories" on the ABC label. The first two efforts were "Games That Lovers Play," in which they wrote the lyrics for the James Last melody and "People Like You," an original. Both "Games" and "People" received chart action via Eddie Fisher's RCA Victor recordings.

Maxin brought the boys together last November after conducting a long search for a writing combo which could blend the best of standard type music with the current pop idiom. It was Maxin's idea that such a combination could cre-

ate chart singles which would also lend themselves to further development as long-lasting copyrights.

Snyder's past experience has been strongest in the standard field with such credits as "Strangers in the Night," "Spanish Eyes," "Talk to Me," "Wheel of Hurt" and "What Will My Mary Say?," while Kusik established his reputation as a lyricist in the contemporary idiom writing for artists such as Ronnie Dove, Jan and Dean, Bobby Vinton, Herman's Hermits, Ruby and the Romantics, and Trini Lopez.

While "Making Memories" is a current single click, "People Like You" and "Games That Lovers Play" continue to roll up strong performance and album representation.

The Big 3 now has plans to expand Kusik and Snyder's activities into film score and Broadway musical properties.

## Joan Baez Drives Home Her Message on W. Coast

SAN FRANCISCO — There was less relaxed rapport than in days past between Joan Baez and her two capacity audiences

in Berkeley's Community Theater, during her concerts on April 16 and 18. But it was nobody's fault: it's just that the world of Miss Baez and her admirers has itself become more tense, less loving.

In an earlier day, "Barbara Allen" and "Eat Virginia" might suffice but now "Children of Darkness," "Dangling Conversation," and "Saigon Bride" have become, to Miss Baez and her Berkeley fans, more meaningful and relevant.

For this U. S. concert, Miss Baez selected 27 songs, many of them relatively unfamiliar to even her Berkeley audience. The unaccompanied "City Called Heaven" had tremendous intensity and Jacques Brel's "The Dove" was overwhelmingly powerful: the most impressive rendition of the night.

Her version of Tim Hardin's "Lady From Baltimore," was punctuated by her delicate sol-feggio guitar line, and as a switch later in the evening Miss Baez used a slap-string guitar technique to accompany one of the few old folk-songs, "House Carpenter."

The five numbers which

## Hackett, LaRosa Card Is All Aces

LAS VEGAS—Buddy Hackett and Julius LaRosa just completed a special one-week engagement at the Sahara Hotel, but it won't be surprising to find them here for a much longer stay in the near future.

Hackett always a big draw, and LaRosa, who hasn't played here for nearly 10 years, proved to be a solid package. Hackett offers his usual brand of humor, the classic his trip to Japan with Jack Paar.

Confident LaRosa sings such pleasing numbers as "When The World Was Young," "The Joker," "I Wanna Sing A Song," and the highlight of his act, "Time After Time."

Polished Gary McFarland conducts the Louis Basil orchestra for LaRosa.

DON DIGILIO



"Simplicity" is only a partial definition of the charms of Joe Pass's new album release of the same name (World Pacific WP 1865M; WPS 21865S). The variety of selections range from a plaintive, tender rendition of "Who Can I Turn To?" to the warmly melodic tune "The Gentle Rain." Simplicity is, in a word, eloquent, intimate jazz guitar at its best: expressive, romantic, up-beat and languid by turns. It takes a versatile performer playing a superb instrument to produce this kind of sound. That's why Joe Pass prefers a Gibson guitar. (Advertisement)

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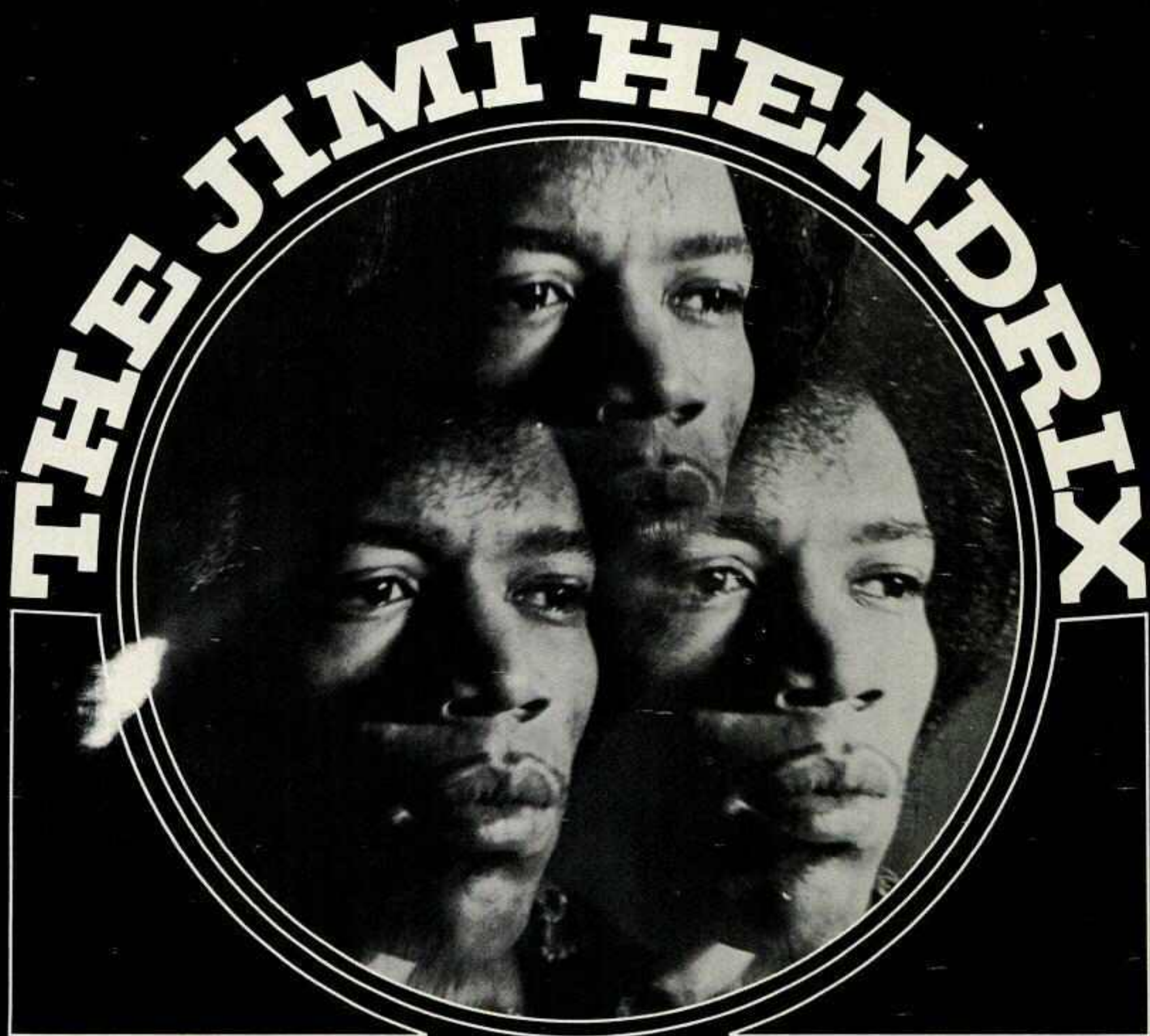
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## Personal Manager Groups Merge to Set Up Nat'l Unit

NEW YORK — The National Conference of Personal Managers will be formed within a



National Cartoonists Society

few months. The new organization will be a merger of the East and West Coast Conference of Personal Managers, two separate bodies.

Richard Gabbe, of Gabbe-Heller Personal Management Inc., New York, president of the Conference of Personal Managers East, said that the West Coast aggregation has approved the motion to come under one national group, and that the East Coast group will be acting on the measure shortly. He added that one aim of the new organization will be to have members advising one another.

Gabbe said the organization will come to aid of members in time of professional or family emergency. Each member is covered by a \$10,000 life insurance policy in the East Coast group, according to Gabbe. In order to qualify for membership, a manager must make a full-time living at the profession. The East Coast group has about 65 members, and the Los Angeles aggregation, 40. Long

range plans for the new national outfit call for the appointment of a full-time executive secretary and symposiums for members to exchange ideas and operating techniques in the profession. A code of ethics regulations, a grievance committee and a national charter are also included in the plans.

Officers for the East Coast group are: president, Richard Gabbe; vice president, Ken Greengrass; secretary, Robert Coe; and treasurer, George Schreck. West Coast Officers: president, William Loeb; vice-president, Red Doff; secretary, Stanford Zucker; and treasurer, Leonard Grant. The East Coast organization recently presented the Second Annual Festival of Stars program at Carnegie Hall with all proceeds going to boost the Nat Cole Cancer Foundation. Tentative plans call for a similar program next year for the Nat King Cole library fund that has been established at the University of California at Los Angeles.

## Weston Has Detroit Sound Wrapped Up

NEW YORK—Kim Weston's Detroit sound came across loud and clear at the Riverboat here Tuesday night (18), as the recently signed MGM artist delivered a mixed bag of soul and standards.

Miss Weston's opening number, "I Got What You Need," was easily the most effective of the evening. It's a hard-driving pop song with r&b overtones, and it's also the title of her first MGM single. The material and delivery speak well of Miss Weston's Motown background.

She demonstrated power and range in "The Man That Got Away," and a good dramatic sense in the title song from the Broadway musical, "Walking Happy."

But Miss Weston is strongest with the Detroit sound, although she's versatile enough to handle show tunes and standards.

AARON STERNFIELD

## Judy Collins in The Folk Groove

LOS ANGELES — Folk singer Judy Collins, with a tinge of protest in her program, generally appealed to a capacity Santa Monica Civic Auditorium audience recently. The crowd was reverently hushed throughout most of her performance and fascinated by her alternating between 6 and 12-string guitars.

At one point she provoked the audience to booing when she sang "Help Save Vietnam From the Vietnamese," a political protest song written by Tom Paxton which mocked President Johnson and his stand on Vietnam.

Accompanied by piano, bass and guitar, the Elektra artist sang a beautiful "Suzanne" and "Turn, Turn, Turn," and inspired the audience to sing along with "Take Off Your Thirsty Boots," a rousing tune referring to the Mississippi freedom marches.

She accompanied herself on piano while performing "Jenny," a number from "The Three Penny Opera." Twice during the concert she switched from her folk mood to offer "In My Life and I've Got to Hide Your Love Away," two tunes made popular by the Beatles.

CHRIS LOREY



NANCY WILSON, right, goes over the music for her next Capitol album, "Just for Now," at a session with arranger-conductor Billy May, left, and executive a&r producer Dave Cavanaugh.

## 200 Students to Give Fest Old College Try

MIAMI — Plans for the first Intercollegiate Music Festival here, May 4-6, are set with 200 student musicians and vocalists from 16 universities and colleges competing for top honors. The event will be held in the Miami Beach auditorium.

Sixteen finalists chosen at five intercollegiate jazz festivals held throughout the nation this spring will vie for four awards named after John Coltrane, Stan Kenton, Duke Ellington and Tony Bennett. These awards will be the form of silver trophies. Also, scholarship and national recognition prizes will be awarded. The finalists represent winners for the best vocalist, best combo and best stage band from the college music festivals. Some 700 schools entered the national competition.

Stage band finalists are Millikin University, University of Nevada, North Texas State University, Ohio State University and San Fernando Valley State College. Those competing in the combo division will be Indiana University, University of Miami, North Texas State University, Philadelphia Music Academy, San Francisco State College and the University of Utah.

Bradley University, Brigham Young University, Hofstra University, Rider College and the University of Southern California will compete for vocalist honors.

### Judges

Judges for the Festival will be Gary McFarland, Oliver Nelson, Father Norman J. O'Connor, jazz saxophonist Phil Woods and Bob Share, administrator of the Berklee School of Music, Boston.

ABC Records will tape the winners' performances and release a record this summer. Voice of America, the Armed Forces Radio Network, will carry the finals, as well as the regional contests, for broadcast to servicemen. Also, the A. U. S. Information Agency film crew will produce films for distribution to some 30 countries, and three members of the State Department's Cultural Presentations Panel will be talent scouting, for overseas trips on behalf of the U. S. All winners will appear at Canada's Expo 67 in Montreal this June as a special U. S. attraction. WABC Radio will also broadcast the finals. As an added highlight, one musician will be singled out with a special IMF Hall of Fame Award for providing the

"highest ideals for American youth."

Guest bands will be the Junior Neophonic Orchestra of Southern California and the University of Miami. Two original numbers, "Intercollegiate Swing" by Jerry Gray, and "Samba de Festival" by Gary McFarland, will debut. IMF director of clinics, Clem DeRosa, will conduct special music workshops for local high school and college musicians.

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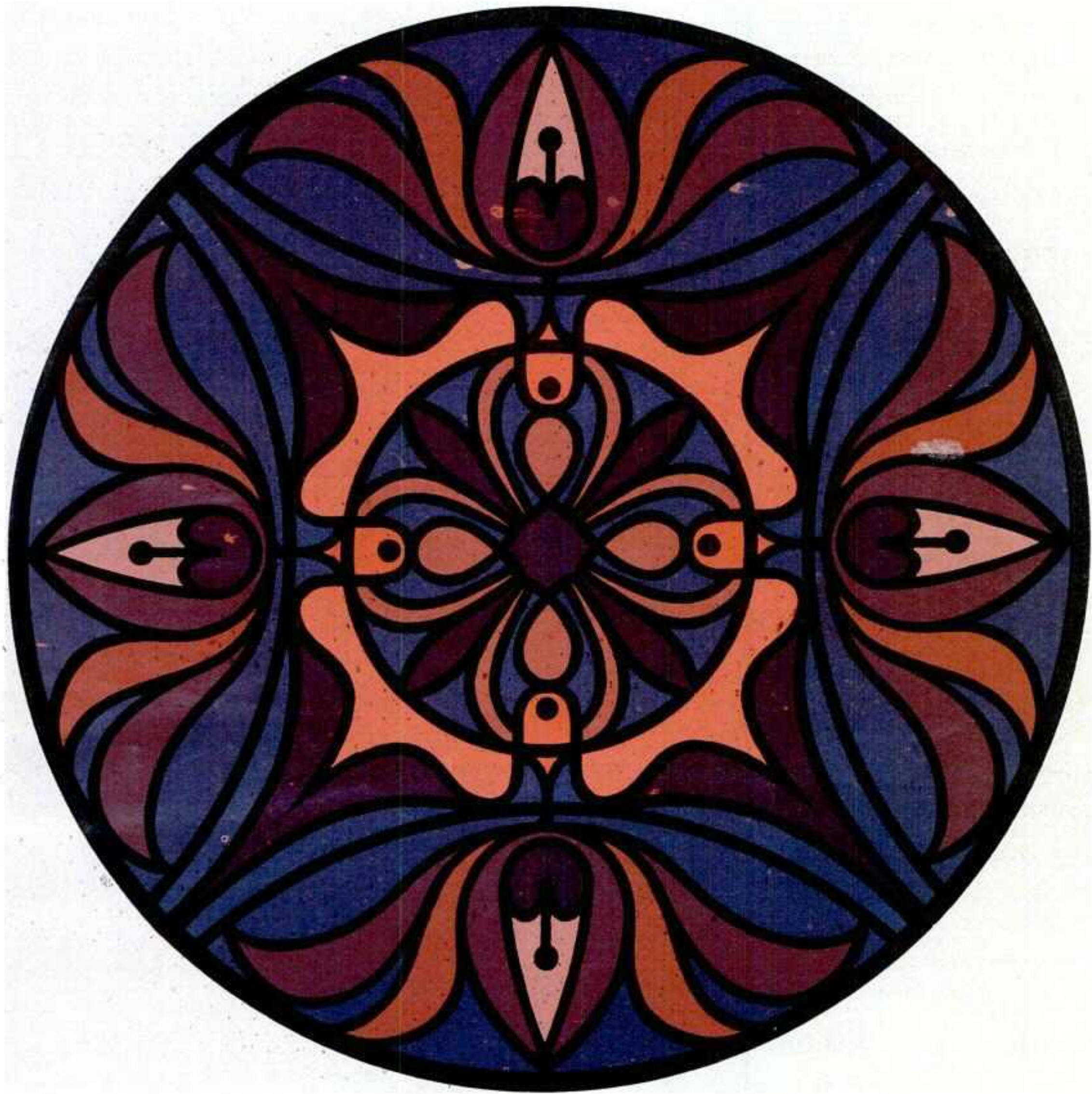
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B/W IT'S OVER  
851

# Radio-TV programming

## \$\$ Makes Radio Work Go Round, Students Told

By CLAUDE HALL

NEW YORK—College student broadcasters were told last Saturday (15) that the object of radio is to make money. Gary Stevens, powerhouse air personality with WMCA in New York, teamed up with WMCA comrade Ed Baer to provide one of the highlights of the 28th National Convention of Intercollegiate Broadcasting System. Stevens and Baer were speakers at the IBS meeting at the University Heights campus of the New York University. At the same time, another convention of the IBS was being held at the University of California at Berkeley. Approximately 600 students attend the New York sessions.

Other highlights of the IBS meeting in New York included a session on classical programming guided by Miss Scott Mampe, music director of WRVR-FM, New York, and Davis Stein, classical music director of WNYU, New York.

An afternoon session brought a battery of 10 of the finest record promotion men in the industry to confront college students. The promotion men were Gene Armond of Kapp Records, Jim Brown of United Artists Records; Paul Brown, who moderated the panel, an independent record promoter; Frank Campagna of Columbia Records; Lou Dennis of Mercury-Philips Records; Sol Handwerger of MGM/Verve Records; Lou Maimone of Capitol Records; Lenny Salidor of Decca Records; Red Schwartz of Roulette Records; and Mickey Wallich of ABC Records.

Most of these same promo-

tion men sat in on the pop music programming session and provided nearly as many questions for Stevens and Baer as did the students. Baer provided a nice buffer to Stevens. For example, when Stevens pointed out that college radio is mostly out-dated because of the necessity of college radio to make money, Baer said, "I have to agree with my mercenary friend."

Students fired questions at the duo, and the two personalities laid everything straight on the line.

As a personality, you have to have your own personal touch, Stevens told some 200 students attending the pop music programming session, "to what you do—whether it's good, bad, or indifferent. Each of us on WMCA are different."

He said that for a long time he felt as if deejays "were putting people on" with the image they create on the air. "I don't think there's a guy in our business who doesn't go in a room by himself now and then and say, 'Boy, I stink.'"

Basically, a personality can't always be up. But the creative aspect about being a deejay is building a whole personality that isn't yourself." By sounding like a native of the New York area, he said, "I found I raised my audience 25 per cent."

### Hamming it Up

A college professor once told him, Steven said, that if you think you're hamming it up too much, you're just about coming across.

One thing Stevens pointed out, which proved as interesting to the record men as the students, was the amount of creativity most air personalities had today as compared with the days when deejays used to "make" records happen. Stevens said that deejays at WMCA had more to say about their individual shows than their "image" to record promotion men indicates. Out of a playlist of 70 records, Stevens said, there are often 30 he doesn't want to play and doesn't.

Regarding the soft-sell vs

(Continued on page 32)

## IRTS PARLEY ON 'USES'

NEW YORK—Effective uses of commercial broadcasting was the major subject of discussion April 13 and 14 at the International Radio and TV Society College Conference, attended by more than 350 student broadcasters. Bob Teter, chairman of IRTS, announced the awarding of two \$500 scholarships to Daniel Cross, City College of New York, and Gary Jones, Arkansas State University, for their essays on "The Responsibility of Broadcast Media." The awards were presented by Al Sheppard, IRTS president. The general consensus of college radio stations represented at the conference was that "rock" seems to be the key format, with popular and classical music closely following.

## IBS Meet Sees Record Turnout

More than 600 student broadcasters turned out for the annual convention of the Intercollegiate Broadcasting System meeting at New York University in New York.



WMCA's Gary Stevens and Ed Baer, right, answer questions at pop music programming session.



Ten record company executives confronted students at an afternoon session regarding records.



Jim Brown of United Artists Records chats with student at left in front of record company display.



Lenny Salidor and Paul Janlus, left, of Decca Records assist students with information and albums.



Sol Handwerger, of MGM Records, in center behind table, gets swamped as students gather.

## EDITORIAL

## FM Stereo Salute

It is true that FM radio accomplished more head-way in the past year than probably in its history—especially FM stereo. The story is aptly told in profits of many stations and the audiences that some stations are now gaining. FM broadcasters are realizing more and more that "good radio" is the key to success for FM, if it's ever to make it. And good radio implies all kinds of formats.

Credit should go to those FM stereo stations—still relatively few—who realized that the same type of format which reaches a mass audience on AM might be the thing FM stereo needed. We speak of rock 'n' roll music, contemporary music, Hot 100 music—whatever you want to call it. It's the music proven most popular by record sales. Stations like WOF-FM in New York, KVIL-FM in Dallas, KOIT-FM in San Francisco and KIFM-FM in Bakersfield, Calif., are pathfinders. They've got the personalities, the contests, the promotions of good radio. WOR-FM is rapidly making itself felt as a station "to be reckoned with" in the New York market—especially among young adults. And these young adults are pure buying power.

Other stereo stations seeking a successful formula might do well to try a rock 'n' roll format. It's not the total answer . . . it takes more than just format to make any radio operation pay off. But it might be the thing you need in your market.

## R&B Outlets Richer Static Quo on DJ \$\$

NEW YORK — The current success of many r&b format radio stations across the nation "is not all that apparent at the deejay level," according to Rennie Roker, an executive of Mark II Records.

Mark II Records is the label of Tag Ltd. Productions, a firm headed by Magnificent Montague, former air personality with KGFJ, Los Angeles, and Roker, formerly with Liberty Records. The label's first release is "Precious Memories" by the Romeos, now No. 38 with a star on the r&b chart, and climbing also on the Hot 100 Chart in pop sales. Montague plays congos and bongos on the record. The LP is due out soon featuring the group.

The record got its start on r&b stations; among those that helped boost it were WVON, Chicago; WWIN and WEBB in Baltimore, WABQ and WJMO in Cleveland, KGFJ in Los Angeles, KATZ in St. Louis, and WJLB and WCHB in Detroit. It was KQV in Pittsburgh, Roker said, that swung the record into the pop field and did so much to help record sales.

### Format Operation

R&b stations — practically all major ones — have gone to a format operation, Roker said. "Format lessens the amount of new records exposed, although the number of rec-

ords exposed on r&b radio stations far surpass that on pop stations. It's much easier to get a record started in the r&b field, though not as easy as five years ago. Today, you have to put out a good record to get it played. There are very few bad records—or even mediocre ones—played on any r&b station."

The tight formats now being used by r&b radio stations have really helped them, Roker felt. "It has been responsible for higher ratings of these stations in the general market, bringing them more business and higher advertising rates." But this hasn't helped most deejays, he said; their salaries haven't been increased or, at least, it's "not that apparent." He said he felt deejays should share in the growth of the stations through higher salaries, "but whether they will is a different matter."

## Woo Students—NAB's Walker

BILOXI, Miss. — Broadcasters were urged here last week to "court bright high school students" for jobs in radio and TV. William L. Walker, director of broadcast management of the National Association of Broadcasters, advised this in a speech here Friday (21) before the Mississippi Broadcasters Assn. He said, must start with a "grass roots effort at the local stations, perhaps through a radio club or a distributive education program." He called for more scholarships from state associations and radio stations for college students to study broadcasting.

## WAAW-FM to Bow

MURRAY, Ky. — Chuck Shuffett and Pete Hulse, operators of WNBS, plan to launch WAAW-FM here by May 1. The station will program Easy Listening music in stereo.

## LIN BUYS WIL; AM ALL-NEWS

NASHVILLE — LIN Broadcast Corp. of Nashville has acquired WIL-AM and FM, St. Louis, and will operate the AM station with a 24-hour all-news format, according to Frederick Gregg Jr., president and chairman.

LIN also operates WMAK, Nashville; WAKY, Louisville; KAAY, Little Rock; KEEL, Shreveport, and WAND-TV, Decatur, Ill. WIL-FM will be will not follow the news format.

"Would you believe this remote?"

KBER, a country music station that believes in promotions with a difference, did a remote broadcast from a new giant outdoor sign to promote the station and its series of live talent shows. DeeJay Eddie Daniels perches on the sign with the attention-drawing cheerleaders of Churchill High School in San Antonio. Manager of the station is A. V. Bamford, a pioneer in country music and country music radio.



# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Billboard has launched a new music magazine for teens and young adults — **Soundmakers**. It should be on your local newsstands by the time you read this. People who've seen advance copies are enthusiastic about it; we are, too. It was written by Billboard's international lineup of editors — people who know what's happening in today's music, whether it's the psychedelic sounds, jazz, Easy Listening, soul, country, or good old solid rock. It's not a fan magazine, but it's a "turned on" publication. We think it will turn you on . . . and your listeners. Anything you can do to promote the publication on the air or at record shops will be appreciated; many of you are mentioned; many of you are in pictures. It's about the music you play. It contains lists of the top tunes and artists of 1966 as rated by Billboard's research department as well as the latest Hot 100 Chart (the same as appears weekly in Billboard) that we could insert. With your help, this could become the "be in" magazine of today's generation.

I know . . . I know. April Fool's long past. But here's a stunt I couldn't resist mentioning: WGUS in Augusta, Ga., a country music outlet, has a deejay named Al Jones. On April Fool's Day he introduced every record wrong on his show. Manager Richard Warner says the phone rang incessantly with requests "to straighten that announcer out."

Tom Perryman is moving from Henderson, Tex., to manage WMTS in Murfreesboro, Tenn., the station owned by Mary Reeves.

## NARAS Special on NBC-TV May 24

NEW YORK — "The Best on Record" TV special — featuring tunes that won Grammy Awards in March from the National Academy of Recording Arts and Sciences, will be telecast on NBC-TV, May 24, 9-10 p.m. Among the artists slated to perform are Eydie Gorme, the New Vaudeville Band, Wes Montgomery, and Jack Jones. Ted Bergman is executive producer of the special; George Schlatter, producer. The show had been planned for May 3, but a Danny Thomas rerun will fill that slot.

# KRLA in Pre-Test Disk Project

By ELIOT TIEGEL

LOS ANGELES — KRLA and Rex Sparger, the media researcher, have teamed in a project to pre-test singles. John Barrett, KRLA's station manager, reports the Pasadena station has been exposing new

singles before six groups or listeners for the past four months. New releases are taped and played for three rotating groups of volunteers — usually teenagers—and three control groups. The participants are asked to rate the singles ac-

ording to their salability and musical appreciation.

During the past three weeks the station has aired some of the singles judged tops in both categories by the participants. Sparger, who made headlines several months ago by revealing he influenced a TV survey, has developed a questionnaire which the respondents answer prior to auditioning the singles. The queries are of a musical and non-musical nature. The station has been taping new releases on Wednesday and exposing the sounds to controlled scrutiny by week's end. All respondents are paid for their services.

Barrett emphasizes the project is not meant to eliminate the station's previous selection methods for disks. He feels the labels themselves have more to gain from the pretesting than his station, in that this response information can relate which is the strongest side, which tune to promote and just how strong a new product is by a group riding a hot streak.

# NBC's 'Bell Telephone Hour' Captures a Peabody Award

NEW YORK — "The Bell Telephone Hour" on NBC-TV was presented Thursday (20) with a George Foster Peabody Award for "catering to the intelligent and sophisticated audience that is ignored by so many other programs in prime time." The award, which commented on the keying of the

commercials into the mood of the program itself, was presented at a luncheon here of the Broadcast Pioneers.

"Artists' Showcase" of WGN-TV in Chicago received a Peabody Award for TV local music, as did "A Polish Millennium Concert" of WTMJ-TV in Milwaukee. Peabody Awards went to Elmo Ellis of WSB, Atlanta, for local public service and WLIB, New York, for local education via "Community Opinion," a hot-line program moderated by Leon Lewis.

Station uses country music format. . . . John P. Smead of the Dept. of Speech at Boise College, 1907 Campus Drive, Boise, Idaho 83701, pleads for records. Station is now carrier-current but hopes to go on the air as a licensed station next year. Needs all kinds of records. . . . Johnny Irons has been moved from the evening shift to the afternoon slot at WPON, Pontiac, Mich. Pat (the Frat) Apposion takes over the night show.

New with WMCA, New York, is Steve Clark, formerly the all-night personality with KHJ, Hollywood; he'll handle a Sunday morning and early Monday morning stint, plus production assistant chores. . . . New owners of KBBX-FM, Seattle, are James Neidigh, president and general manager; Frederick Von Hofen, vice-president and sales manager, and William Clark, treasurer. Congratulations, gentlemen.

George Galley, formerly with WIXX, Ft. Lauderdale, Fla., moves to WECL, Eau Claire, Wis., effective immediately; he's a country deejay. . . . Robert J. Leder announced last week that he's leaving his post as president of RKO Pictures to form his own organization — the Leder Company, a show business firm for motion

pictures, TV shows, arena presentations, and legitimate theater production. Leder was responsible for the recent TV specials "The Mini-Skirt Rebellion" and ABC-TV network and the upcoming special "Hit the Surf." Earlier in his career, Leder was general manager of WINS, New York, when it programmed Hot 100 music.

Don Sherwood was honored with a party about three weeks ago aboard the S. S. President Cleveland by rival Dave McElhatton, morning personality for KCBS, San Francisco. More than 160 time buyers, columnists, and celebrities attended. But not Sherwood; he jetted to Honolulu, missing the party. McElhatton later presented him his party on tape, including farewell tributes from comedian Ronnie Schell, KCBS's Rolfe Peterson, and KCBS' Homer Welch.

Houston's KQUE-FM now stereo around the clock. . . . George Lester has switched from KBAT, San Antonio, to KBUC, same city, which is soon to go to a country music format. . . . Henry Dupree, known as the Swingin' Cajun, has joined KRBE-FM, Houston, a fine arts station, to handle a 11 p.m. to 7 a.m. country music show. . . . Frank Jolle has joined KVL, Dal-

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6. Personally delivered by shy young swinger in mini-skirt.

However, we see by the old clock on the wall that our shy young swinger will never have time to visit all of you who circled method #6. Besides, our lawyers advise us to forget the whole idea. Would you believe method #5? (We'll even throw in a hearty handshake, 30 seconds of small talk, a current joke, and a hasty departure.) Seriously, thanks again for your overwhelming response!



MGM RECORDS



MGM and Verve Records are divisions of Metro-Goldwyn-Mayer Inc.

## Radio-TV programming

# People's Choice Wins At KDEO

By BRUCE WEBER

SAN DIEGO — Management at KDEO, an "Easy Listening station," took their programming fight to the people and won. Don Balsamo, vice-president and general manager who watched the ratings of his station dip when the station switched format from rock to new music policy, sponsored an "on - the - air - letter - newspaper ballot" campaign. Purpose? To how listeners responded to the new music format. The result was startling.

More than 95 per cent of the return response requested KDEO maintain "good pop adult music" with no rock 'n' roll, Balsamo explained. The station first altered its programming policy in October 1966, after six years of rock.

"For one week, once an hour,

the station aired a pre-recorded request ('Should we continue as we are or do you want us to go back to rock?)," Balsamo said. "For the listeners convenience, at the end of the week, a ballot ad ran in local newspapers, two college newspapers and was printed on the station's weekly record survey sheet."

### No Gimmicks

No gimmicks were used to push the count, nor were prizes offered. "I was convinced that KDEO wasn't as friendless as the rating figures indicated," the executive said. "We just didn't believe the ratings in our case were accurate. We had to prove it."

More than 1,200 cards and letters were received before the newspaper ad appeared. After the ad, some 12,046 ballots were recorded in favor of maintaining "good music."

## Arnold to Do Talking for NBC's Country TV Show

NASHVILLE—Eddy Arnold has been signed to narrate a documentary on country music to be aired by NBC-TV this fall. The one-hour program is

in the process of production under the guidance of Chet Hagan.

Archie Campbell, "Grand Ole Opry" star, will do the artwork on the all-country show.

Already filmed are portions of the dedication of the Country Music Hall of Fame and Museum. The network crew plans to do shots of Bill Anderson on a tour of Germany, and presently is filming part of Roy Acuff's appearances before the troops in Vietnam. Eddy Arnold will be filmed at the Illinois State Fair, and Lester Flatt and Earl Scruggs will be shown at dates in Pennsylvania. Additionally, the film crew plans to travel with a Nashville-based artist and to show the rigors of the road life which country music performers face.

Portions of the film will be shot this summer at the "Grand Ole Opry."

## \$\$ Makes Radio Work Go Round

• Continued from page 26

screamer deejay approach, Baer felt that both have their value but the WMCA audience was "much too sophisticated to buy the screamer approach."

To another question, Stevens said the "Woolly Booger" gimmick he uses on his show comes in very handy because "he can do things I can't . . . he's a pretty bad boy."

R&b music has become more and more a factor in today's pop music programming, he said, "because the intelligent Negro wants to be assimilated in New York. They're pleased we're playing their music."

In regards to censorship, Stevens said "that he felt a lot of respect for his audience and the record men who were turning out 'garbage' didn't feel any respect for anybody, though, for the most part," we have some pretty responsible people producing records.

During the seminar, he paid special tribute to WMCA air personality Dan Daniels who "blends his music in a great way" and WMCA's Joel O'Brien—"This guy has been able to make the transition from yesterday's music to today's."

## Hap Peebles Unit For Topeka Fair

TOPEKA, Kan.—A country music spectacular produced by Harry (Hap) Peebles, Wichita theatrical agency head, opens the Mid-America Fair here Sept. 8, it was announced last week by Marie McKinney, fair manager.

Peebles, whose agency handles over 200 fairs in 14 States, will have Marty Robbins and Porter Wagoner as co-stars for the show, Miss McKinney said. Other acts will include Bobby Sykes, Don Winters, George McCormick, Spec Rhodes and the Wagonmasters, along with the Plainsmen Quartet.

Peebles also has arranged for Marty Robbins to appear at the big Ak-Sar-Ben Rodeo in Omaha Sept. 22-24.

of the greater San Diego radio market."

In addition, 90 per cent of the replies included specific comments as to the listeners' loyalty to the station, its advertisers, and the fact that they considered the new sound of KDEO as both different and better than what was offered by other local stations.

"The KDEO format basically is designed to appeal to the 'forgotten generation' of 18 to 49-year-olds who have outgrown rock and yet need a livelier paced sound than is offered by most 'middle-of-the-road' and FM stations," Balsamo said.

"Our music list consists of new releases and current top of the chart singles and albums, million sellers, but absolutely no rock.

"Another aspect of the format is that the station is 'total double play' with two records in a row, 24-hours a day," Balsamo related. "The more music feature is a policy which limits the total commercial time within any hour to only 12 minutes.

"We know people are listening."

Balsamo declared: "Listeners also showed that they cared enough to go beyond just mailing the ballot. Many went to the trouble of getting petitions signed at the office. The commanding officer of a San Diego-based destroyer spoke for his entire crew, since KDEO is piped throughout the ship whenever it is in port."

### 15 for R 'n' R

Only 15 votes for returning to rock 'n' roll were received by the station.

Aimed at the young adult audience, KDEO features Frank Sinatra, Jack Jones, Roger Williams, the Tijuana Brass and Sergio Mendez. "We decided the popular programming policy provided a more - needed service to the community," Balsamo said.

"Relating our poll response to statistics for direct mail, where a 2 to 3 per cent reply is considered average and a 1 per cent reply is very good, it is logical to assume that KDEO's 'good pop adult music' format has captured a significant share

### Please Take Notice:

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Name	Composer/Author	Copyright Number	Copyright Date
BREAK UP	Del Shannon	EU 880732	May 3, 1965
BROKEN PROMISES	D. Shannon	EU 853935	Nov. 17, 1964
GIVE HER LOTS OF LOVIN'	Del Shannon	EU 829801	June 11, 1964
HATS OFF TO LARRY	Del Shannon	EU 672588	May 25, 1961
HATS OFF TO LARRY	Del Shannon	EP 153518	June 29, 1961
HEY! LITTLE GIRL	Del Shannon	EU 696674	Nov. 24, 1961
I CAN'T FOOL AROUND ANYMORE	D. Shannon, G. Katsakis and D. Coffey	EU 836668	July 30, 1964
I DON'T CARE ANYMORE	Del Shannon	EU 696675	Nov. 24, 1961
I GO TO PIECES	D. Shannon	EU 830181	June 15, 1964
I WON'T BE THERE	D. Shannon	EU 836669	July 30, 1964
I'LL BE LONELY TOMORROW	Del Shannon, Robert McKinzie	EU 837732	Aug. 5, 1964
I'M GONNA MOVE ON	Del Shannon	EU 723377	June 12, 1962
JODY	C. Westover	EU 658583	Feb. 17, 1961
KEEP SEARCHIN'	D. Shannon	EU 853932	Nov. 17, 1964
KELLY	M. McKenzie, D. Shannon	EU 764908	April 3, 1963
LITTLE TOWN FLIRT	Del Shannon, M. McKenzie	EU 752680	Dec. 20, 1962
MARY JANE	D. Shannon, M. McKenzie	EU 808411	Jan. 27, 1964
MOVE IT ON OVER	Del Shannon, Dennis Coffey	EU 896287	Aug. 4, 1965
NOW SHE'S GONE	Del Shannon	EU 836671	July 30, 1964
OVER YOU	D. Shannon	EU 864225	Feb. 1, 1965
RUNAWAY	C. Westover, M. Crook	EU 658587	Feb. 17, 1961
RUNAWAY	Del Shannon, Max Crook	EP 150748	April 10, 1961
SO LONG, BABY	Del Shannon	EU 688084	Sept. 22, 1961
STRANGER IN TOWN	D. Shannon	EU 864226	Feb. 1, 1965
THAT'S THE WAY LOVE IS	Del Shannon	EU 813610	Feb. 28, 1964
THIS IS ALL I HAVE TO GIVE	D. Shannon	EU 837734	Aug. 5, 1964
TWO KINDS OF TEARDROPS	M. McKenzie, Del Shannon	EU 762656	March 20, 1963
TWO SILHOUETTES	M. McKenzie, Del Shannon	EU 780673	July 18, 1963
THE WAMBOO	Del Shannon	EU 752682	Jan. 21, 1963
WHY DON'T YOU TELL HIM	Del Shannon	EU 866604	Feb. 12, 1965

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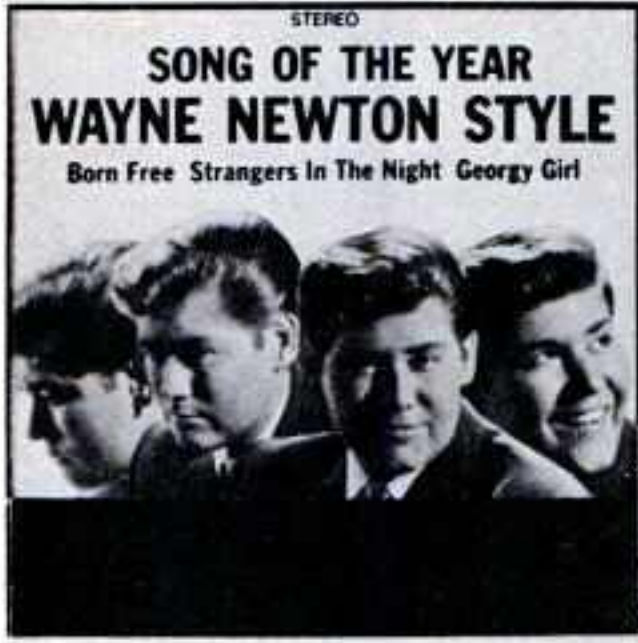
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Wayne Newton and  
Born Free...two key  
ingredients in the  
year's most  
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Wayne Newton dug these songs out of paydirt. They're the Grammy winners, the Oscar winner, the big hits from Broadway. Standards-to-be like Strangers in the Night, Michelle, Born Free, Winchester Cathedral, Georgy Girl... all sung in Wayne Newton's swinging great-day style. This album is like discovering salt on watermelon.

SONG OF THE YEAR  
WAYNE NEWTON STYLE  
ST2714



# Vox Jox

Continued from page 31

las, for a 5:30-9 a.m. show; he was with KBO in that city. Also new with KVIL is Davey Lee, who was with KLIF; he'll do an afternoon show.

\*\*\*

Lee Shoblom, creator and producer of the "Walt Johnson Mobile Report," says that the comedy satire series has now been purchased by 67 stations in 31 states; Shoblom is now with KBTR, Denver. . . . Dick LaPell did a remote show recently, via tape, from the International Photography and Travel Fair at the New York Coliseum. Among the guests on the WHBI-FM show was Alvin Christy of Action-Ville Records.

\*\*\*

Jim McCoy of WHPL, Winchester, Va., has a new record out on Winchester Records — "I've Been Jumping Your Fence" backed with "Quicksand" by a new artist named Billy Kent. . . . Dan Gates of KTKT, Tucson, Ariz., has been named music director and co-ordinator of a tribute to Jerry Lee

Lewis scheduled for June 2 at the Phoenix Memorial Coliseum. The show, produced by Bobby Boyd of Boyd Records and Glenn Development Corp., will be filmed. . . . Several changes at WPVA, Petersburg, Va.—Edward E. Heffington has been moved up to vice president of programming for the Radio Smiles station chain; Edward J. McQueen, former sales manager, moves up to fill the general manager slot. Raymond F. Schmitt is in charge of station operations. On-air personnel include Hank Winters, Philo Alley, Mike Duncan, and Ed Rodger. WPVA is a 5,000-watt country music operation serving the Richmond-Petersburg area.

\*\*\*

Art Vincent is host of a new jazz show on WJLK, Asbury Park, N. J. . . . Another fine jazz show is hosted by Tom Cross on KPRS-FM, Kansas City, Mo., 9 p.m. to 2 a.m. . . . Jack Rattigan, personality with WRCV, has joined WMMR-FM as account executive of the Philadelphia station.

## Yesteryear's Hits

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

### POP SINGLES—5 Years Ago April 28, 1962

1. Good Luck Charm, Elvis Presley, RCA Victor
2. Johnny Angel, Shelley Fabares, Colpix
3. Mashed Potato Time, Dee Dee Sharp, Cameo
4. Soldier Boy, Shirelles, Scepter
5. Slow Twistin', Chubby Checker, Parkway
6. Young World, Rick Nelson, Imperial
7. Stranger on the Shore, Mr. Acker Bilk, Atco
8. Lover, Please, Clyde McPhatter, Mercury
9. Shout, Joey Dee & the Starlites, Roulette
10. Twist, Twist, Senora, Gary (U. S.) Bonds, LeGrand

### POP SINGLES—10 Years Ago April 29, 1957

1. All Shook Up, Elvis Presley, RCA Victor
2. Little Darlin', Diamonds, Mercury
3. Round & Round, Perry Como, RCA Victor
4. Party Doll, Buddy Knox, Roulette
5. Gone, Ferlin Husky, Capitol
6. School Day, Chuck Berry, Chess
7. Come Go With Me, Del Vikings, Dot
8. I'm Walkin', Fats Domino, Imperial
9. Why, Baby, Why?, Pat Boone, Dot
10. So Rare, Jimmy Dorsey, Fraternity

### R&B SINGLES—5 Years Ago April 28, 1962

1. Mashed Potato Time, Dee Dee Sharp, Cameo
2. Soul Twist, King Curtis, Enjoy
3. Love Letters, Ketty Lester, Era
4. Soldier Boy, Shirelles, Scepter
5. Slow Twistin', Chubby Checker, Parkway
6. Something's Got a Hold on Me, Etta James, Argo
7. Twistin' the Night Away, Sam Cooke, RCA Victor
8. Hide Nor Hair, Ray Charles & His Ork., ABC-Paramount
9. Annie Get Your Yo-Yo, Little Jr. Parker, Duke
10. Jamie, Eddie Holland, Motown

### POP LP'S—5 Years Ago April 28, 1962

1. Blue Hawaii, Elvis Presley, RCA Victor
2. West Side Story, Sound Track, Columbia
3. College Concert, Kingston Trio, Capitol
4. Your Twist Party, Chubby Checker, Parkway
5. Breakfast at Tiffany's, Henry Mancini, RCA Victor
6. A Song for Young Love, Letterman, Capitol
7. Doin' the Twist at the Peppermint Lounge, Joey Dee & the Starlites, Roulette
8. Sinatra and Strings, Frank Sinatra, Reprise
9. West Side Story, Original Cast, Columbia
10. Judy at Carnegie Hall, Judy Garland, Capitol

## Yesteryear's Country Hits

### COUNTRY SINGLES—5 Years Ago April 28, 1962

1. Charlie's Shoes, Billy Walker, Columbia
2. She's Got You, Patsy Cline, Decca
3. If a Woman Answers, Leroy Van Dyke, Mercury
4. Misery Loves Company, Porter Wagoner, RCA Victor
5. Unloved, Unwanted, Kitty Wells, Decca
6. A Wound That Time Can't Erase, Stonewall Jackson, Columbia
7. Tears Broke Out on Me, Eddy Arnold, RCA Victor
8. Three Days, Faron Young, Capitol
9. All My Love, Webb Pierce, Decca
10. A Little Bitty Tear, Burl Ives, Decca

### COUNTRY SINGLES—10 Years Ago April 29, 1957

1. Gone, Ferlin Husky, Capitol
2. Honky Tonk Song/Some Day, Webb Pierce, Decca
3. Walkin' After Midnight/Poor Man's Roses, Patsy Cline, Decca
4. White Sport Coat, Marty Robbins, Columbia
5. All Shook Up, Elvis Presley, RCA Victor
6. There You Go/Train of Love, Johnny Cash, Sun
7. Young Love, Sonny James, Capitol
8. I Miss You Already, Faron Young, Capitol
9. Four Walls, Jim Reeves, RCA Victor
10. First Date, First Kiss, First Love, Marvin Rainwater, MGM

Billboard SPECIAL SURVEY for Week Ending 4/29/67

## TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 2386 (14th Hour, BMI)	8	25	30	GONNA GIVE HER ALL THE LOVE I GOT Jimmy Ruffin, Soul 350322 (Jobete, BMI)	4
2	4	SWEET SOUL MUSIC Arthur Conley, Atco 6463 (Redwal, BMI)	8	26	32	DO THE THING Lou Courtney, Riverside 7589 (Bold, BMI)	4
3	2	JIMMY MACK Martha & the Vandellas, Gordy 7058 (Jobete, BMI)	9	27	25	SPEAK HER NAME Walter Jackson, Okeh 7272 (Skidmore, ASCAP)	9
4	3	BERNADETTE Four Tops, Motown 1104 (Jobete, BMI)	7	28	18	WHY NOT TONIGHT Jimmy Hughes, Fame 1011 (Fame, BMI)	12
5	6	NOTHING TAKES THE PLACE OF YOU Toussaint McCall, Ronn 3 (Su-Ma, BMI)	7	29	23	MERCY, MERCY, MERCY Larry Williams & Johnny Watson, Okeh 7274 (Zawinul, BMI)	9
6	7	THE WHOLE WORLD IS A STAGE Fantastic 4, Ric Tic 122 (Myto, BMI)	8	30	13	MAKE LOVE TO ME Johnny Thunder & Ruby Winters, Diamond 218 (Melrose, ASCAP)	7
7	5	WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave, Stax 210 (East/Pronto, BMI)	10	31	—	I LOVE YOU MORE THAN WORDS CAN SAY Otis Redding, Volt 146 (East/Time/Redwal, BMI)	1
8	8	HIP-HUG HER Booker T & the M. G.'s, Stax 211 (East, BMI)	4	32	34	YOU'RE ALL I NEED Bobby Bland, Duke 416 (Don, BMI)	3
9	14	CLOSE YOUR EYES Peaches & Herb, Date 1549 (Tideland, BMI)	4	33	35	GIRL I NEED YOU Artistics, Brunswick 55315 (Jalynne/BRC, BMI)	6
10	29	I FOUND A LOVE Wilson Pickett, Atlantic 2394 (Progressive/Lupine-Alibre, BMI)	4	34	—	TEARS, TEARS, TEARS Ben E. King, Atco 6472 (Pronto/Sue, BMI)	1
11	10	DRY YOUR EYES Brenda & Tabulations, Dionn 500 (Bee Cool, BMI)	10	35	38	ONE HURT DESERVES ANOTHER Raelets, Tangerine 296 (Hastings, BMI)	4
12	12	LOVE I SAW IN YOU WAS JUST A MIRAGE Smokey Robinson & the Miracles, Tamla 54145 (Jobete, BMI)	9	36	33	MERCY, MERCY, MERCY Marlena Shaw, Cadet 5557 (Zawinul, BMI)	7
13	11	I DON'T WANT TO LOSE YOU Jackie Wilson, Brunswick 55309 (Jalynne/BRC, BMI)	9	37	43	EVERYBODY LOVES A WINNER William Bell, Stax 212 (East, BMI)	2
14	9	HUNTER GETS CAPTURED BY THE GAME Marvelettes, Tamla 54143 (Jobete, BMI)	13	38	46	PRECIOUS MEMORIES Romeos, Mark II J-1 (Noro, ASCAP)	4
15	15	WITH THIS RING Platters, Musicor 1229 (Vee Vee, BMI)	9	39	45	OUT OF LEFT FIELD Percy Sledge, Atlantic 2396 (Press, BMI)	3
16	27	DEAD END STREET Lou Rawls, Capitol 5869 (Raw Lou/Beechwood, BMI)	3	40	—	JUST LOOK WHAT YOU'VE DONE Brenda Holloway, Tamla 54148 (Jobete, BMI)	1
17	19	THE JUNGLE B.B. King, Kent 462 (Modern, BMI)	6	41	50	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive In/Roufteen, BMI)	2
18	41	EIGHT MEN-FOUR WOMEN O. V. Wright, Back Beat 580 (Don, BMI)	2	42	42	EVERYBODY NEEDS HELP Jimmy Holiday, Minit 32016 (Metric, BMI)	7
19	16	GIRL DON'T CARE Gene Chandler, Brunswick 55312 (Jalynne/Cachand/BRC, BMI)	8	43	36	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	15
20	20	MAKE A LITTLE LOVE Lowell Fulson, Kent 463 (Metric, BMI)	5	44	47	IT'S SO HARD BEING A LOSER Contours, Gordy 7059 (Jobete, BMI)	3
21	21	YOU ALWAYS HURT ME Impressions, ABC 10900 (Chi-Sound, BMI)	8	45	—	AIN'T GONNA REST (Till I Get You) Five Starsteps, Windy C 605 (Camad, BMI)	1
22	44	TOGETHER Intruders, Gamble 205 (Razor Sharp, BMI)	3	46	—	I LOVE YOU MORE Lee Williams, Carnival 521 (Sanavan, BMI)	1
23	39	THE HAPPENING Supremes, Motown 1107 (Jobete, BMI)	2	47	37	LATER FOR TOMORROW Ernie K. Doe, Duke 411 (Don, BMI)	4
24	24	SHOW ME Joe Tex, Dial 4055 (Tree, BMI)	7	48	48	I'M A MAN Spencer Davis Group, United Artists 50144 (Essex, ASCAP)	2
				49	49	PICK ME Vibrations, Okeh 7276 (Jalynne, BMI)	2
				50	—	WHY? (Am I Treated So Bad) Cannonball Adderley, Capitol 5877 (Staple, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 4/29/67

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
2	1	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 8139 (M); SD 8139 (S)	4	15	15	LOU RAWLS SOULIN! Capitol T 2566 (M); ST 2566 (S)	35
2	1	TEMPTATIONS LIVE! Gordy 921 (M); S 921 (S)	5	16	18	FOUR TOPS ON BROADWAY Motown 657 (M); S 657 (S)	4
3	3	CARRYIN' ON Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	14	17	19	COLLECTIONS Young Rascals, Atlantic 8134 (M); SD 8134 (S)	3
4	4	CALIFORNIA DREAMIN' Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	8	18	20	SLOW FREIGHT Ray Bryant, Cadet LP 781 (M); LPS 781 (S)	3
5	8	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	20	19	13	MARVELETTES Tamla 274 (M); S 274 (S)	4
6	6	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	10	20	17	NANCY—NATURALLY Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	13
7	7	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	7	21	23	ARE YOU LONELY FOR ME Freddie Scott, Shout SH 501 (M); SLP 501 (S)	2
8	9	FIVE STAIR-STEPS Windy C 6000 (M); 6000 (S)	9	22	22	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	7
9	5	SUPREMES SING HOLLAND, DOZIER HOLLAND Motown MLP 650 (M); SLP 650 (S)	10	23	—	RAW SOUL James Brown, King 1016 (M) S 1016 (S)	1
10	11	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)	16	24	24	TAKE TWO Marvin Gaye/Kim Weston, Tamla 270 (M); S 270 (S)	2
11	12	ON STAGE & AT THE MOVIES Dionne Warwick, Scepter SRM 559 (M); SPS 559 (S)	3	25	26	BOOTS WITH STRINGS Boots Randolph, Monument MLP 8066 (M); SLP 18066 (S)	3
12	16	KING & QUEEN Otis Redding & Carla Thomas, Stax 716 (M); S 716 (S)	3	26	27	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	53
13	10	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	20	27	29	EMANCIPATION OF HUGH MASEKELA Chisa CHM 101 (M); CHS 4101 (S)	3
14	14	STAND BY ME Spyder Turner, MGM E 4450 (M); SE 4450 (S)	4	28	—	A COLLECTION OF SIXTEEN ORIGINAL BIG HITS, VOL. 6 Various Artists, Motown M 655 (M) S 655 (S)	1
				29	—	HIGH PRIESTESS OF SOUL Nina Simone, Philips PHM 200-219 (M) PHS 600-219	1
				30	30	WANTED: ONE SOUL SINGER Johnny Taylor, Stax 715 (M); S 715 (S)	2

# A Kate Smith Showcase



LPM/LSP-3445\*



LPM/LSP-3535\*



LPM/LSP-2819\*



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LPM/LSP-2921\*



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# Classical Music

## Waxing of Modern Works Paying Off for Columbia

By FRED KIRBY

NEW YORK — Columbia Records is starting to reap the rewards of its policy of recording modern music in depth, according to John McClure, classical a&r director. Across the board sales increases are shown for such composers as Mahler, Schoenberg, Ives, Stravinsky, Hindemith, Bernstein and Varese.

Composers Columbia plans to wax complete works of include Copland, Varese, Schoenberg, Ives, Webern, Berg, Stravinsky and Bernstein. The sixth volume of Schoenberg's works is due this year. An impressive Mahler collection also is due later this year as is Berg's "Wozzek"



IGOR STRAVINSKY, left, confers with John McClure, Columbia Records' classical a&r director, during a recording session of Stravinsky music.

featuring Walter Berry in the title role. The opera will be conducted by Pierre Boulez, who will record several contemporary pieces for the company.

McClure explained, "Almost nothing is too far out as long as it's good. The public will sooner or later catch up." He cited Mahler as an example. Columbia has a long association with that composer's works since two of its leading conductors, Bruno Walter and Leonard Bernstein, have recorded many Mahler's titles. But, even last year's success with the "Symphony No. 7" with Bernstein and the New York Philharmonic and the "Symphony No. 10" with Eugene Ormandy and the Philadelphia Orchestra prepared the label for the response to the monumental "Symphony No. 8."

Long, the least frequently performed Mahler symphony, this choral work has been nicknamed the "Symphony of a Thousand" because of the resources required. The efforts of six soloists and five choruses are used on the two-LP set with Bernstein leading the London Symphony. McClure attributes the Mahler interest to the prophetic nature of the music. "The emotional tone of the world is loosening up. He's the most turned on of all composers." Even the initial release of *Odyssey*, Columbia's new low-price line, included Mahler. Walter's conducting of the "Symphony No. 4" may soon be followed by an *Odyssey* release of Walter's treatment of the "Symphony No. 5."

In noting the extensive recording projects on many modern and contemporary composers, McClure explained, "We start a trend, stay with it and do it in depth. It's not enough to see trends of neglected composers. It is important to have major artists like Bernstein, Ormandy and (Leopold) Stokowski play this music. The public is artist and orchestra conscious." McClure credits the young record buyer with the increase in sales of contemporary composers. He said he had "solid confidence" the trend would continue. Among the major artists recording modern music for Columbia is pianist Glenn Gould, who is featured in Volume 4 of the Schoenberg series. Gould also will be featured on much of another.

### Ives or Reissue

Ives is the latest contemporary composer added to the *Odyssey* label with the reissue of William Masselos' historic performance of the "Sonata No. 1." In the near future on Co-

### DVORAK CYCLE BY LONDON

NEW YORK — London Records is completing its Dvorak symphony cycle by Istvan Kertesz and the London Symphony with the April release of six albums. Being issued are the first five symphonies and "Symphony No. 9 (From the New World)." The other three symphonies were released previously.

lumbia's Ives schedule are the "Symphony No. 1" with Ormandy and the Philadelphia Orchestra and the "Robert Browning Overture" with Stokowski and the American Symphony. McClure finds "frankness and emotional truth" in Ives. He thought youth could find more raw emotions and immediacy in orchestral than operatic music. A major reason for this according to McClure, is that more contemporary music is

(Continued on page 38)



LEONARD BERNSTEIN, right, gives some instructions during recording session. Columbia Records a&r director, John McClure, looks on.

## Angel to Bow 1st U.S. Release of 'Animals'

HOLLYWOOD — The first American release of Poulenc's suite "The Model Animals" is slated for Angel next week. The pressing, which will feature pianists Aldo Ciccolini and Alexis Weissenberg with the Paris Conservatoire Orchestra

under Georges Pretre, also contains Saint-Seans "Carnival of the Animals."

Also slated on Angel is a Haydn Mass, with David Willcocks conducting Heather Harper, Pamela Bowden, Alexander Young, John Shirley - Quirk, the King's College Choir and the English Chamber Orchestra. The Ambrosian Singers join Sir Adrian Boult and the New Philharmonia Orchestra in a Holst album, while Otto Klemperer leads the New Philharmonia in Franck. The fifth Angel title has soprano Elisabeth Schwarzkopf in a collection of songs accompanied by pianist Gerald Moore.

On Melodiya/Angel, violinist Viktor Tretyakov makes his American label debut in a Paganini concerto with Neimye Yary conducting the Moscow Philharmonic. Irina Arkhipova sings Russian opera and cantata arias with the Bolshoi Theater Orchestra in another Melodiya/Angel album. The third title in this series is a collection of Russian songs with Vitaly Gnuvov conducting the Russian Folk Instrumental Orchestra and the Osipov Folk Chorus.

Capitol Classics include another in the "I Like" series with Samson Francois playing Debussy. Featured on two other disks are Erich Leinsdorf and the Concert Arts Orchestra, and Robert Irving and the Sinfonia of London.

## Cincy's Maiden Concert Fare: Beethoven Cycle in 1 Season

CINCINNATI — Five all-Beethoven programs are slated for the 1967-1968 Cincinnati Symphony season, the unit's 10th under Music Director Max Rudolf. The Beethoven cycle will mark the first time all nine of the composer's symphonies will be offered here in one season. Also listed is concert version of "Fidelio" with tenor Brian Sullivan as Floristan.

Returning artists will be pianists Rudolf Serkin, Lorin Hollander, Gary Graffman, Hans Richter-Haaser, Robert Gaby and Jean Casadesus, and Jean Kirsten; violinists Isaac Stern, Edith Peinemann, and Ruggiero Ricci; and tenor Richard Tucker. New artists will include pianists Lili Kraus and Maria Clodes, violinist Sidney Harth, and basso David Ward.

Rudolf will conduct 18 concerts, while Erich Kunzel, newly named associate conductor, will lead three. Akeo Watanabe, music director of the Japan Philharmonic, will conduct a pair.

Four special concerts will be (Continued on page 38)

## 'Impresario' to Be Cut by RCA in UK

NEW YORK — RCA Victor is recording Mozart's "The Impresario" in England this August. The pressing, which will be conducted by Andre Previn, will be the first stereo recording of the opera. Soprano Judith Raskin and tenor Richard Lewis will have the starring roles.

## Classical Notes

Pianist Rudolf Firkusny will be soloist with George Szell and the Cleveland Orchestra next Thursday (4) and Saturday (6). Firkusny and violinist Rafael Drulian, the Cleveland's concertmaster, give a joint recital next Tuesday (2) at Severance Chamber Hall, a benefit for the orchestra's pension fund. . . . Next season's "Un Ballo in Maschera" at the San Francisco Opera will star soprano Leontyne Price, tenor Ragnar Ulfung, baritone Cornell Mac Neil, soprano Reri Grist, and mezzo-soprano Mignon Dunn.

Soprano Evelyn Lear and baritone Thomas Stewart will appear with Jean Martinon and the Chicago Symphony on Thursday (27), Friday (28) and Saturday (29). The program includes Bartok's "Bluebeard's Castle." . . . The Canterbury Choral Society will perform Handel's "Samson" at Philharmonic Hall next Friday (5). Soloists will be soprano Elisabeth Caron, tenor John McCollum, counter-tenor John Ferrante, bass-baritone Chester Wat-

son, and baritone Richard Anderson. . . . Arthur Fiedler led a spirited concert with the Washington National "Pops" Orchestra at Philharmonic Hall last Sunday (16).

Eugene Ormandy will receive the Nicoli Medal from the Vienna Philharmonic on Nov. 4. . . . Bernard Haitink and the Concertgebouw Orchestra perform at Washington's Constitution Hall on Monday (24) and Tuesday (25). . . . The Washington National Symphony opens its Music for Young America Series on Wednesday (26) at the Department of Agriculture Auditorium. The orchestra played free public concerts on Saturday (22) and Sunday (23) under a congressional grant. . . . The Kansas City Philharmonic will perform at the Wichita State University's Wilner Auditorium next Monday (1) as part of a cultural exchange program between the states of Kansas and Missouri. The Wichita Symphony inaugurated the exchange with a concert in Kansas City in February.

## Philly Outdoor Concerts to Get Fare, Location Changes

PHILADELPHIA — What may be the last season in its present location and format has been announced for Robin Hood Dell, the free summer outdoor concerts played by the Philadelphia Orchestra in Fairmount Park. The Dell president, Frederic R. Mann, said

a new facility was necessary to compete with Tanglewood, Saratoga, and Ravinia. Rehearsal facilities are limited and performances are marred by noises from the expressway and streets around the park dell. Parking is also a troublesome problem.

With the prospect of change on the horizon, Mann outlined the Dell's 38th season, scheduled to open June 19, a week after the orchestra returns from its Japanese and American West Coast tour. The format is similar to that developed last year. Fewer conductors and therefore greater time for each to develop his programs, familiar soloists, some new faces.

Mann noted that this summer will see the entire orchestra in the shell. In other years, the orchestra has numbered 90 players, down about a dozen from full strength. Three headliners will be making their debuts at the Dell: Soprano Ingrid Bjoner; pianist Gary Graffman and conductor Sixten Ehrling. And conductor Lorin Maazel will return after a 24-year absence. He first conducted

(Continued on page 38)

## Bernstein to Lead 'Phorion' Debut

NEW YORK — Leonard Bernstein will conduct the New York Philharmonic in the world premiere of Lukas Foss' "Phorion" on Thursday (27). The program, which will be repeated for three more performances, also includes Mahler's "Symphony No. 6." "Phorion" was commissioned by the Association of Women's Committees for Symphony Orchestras. With the performance of the Mahler symphony, Bernstein will become the first conductor to have performed all of Mahler's nine completed symphonies as well as "Das Lied von der Erde" with the Philharmonic.



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Billboard Award	BEST SELLING CLASSICAL LP's				BEST SELLING CLASSICAL LP's			
	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
◆	2	2	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	12	21	13	BEETHOVEN: SYMPHONY NO. 5 HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	27
	2	4	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	8	22	18	BERLIOZ: HAROLD IN ITALY Barshai/Moscow Philharmonic Symphony (D. Oistrakh), Melodiya/Angel R 40001 (M); SR 40001 (S)	6
	3	3	GOUNOD: FAUST (4-12" LP's) Sutherland, Corelli, Ghiaurov, London Symphony (Bonyng), London A 4433 (M); OSA 1433 (S)	10	23	25	ELGAR: CELLO CONCERTO Jacqueline DePre/London Symphony Orch. (Barbirolli), Angel 36338 (M); S 36338 (S)	9
	4	1	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	56	24	32	CHOPIN WALTZES Artur Schnabel, RCA Victor LM 2726 (M); LSC 2726 (S)	54
	5	6	SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	9	25	24	STRAUSS: AN ALPINE SYMPHONY Royal Philharmonic Orch. (Kempe), RCA Victor LM 2923 (M); LSC 2923 (S)	6
	6	5	WAGNER: TRISTAN UND ISOLDE (5-12" LP's) Nilsson, Windgassen, Ludwig & Various Artists, Bayreuth Festspiele (Boehm), DGG 39 221/5 (M); 139 221/5 (S)	11	26	31	PROKOFIEFF: PIANO CONCERTO NO. 1 & 3 Graffman/Cleveland Orch. (Szell), Columbia ML 6325 (M); MS 6925 (S)	3
	7	11	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	55	27	30	ORFF: CARMINA BURANA New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	36
	8	7	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	29	28	27	BACH: LUTE SUITES NO. 1 & 2 Julian Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	34
	9	9	DONIZETTI: LUCREZIA BORGIA (3-12" LP's) Caballe, Various Artists, RCA Italiana Orch. (Perlea), RCA Victor LM 6176 (M); LSC 6176 (S)	11	29	23	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	24
	10	8	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	33	30	14	VERDI: FALSTAFF (3-12" LP's) Fischer-Dieskau & Various Artists, Vienna Philharmonic (Bernstein), Columbia M3L350 (M); M3S 750 (S)	16
	11	16	DEBUSSY: CLAIR DE LUNE Philadelphia Orch. (Ormandy), Columbia ML 6283 (M); MS 6883 (S)	8	31	22	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); (No Stereo)	31
	12	20	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	35	32	—	MAHLER: SYMPHONY NO. 1 London Symphony Orch. (Solti), London CM 9401 (M); CS 6401 (S)	1
	13	10	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	29	33	34	BEETHOVEN: SYMPHONY NO. 5 Philharmonia Orch. (Klemperer), Angel 35843 (M); S 35843 (S)	3
	14	15	RAVEL: BOLERO/RHAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	23	34	26	ROSSINI: SEMIRAMIDE (3-12" LP's) Sutherland, Horne, Various Artists, London Symphony (Bonyng), London A 4383 (M); OSA 1383 (S)	13
	15	19	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	36	35	39	BACH: CELLO SUITES (3-12" LP's) Pablo Casals, Angel COLH 16/18 (M); (No Stereo)	3
	16	12	KHACHATURIAN: CONCERTO IN D MINOR David Oistrakh/Moscow Radio Symphony (Khachaturian), Melodiya/Angel R 40002 (M); RS 40002 (S)	7	36	—	IVES: SYMPHONY NO. 2 New York Philharmonic (Bernstein), Columbia ML 6289 (M); MS 6889 (S)	1
	17	17	RACHMANINOFF: CONCERTO NO. 2 Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601	6	37	37	SMETANA: MA VLAST (2-12" LP's) Czech Philharmonic (Anserl), Crossroads 22260001 (M); 22260002 (S)	19
	18	21	CHICHESTER PSALMS FOR CHORUS AND ORCHESTRA New York Philharmonic (Bernstein), Columbia ML 6192 (M); MS 6792 (S)	3	38	40	BRAHMS: FOUR SYMPHONIES (4-12" LP's) Berlin Philharmonic (Von Karajan), DGG 33/6 (M); SKL 133/6 (S)	2
	19	33	VERDI: UN BALLO IN MASCHERA (3-12" LP's) Price, Bergonzi/Merrill/Various Artists/RCA Italiana Opera Orch. (Leinsdorf), RCA Victor LM 6179 (M); LSC 6179 (S)	3	39	—	BACH: BRANDENBURG CONCERTO (2-12" LP's) Saar Chamber Orch. (Ristenpart), Nonesuch 3006 (M); 73006 (S)	4
	20	38	A TOSCANINI TREASURY OF HISTORIC BROADCASTS (5-12" LP's) NBC Symphony (Toscanini), RCA Victor LM 6711 (M); (No Stereo)	2	40	—	BEETHOVEN: QUARTETS (10-12" LP's) Hungarian Quartet, Seraphim IC 6005/7 (M); SIC 6005/7 (S)	1

**BEST SELLING LOW-PRICED CLASSICAL LP's**

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1	SMETANA: MA VLAST (2-12" LP's)—Czech Philharmonic (Anserl), Crossroads 22260001 (M); 22260002 (S)	6	HAYDN: SEASONS (3-12" LP's)—Various Artists/No. German Radio Symphony (Goehr), Nonesuch H 3009 (M); H 73009 (S)
2	BACH: BRANDENBURG CONCERTO (2-12" LP's)—Ristenpart, Saar Chamber Orch., Nonesuch 3006 (M); 73006 (S)	7	HAYDN: SYMPHONY Vol. I—Vienna State Opera Orch. (Goberman), Odyssey 32 16 0005 (M); 32 16 0006 (S)
3	BEETHOVEN: QUARTETS (10-12" LP's)—Hungarian Quartets, Seraphim IC 6005/7 (M); SIC 6005/7 (S)	8	VIVALDI: CONCERTO FOR WOODWINDS & STRINGS—Various Artists/New York Sinfonia (Goberman), Odyssey 32 16 0011 (M); 32 16 0012 (S)
4	MAHLER: SYMPHONY NO. 4—Halban/New York Philharmonic (Walter), Odyssey 32160025 (M); (No Stereo)	9	MOZART: NINE OVERTURES—Royal Philharmonic (Davis), Seraphim 60037 (M); S 60037 (S)
5	VERDI: ARIAS—Fischer-Dieskau, Seraphim 60014 (M); S 60014 (S)	10	RACHMANINOFF: PRELUDES (2-12" LP's)—Constance Keene, Philips World Series WPC 2006 (M/S)

**Philadelphia Outdoor Concerts**

◆ *Continued from page 36*  
here in 1943 as a 13-year-old prodigy in a velvet suit. The season opens June 19 with Stanislaw Skrowaczewski, Minneapolis Symphony Orchestra conductor. Opening night soloist will be soprano Anna Moffo, Eugene Ormandy will

conduct concerts June 26 and 27, with Van Cliburn soloist in the first. Ormandy-Cliburn combination brought a record crowd of 35,000 to the Dell in a Pension Foundation concert in 1965. Among the innovations on the schedule are a joint recital July 6 by Jan Peerce and

Roberta Peters, who traditionally sing to turnaway crowds in their solo performances. Peerce will be making his 27th Dell appearance, an all-time record. Miss Peters will be giving her 13th performance at the Dell.

Marian Anderson comes out of retirement Monday, July 3, to narrate Aaron Copland's "A Lincoln Portrait," with Arthur Fiedler, of the Boston Pops Or-

chestra, conducting. Also, a special July 4 concert commemorating the 100th anniversary of Fairmount Park, conducted by Fiedler.

City subsidy makes it possible to offer the series of 18 concerts free to the public. Several hundred public-spirited citizens also help as Friends of the Dell in paying \$150 for choice reserved seats.

**Contemporary Works Paying**

◆ *Continued from page 36*

available in orchestral than in operatic form.

McClure credited Columbia with offering the first American showcases for music of Boulez and Stockhausen. He thought the latter was gaining wider acceptance with the increased interest in electronic music, especially on the campuses. Columbia also boasts extensive catalogs of Bartok and Barber.

The Stravinsky catalog is an example of the sharp rise last year in contemporary music disk sales. Many numbers, which have been available for four or five years, almost doubled in sales. Similar increases were registered in pressings by other contemporary composers, such as Schoenberg and Bernstein. Columbia also has scored well with Nielsen with chart listings last year for the "Symphony No. 3," with Bernstein and the Royal Danish Orchestra and "Symphony No. 6" with Ormandy and the Philadelphia. The latest in the Nielsen series is the "Symphony No. 1" with Ormandy and the Philadelphia. Another leading conductor waxing contemporary music for Columbia is Robert Craft, who conducted four of the first five Schoenberg sets. Columbia's policy of recording major composers in depth and keeping important pressings in the catalog has begun to pay handsome dividends for the label.

**4 Favorites Slated By Ft. Worth Opera**

FORT WORTH, Tex.—Four opera favorites—one new and three which have been produced in past seasons by the Fort Worth Opera Association—will make up the 1967-1968 season. Opening the 22d season, Dec. 1 and 3, will be Verdi's "Aida," Mozart's "The Marriage of Figaro," sung in English, will be presented Jan. 19 and 21. The third offering will be "Manon Lescaut" March 8 and 10. The opera has never before been produced by the association. The final production is "Lucia di Lammermoor" by Donizetti, April 5 and 7.

**Beethoven Cycle**

◆ *Continued from page 36*

offered in the orchestra's 73d season, include one featuring David Oistrakh in an evening of violin concertos. The choirs of Christ Church here and Dayton's Westminster Church will perform in a Christmas performance of Berlioz' "L'Enfance du Christ." The other special concerts will present Wolfgang Sawallisch and the Vienna Symphony and Erich Leinsdorf and the Boston Symphony.

The subscription series will include four Mozart piano concertos not previously played here, and such contemporary works as Wilfred Josephs' "Symphony No. 2," Gunther Schuller's "Seven Studies on Themes of Paul Klee," and Dello Joio's "Antiphonal Fantasy for Organ, Strings and Brass" with Gerre Hancock as soloist. The 44-week season begins on July 31 with subscription concerts beginning on Sept. 29. The Cincinnati Symphony records for Decca Records.

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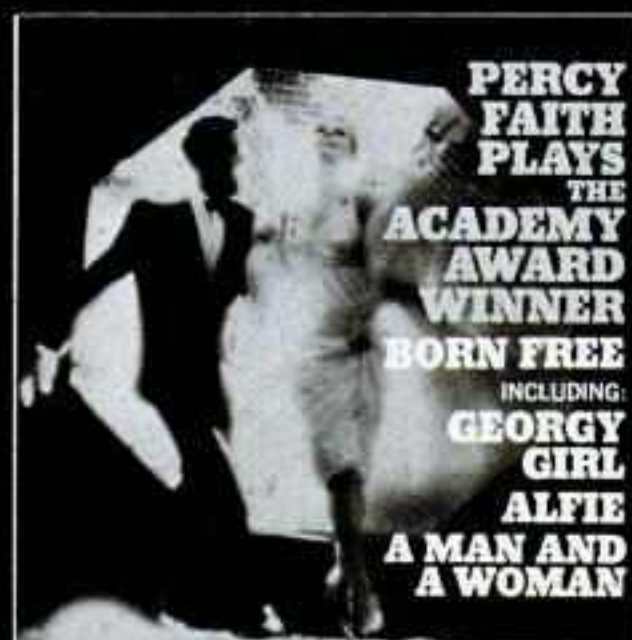
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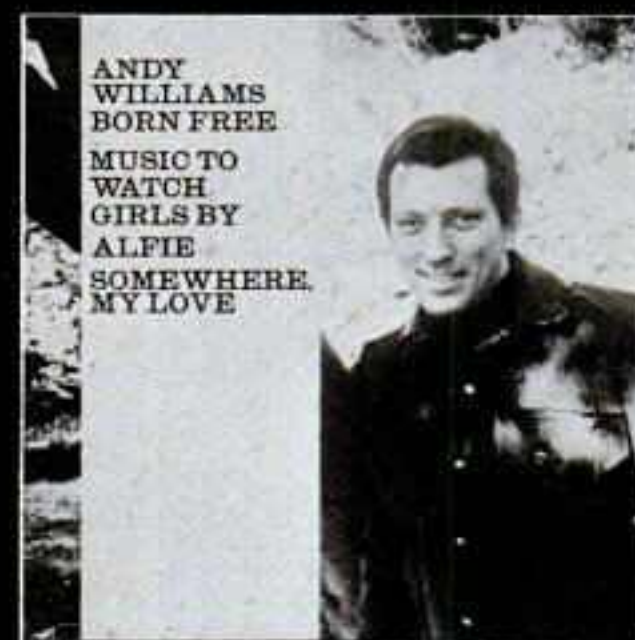
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Table of Billboard Top 100 chart for week ending April 29, 1967. Columns include Rank, Title-Artist, Label & No., and Weeks on Chart. Includes entries like 'WHY IS THERE AIR?' and 'BORN FREE'.

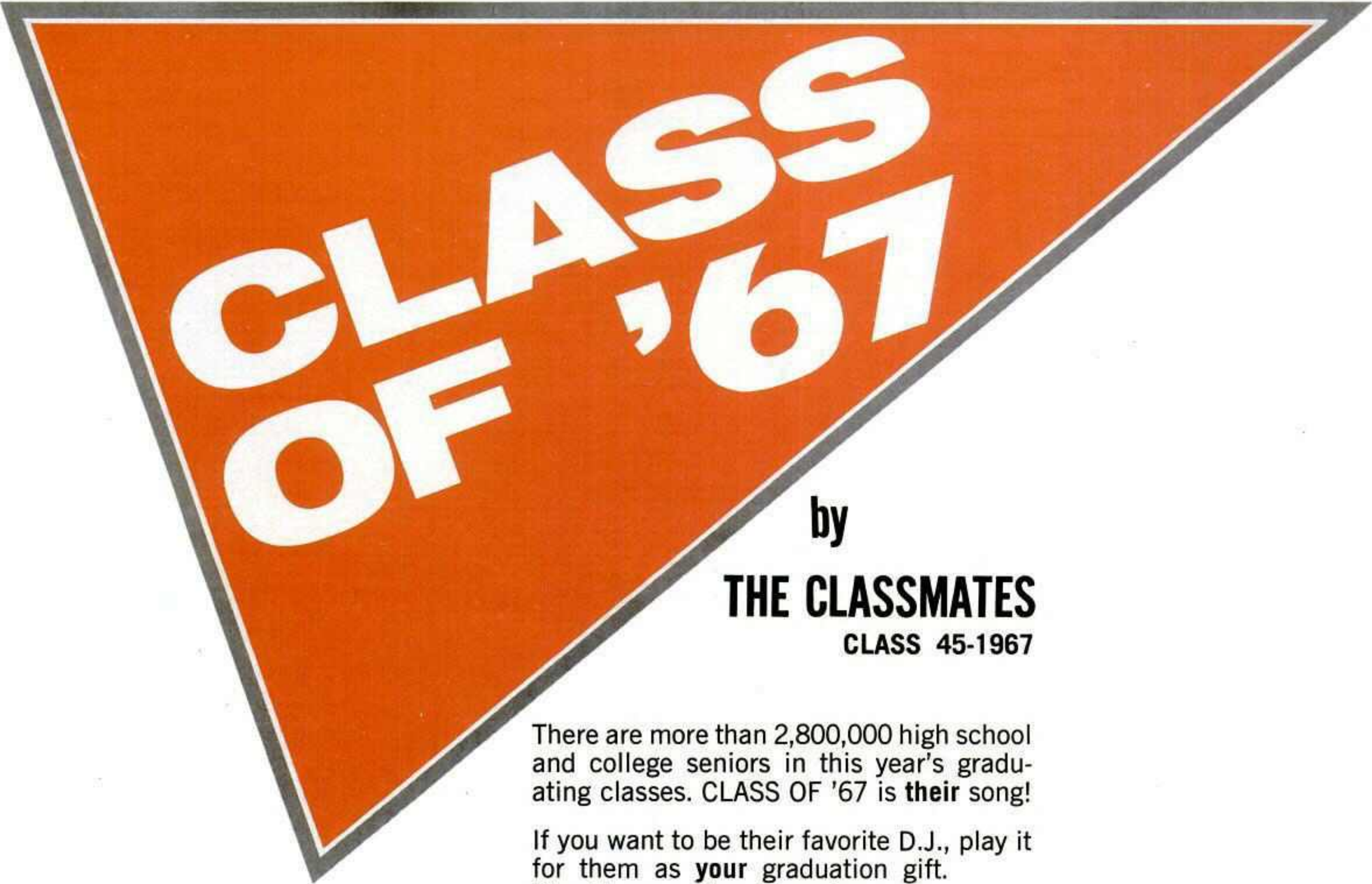
Table of Billboard Top 100 chart for week ending April 29, 1967. Columns include Rank, Title-Artist, Label & No., and Weeks on Chart. Includes entries like 'I DO! I DO!' and 'THE IMPOSSIBLE DREAM'.

(Continued on page 46)

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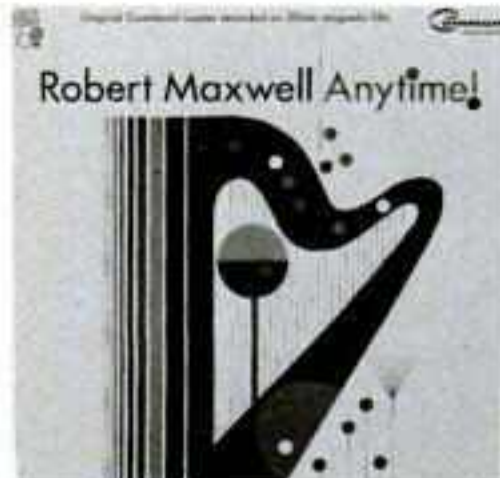
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- The Glenn Miller Carnegie Hall Concert/Glenn Miller Concert – Glenn Miller and His Orchestra **TP3-5020**

- Annie Get Your Gun – The Original Cast Recording – Music Theater of Lincoln Center Production – Ethel Merman **TO3-1002**
- I Do! I Do! – The Original Broadway Cast Recording – Mary Martin, Robert Preston **TO3-1003**
- Concerto No. 1 in D Minor, Op. 15 (Brahms) – Rubinstein; Leinsdorf, Boston Symphony Orchestra
- Concerto No. 2 in B-Flat, Op. 83 (Brahms) – Rubinstein; Krips, RCA Victor-Symphony Orchestra **TR3-5001**
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**CLASSICAL SPOTLIGHT**

**BEETHOVEN: SYMPHONIES NOS. 5, 6, 9**  
Various Artists/Cleveland Orch. (Szell). Epic SC 6063 (M); BSC 163 (S)

The Cleveland Orchestra performs with its usual verve and musicianship in Beethoven's No. 5, No. 6 and No. 9, with top performances by Adele Addison, Jane Hobson, Richard Lewis and Donald Bell. The re-released material should be a strong catalog item for some time to come.



**LOW PRICE POP SPOTLIGHT**

**HERE'S BRENDA LEE**

Vocalion VL 3795 (M); VL 73795 (S)

Brenda Lee belts out a dozen standards. The album, budget priced, should move well. Repertoire includes "Pennies From Heaven," "St. Louis Blues," "Back in Your Own Back Yard" and "Ballin' the Jack." Cover art is simple and effective.



**CLASSICAL SPOTLIGHT**

**BRUCKNER: SYMPHONY NO. 6**  
Sinfonie-Orchester des Bayerischen Rundfunks (Jochum). DGG 39 136 (M); 139 136 (S)

Another album in Eugen Jochum's masterful performances of Bruckner symphonies. No. 6, with its subdued majesty, is captured to perfection. The triumphant finale is stirring.

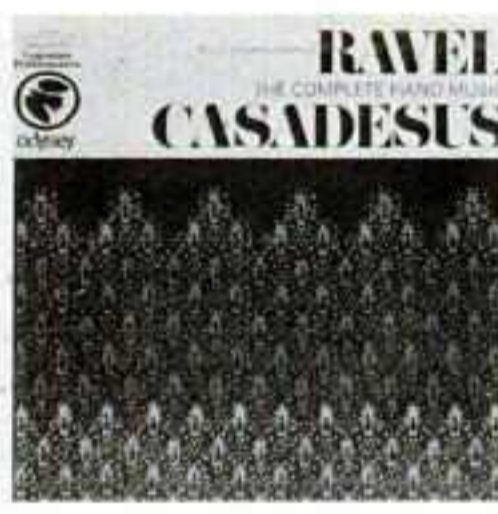


**COUNTRY SPOTLIGHT**

**HOW LONG HAS IT BEEN**

Bobby Lewis. United Artists UAL 3582 (M); UAS 6582 (S)

"How Long Has It Been" will lead the way to boost sales of this album, but "Two of the Usual" was also a chart-maker. Dealers can't go wrong with this product; he's an artist who's already established and gaining stature every day.



**LOW PRICE CLASSICAL SPOTLIGHT**

**RAVEL: COMPLETE PIANO MUSIC**  
Robert Casadesus. Odyssey 32 36 0003 (M)

One of the finest pianists around scores high in this three-record package. Ravel's sensitive, impressionistic composing is excellent material for Casadesus' imaginative and moving interpretations throughout. A bargain buy.



**CLASSICAL SPOTLIGHT**

**PERGOLESI: STABAT MATER**

Lear / Ludwig / Berlin Radio Symphony (Maazel). Philips PHM 500-135 (M); PHS 900-135 (S)

A superlative performance of this 18th century masterpiece under Lorin Maazel, one of the ablest young conductors around. Soprano Evelyn Lear and contralto Christa Ludwig are excellent, as is Maazel's Radio Berlin Radio Symphony. The RIAS Chamber Choir also deserves credit.



**LOW PRICE CLASSICAL SPOTLIGHT**

**WEBER: DER FREISCHUETZ**  
Grummer / Schock / Various Artists / Berlin Philharmonic (Keilberth). Seraphim IB-6010 (M); SIB-6010 (S)

A star-studded cast under the expert leadership of Joseph Keilberth makes this two-LP package of Weber's operatic milestone a genuine bargain. Tenor Rudolf Schock, soprano Elisabeth Grummer and Lisa Otto, baritone Hermann Prey, and basses Ernst Wiemann and Karl Kohn all are excellent. Bass Gottlob Frick contributes a solid vignette as the Hermit. This is a first American release of this Berlin performance.

## NEW ACTION ALBUMS

★ **NATIONAL BREAKOUTS**

**NO NATIONAL BREAKOUTS THIS WEEK**

★ **NEW ACTION LP's**

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

**THE GRATEFUL DEAD . . .**

Warner Bros. W 1689 (M); WS 1689 (925-01689-3; 925-01689-5)

**HERE'S WHAT'S HAPPENING! . . .**

Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S) (775-03746-3; 775-03746-5)

**JIMMY RUFFIN SINGS TOP TEN . . .**

Soul 704 (M); S 704 (S) (821-00704-3; 821-00704-5)

**I'VE GOT YOU UNDER MY SKIN . . .**

Pete Fountain, Coral CRL 57488 (M); CRL 757488 (S) (365-57488-3; 365-75788-5)

**WANTED ONE SOUL SINGER . . .**

Johnny Taylor, Stax 715 (M); S 715 (S) (833-00715-3; 833-00715-5)

**SLOW FREIGHT . . .**

Ray Bryant, Cadet LP 781 (M); LPS 781 (S) (245-00781-3; 245-00781-5)

**BOB DYLAN'S GREATEST HITS . . .**

Columbia KCL 2663 (M); KCS 9463 (S) (350-02663-3; 350-09463-5)

**THE SAND PEBBLES . . .**

Soundtrack, 20th Century-Fox 4189 (M); S 4189 (S) (870-04189-3; 870-04189-5)

**THE BEST OF EDDY ARNOLD . . .**

RCA Victor LPM 3565 (M); LSP 3565 (S) (775-03565-3; 775-03565-5)

**NASHVILLE REBEL . . .**

Waylon Jennings, RCA Victor LPM 3763 (M); LSP 3736 (S) (775-03736-3; 775-03736-5)

**THE PEANUT BUTTER CONSPIRACY IS SPREADING . . .**

Columbia CL 2654 (M); CS 9454 (S) (350-02654-3; 350-09454-5)

**TRAMP . . .**

Lowell Fulson, Kent KLP 5020 (M); KST 520 (S) (606-05020-3; 606-00520-5)

**TAKE IT LIKE YOU GIVE IT . . .**

Aretha Franklin, Columbia CL 2629 (M); CS 9429 (S) (350-02629-3; 350-09429-5)

**THE VELVET UNDERGROUND & NICO . . .**

Verve V 5008 (M); V6-5008 (S) (895-05008-3; 895-65008-5)

**GOING BACK TO DETROIT . . .**

Platters, Musicor MM 2125 (M); MS 3125 (S) (685-02125-3; 685-03125-5)

**TAKE-OFFS AND PUT-ONS . . .**

George Carlin, RCA Victor LPM 3772 (M); LSP 3772 (S) (775-03772-3; 775-03772-5)

**WE'RE OFF TO DUBLIN IN THE GREEN . . .**

Abbey Tavern Singers, VIP 402 (M); S 402 (S) (902-00402-3; 902-00402-5)

**SPANISH MOONLIGHT . . .**

John Gary, RCA Victor LPM 385 (M); LSP 3785 (S) (775-03785-3; 775-03785-5)

**THE MONKEES SONG BOOK . . .**

Golden Gate Strings, Epic LN 24248 (M); BN 26248 (S) (465-24248-3; 465-26248-5)

**I'LL TAKE CARE OF YOUR CARES . . .**

Frankie Laine, ABC ABC 604 (M); ABCS 604 (S) (105-00604-3; 105-00604-5)

### TOP LP's • Continued from page 41

(151)	149	THE SHADOW OF YOUR SMILE . . . . .	51	(163)	—	THE 4 SEASONS GOLD VAULT OF HITS . . . . .	66
		Andy Williams, Columbia CL 2499 (M); CS 9299 (S) (350-02499-3; 350-09299-5)				Philips PHM 200-196 (M); PHS 600-196 (S) (740-02196-3; 740-00196-5)	
(152)	142	CRY . . . . .	9	(164)	157	SUNDAY NIGHT AT THE MOVIES . . . . .	3
		Ronnie Dove, Diamond D 2007 (M); SD 2007 (S) (414-02007-3; 414-02007-5)				Brass Ring, DuSable D 20015 (M); DS 20015 (S) (443-20015-3; 443-20015-5)	
(153)	173	BRASS IMPACT . . . . .	3	(165)	169	YOU'RE A BIG BOY NOW . . . . .	3
		Command RS 910 (M); RS 910 SD (S) (355-00910-3; 355-00910-5)				Soundtrack, MGM KLP 8058 ST (M); KLPs 8058 ST (S) (160-02058-3; 160-00058-5)	
(154)	160	THE NITTY GRITTY DIRT BAND . . . . .	4	(166)	163	LADY GODIVA . . . . .	13
		Liberty LEP 7501 (M); LST 7501 (S) (430-02501-3; 430-07501-5)				Peter & Gordon, Capitol T 2644 (M); ST 2644 (S) (300-02644-3; 300-02644-5)	
(155)	155	SAYIN' SOMETHIN' . . . . .	4	(167)	170	RAW SOUL . . . . .	4
		Righteous Brothers, Verve V 2010 (M); V6-2010 (S) (895-02010-3; 895-65010-5)				James Brown, King 1016 (M); S 1016 (S) (613-01016-3; 613-01016-5)	
(156)	153	HURRY SUNDOWN . . . . .	2	(168)	168	THE KINKS GREATEST HITS . . . . .	36
		Soundtrack, RCA Victor LOC 1133 (M); LSO 1133 (S) (775-01133-3; 775-01133-5)				Reggie K 4217 (M); RS 4217 (S) (790-04217-3; 790-04217-5)	
(157)	—	HAPPY TOGETHER . . . . .	1	(169)	167	IT'S ONLY THE GOOD TIMES . . . . .	13
		Turtles, White Whale WW 114 (M); S 2114 (S) (933-00114-3; 933-07114-5)				Wayne Newton, Capitol T 2635 (M); ST 2635 (S) (300-02635-3; 300-02635-5)	
(158)	161	HERE WHERE THERE IS LOVE . . . . .	17	(170)	166	ON THE MOVE . . . . .	3
		Dianna Warwick, Scepter 328 355 (M); SPS 355 (S) (805-00355-3; 805-00355-5)				Tendler & Yamp, Capitol T 2606 (M); ST 2606 (S) (300-02606-3; 300-02606-5)	
(159)	159	IT'S NOW WINTER'S DAY . . . . .	2	(171)	—	I HEAR A SYMPHONY . . . . .	38
		Tommy Roe, ABC ABC 594 (M); ABCS 594 (S) (105-00594-3; 105-00594-5)				Supremes, Motown MFLP 643 (M); SLP 643 (S) (675-00643-3; 675-00643-5)	
(160)	—	EQUINOX . . . . .	1	(172)	—	DON'T GO TO STRANGERS . . . . .	26
		Sergio Mendes & Brasil '64, A&M LP 122 (M); SP 4122 (S) (108-00122-3; 108-04122-5)				Edie Gorme, Columbia CL 3476 (M); CS 9276 (S) (350-02476-3; 350-09276-5)	
(161)	—	I THINK WE'RE ALONE NOW . . . . .	1	(173)	—	CALYPSO IN BRASS . . . . .	1
		Tommy James & The Shondells, Reprise R 25253 (M); SR 25253 (S) (795-25253-3; 795-25253-5)				Harry Belafonte, RCA Victor LPM 2658 (M); LSP 2658 (S) (775-02658-3; 775-03658-5)	
(162)	162	AFTERMATH . . . . .	43	(174)	172	ALFIE . . . . .	27
		Rolling Stones, London LL 3476 (M); PE 476 (S) (160-02476-3; 160-00476-5)				Billy Vaughn, Del DLP 3751 (M); BLP 32751 (S) (420-02751-3; 420-02751-5)	
				(175)	175	SPANISH STRINGS . . . . .	2
						Search Light & the Light Brigade, Project 3 PR 3000 (M); PR 3000 (S) (739-03000-3; 739-03000-5)	



**COMEDY SPOTLIGHT**  
**RUSTY RIDES AGAIN**

Rusty Warren. Jubilee JGM 2064

Rusty Warren hasn't changed the formula any, but she doesn't have to. The latest one is on the "Knockers Up" order, and the cover art is an improvement. She's been getting sales without airplay for years.



**INTERNATIONAL SPOTLIGHT**

**PALITO ORTEGA SINGS**  
RCA Victor AVL-3661 (M)

A moving, carousing "Se de un Mundo Mejor (The Tease)" shakes you up. Then there's the country music hit in Spanish—"Anita You're Dreaming." Palito Ortega is the hottest thing going in South America. He wrote many of the tunes on this LP. It'll hit big in Latin markets. —53 lines  
END B&W Spots for inside pages

### 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.

(Continued on page 48)

SEE ALBUM REVIEWS ON BACK COVER



**“BABY, COME BACK” • “HOLD ME CLOSER” # 9186** If it's happening...it's here

**RCA VICTOR**   
The most trusted name in sound

**“The Equals”  
do 2 equally  
great songs!**

# Album Reviews

Continued from page 46



## 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

#### SONGS FROM "THOROUGHLY MODERN MILLIE"

Dukes of Dixieland. Decca DL 4864 (M); DL 74864 (S)

The beat of the 1920's which runs through the "Thoroughly Modern Millie" movie is a perfect fit for the style of the Dukes of Dixieland. The old songs are bright and breezy and the Dukes give it the proper zing.

### POP SPECIAL MERIT

#### INVITATION TO THE MOVIES

Matt Monro. Capitol T 2730 (M); ST 2730 (S)

Monro's voice is at its best in this record of tunes conducted and arranged with polish. His opening tunes "Alfie" and "Georgy Girl" are sung zestfully. Also included are, of course, "Born Free" and "Strangers in the Night."

### POP SPECIAL MERIT

#### THE GOLDEN SCREW

Tom Sankey. Atco 33-208 (M); SD 33-208 (S)

A dynamic disk debut for Tom Sankey as he sings the songs wrote for and performed in off-Broadway's "The Golden Screw." Guitarist Jack Hopper and the Inner Sanctum, a rock group, provide the backing as they did in the show. This biting album builds from the simplicity of folk material, such as a plaintive "The Beautiful People," to a frenzy of folk-rock.

### POP SPECIAL MERIT

#### SWING AND SWAY IN HAWAII

Sammy Kaye. Decca DL 4862 (M); DL 74862 (S)

Kaye goes Hawaiian here in a big way, with such standards as "Sweet Leilani," "Hawaiian Sunset" and "Hawaiian War Chant" carrying the beat. "Tiny Bubbles" and "Song of the Islands" should bring in the customers. A commercially appealing record, right in with the Hawaiian craze.

### LOW PRICE COUNTRY SPECIAL MERIT

#### SONGS FOR THE "OUT" CROWD

Homer and Jethro. RCA Camden CAL-2137 (M); CAS-2137 (S)

This reissue of vintage Homer and Jethro still has comic appeal, although the lack of timeliness of the material limits the impact of the spoofs. Well remembered are "Love and Marriage," "When It's Tooth Pickin' Time in False Teeth Valley," and "Mairzy Doats."

### LOW PRICE CLASSICAL SPECIAL MERIT

#### IVES: PIANO SONATA NO. 1

William Masselos. Odyssey 32 16 0059 (M)

Pianist William Masselos' talents, coupled with the popularity of Ives, will carry this classical LP far. Masselos' piano sketches of Ives' themes dealing with sleepy rural life are masterful. The catalog restoration of this historic performance is indeed welcome.

### GOSPEL SPECIAL MERIT

#### LOVE IS THE KEY

Rebels Quartet. Skylite 6051 (M)

A good sound—almost country music in nature—is provided here by the Rebel Quartet. They do "Love is the Key," "Who Am I?" and "The Wonder," among others . . . all with good feeling and spirit.

### INTERNATIONAL SPECIAL MERIT

#### SONIA Y EL AMOR

RCA Victor MKL-1726 (M)

Her first two LP's released here in the U. S. did quite well in Latin markets: this one may top those in action. Sonia does beautiful versions of "Manana," "Te Doy dos Horas," and "Tristeza," among others.



### FOUR-STAR ALBUMS

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

### POPULAR

SOUNDS THAT ARE HAPPENING. Gozoo Band. Go Go 22 17 0003 (M); 22 17 0004 (S)

FOR THE FIRST TIME! The Swingin' Six. Decca DL 4840 (M); DL 74840 (S)

"GOOD TIME MEDLEYS" Jonah Jones Quartet. Decca DL 4861 (M); DL 74861 (S)

THE MOST OF "BIG" TINY LITTLE Coral CRL 57494 (M); CRL 757494 (S)

WAYNE KING'S DANCE MEDLEYS—36 GREAT SONGS Decca DL 4848 (M); DL 74848 (S)

SOMETHING SPANISH Barry Sisters. ABC ABC-578 (M); ABC-578 (S)

WAIKIKI CALLS Sonny Kamahale & The Soul Serenaders. Decca DL 4820 (M); DL 74820 (S)

# BREAKOUT SINGLES

## NATIONAL BREAKOUTS

### RESPECT

Aretha Franklin, Atlantic 2403 (East Time-Walco, BMI)

### I WAS KAISER BILL'S BATMAN

Whistling Jack Smith, Deran 85005 (Mills, ASCAP)

### HIM OR ME—WHAT'S IT GONNA BE

Paul Revere & the Raiders, Columbia 44094 (Daywin, BMI)

### MIRAGE

Tommy James & the Shondells, Roulette 4736 (Patricia, 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.

### I FOUND A RAINBOW

Swinging Medallions, Smash 2084 (Low-Twi, BMI) (Boston, Baltimore)

## EIGHT MEN—FOUR WOMEN

O. V. Wright, Back Beat 580 (Don, BMI) (Cleveland, Baltimore)

### FLOWER CHILDREN

Marcia Strassmen, UNI 55006 (Duchess, BMI) (San Francisco)

### MIDNIGHT HOUR

Michael & the Messengers, USA 866 (East-Cotillion, BMI) (Chicago)

### SHE'S LOOKING GOOD

Roger Collins, Galaxy 750 (Cireco, BMI) (Cleveland)

### GOT TO HAVE YOU BACK

Isley Brothers, Tamla 54146 (Jobete, BMI) (Baltimore)

### SHAKE

British Walkers, Cameo 466 (Kaga, BMI) (Washington)

### LOVE, LOVE, LOVE, LOVE, LOVE

Terry Knight & the Pack, Lucky Eleven 235 (Tronsdale, BMI) (Cleveland)

### STOP! AND THINK IT OVER

Perry Como, RCA Victor 9165 (Northern, ASCAP) (Milwaukee)

### JUMP BACK

King Curtis, Atco 6476 (East, BMI) (Dallas-Fort Worth)

# New Album Releases

## ALBON

AL OSTER—Alaska; AK 1001

## ATCO

ARTHUR CONLEY—Sweet Soul Music; 33 215, SD 33 215

ROBERT Q. LEWIS—I'm Just Wild About Vaudeville; 33 212, SD 33 212

TOM SANKEY—The Golden Screw; 33 208, SD 33 208

## AUDIO FIDELITY

TONY TANNER—Something's Coming!; AFLP 2171, AFSD 6171

## BAND BOX

VAN TREVOR—Come On Over to Our Side; 1001

## BLUES CLASSICS

MEMPHIS MINNIE, Vol. 2; BC 13

## CAEDMON

NICHOLAS CAVE LINDSAY—Vachel Lindsay Poetry; TC 1216

PATRICK MAGEE—The Marquis De Sade (selections); TC 1214

VARIOUS ARTISTS—Great Short Stories, Vol. 1; TC 1210

WILLIAMS: THE ROSE TATTOO—Various Artists; TRS 324, TRS 324 S

## CAPITOL

LOU RAWLS—Too Much!; T 2713, ST 2713

## CAPITOL IMPORTS (FRANCE)

DAMIA—Les Belles Annees Du Music Hall; 40254

JEAN MARAIS Sings & Recites Jean Cocteau; 40829

PAGNOL: CESAR—Various Artists; 40321

PAGNOL: MARIUS & FANNY—Various Artists; 40322

GUITRY: LE MOT DE CAMBRONNE—Various Artists; 40327

VARIOUS ARTISTS—Mezz Mezzrow A La Schola Cantorum; 40330

## COLUMBIA

FERCY FAITH Plays the Academy Award Winners; CL 2650, CS 9450

ROBERTA PECK—Extraordinary; CL 2658, CS 9458

PAUL REVERE & THE RAIDERS Greatest Hits; KCL 2662, KCS 9462

ANDY WILLIAMS—Born Free; CL 2680, CS 9480



### THREE-STAR ALBUMS

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

## POPULAR

THE WIZARDRY OF GREG HATZA Coral CRL 57493 (M); CRL 757493 (S)

PEOPLES FAVORITES Various Artists. Zondervan ZLP 703 (M)

## LOW PRICE CLASSICAL

SYMPHONIES FOR KINGS Angellcum Orch. of Milan (Jenkins). Nonesuch H-1156 (M); H-71156 (S)

THE SOUND OF MUSIC Music Minus One Ork. Music Minus One MMO 1034 (S)

MY FAIR LADY Music Minus One Ork. Music Minus One MMO 1030 (S)

SOUTH PACIFIC Music Minus One Ork. Music Minus One MMO 1035 (S)

OKLAHOMA Music Minus One Ork. Music Minus One MMO 1031 (S)

## COUNTRY

COUNTRY FEVER Rick Nelson. Decca DL 4827 (M); DL 74827 (S)

THE FABULOUS SOUNDS OF THOSE NASHVILLE CATS Starday SLP 399 (M)

J. E. MAINER'S CRAZY MOUNTAINERS Old Timey LP 106 (M)

## LOW PRICE CLASSICAL

THE SYMPHONIES OF HAYDN, Vol. 3 Vienna State Opera Orch. (Goberman). Odyssey 32 16 0051 (M); 32 16 0052 (S)

FAURE: REQUIEM Bizet/Mollet/Various Artists (Martin). Nonesuch H-1158 (M); H-71158 (S)

SCHUETZ: SYMPHONIAE SACRAE (Book I) Various Artists (Rilling). Nonesuch H-1160 (M); H-71160 (S)

## JAZZ

HOLLYWOOD BYRD Charlie Byrd. Columbia CL 2652 (M); CS 9452 (S)

THE GOLDEN FLUTE Yusef Lateef. Impulse A-9125 (M); AS-9125 (S)

STOMPIN' AT THE SAVOY Chick Webb/Various Artists. Columbia CL 2639 (M)

## BLUES

MEMPHIS MINNIE, Vol. 2 Blues Classics BC-13 (M)

## GOSPEL

THE WILLS FAMILY AND THE INSPIRATIONALS Skylite 6049 (M)

UNDER HIS WINGS Herman Voss. Zondervan ZLP 702 (M)

## RELIGIOUS

LONDON EMANUEL CHOIR Zondervan ZLP 690 (M)

## LOW PRICE CHILDREN'S

SINGSPIRATION TRIO SINGS FOR CHILDREN Zondervan ZLP 699 (M)

## SPOKEN WORD

HAPPENING-PRAYERS FOR NOW Malcolm Boyd. CL 2657 (M); CS 9457 (S)

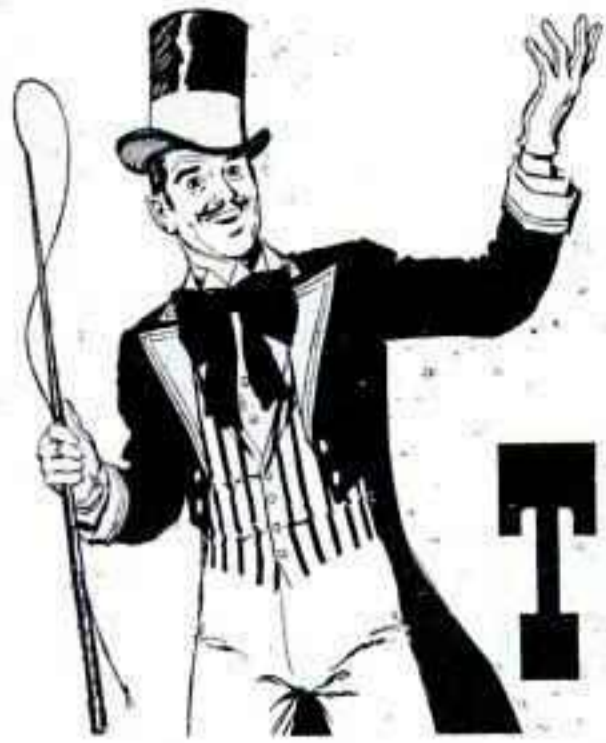
## INTERNATIONAL

IN DUBLIN'S FAIR CITY The Guinness Choir of Dublin (Wilkinson). Coral CRL 57490 (M); CRL 757490 (S)

# "Tonight Carmen"

is what everybody will be talking about a week from mañana.





"Children of all ages..."

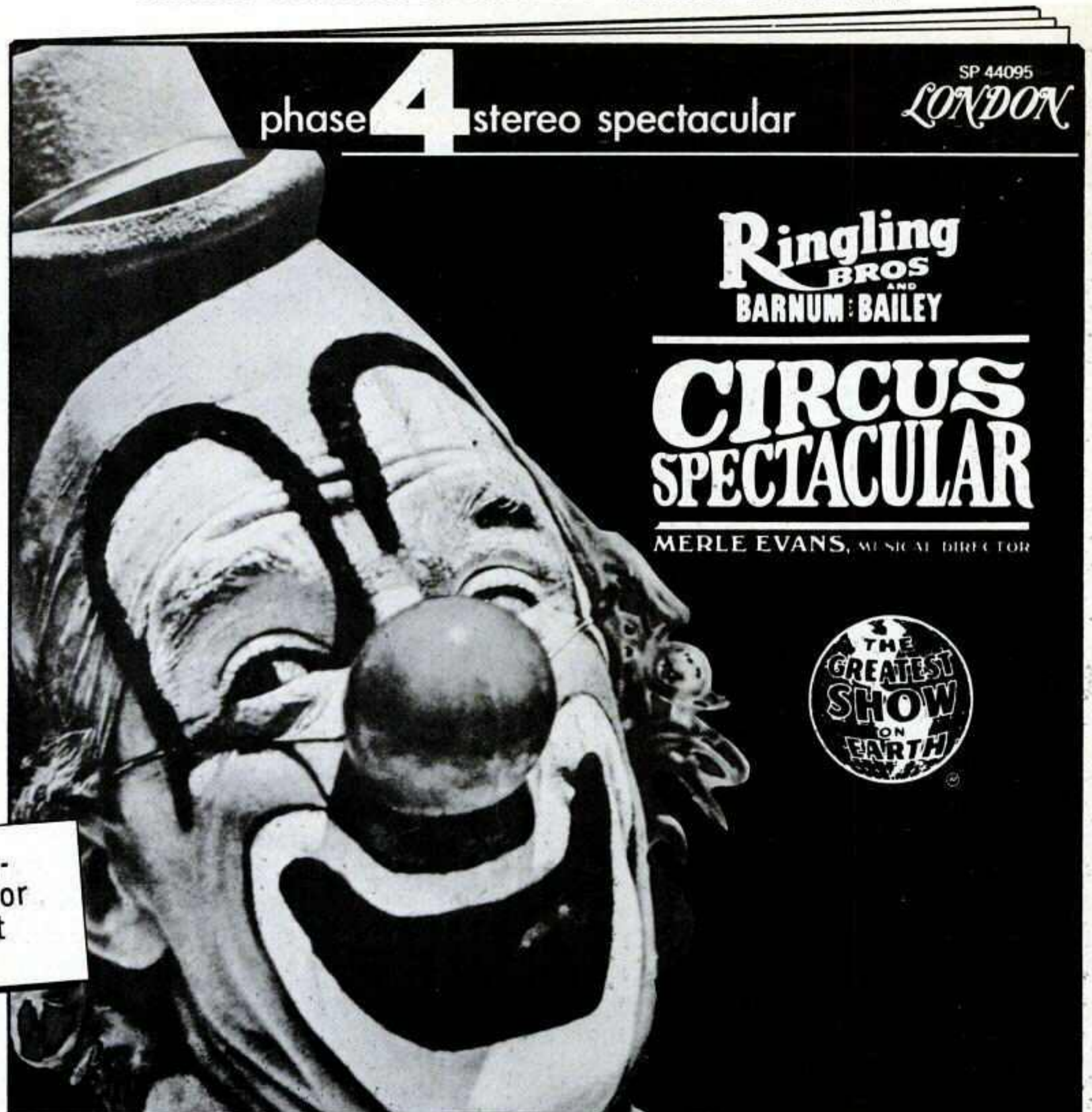
# THE MOST SPECTACULAR SPECTACULAR!

*LONDON*<sup>®</sup> phase **4** stereo<sup>®</sup>

number 1 in sales because it's number 1 in sound

From the first spine-tingling cry of the Ringmaster, to the final Grand Parade of all the animals and stars, the wonder and the excitement of the circus bursts forth on **London phase 4 stereo**. The "ooga-ooga" horns of the madcap clowns in their tiny cars. The wild gun-shots, the exhilarating music, the audience's gasps, the vendor's cries — the cannon's roar as the human cannonball hurtles through the air . . . all recorded under the supervision of Merle Evans, famed Ringling Brothers musical director, and captured on **London phase 4 stereo**. All stereo—all the way.

Included FREE: 6 page insert. Magnificent full color photos and stories about the circus.



also available in Mono PM 55024

# International News Reports

## Electrola Plan Spans Oceans

By OMER ANDERSON

COLOGNE—Electrola is generating rising sales for a unique disk distribution project, "Auslands-sonderdienst der Electrola" or "ASD."

Briefly, this "Foreign Special Service of Electrola" places about 35 per cent of all record titles produced throughout the world within reach of the record-buyer in Germany. The customer can order from his retail shop any title from 80 labels in 28 countries on all continents, including the Capitol and Angel labels from the U. S.

The retailer transmits the order to Electrola, which will then provide the disk from its own vast warehouse stocks in Cologne or will order it for the customer. Chances are that Electrola will have the disk in stock if it is a well-known title: Electrola has some 120,000 records in stock in its ASD warehouse.

Electrola calls its Foreign Special Service a "bourse for the world's best music in all forms." Basis for the ASD is Electrola's access to the globe-spanning production of the parent EMI organization.

Electrola estimates that EMI companies account for about 25 per cent of world disk production. The additional 10 per cent is supplied by independents throughout the world.

For example, Electrola's ASD imports a large volume of records from Japan, India, Turkey, South Africa, Venezuela and Poland. All categories

are represented — classical, ethnic, pop, and literature.

The demand breaks down roughly 40 per cent pop, 35 per cent folk, and 25 per cent classical including literary prose recordings.

The surprisingly large market for ethnic disk imports consists of students, Germany's around 1,000,000 foreign workers, and German tourists who, after returning home, order recordings from the lands they have visited.

Electrola concentrates ASD classical titles on the lesser-known titles and the collector's works; for example, the avant garde works of Poland's Lutoslavsky, Penderecki and Baird; and the standard classics such as Menuhin with Bartok, Milstein with Prokofieff and Ciccolini with Satie.

Electrola's ASD also serves up the classical music of many foreign countries, including Algeria, Morocco, Egypt and Turkey.

Werner Deeg, chief of ASD, and Karl Britten, his repertory specialist, report that the best-sellers among ASD's classical assortment are Otto Klemperer's recording of Dvorak's New World Symphony and Ravel's piano concerto with Arturo Benedetti Michelangeli.

ASD makes a fetish of tackling "impossible" assignments to ferret rare classical masterworks such as composers Richard Strauss, Ravel and Milhaud conducting their own compositions; and the recordings of such famous string quartets as "Pro Arte and the Vienna Concert House Quartet.



AT ORLY AIRPORT on their arrival for the Stax package show at the Olympia Theater are Otis Redding, Sam & Dave and Arthur Conley, together with representatives of Stax, Atlantic and Barclay. Left to right are Christian Landois, Barclay Promotion Dept.; Mike Mesure, Atlantic a&r man for France; Tom Dowd, Atlantic's sound engineer; Otis Redding; Sam and Dave flanking Jimmy Stewart, president of Stax Records; Jerry Wexler, Atlantic vice-president; Bernard de Bosson, Barclay International label manager, and Arthur Conley.

## U.S. Facing Challenge in Canada As 'Mobilization' Plan Is Urged

by KIT MORGAN

TORONTO — Canadian artists and compositions on Canadian recordings may soon offer more than token competition to American domination of the record market in Canada, if the government and various facets of the music-record field and cultural organizations co-operate on proposals to be drafted shortly.

In an address to the Canadian Music Council's conference on Music and Media held at the University of Toronto this month, leading composer-conductor Louis Applebaum, referring to the predominance of American companies and products in the record field here. He said, "Our country and its artists are ready to take their place in the sun, and the huge, benevolent umbrella which has protected and shaded us in the past must be tilted a little to let the sun through."

Pointing out that Centennial year celebrations and Expo 67 are focussing the attentions of Canadians on Canadian accomplishments, he said, "Now is the time to mobilize our forces and resources."

Among those resources he named CBS, whose International Service has joined with RCA Victor in a series of 17 albums of Canadian music; the Canadian Talent Library, the radio station transcription library of Canadian talent whose future releases will be available to the public on RCA Victor; increasing industrial support for cultural programs; the Canada Council and burgeoning provincial Arts Council; and the recording industry.

He cited the example of the National Film Board, "where government has ventured into a field in the national interest, because a job had to be done and the normal business interests couldn't, or wouldn't, cope with the basic issues."

Applebaum proposed that a number of interested parties to create a new and independent

agency, in partnership with the government, to serve their collective interests in the field of Canadian recordings, and to conduct a program of a) research and analysis, b) promotion and education, c) recording, and d) distribution of the recordings in Canada and abroad. "The purpose of the agency would be to make Canadians and the rest of the world aware of Canadian achievement, through the medium of recordings," he said.

Plans are now being made for a meeting of interested parties in the near future, to prepare a proposal to go to the government.

In a panel discussion following Applebaum's talk, George I. Harrison, president of the Canadian Record Manufacturers Association and vice-president and general manager of RCA Victor's record division, agreed that Applebaum's speech made

"a great deal of sense," but pointed out that it is difficult to legislate culture, and suggested that it should be made clear that the proposed program would be concerned with Canadian music per se, not just classical music or, indeed, just popular music.

Sam Sniderman, better known as Sam the Record Man, owner of one of the two largest record stores in Toronto, commented that "it's a strange industry. No one criticizes his own efforts, but he points to the other fellow's success as an injustice."

As a representative of the commercial aspect of the industry, he said he might be expected to ask, who needs it, but instead said "Music is so important in cataloguing a nation's culture, not just classical music but all forms of music."

(Continued on page 56)

## German Firms Give Eurovision 'Losers' That Winning Push

BONN — For German record companies, there were no losers or also-rans at the Eurovision Grand Prix in Vienna—only winners.

The Vienna song titles are being promoted vigorously by the various German labels, on the premise that any song popular enough to reach the finals is almost certain to make its way up the charts, regardless of its placing at Vienna.

Deutsche Vogue has released the winning song, "Puppet on a String," in the original English version with Sandie Shaw and also with Sandie singing in German. The sub-licensee of publisher rights, Gerig, is giving the song strong promotion.

Ariola is posting strong sales for the Eurovision entries of West Germany, Austria and Italy. Ariola got off to a fast sales start with Inge Brueck's

recording of her Eurovision entry for Germany, "Anoushka." Ariola similarly scored heavy sales with Peter Herten's recording of "Warum es hunderttausend Sterne gibt," which he sang for Austria at Vienna.

Finally, Ariola has racked up big sales with the Italian entry at Vienna, "Non pensare a me," interpreted by Claudio Villa, the singer of the prize-winning song at the San Remo festival.

Ariola began its promotion for the Eurovision titles by signing Udo Juergens, interpreter of last year's Eurovision top tune, to a long-term contract.

And Philips is pressing heavy sales promotion of Vicky's interpretation of "L'amour est bleu," the title she sang for Luxembourg at Vienna. Heavy sales for this title have been helped by the fact that Vicky is an established best-selling artist for Philips.

## GERMANY'S EUROVISION GIRL INKED BY MONTANA

MUNICH—Inge Breuch, the German singer who sang the German entry in the Eurovision Contest has been signed to a three-year promotion and recording contract by Hans Beierlein of Montana Music here. Miss Breuch, who has been around for nearly eight years without much success, is considered by Beierlein to have international potential as has Udo Jurgens, another successful artist promoted by Beierlein.

The first country outside Germany for promotion is France where Miss Breuch is released on Philips, followed by Spain (Discos Belter) and England. Deals with a U. K. company have not yet been completed. In Germany, her label is Ariola, to which Udo Jurgens recently changed from Vogue. (See separate story).

Miss Breuch will sing at the Bratislava Song Fest in Czechoslovakia, June 14-18, and Udo Jurgens will top the Polish International Festival of Light Music Songs at Sopot Aug. 18. He will sing a Polish pop song there, as well as his own material, to attract exchange business between West and East.

Jurgens has already made a 14 concert tour in Czechoslovakia.



ABC VICE-PRESIDENT David Berger recently visited King Records, Japanese ABC licensee, to discuss consolidation of the label's promotion by bringing ABC artists to that country to wax Japanese tunes.

## EP Sales in Eire Strong

DUBLIN — EP's continue to sell here, making Eire second only to France in sales. EP's often hit high in the singles chart here.

Last year's EP bestsellers included the Cork Showband's "Versatile Dixies," "Two Of A Kind" by Joe Dolan and the Drifters, and "Black And Tan Gun" by Sean Dunphy, this year's Irish Eurovision entry in Vienna.

John McEvoy's "Muirsheen Durkin" EP (Pye) has complemented the post-chart sales of the single of the same name, and Transatlantic's "More Of The Dubliners" is doing well.

The first EP released by Tempo, the EMI-distributed label, features Waterford folk singer Jerry de Bromhead, who has been signed to a year's song-writing contract by Stones' manager Andrew Oldham for Immediate Music.

## SELECT BOWS MINI MICRO

MONTREAL — The Select label last month launched its Mini Micro, a seven-inch 33 $\frac{1}{3}$  r.p.m. LP, in the French-Canadian market, with an initial release of 12. The seven-inch LP has been used in jukeboxes for years, although their retail sale has been limited.

The Mini Micros contain six titles and retail at \$1.98.

## Basart's Trip to Europe Pays Off

AMSTERDAM—Frans Basart, director of Basart Records, has completed a European trip resulting in several new deals for the Basart operation.

He discussed exclusive pressing rights for the Folkways label in Europe with Ernest Schwehr of Scholastic Records, and renewed contact with Durium in Milan by talks with international director Elisabeth Mintangian.

# B.J. THOMAS

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## Injunction Vs. Arc Sound

TORONTO — The Exchequer Court of Canada has granted a preliminary injunction restraining Arc Sound of Toronto from manufacturing and distributing records of a parody of Woody Guthrie's tune "This Land Is Your Land."

Ludlow Music of New York, a TRO firm, had filed action against Arc Sound and its publishing arm — Canint Music, charging that a recorded parody by the Brothers - in - Law titled "This Land Is Whose Land?" infringed on the Guthrie copyright.

Authorized versions of the tune, substituting Canadian place names for U. S. names, have been issued in Canada before. All royalties go into a trust fund for Guthrie's children.

## Bovema Drive on Stereo Product

AMSTERDAM — Bovema has mounted a massive promotion campaign around its stereo repertoire this month. Sixty albums are involved, covering classics and pop. A special full-color stereo newspaper, display material and a special stereo stand are part of the boost facilities distributed to dealers.

Among the artists figuring in the push are Jackie Gleason, George Shearing, Tommy Garrett, the Johnny Mann Singers, Nancy Wilson, and Vera Lynn

## From The Music Capitals of the World

### AMSTERDAM

Dutch actor-composer **Ramses Shaffy** has cut French language versions of some of his hits for French Philips in Paris, with backings by **Andre Popp** and **Claude Bolling**. Titles were "Sammy," "Mariji," "Five o'Clock" and "Tutanhamon."

Eurovision winner "Puppet on a String," has been covered twice locally by **Anneke Gronloh** (Philips) and **Aline Negram** (Delta) under the title "Speelbal in de Wind." Bovema has gained exclusive Benelux rights to the Yellow Balloons' "Yellow Balloon" and Prince Buster's "Al Capone," and rush-released both records on the State-side label.

Actor **Henk Van Ulsen** has recorded parts of Gogol's "Diary of a Madman" for Philips' Parlando series. **Van Ulsen** recently notched 250 solo performances of the work.

### CHICAGO

The local reception for **Every Mother's Son** here recently staged by Metro Record Distributors, was unusually enthusiastic. Metro sent out 500 invitations to the trade and 600 turned out. Hosting were Metro branch manager **Morrie Price**, promotion director **Earl Glicken**, assistant branch manager **Paul Ball** and promotion man **Jim Schulyer**. . . . Another rousing reception during the week was staged by Mercury for **Tony Randall**. Welcoming guests was Mercury president **Irving Green**. Quipped Randall "I'd like to take this opportunity to announce that I've purchased Mercury Records."

Reopening night at Mister Kelly's May 16 will be a red-carpet-kleig-light-black-tie affair. Stars will be **Lainie Kazan** and **Hendra and Ullett**, who were appearing at the club when it and an entire block in Chicago's Near North Side nightclub district were destroyed by fire. The room now seats 180. Also booked for the near future are **Woody Allen**, **Chad Mitchell**, **Godfrey Chamberidge**, **Mel Torme**, **Mort Sahl** and **Shelley Green**.

**Rheta Hughes** has a new Columbia single, "Just Love Me." Her musical colleague, **Tennyson Stephens**, will have his own Columbia single soon, too. . . . The first in a chain of "Hullabaloo" teen clubs opened in Detroit, March 29. The seven in Detroit are said to be part of a proposed 500-room chain to span the country by 1970. . . . The **Serendipity Singers** will appear at Elk Grove High School here May 8. . . . **Chuck Berry** just finished an album date in Memphis for Mercury, part of the label's stepped up activity in blues in the Mid-South. . . . Cleveland is staging a full-scale arts festival this summer with a \$350,000 budget. Pop music shows are scheduled for weekends during the three-month season. . . . A complete anthology of **Toscanini** recordings will be featured in a special WFMT series beginning this month. The series will include all the commercial recordings the maestro ever cut.

The **Mob** opened at the Happy Medium for a month April 7. In the group are **Jimmy Ford**, trumpet, trombone and tambourine; **Mike Paris**, guitar and trombone; **Gary Stevens**, sax and trombone; **Jimmy Soul**, guitar; **Tony Roman**, organ; **Bobby Cheeze**, drums; **Bill Al**, sax and **Little Artie**, vocal. . . . **Henry H. Mamet**, radio and TV director for the Chicago Board of Rabbis Broadcasting Commission for the past 10 years, has been named director of radio and TV at the University of Alberta, Edmonton. . . . **WLS' Ron Riley** recently appeared as an usher in one of the **Batman** TV episodes. . . . The **Clancy Brothers** and **Tommy Makem** return to the Opera House Friday (28). Their St. Patrick's Day concert here was sold out a week before the engagement. From here they leave for an Australian tour and in the fall the **Clancys** and **Makem** will have their first Broadway theater engagement, a 10-week stint. . . . The **Serendipity Singers** come to the Drake Hotel May 9.

RAY BRACK

### COLOGNE

Germany's fastest-rising young opera singer, **Felicia Weathers**, has a best-selling disk—"Hello, Young Lovers," on the Teldec label. . . . Philips is promoting another American, **Owen Williams**, as the successor to the late Lawrence Winters. The label has just released William's LP "Owen Williams" and his single "Mame." . . . **Lale Andersen**, famous for her rendition of "Lili Marlene" and one of Germany's most popular post-war singers, has embarked on her farewell tour of Germany. . . . Electrola is revving up promotion for **Graham Bonney's** current four hit releases to tie in with the British artist's tour of Germany under sponsorship of the "Comite European Pour L'Election des Ambassadeurs de L'Elegance" from Paris and leading German fashion and department stores. The Bonney show, to music by the French beat band **Les Guitares**, is an international performance for teens and twens accenting hot music, new songs, young fashions and modern dances. **OMER ANDERSON**

### DUBLIN

Ember is currently promoting its first "Irish Month," particularly

concentrating on the label's leading local act, **Tommy Drennan** and the **Monarchs**. Other disks being featured are **Hugh Trainor's** "Ireland's 32," "Ireland's greatest Sounds (various groups from Belfast), the **Inis Fail Ceili Band's** "Irish Holiday" and the **Monarchs' "50 Years After."** . . . The folk boom continues, December sales of the last Fontana LP by Dublin's **Wolfe Tones** topped 3,500 copies, while the group's new single, "This Town is Not Our Own" looks promising. The Tones also have an upcoming album and EP. . . . Three versions of the same traditional folk song — under various titles—are competing for chart positions. EMI issued **Jesse Owens' "An Irish Soldier"** following disks by **Pat Lynch and the Airchords** (Pye) and **Danny Doyle** (Mayor). **KEN STEWART**

### LONDON

Pickwick's **Cy Leslie** is due in London later this month for final talks with EMI on a pending deal between Pickwick and the record giant for the U. K. market. . . . **Derek Everett** has been promoted manager pop a&r with CBS' British operation. . . . Two of the world's leading competing prerecorded tape companies (RCA and Philips) made rival presentations at the annual convention of the Gramophone Record Retailers Association here Sunday (23). **Ted Raben**, cassette recorder production manager at Philips, Eindhoven, will unveil the company's latest developments at the British dealer meeting. **J. P. Kunstle** of RCA Overseas of Geneva will make the most important presentation ever of Stereo 8 in Britain at the conference.

CBS has scheduled two singles acquired from the Rojac label, **Curtis Lee** and the **K.C.P.'s "Get in My Bag"** and **Big Maybelle's "Turn the World Around the Other Way,"** which has been covered here by veteran performer **Donald Peers**. CBS also picked up an instrumental version of the Eurovision contest winner "Puppet on a String" from the Belgian Palette label. . . . Publicist producer **Chris Hutchins** has concluded a product exchange pact between his company, Rotide Enterprises, and **Roy Orbison's** new Nashville-centered operation, Orbisonic Sound. The two will also exchange some publishing rights. Orbison is not involved as an artist and his own compositions will remain exclusive to Acuff-Rose. Hutchins, who is Orbison's U. K. publicist, is committed to make some sides for CBS. . . . Decca waxed **Tom Jones' act** at the Talk of the Town nitery in London last Friday (7) for a June album. . . . Page One's new promotion chief, **Adrian Rudge**, flew to Milan for talks with Ricordi accompanied by the **Troggs**, who made a TV appearance. Label chief **Larry Page** recorded Madrid's **Los Brincos** in London last week. Page One has rights to the Spanish group in all English-speaking territories.

Vogue president **Leon Cabat** and label executive **C. Rossini**, together with **J. J. Finsterwald**, managing director of German Vogue, flew in for three days of talks with Pye in London. . . . EMI is launching ABC's **BluesWay** line with its own additional logo on HMV here. The first four **BluesWay** albums will be issued in May and the sleeves will carry the slogan "BluesWay Is Where It's At." . . . CBS, Pye and Decca are all rushing out instrumentals of the "Tarzan" theme following the launch of the series on commercial TV here last Monday (10). . . . **Ronnie Jones** from Springfield, Mass., who served with the USAF in Britain, has now settled here and been signed by CBS. His first single, "Little Bitty Pretty One," produced by **Mike Smith**, was issued last Friday (14). . . . Liverpool-born **John Peel** has joined Radio London after six years of radio experience in the U. S., culminating with a stint at **WRII, Dallas**.

**GRAEME ANDREWS**

(Continued on page 54)

## Bovema Into The EMI Fold

AMSTERDAM — EMI has strengthened still further its massive record interests outside the U.K. with the acquisition of a majority of the stock of **Gerry Oord's** Dutch record company, **Bovema**.

The takeover was revealed last Tuesday (18) after seven months negotiations between Bovema and the British record company. The announcement followed the visit of EMI deputy managing director, **John G. Stanford** to Bovema's Heemstede, Holland, headquarters to complete details of the takeover.

It was announced that the board of Bovema will remain the same, with Oord as president. No policy changes are planned.

Bovema is reorganizing its distribution and is switching to an IBM stock control system at its Berkenrode dispatch center. The new distribution center will also be used by **Negram-Delta**, which represents **Warner Bros.-Reprise**, **Pye** and **Vogue** in the Netherlands.

## WB to Form Own Can. Distrib. Co.

LOS ANGELES—A wholly owned Canadian distributing company will be formed by **Warner Bros.**, with October the launching date. The action marks **WB's** entry into internationally-owned distributorships. The firm will handle **WB, Reprise** and **Loma** products. The **Compo Co.** will continue as the licensee until October. **Compo** is expected to continue manufacturing product for **WB**.

The new firm has not yet been named. **Phil Rose**, a former **Compo** executive, now **WB's** international director, will direct the Canadian distributorship from his Burbank office, working with the firm's own general manager.

**Warner's** marketing director **Joel Friedman** said the reason for establishing a company-owned Canadian distributorship was the "appreciable growth" of the market over the last several years. The executive compared Canada as an 11 per cent market to New York, which is a 10 to 11 per cent **BPI** region.

## Silvas Prepare Show for Tour

MEXICO CITY — The 11 members of the **Silva Family**, one of the world's largest musical families, have hired a Hollywood producer and arranger to build an hour-and-a-half show for world-wide presentation.

**Stephen Papich** will develop a spectacular incorporating French, Brazilian, Spanish, Latin folklore, tropical, rock and Roaring '20's material, for the **Capitol** recording family.

The production will be taken on tour throughout Mexico to iron out the bugs. It will then be presented in Latin America, Europe and Japan in cities where the **Silva Family** has already appeared.

Each arrangement will require from 16 to 40 musicians and special costuming and all songs will have individual choreography tailored to either nightclub or theatrical limitations.



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This is the only recording of "CANADA" available in the United States. Exclusively on MGM.

Order today.

Manufactured in Canada for the Centennial Commission by Quality Records, Ltd., Toronto.



## Rifi Gets 1st U. S. Distrib Deal in Italy: Signs Atl.

MILAN—Rifi Records signed its first contract for distribution in Italy of a leading independent American pop catalog, Atlantic-Atco. Negotiating here were Atlantic president Nelson Ertegun, Rifi president Giampiero Rossi, managing director Giovanbattista Ansoldi and international division manager Giuseppe Velona.

## Deutsche Vogue Bows 'Puppet' in English, German

COLOGNE — Deutsche Vogue has released the Eurovision prize winning "Puppet on a String," in the English and German language version, with Sandie Shaw singing the lyrics in both versions. The English version already has sold 100,000 copies in Germany, a virtual record. The German version was released Monday (17) and no sales data is available. Gerig has the publisher rights for Germany. Deutsche Vogue is also releasing Spanish Eurovision entry, "Hablemos Del Amor," and the Irish entry, "If I Could Choose."

## Sinatra, NVB in Cathedral Fight

MILAN—Frank Sinatra and the New Vaudeville Band are fighting it out here on "Winchester Cathedral," and seem to have the other nine local and foreign versions licked.

The NVB's rendition was released last December, and took off nicely until the San Remo Song Festival record activity blocked its progress. A tour here since, plus TV and radio slots by the Band, rejuvenated the record's sales, and took it into the hit parade.

Meanwhile, CGD had released Sinatra's "That's Life," coupling it with "Cathedral" for a double-sided chart proposition.

Heavy radio exposure also helped this Reprise version into the chart to vie with the NVB.

The only other cover of the number likely to score is that by Natalino Otto (Arc), a veteran singer from the '40's who is making a comeback with the Geoff Stephens composition.

## French Show to Tour the Soviet

PARIS — The movement toward opening up Eastern Europe to Western European popular music will get a big boost on May 25 when France sends a complete variety show, headed by Barclay star Mireille Mathieu, to the Soviet Union for a month's tour.

The show, organized by Bruno Coquatrix, director of the Paris Olympia Theater, and subsidized by the French and Soviet governments, will feature in addition to Mlle. Mathieu, Festival Records star Michel Delpech; the Folk Quartet, a new group from Lyons; the Arthur Plasschaert Ballet Co., and a 30-piece orchestra directed by Paul Mauriat.

The show will play eight days in Moscow, 10 days in Leningrad and eight days in Kazan in the Urals.

Besides Atlantic and Atco, the three-year pact covers distribution of several more labels including Dial, Rosemart, Stax, Carla, Dunwick, Fame, Moon-glow and Volt. Velona will go to New York to meet the Atlantic staff and artists.

Planning to tour Italy are Sonny and Cher, Percy Sledge, Solomon Burke, Joe Tex, Rufus Thomas, Sam and Dave, and Otis Redding.

Recently Rifi acquired distribution of the classical Vox catalog and bought a four-studio recording center.

Atlantic-Atco catalog had been distributed here by Saar for the last eight years.

## Electrola Starts Kid Disk Drive

COLOGNE — Electrola has opened a big push for top spot on the West Germany kiddie market with six new Walt Disney releases in Germany.

The six releases are being offered to retailers in special sales racks with imaginative display promotion. Illustrative and text material is being provided with the disks, and sales promotion has the slogan: "See the Film—Listen to the Record—Read the Book."

Appropriately, the setting for one of the releases — "Snow White and the Seven Dwarfs" — is the Siebengebirge or Seven Hills on the Rhine not far from the Electrola plant. Other titles, all priced at \$1.25, are Mary Poppins, Peter Pan and Wendy, Susi and Strolch, Cinderella, and Bambi.

German affluence has made the kiddie market a rapidly expanding sales force which German record companies are cultivating with rising ardor.

## Jurgens Moves Over to Ariola

VIENNA — Udo Jurgens, whose song "Merci Cherie" won last year's Eurovision Song Contest, has left the Vogue label after four years, to sign with Ariola.

Jurgens' manager, Hans Beierlein of Montana Music, said the new contract will come into force on May 15. He will record some new singles and one LP.

Ariola will distribute Jurgens' records in Germany, Holland, Switzerland and Austria. Negotiations with other countries are underway. Meanwhile, Jurgens' musical, based on a play by George Bernard Shaw, is expected to have its premiere in Vienna in spring, 1968.

## Cleffers' Strike in Milan Continues

MILAN—The Milanese musicians' strike (Billboard, April 15) continues following the refusal of the AFI (Association of Record Companies) to negotiate with LACOIM, (the musicians' union), while its members' recordings for the important Radio "A Record for Summer" contest.

LACOIM is seeking a 30 per cent increase in recording session rates.

Meanwhile, the 27 Milanese record companies participating in the contest completed their

## January Disk Sales in U.K.

LONDON — A \$330,000 jump in record sales for January is reported by U. K. manufacturers. The 6 per cent increase over January 1966 boosted their turnover to \$6,134,000.

The good start to the year came from increased domestic demand, with an 8 per cent rise in manufacturers' home turnover. Offset against this was a 7 per cent drop in exports, which accounted for 14 per cent of manufacturers' sales. During the month, manufacturers turned out 7,685,000 records. Diminishing world demand for 78-r.p.m. records resulted in a 24 per cent drop in output of this type of record for overseas markets.

## Philips Hot on Ofarim Album

HAMBURG — Philips has opened a big sales promotion campaign for the LPs of Esther and Abi Ofarim, geared to the Ofarims highly successful current tour in the United States. Philips' promotion is patterned after that developed by the label to capitalize on the grand swing the Israeli couple made through the U. S. and Canada two years ago. The Ofarims are the hottest pop group in this country. Their LP, "Das Neue Esther and Abi Ofarim Album," has headed the German pop charts for many weeks. Their four LP's have sold more than a million copies in Germany alone. With their current U. S. tour, Philips is beginning a sales build-up of the Ofarims as international artists. Abi himself produced the couple's "Das Neue Esther and Abi Ofarim Album," and Abi is sifting through several thousand song titles from all parts of the world to get material for the next Ofarim LP, which will be recorded for autumn release. In September, the Ofarims will appear for three weeks at the Savoy Hotel in London, after which they will go on tour in Germany. Philips is giving major promotion to the fact that not only does "Das Neue Esther and Abi Ofarim Album" head the LP charts, but a single taken from this LP, "Die Wahrheit" — "The Truth" — is climbing fast on singles charts.

## Royal Showband Inks Vegas Date

DUBLIN—The Royal Showband has landed a 10-week contract to appear at the Desert Inn, Las Vegas, beginning in October. The pact is reportedly for \$250,000.

It will be the band's second stint at The Venue, where it appeared with the Supremes.

The group's second LP will be released next month on HMV, featuring singers Brendan Bowyer, Tom Dunphy and Charlie Matthews. Succeeding T. J. Byrne as its manager is Connie Lynch. While in the States next fall, The Royal will record with the Hot 100 in mind.

recordings in Rome. A general run-down in recording activity is expected while the dispute lasts.

## From The Music Capitals of the World

• Continued from page 52

### LOS ANGELES

Privilege Distributors, one-year-old firm, snared United Artists line. Company now has seven labels, with UA having shifted over from Pep. . . . Dick Clark will emcee three concerts by the Monkees at the Forest Hills (N. Y.) Tennis Stadium, July 14-15-16. Clark has also rented the facility July 17-18-19 in case of rain. . . . Tim Morgan, the Ballroom and the Lively Set performed at UCLA's Mardi Gras concert, Saturday (22). Proceeds go toward maintaining a summer camp for underprivileged children.

Musicians Local 47 has begun picketing Sunset Strip and La-Cienega Boulevard clubs which had dropped union musicians in the latest squabble step against paying higher salary increases. The clubs include the Casa Escobar, Gazzarri's, Losers, Phone Booth, Chalet and Galaxy. . . . The Sultans, an r&b group from Long Beach, debuts at the newly opened Cheetah discotheque in Santa Monica Tuesday (25). The booking is for two weeks.

Jimmy Holiday, Minit vocalist, teams with Clyde King on his latest single, "Everybody Needs Help." . . . Vocalist Roy Clark went into the Century Plaza's Hong Kong Bar April 12, as the first country act to play the lounge. . . . Morry Goldman, Dot's Midwest vice-president is celebrating his first year with the label. He was previously with the James H. Martin Co., which has been handling Dot since its inception. . . . The Righteous Brothers have begun a three-week tour of one-nighters. . . . Jefferson Airplane opens a new local rock club, the Kaleidoscope, in the former Steve Allen TV studio on Vine Street. . . . The Mirisch Co. has begun scoring its "The Heat of the Night" at Ray Charles' Tangerine Studios. It marks the first time the production firm has gone off the Goldwyn lot to record a film score. ELIOT TIEGEL

### MANILA

Fran Jefferies of Monument Records is beginning a 26-day tour of the Far East, opening in Tokyo on June 9, and is coming to Manila to perform at military bases through Jose Imperial, local booking agent. Tats Nagashima is promoting the tour for Miss Jefferies. The Zombies did pretty well at the Araneta Coliseum and El Dorado here. . . . Ric Manrique makes his debut on the Villar label. A multi-string orchestra, under the baton of arranger-leader Leopoldo Silos, accompanied Manrique. After finishing his first LP, he went to Tokyo on a goodwill Asian tour sponsored by Cathay Pacific Airlines.

Floro San Juan, the diminutive comic fragment of the Lovers Trio of the stage and radio-TV, is sticking it out in Okinawa. Other members of the Philippine Trio, Ador Torres and Chi Licerio, are also touring Asia with Ric Manrique.

Sylvia La Torre, current radio-TV singer-actress of channel 3's "Orang Ligaya" and "Tang Tarang Tang," has finished two singles for Villar Records: "Inday, Palalayasin Kita" b/w "Taradyeng Pot Pot" and "Lamok" b/w "Hindi Na Nagbalik." . . . Pilita Corrales of "A Million Thanks To You" fame is busy with her film roles. Her debut motion picture played well at the New Frontier Cinema-Theater, in Cubao, "Miss Wawaw," directed by Efrén Reyes. Her second starrer, still in the making, is titled "Jukebox Queen." She will be back on the TV screens, after the summer vacation, in her three-time CAT (television awards) winner musical variety show on Channel 3 — "An Evening with Pilita."

Singing stars often heard on radio-TV and records are Helen Gamboa ("31st of June," "Together Again," and "Two of Us"), Carmen Soriano ("O Mio Signore," "Born Free," and "Oh, Oh What a Kiss"), Norma Balagias ("Black is Black," "Oh, Oh What a Kiss," and "Somewhere in the Sky"), Merce Molina ("I Who Have Nothing," "In My Room," "Yesterday," "Now That You Know," and "Strangers in the Night") and Gloria Selga ("Legata A Un Granello Di Sabbia" and "Spanish Nights and You"). . . . Julie Andrews and Christopher Plummer's movie "Hawaii" is now packing them at the Odeon Theater here. The soundtrack album of "Hawaii" by Mancini on RCA label is now on the market released by its RP licensee, Filipinas Record Corporation, headed by Manuel P. Villar. LUIS MA. TRINIDAD

### MUNICH

The Indonesian Jazz All-Stars will play German dates this year as well as attending festivals in Berlin, Prague and Warsaw. . . . Karel Gott, dubbed the Frank Sinatra of East Europe, will play Las Vegas this summer. He did two record shows in Prague with German songstress Monika, produced by Polydor representative John Newton. Connie Francis guested Jerry Murad's Harmonicats, due next month for U. S. base dates. JIMMY JUNGEMANN

### NEW YORK

The Charles Koppelman-Don Rubin independent production firm will supervise the recording sessions of Reprise artists Dino, Desi & Billy, Garly Klein, vice-president of Koppelman-Rubin, will produce the records on the Coast. . . . The Cafe Au Go Go in Greenwich Village will have Monday night jam sessions with visiting artists joining in. . . . B. B. King, Bluesway artist, makes his annual appearance at the Apollo Theater for one week starting Friday (28). . . . MGM's Erroll Garner will play a pop concert at Salle Pleyel Concert Hall in Paris on May 25. . . . Gene Ames, former member of the Ames Bros., is now working as a carpet salesman at Nasser Aftab's "House of Carpets" in Paramus, N. J.

Paul Revere and the Raiders, Columbia group, return to New York next Sunday (30) for their debut appearance on Ed Sullivan's CBS-TV show. . . . The Savage Generation, back from an engagement in Bermuda, will perform at an event sponsored by the Committee on Art of the New York Bar Association at the New York Bar Building on May 19. . . . Capitol Records has worked out a premium promotion tie-in with a single coupling them with Peter & Gordon on "You've Lost That Lovin' Feeling" and "Wrong From the Start." The single will be promoted on six million packages of Fritos Corn Chips. . . . Don Berrigan has been appointed to handle all promotion, public relations and publicity on the Monkees. He will accompany the Monkees on all of their concert tours. . . . Larry Schwartz has joined the Al Schwartz Management Office. The firm manages the Angels, RCA Victor group, and singer Margie Day. . . . Eddie (Cleanhead) Vinson, back on the music scene after a 10-year absence, bows in at Stan's Pad in Chicago on Wednesday (26). . . . Big Joe Turner, who just cut an album for Bluesway, goes into the Golden Peacock in Chicago for one week beginning May 2.

Lu Elliot, ABC Records artist, to Australia for six weeks of hotel and theater dates. . . . Faine Jade

# International News Reports

signed a writing contract with the Schwartz - Greenberg publishing firms. . . . **Bill Black**, son of Peer-Southern's **Ted Black**, will be returning from his Vietnam tour of duty at the end of this month. . . . Fontana recording artist **Gloria Lynne** opening at the Showboat, Philadelphia, on May 1. . . . Capitol Records artist **Lou Rawls** will appear in a special concert for the KMPC Teenage Underground on Saturday (29) at the Coconut Grove in Hollywood. . . . **Joe Cuba and His Sextet** begins a week of one-nighters in Caracas, Venezuela, on Thursday (27). He'll also make five TV appearances and record an album. . . . "Dandelion Wine," a musical based on **Ray Bradbury's** novel of the same name, with a score by **Larry Alexander** (lyrics) and **William Goldberg** (music), has been selected by Friends of Music Theater of Lincoln Center. Vincent Youmans Co. is publishing the score.

**Dick Stone**, professional manager of Famous Music, New York office, on the Coast for two weeks for huddles on music material at the Paramount studios and to set recordings on the title song of the movie, "Barefoot in the Park." He'll also be placing material for Famous (ASCAP) and Ensign (BMI). . . . Scepter Records' **Dionne Warwick** opens at the Copacabana on Thursday (27). . . . Trinity Record Distributors of East Hartford, Conn., have opened offices in New York with **Mort Water** as branch manager; **Jay Packard**, **Jerry Katz**, **Bob Marin** and **Lee Amsterdam** on the sales staff; and **Otis Pollard** and **Frank Berman** on the promotion staff. Firm handles Musicor, Dynamo, King, Bethlehem and Beacon. . . . **Ken Kendall's** publicity office now handling two Australian groups, the **Easybeats** and **Normie Rowe**.  
**MIKE GROSS**

## PARIS

Philips has signed singer **Ramses Shaffy** whose first EP features French adaptations of his Dutch successes and an original, written by Shaffy with **Eddie Marnay**, called "Touankhamon" and released to coincide with the Touankhamon exhibition in Paris. . . . **Miriam Makeba** is doing five days of concerts at the Olympia Theater. . . . Festival artists **Yvonne Clech** and **Jacques Bodoïn** feature in a new TV series "Minouche" which will be shown on both black and white channels and the color channel of TV in the fall. . . . Vogue released an album of **Les Charlots** recorded live at the Olympia Theater during the **Johnny Hallyday - Sylvie Vartan** show. Meanwhile the group's latest EP, "Les Play Bois" has entered the Europe No. 1 hit parade at No. 13. . . . **Claude Francois'** latest for Philips, "Car Tour le Monde a Besoin d'Amour" is making a big impact. . . . **Colette Renard** has left Vogue and been signed by Decca. Her first LP for the new company was released to coincide with the singer's return from

a world tour sponsored by the Ministry of Cultural Affairs.

Philips has released **Claude Channes'** "C'est le Petit Livre Rouge," a song based on the sayings of Mao Tse Tung. . . . Barclay is making extensive promotion on the rhythm and blues artists in their Atlantic and Stax catalogs. Two LPs, "Rhythm and Blues Panorama" and "Formidable Rhythm and Blues," featuring **Wilson Pickett**, **Sam and Dave**, **Arthur Conley**, **Eddie Floyd**, **Booker T and the M. G.s**, **Percy Sledge**, **Ben E. King** and the **Markeys** have had sales stimulated by the triumphant two-concert appearance of the Stax package in Paris. . . . American - born soprano **Cathy Berberian** has recorded an album of Beatle songs for Philips. . . . **Mickey Baker** has written a song for the next **Tienou** EP to be released on Musidisc. . . . Barclay reports good sales of the soundtrack LP from the **Steve McQueen** movie "La Canonniers du Yang Tse" (The Sand Pebbles). . . . Decca has released a single of the **Small Faces'** "Just Passing" which has had extensive airplay. They will follow up with the EP shortly. . . . Philips is doing special promotion on its "Plaisir du Jazz" LP series selling at \$4. Artists featured include **Oscar Peterson**, **Louis Armstrong**, **Bill Evans**, **Erroll Garner**, the **MJQ**, **Lionel Hampton**, **Clifford Brown**, **Roland Kirk**, **Cannonball Adderley** and **Quincy Jones** in a total of 27 disks.

RCA has released a compatible LP of the latest hits of **Sylvie Vartan**. . . . Riviera is to begin releasing records under the Chess logo. . . . **Eddy Mitchell's** latest EP on Barclay, "Bye Bye Prechur" is getting extensive airplay. . . . Following the big success of "Friday on My Mind" by the **Easybeats** on the United Artists label, Philips has issued a new EP with "Who'll be the One" as the main title. . . . **Eric Charden's** "Sans Coeur" on Decca is currently one of the most demanded disks on Europe No. 1. . . . Semi-Meridian reports enthusiastic reception of Kapp releases in the States of **Michel Polnareff's** LP and heavy demands for recordings in English. Polnareff is set to visit the States for promotion in the second week of May. . . . **Alexi Weissenberg** recorded a solo piano recital of Liszt sonatas for Pathe-Marconi at the Salle Wagram. . . . Philips has released the world's first recording of Telemann's "Pimpinone" with **Erna Roscher** (soprano), **Reiner Suss** (bass) and the **Chamber Orchestra** of the Berlin Staatskapelle conducted by **Helmut Koch** in its *Connaissance des Arts* series. . . . CBS has released the **George Fame** song "Because I Love You" as a single in its Gemini series.  
**MIKE HENNESSEY**

## ROME

SAAR president **Walter Gurtler** and international manager **Pino De Gioia** returned from Munich after discussions about sales expansion of their common market-slanted

Joker low-price album line. . . . Former **Clan Celentano** co-ordination manager **Sanbro Colombini** has moved to Dischi Ricordi as a&r director. . . . United Artists has secured world-wide movie copyright and record exploitation for some of the recent leading Italian films and their soundtracks, including "Le Streghe" and "L'Immorale." . . . **Rita Pavone** and **Lucio Dalla** (both RCA Italiana) will star in an Italian Western, "Little Rita" being shot in Spain next month. . . . **Claude Francois** (French Phillips) is due here next Sunday (30) for the "7 Voci" TV show.

The **Troggs** (R-International) will tour here for a week in June. . . . RCA Italiana has issued an LP of 14 orchestral back tracks of its hits for fans to sing over or dub their voices and the orchestra onto tape. . . . **Roberto Fia** (Dischi Parade) is touring Japan. . . . His "Django" theme, from an Italian Western, reached No. 3 in the Japanese hit parade. . . . **Artur Rubinstein** (RCA Italiana) arrived in Rome for a tour. . . . FP4 Productions has leased an album by **Aldo Paganini's Orchestra** to Jubilee in New York for American and Canadian exploitation. . . . A Paganini LP of movie themes has been placed in Britain, Austria, Germany, South Africa, Greece, Spain, Turkey and Several South American countries. . . . French Evy (RCA Italiana) starts her tour here in Rome next Sunday (30).

## SAN JUAN

**Eddie Fisher** played El San Juan Hotel last Saturday (9). . . . **Nelson Sardelli**, Brazil-born Italian vocalist, was at San Jeronimo Hilton Hotel. . . . **Princeton University Glee Club**, under the direction of **Prof. Walter Nollner** gave one concert, also featuring their Russian band of guitars, balalaikas and mandolins, at El San Juan Hotel. **Tico Records** is recording an LP by Puerto Rican vocalist **Gilberto Monroig** a local studio with the orchestra of **Rhadames Reyes Alfau**, well-known arranger from Dominican Republic. . . . Sales of **Lawrence Welk** albums are picking up now that his show is being shown for the first time over Tele-San Juan on Channel 18. . . . **Armando Palacios**, veteran radio man from Caracas, Venezuela, was signed by WKAQ radio chain to revamp some of its recorded programs.

**Bobby Branca and His Jazz Stars** have been booked into the Caribar of the Caribe Hilton Hotel. . . . **Charlie Rodriguez**, jazz sax man, goes into the Hunca Munca night spot. It's a sure sign that jazz is coming of age in Puerto Rico when the big hotels decide to book jazz groups.

**Gilberto Gonzalez**, president of Dominicana Nacional de Discos, S.A., is negotiating with two other Stateside labels for pressing rights in the Dominican Republic. Dominicana Nacional is pressing Audio Fidelity, Seeco, Ansonia, Kubaney, all Stateside labels, and Velvet of Venezuela and Odeon of Argentina. **Gilberto Gonzalez** is also president of Distribuidora Nacional de Discos and the Gonzarnas Discount stores both in Puerto Rico.

**Billy Eckstine** is at the Americana Hotel for a four-week booking. . . . **Ruben Rodriguez** and his **Guadalajara Kings**, a troupe of 18 musicians from Mexico, are at the Club Caribe Hilton for their first presentation in Puerto Rico. This group, with its first album for Liberty Records just released, is having excellent acceptance here. . . . Soprano **Maria Esther Robles** will give a concert at the Puerto Rico Institute of Culture building in San Juan featuring light works of Puerto Rican, Spanish and other European composers. Miss Robles has several albums with the local Frago label and one, of children's songs, is a year-round seller both here and with Stateside Puerto Rican buyers.

Seeco Records of New York added two albums to its large catalog: "Un Brindis Musical" by Puerto Rican vocalist **Daniel Santos** and "Algo Especial" by the veteran Cuban group **Sonora**



CARLOS MONTOYA, Flamenco guitarist, appeared at New York's Record Hunter Store to autograph records in connection with his recent Town Hall appearance. Left to right are Mrs. Montoya, Montoya, and Walter Lam, branch manager of Jet Records.

**Matancera**. Seeco is distributed in Puerto Rico by Allied Wholesale Company of nearby Catano. . . . Kapp Records is making a big play for Puerto Rico business with a promotional flyer featuring 34 of **Roger Williams'** albums. Williams has always been a favorite with stereo buyers in Puerto Rico and gets a big play from FM stations all over the Island. Williams' recent visit to Puerto Rico has had a lot to do with the increased sales of his records.

**Rocio Durcal**, teen-age star of the Spanish musical film "Acompañame," is the big-selling record artist in this market at present. Her long-play Boringuen album and single both with title of the film "Acompañame" heads charts.  
**ANTONIO CONTRERAS**

## TORONTO

The new **Mandala** single on the K.R. label, "Give and Take" is pre-released in Canada. Their "Opportunity," a hit here following Phonodisc's way-out promotion, was distributed only regionally in the U. S. . . . Capitol is rushing out "The Weather Forecast" by the **Master Singers** from EMI in Britain, due to dealer demand created by CFRB Toronto, CJAD and CKGM Montreal airplay of import copies. . . . **Ken Warriner**, Arc Sound publicity director and producer, is off to Britain May 15 for four weeks, combining vacation and on-the-spot recording in pubs, on streets, everywhere. . . . Popular Montreal-based group, the **Jaybees**, has switched to Columbia for their new single, "Who Do You Think You Are" and "Bad Sign," produced by **Gary Paxton** during their Los Angeles trip early this year. The group has just completed a National Film Board feature movie, and is scheduled to appear at The Scene in New York early next month before going to California for further recording and p.a.'s. They were formerly big on RCA Victor here.

Arc introduces a new pop singer, **Lanny**, with "Try Me." Artist is **Lanny Williamson**, currently in Toronto and Montreal, a partner in various record production ventures with British publisher **Fred Jackson** and expatriate composer-arranger-singer **Jerry Martin**. . . . A new talent from Edmonton, **Dennis Paul**, bows on Capitol with the old **Buddy Holly** hit, "Peggy Sue," reportedly set for U. S. release on Kapp. . . . Also on Capitol here, Kapp in the U. S., the new **Barry Allen** single, "I Know (You Don't Want Me No More)." . . . Edmonton artist **Lennie Richards** has a new single, "Bittersweet" on the Damon label, being released to coincide with his appearance on the CTV network's "It's Happening" show early in May. . . . Capitol has signed Montreal jazz artist **Lee Gagnon** and his quartet, scheduling an album for June and promising "The most exciting jazz sound you've ever heard in years." Gagnon, who plays sax and flute, owns the jazz club, La Boheme, favorite after-hours spot with many international artists - playing in Montreal.

. . . Compo has signed a new Saskatoon group, **Witness Inc.**, scouted by promotion manager **Al Mair** on a western trip in February. Their first single is coming up on Apex next month.

RCA Victor reports success with its "Canada If You Believe)" and "Montreal" single by **Bob Hahn** and the **Canadians**, and with centennial celebrations and Expo 67 in Montreal attracting international interest, serviced all U. S. radio stations with the single, released in a special color sleeve bearing a photo of Montreal's skyline. . . . Decca's soundtrack LP is already top-selling album at Apex Records, though the film doesn't open in Toronto till late May. Extensive promotion campaign included initial mailing to all stations of three singles, by **Julie Andrews**, **Carol Channing** and **Pete Fountain**, followed up by the LP and an album of open-end interviews with Julie Andrews, **Andre Previn** and others involved in the movie.

. . . Recording artists appearing in "Canadiana," a festival of happenings and history" in New York's week-long Canada promotion (April 29-May 5) are **Jon Vickers**, **Ian and Sylvia**, **Montique Leyrac**, and the **Oscar Peterson Trio**, in concerts at Carnegie Hall, and the **McGill Chamber Orchestra** conducted by **Alexander Broff**, at Town Hall.

Columbia Records and RCA Victor combined forces to fetter **Andy Williams** and **Henry Mancini** at a press reception-luncheon (10) following their Maple Leaf Gardens concert (9) which drew some 14,000 fans. . . . **Sandler and Young** follow their successful engagement at the Royal York Imperial Room in Toronto with a return appearance at the Queen Elizabeth Hotel in Montreal (May 15-June 3). . . . Motown artist **Shorty Long** appears at the Friars Tavern in Toronto (April 24-29).  
**KIT MORGAN**

## Fleetwood Dies

NEW YORK — James Fleetwood, organizer and conductor of the Fleetwood Choral Ensemble, who recorded for Lyricord, died on April 14 at the Veterans Administration Hospital here. He was 54. The group of 16 singers, which he organized in 1952, specialized in medieval and renaissance music.



STUDIO GUESTS of Radio Luxembourg disk jockey Rosko were Catherine Deneuve, left, and Francoise Dorleac, stars of "Les Demoiselles de Rochefort." The two-album soundtrack version is a hit for Philips.

AUSTRALIA

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Australia. Songs include Penny Lane, Georgy Girl, Gimme Some Lovin', Somethin' Stupid, Ruby Tuesday, Pamela, Pamela, Words of Love, There's a Kind of Hush, I'm a Believer, and Fools Fall in Love.

BRITAIN

'67 APRIL 18 PM 1:47-TTS - MS - (Courtesy Record Retailer)

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Britain. Songs include Somethin' Stupid, Puppet on a String, A Little Bit Me, A Little Bit You, Ha' Ha' Said the Clown, Release Me, Purple Haze, This is My Song, Bernadette, It's All Over, I'm Gonna Get Me a Gun, Simon Smith and His Amazing Dancin' Bear, Happy Together, I Was Kaiser Bill's Batman, Seven Drunken Nights, Because I Love You, I Can Hear the Grass Grow, Edelweiss, Dedicated to the One I Love, Knock on Wood, Arnold Layne, Touch Me, Touch Me, Georgy Girl, Penny Lane/Strawberry Fields Forever, Funny Familiar, Memories are Made of This, Jimmy Mack, This is My Song, Hi-Ho Silver Lining, and Al Capone.

HOLLAND

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Holland. Songs include Love is Here and Now, Maroc 7, The Boat that I Row, 59th Street Bridge Song, There's a Kind of Hush, Soothe Me, Return of the Red Baron, On a Carousel, Oh How I Miss You, I'm a Believer, Gonna Get Along with Out You Now, Guns of Navarone, Give it to Me, Detroit City, Gonna Give Her All the Love I've Got, I Can't Make it, If I Were a Rich Man, Day Tripper, I'll Try Anything, and What a Woman in Love Won't Do.

IRE

(Courtesy New Spotlight, Dublin)

Table with columns 'This Week' and 'Last Week' for Ireland. Songs include Somethin' Stupid, Release Me, Puppet on a String, Seven Drunken Nights, If I Could Choose, Look Out, Streets of Baltimore, This is My Song, I Was Kaiser Bill's Batman, and The Irish Soldier.

FRANCE

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for France. Songs include C'est Ma Chanson, La Famille, Hey Joe, Car... Tout le monde a besoin d'amour, Inch'Allah, Ta Ta Ta Ta, 25 de Bonheur, Ce soir ils vont s'aimer, Le telephone, and Penny Lane.

ITALY

(Courtesy Musica e Dischi, Milan)

Table with columns 'This Week' and 'Last Week' for Italy. Songs include Cuore Matto, L'immensita, Un Mondo d'Amore, Pieta, Penny Lane, Let's Spend the Night Together, Lara's Theme from 'Dr. Zhivago', Proposta, Winchester Cathedral, Bisogna Saper Perdere, and Ruby Tuesday.

JAPAN

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Japan. Songs include Kimikoso Waga Inochi, Yogiryo Konyamo Arigatou, Balla Balla, Onna no Hatoba, Koborebana, Shinjite Itai, Koi no Hallelujah, Konyawa Odorou, Kaeritaku Naino, and Ippondokko no Uta.

MALAYSIA

(Courtesy Radio Malaysia)

Table with columns 'This Week' and 'Last Week' for Malaysia. Songs include Penny Lane, Ruby Tuesday, I'm a Believer, There's a Kind of Hush, and Friday on My Mind.

NEW ZEALAND

Table with columns 'This Week' and 'Last Week' for New Zealand. Songs include On a Carousel, Roller Coaster Man, Single Girl, It's All Over, and I've Found a Love.

MEXICO

(Courtesy Audiomusica)

\*Denotes local origin

Table with columns 'This Week' and 'Last Week' for Mexico. Songs include El Cable, Celoso, A Man and a Woman, Espumas, La Martina, I'm a Believer, La Chispita, Bravo, Pulpa de Tamarindo, and El Infierno.

PHILIPPINES

(Courtesy Radio Singapore)

Table with columns 'This Week' and 'Last Week' for Philippines. Songs include I'm a Believer, Spanish Nights and You, Winchester Cathedral, Wednesday's Child, Keep on Dancing, Two of Us, Land of 1000 Dances, Hooley for Hazel, Together Again, and Soul & Inspiration.

SINGAPORE

(Courtesy Radio Singapore)

Table with columns 'This Week' and 'Last Week' for Singapore. Songs include Release Me, Roller Coaster Man, This is My Song, Good Vibrations, Penny Lane, Keep in Touch, Soul for Sale, Georgy Girl, Summer Wine, and Mathew and Son.

NEW ALBUM RELEASES

Continued from page 48

PACIFIC JAZZ

VICTOR FELDMAN Plays Everything In Sight; PJ 10121, ST 20121

PARROT

VARIOUS ARTISTS-The Greatest Hits From England; PA 61010, PAS 71010

RCA CAMDEN

HOMER & JETHRO-Songs For the "Out" Crowd; CAL 2137, CAS 2137

RCA VICTOR

LOS DANDYS-Dolce Quinceanera; MKL 1728
JOSE ALFREDO JIMENEZ-Arrullo De Dios; MKL 1727

The Best of WAYNE KING; LPM 3742, LSP 3742

PALITO ORTEGA Sings; AVL 3661

SONIA-Te Amare Toda La Vida; MKL 1690

SONIA Y El Amor; MKL 1726

UNITED ARTISTS

LENNEY BRUCE; UAL 3580

UNI

EMIL RICHARDS-New Time Element; 3003, 73003

WORLD PACIFIC

WALTER WANDERLY-Quarteto Bossamba; WP 1866, WPS 21866

Canada Challenge

Continued from page 50

And we need help, it's about time we did something." Later in the discussion, he added, "Money should come from where money is made. The record companies who make money here should contribute."

6 Fest Awards to RCA Argentina

NEW YORK - RCA Victor's licensee in Argentina won six top awards at the 1967 International Record Festival of Mar Del Plata. Representing RCA Victor Argentina at the mid-March ceremonies were, Robert Cook, that company's president, and Adolfo Pino, a&r and promotion manager.

The winner of the grand prize for the "Best Record of the Year" was "Historia Del Jazz," (History of Jazz). In the field of Tango, the winner was "Baffa-Berlingiere For Export." Named the "Best Young Soloist" for 1967 was Palito Ortega for his album "Palito Ortega in Nashville." The award for the "Best Recently Established Young International Artist" was presented to Jose Feliciano for his album, "Una Sombra, Una Guitarra y Boleros." The Monkees were named "Best New International Artists" for their LP, "The Monkees." The award for the "Most Promising New Talent" went to Barbara & Dick, an Argentinian duo, for their recording of "El Funeral de Labrador."



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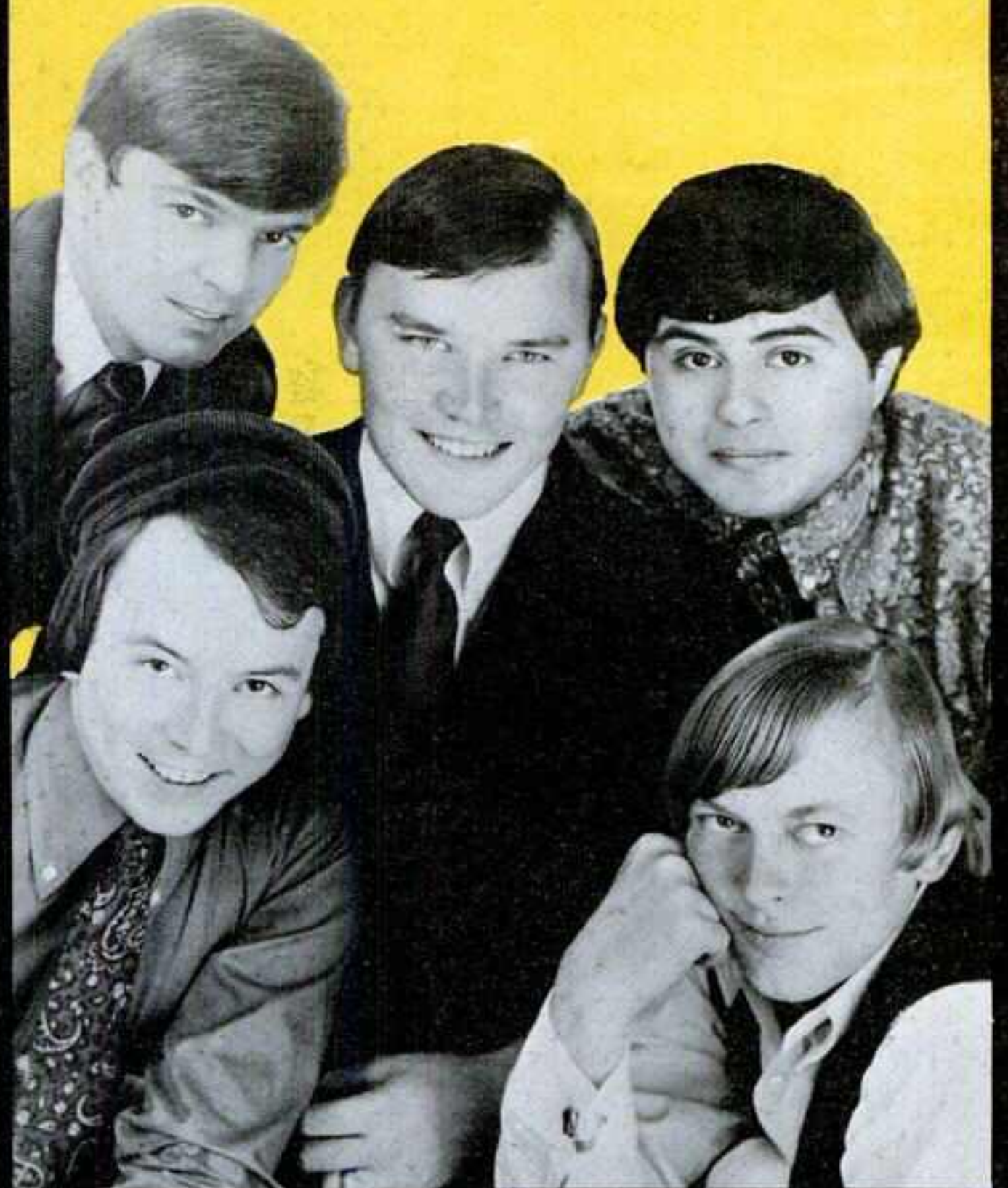
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# Country Music

## Agency Aids Acts in All Areas

NASHVILLE — A unique agency is helping the record artist. The bookers of the city's predominantly country talent have banded together to form the Nashville Association of Talent Directors, a 21-strong organization established to ex-

change ideas, information, and to form a sort of "protection" unit.

The organization, headed by W. E. (Lucky) Moeller of the Moeller Talent Agency, includes virtually all of the bookers in the greater Nash-

ville area. It promotes and standardizes the activities of those agencies whose primary offices are located here.

One phase of the operation works this way: If an artist, on the road, fails to receive payment for services, the entire association is informed. Jack Andrews, the association secretary, writes to the promoter who has not paid and advises him that he must state his reason in writing for such action and, until he does so, no association member will sell him talent. The promoter then is cut off from a source of supply until he responds.

### Works Out Plan

Once he has responded, the association makes a decision on how to handle the matter. Frequently it works out a payment plan with the individual, allowing him to make time-payments. As long as these are made, he again can book tal-

(Continued on page 62)

## Nashville Scene

By BILL WILLIAMS

Jim Ed Brown, who has officially shorted his middle name for brevity's sake, was surprised by a birthday party at the Flame Room in Minneapolis. . . . RCA artist Lorene Mann has scored some firsts. She made her first solo guest appearance on the "Grand Ole Opry," her first personal appearance in Florida, and performed for the first time her new single, "Have You Ever Wanted To?" . . . On the heels of the European expansion of Tree Publishing, the firm's catalog now is represented in Argentina, Brazil, Costa Rica, Mexico and the Netherlands. . . . Charlie Pride set for the Lawrence Welk show Saturday (29). . . . Dottie West has merged talents with Ray Wix, her drummer, for a new tune. It's the first time Miss West has departed from teaming with her husband Bill on a song. . . . Stonewall Jackson drew 6,500 at Fargo, N. D., despite the snow. The package had one of the top drawing cards in the business in George

Hamilton IV, and included Nat Stuckey.

Al Rogers has been signed for the big Cheyenne Frontier Days Celebration this July. . . . "Class of '67," just released by Class Records, Inc., of Birmingham, is a tribute to all those who are graduating this spring. Sung by the Classmates, the song is published by Cap and Gown Publications. . . . Judy Lynn leads the Top O' Texas Rodeo in Pampa, Tex., in July. . . . Roy Clark drawing top crowds at the Honk Kong Room in the Century Plaza in Beverly Hills, Calif. . . . Hank Thompson is on a strong Midwest tour. . . . Sue Thompson is in Nashville for a Hickory session. . . . Roger Miller's next release has the big band sound, complete with strings. . . . Paul Tannen's Natson - Port firms published "Field of Flowers" in Vernon's Oxford's new LP, "Woman, Let Me Sing You a Song." . . . Billy Walker of Monument helped make a success of "Lord Jim" days in Madison, Wis. . . . The new package show from Wheeling, W. Va., "Country Time Review," broke some records in the Northwest. The line-up includes Johnny Dollar, Van Trevor, Rod Harris, Penny Starr, Jack Turner, Tom Tonahue and Gene Schibel.

Roy Drusky has purchased a top racing car and plans to drive at various tracks around the country. . . . Hubert Long and Audie Ashworth off to Europe for two weeks to consolidate the publishing firm's interests. . . .

Writer-singer John D. Louder-

(Continued on page 62)

## LITTLE DARLIN' INTO CAP. CLUB; COWBOY BOWS

NASHVILLE—Little Darlin' Records has signed an exclusive three-year contract with the Capitol Record Club for its entire album line. The label also has bowed Little Cowboy Records, a wholly owned subsidiary.

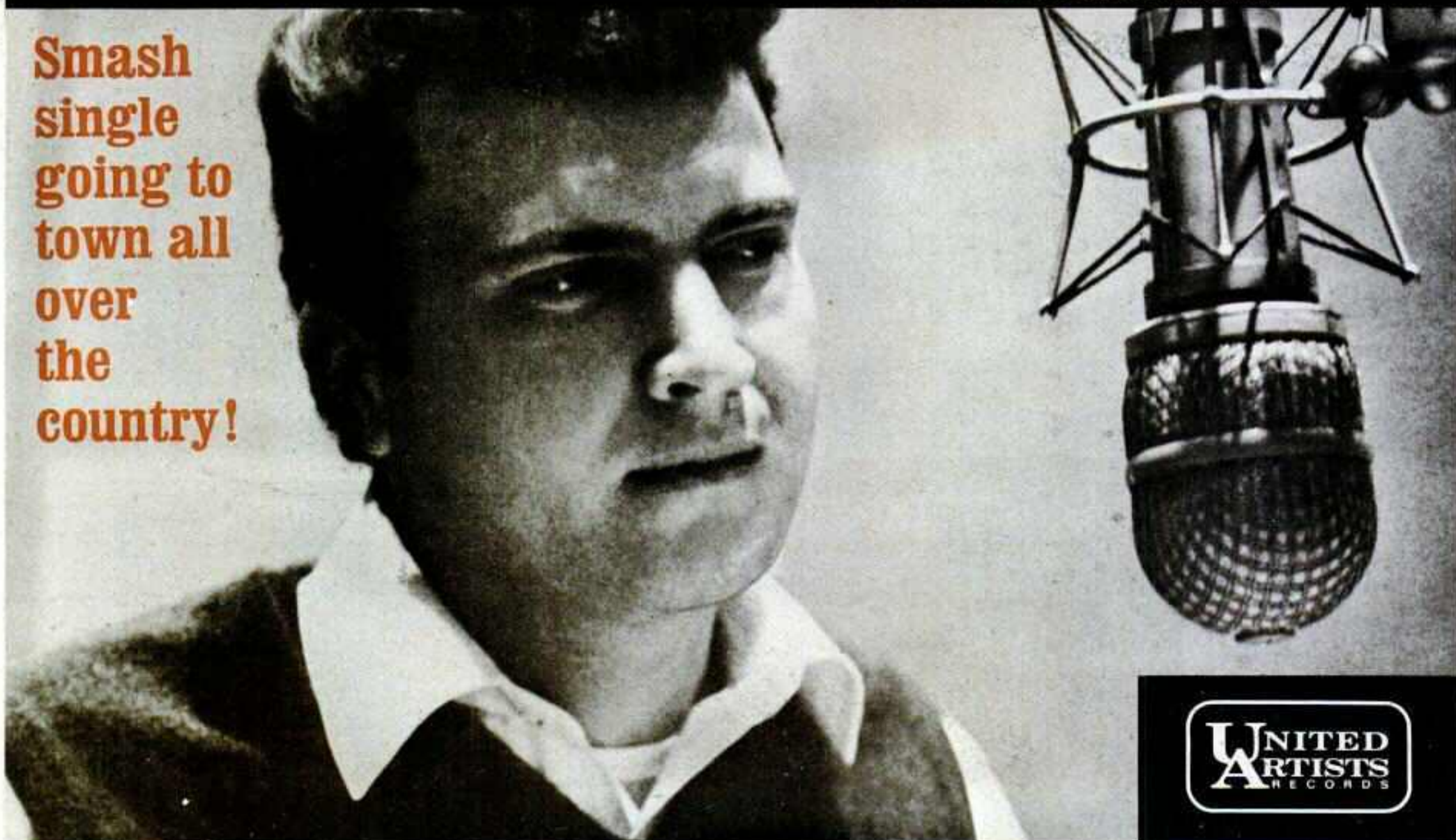
The new label, which will be country, will release its first singles next week. Artists are Cris Lane and Linwood Pryce.

Little Darlin' has settled the suit filed by the Carnegie Hall Corp. The New York firm objected to the use of its name in the "Johnny Paycheck at Carnegie Hall" album. The claim was settled for \$3,000, with Little Darlin' taking the album off the market and replacing it with a re-titled one.

# Johnny Darrell "Ruby, Don't Take Your Love To Town"

UA 50126 Produced by Bob Montgomery

Smash single going to town all over the country!



UNITED ARTISTS RECORDS

## CMA Adds 85 Members

NASHVILLE — The Country Music Association has added 85 members in its renewed membership drive, it was announced at a recent board meeting.

Hal Neely, who produced the CMA presentation before the NARM membership in Los Angeles, gave a report on its success, and was named to produce virtually the same presentation in New York in October. Neely also gave a detailed report of the Pro-Celebrity Golf Tournament to be held Oct. 14-15 in Nashville.

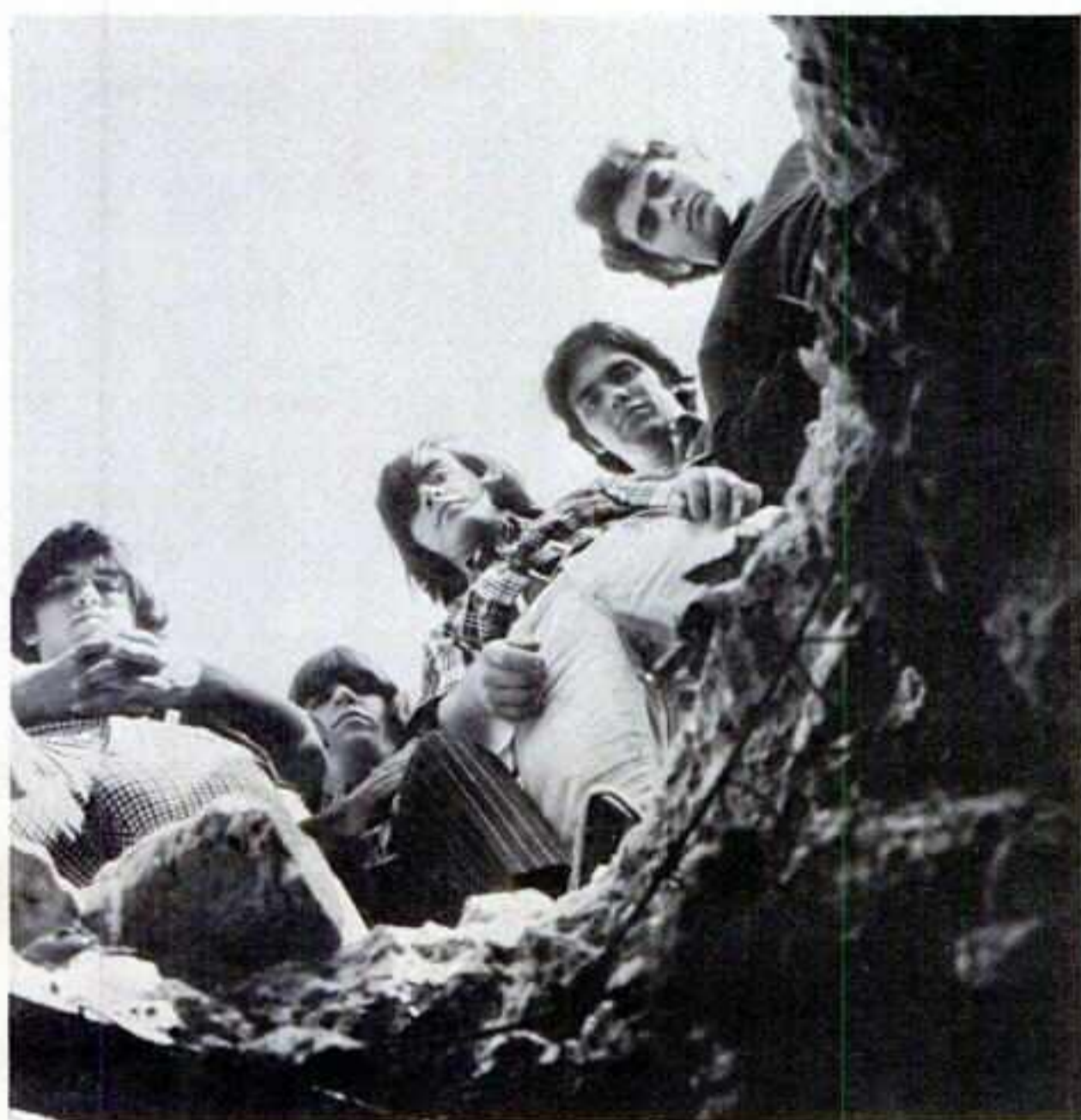
Plans for world-wide expansion of country music through the CMA was discussed after a report by Dick Broderick, who chairs the International Committee.



The Williamson Brothers, country-western stars of Hill-billy Park in North Carolina, have a new release out on the Gold Star label that's hot and getting hotter: "I've Got a Bead on You, Baby" b/w "No One Knows." For promotional copies or bookings contact Williamson Brothers Band, c/o Ken Galloway, Rt. 1, Evergreen, N. C. (Advertisement)

**every double-shot counts!**  
**every double-shot counts!**

**'PSYCHOTIC  
REACTION'  
KIDS ON TOP AGAIN**



**COUNT  
FIVE**

**"YOU MUST  
BELIEVE ME"**

#110

**"Psychotic Reaction" Album  
DSM-1001 DSS-5001**

**Also on cartridge tape  
DST-4001 DST-8001**



**R & B SMASH  
NOW A  
POP GIANT!**



**BRENTON  
WOOD**

**"THE OOGUM  
BOOGUM SONG"**

(Big Shot Music-ASCAP)

#111

**"Oogum Boogum" Album  
DSM-1002 DSS-5002**

**Producers: Hooven-Winn**

**Promotion in Motion: Irwin Zucker**

Billboard SPECIAL SURVEY for Week Ending 4/29/67

# HOT COUNTRY SINGLES

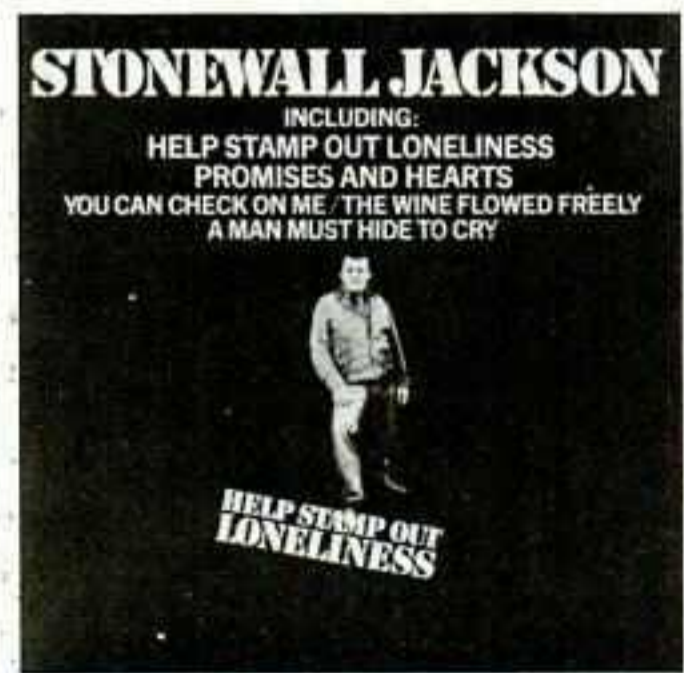
★ STAR Performer—Sides registering greatest proportionate upward progress this week.



You've come to the right place if you're looking for a Country hit.

**"Promises and Hearts (Were Made to Break)"** 4-44121

The new single by **Stonewall Jackson** from his latest album...



CL 2674/CS 9474

Where you can chart the Country action. On **COLUMBIA RECORDS**

Billboard Award				STAR Performer			
This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
3	2	<b>NEED YOU</b> Sonny James, Capitol 5833 (Bibo, ASCAP)	10	39	39	<b>FIFTEEN DAYS</b> Wilma Burgess, Decca 32105 (Forest Hills, BMI)	6
2	2	<b>WALK THROUGH THIS WORLD</b> George Jones, Musicor 1226 (Glad, BMI)	15	40	41	<b>LOVE MAKES THE WORLD GO 'ROUND</b> Kitty Wells, Decca 32088 (Wells, BMI)	11
3	1	<b>LONELY AGAIN</b> Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	11	41	43	<b>HASTA LUEGO</b> Hank Locklin, RCA Victor 9092 (T. M., BMI)	9
4	4	<b>JACKSON</b> Johnny Cash & June Carter, Columbia 44011 (Bexhell/Quartet, ASCAP)	9	42	42	<b>WHEN IT'S OVER</b> Jeannie Seely, Monument 999 (Pamper, BMI)	7
5	9	<b>IT'S SUCH A PRETTY WORLD TODAY</b> Wynn Stewart, Capitol 5831 (Freeway, BMI)	10	43	54	<b>ALL THE TIME</b> Jack Greene, Decca 32123 (Cedarwood, BMI)	2
6	6	<b>COLD HARD FACTS OF LIFE</b> Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	14	44	47	<b>JUKEBOX CHARLIE</b> Johnny Paycheck, Little Darlin' 0020 (Mayhew, BMI)	4
7	7	<b>URGE FOR GOING</b> George Hamilton IV, RCA Victor 9059 (Gandlof, BMI)	15	45	48	<b>BLAME IT ON MY DO WRONG</b> Del Reeves, United Artists 50128 (Blue Crest, BMI)	7
8	8	<b>DRIFTING APART</b> Warner Mack, Decca 32082 (Page Boy, SESAC)	12	46	56	<b>DIESEL ON MY TAIL</b> Jim & Jesse, Epic 10138 (Silver Star/Francis-Marvin, BMI)	5
9	5	<b>STAMP OUT LONELINESS</b> Stonewall Jackson, Columbia 43966 (4 Star, BMI)	13	47	53	<b>MENTAL REVENGE</b> Waylon Jennings, RCA Victor 9146 (Cedarwood, BMI)	5
10	30	<b>I THREW AWAY THE ROSE</b> Merle Haggard, Capitol 5844 (Bluebook, BMI)	7	48	36	<b>HE'S GOT A WAY WITH WOMEN</b> Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	13
11	15	<b>ANYTHING YOUR HEART DESIRES</b> Billy Walker, Monument 997 (Metro, BMI)	9	49	50	<b>THE COCKFIGHT</b> Archie Campbell, RCA Victor 9081 (Ly-Rann, BMI)	8
12	18	<b>LIFE TURNED HER THAT WAY</b> Mel Tillis, Kapp 804 (Wilderness, BMI)	11	50	60	<b>TWO OF THE USUAL</b> Bobby Lewis, United Artists 50133 (Pamper, BMI)	6
13	13	<b>I'LL COME A RUNNIN'</b> Connie Smith, RCA Victor 9108 (Brush Arbor, BMI)	8	51	52	<b>I GUESS I HAD TOO MUCH TO DREAM LAST NIGHT</b> Faron Young, Mercury 72656 (Vanadore & Capchan, BMI)	4
14	14	<b>BOB</b> Willis Brothers, Starday 796 (Jack, BMI)	10	52	57	<b>BOTH SIDES OF THE LINE</b> Wanda Jackson, Capitol, 5863 (Ma-Ree, ASCAP)	2
15	19	<b>JUST BEYOND THE MOON</b> Tex Ritter, Capitol 5839 (Central Songs, BMI)	6	53	55	<b>BACK TO NASHVILLE TENNESSEE</b> Stoneman, MGM 13667 (Jack, BMI)	6
16	16	<b>CHARLESTON RAILROAD TAVERN</b> Bobby Bare, RCA Victor 9098 (Southtown, BMI)	9	54	51	<b>GOODBYE CITY, GOODBYE GIRL</b> Webb Pierce, Decca 32098 (Cedarwood, BMI)	7
17	12	<b>MY KIND OF LOVE</b> Dave Dudley, Mercury 72655 (Vector, BMI)	10	55	49	<b>YOU GOTTA BE PUTTING ME ON</b> Lefty Frizzell, Columbia 44023 (Ly-Rann, BMI)	6
18	24	<b>YOUR GOOD GIRL'S GONNA GO BAD</b> Tammy Wynette, Epic 10134 (Gallico, BMI)	7	56	64	<b>ALL MY TOMORROWS</b> Nat Stuckey, Paula 267 (Su-Ma/Stuckey, BMI)	3
19	22	<b>SAM'S PLACE</b> Buck Owens, Capitol 5865 (Bluebook, BMI)	5	57	73	<b>MAMA SPANK</b> Liz Anderson, RCA Victor 9163 (4 Star Sales, BMI)	2
20	20	<b>PAPER MANSIONS</b> Dottie West, RCA Victor 9118 (Harbot, SESAC)	7	58	59	<b>ON THE OTHER HAND</b> Charlie Louvin, Capitol 5872 (Talmont, BMI)	2
21	21	<b>IF I KISS YOU</b> Lynn Anderson, Chart 1430 (Greenback/Tonah, BMI)	7	59	69	<b>I COULDN'T SEE</b> George Morgan, Starday 804 (Starday, BMI)	3
22	27	<b>DANNY BOY</b> Ray Price, Columbia 44042 (Boosey & Hawkes, BMI)	6	60	58	<b>WHAT'S THIS WORLD COMING TO</b> Slim Whitman, Imperial 66226 (Kramer/Whitney, ASCAP)	8
23	10	<b>I WON'T COME IN WHILE HE'S THERE</b> Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	15	61	71	<b>SNEAKING 'CROSS THE BORDER</b> Hardin Trio, Columbia 44059 (Harden, BMI)	2
24	11	<b>GET WHILE THE GETTIN'S GOOD</b> Bill Anderson, Decca 32077 (Stallion, BMI)	16	62	62	<b>NASHVILLE CATS</b> Lester Flatt & Earl Scruggs, Columbia 44040 (Faithful Virtue, BMI)	3
25	31	<b>WALKIN' IN THE SUNSHINE</b> Roger Miller, Smash 2081 (Tree, BMI)	5	63	65	<b>CONSCIENCE KEEP AN EYE ON ME</b> Norma Jean, RCA Victor 9147 (Piccolo, BMI)	5
26	23	<b>SWEET MISERY</b> Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	11	64	66	<b>CUPID'S LAST ARROW</b> Bobby Austin, Capitol 5867 (Central, BMI)	4
27	33	<b>THE PARTY'S OVER</b> Willie Nelson, RCA Victor 9011 (Pamper, BMI)	9	65	—	<b>I KNOW ONE</b> Charlie Pride, RCA Victor 9162 (Jack, BMI)	1
28	28	<b>HEART WE DID ALL WE COULD</b> Jean Shepard, Capitol 5822 (Central Songs, BMI)	14	66	72	<b>I'VE NEVER BEEN LOVED</b> Leroy Van Dyke, Warner Bros. 7001 (Bryant, BMI)	3
29	29	<b>COUNTRY MUSIC LOVER</b> Little Jimmy Dickens, Columbia 44025 (Tree, BMI)	8	67	—	<b>WITH ONE EXCEPTION</b> David Houston, Epic 10154 (Gallico, BMI)	1
30	38	<b>RUBY, DON'T TAKE YOUR LOVE TO TOWN</b> Johnny Darrell, United Artists 50126 (Cedarwood, BMI)	5	68	75	<b>MIGHTY DAY</b> Carl Smith, Columbia 44034 (Sure Fire, BMI)	2
31	26	<b>I DIDN'T JUMP THE FENCE</b> Red Sovine, Starday 794 (Southtown, BMI)	11	69	74	<b>LAST TRAIN TO CLARKSVILLE</b> Ed Bruce, RCA Victor 9155 (Screen Gems-Columbia, BMI)	3
32	32	<b>FUEL TO THE FLAME</b> Skeeter Davis, RCA Victor 9058 (Combine, BMI)	14	70	—	<b>ROARIN' AGAIN</b> Wilburn Brothers, Decca 32117 (Sure-Fire, BMI)	1
33	37	<b>I DON'T WANT TO BE WITH YOU</b> Conway Twitty, Decca 32081 (Wilderness, BMI)	11	71	—	<b>YOU CAN STEAL ME</b> Bonnie Guitar, Dot 17007 (Jack, BMI)	1
34	35	<b>ANY OLD WAY YOU DO</b> Jan Howard, Decca 32096 (Wilderness, BMI)	8	72	—	<b>WATCHMAN</b> Claude King, Columbia 44035 (Ly-Rann/Gallico, BMI)	1
35	25	<b>WHERE DOES THE GOOD TIMES GO</b> Buck Owens, Capitol 5811 (Bluebook, BMI)	16	73	—	<b>LAY SOME HAPPINESS ON ME</b> Bobby Wright, Decca 32107 (4 Star, BMI)	1
36	17	<b>WORDS I'M GONNA HAVE TO EAT</b> Bill Phillips, Decca 32074 (4 Star, BMI)	15	74	—	<b>I GOTTA HAVE MY BABY BACK</b> Glen Campbell, Capitol 5854 (Perr Int'l, BMI)	1
37	34	<b>FLY BUTTERFLY FLY</b> Marty Robbins, Columbia 43845 (Mariposa, BMI)	10	75	—	<b>YOU'RE PUTTIN' ME ON</b> Nat Stuckey, Paula 267 (Su-Ma, Stuckey, BMI)	1
38	44	<b>WHAT AM I GONNA DO NOW</b> Ferlin Husky, Capitol 5852 (Husky, BMI)	5				



*Thank You*

**JOHN BARRY**

# Agency Aids Acts in All Areas

• Continued from page 58

ent. The money is turned over to the artist. In the case of a legitimate reason for non-payment (none has been found yet), the promoter would be absolved of all money due. Several large accounts and some small ones have been collected in this manner.

Andrews says the existence of the association has a strong influence on promoters who want to stay in business. They are now aware they cannot

jump from one booker to another, failing to pay talent, without being found out.

Additionally, no one in the association will book any talent that is not agency affiliated. "A man who wants to stay in business without paying his commission is just out of luck," according to Andrews. He feels this is a service to the artist. There is no conflict in dates, and it makes the artist readily found when someone is seeking his services.

No agency now will try to hire talent directly from a competing agency; instead, they work through the agency offices, often putting entire packages together in an atmosphere of accord and co-operation.

### Talent Fee

The association also has placed a 10 per cent talent fee on all Nashville-originated syndicated shows, and the artist must clear his appearance on such a show with the agency. This avoids the confusion which arose in the past wherein an artist agreed to make an appearance, only to find he was booked elsewhere. It has prevented many lawsuits for failure to show up for scheduled appearances.

Members of the association describe themselves as "friendly competitors." They share information and ideas. They know the cost of the other's talent, and they package accordingly. The group meets once a month and discusses any matter pertinent to the industry.

Jimmy Key, of the Key Talent Agency, is vice-president, and Howard Forrester, of Acuff-Rose Artists, is treasurer. Among those active in the organization of the association was Hubert Long of the Long Talent Agency.

Members of the National Association of Talent Directors book approximately 95 per cent of the talent out of Nashville. The association is now shooting for 100 per cent membership. They are only two bookers away.

# Nashville Scene

• Continued from page 58

milk, whose latest tune worked its way to the top of the pop charts, has a new single ready by RCA Victor Records. It's entitled "It's My Time." He wrote and published the ballad. . . . The Stone-man Family now debuts in a Saturday TV slot on "Country Jamboree" on Atlanta's WATL-TV.

Roger Miller has done a benefit show in San Antonio for the Pop Warner Football League. . . . A new publishing firm has been formed by Shorty Long and Pat Ferraro in Reading, Pa. The two plan a trip to Nashville and to the Midwest in search of talent. The new firm is known as Mushroom Music. . . . Dottie West off on a 20-day tour of Europe with her band. . . . All clubs in the Dallas-Fort Worth area booked more country artists than usual this month as Western Week was proclaimed. Appearing in two shows in the Dallas Memorial Auditorium and Will

Rogers Coliseum were Skeeter Davis, Webb Pierce, Waylon Jennings, Janet McBride, Vern Stovall, Johnny Paycheck, Jack Green, Billy Walker, Charlie Walker and Leon Payne. Other stars appearing in the area during the week were Charlie Pride, Willie Nelson, Bobby Helms, Kay Adams and Leon Raush.

Tommy Cash, former all-state high school basketball player from Memphis, and now a United Artist recording star, recently put on a basketball-shooting exhibition while doing a show at North Vernon, Ind. He was awarded the basketball. . . . Ben & Marie Cloud have just opened the new Varsity Recording Studio in Nashville. Artists include Bob Fry, Paul Martin, Ross Sisk, and Jack Gray. . . . Key Talent Agency announced the addition of Gene Norell, who will work with president Jimmy Key in the booking of artists. Norell formerly was music director at KAOH, Duluth, Minn.

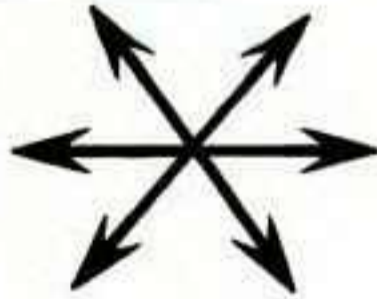


## "FIFTEEN DAYS"

DECCA 32105

## WILMA BURGESS

ALL SIGNS POINT  
TO SUCCESS



PUBLISHED BY  
FORREST HILLS MUSIC

## "BECAUSE OF HIM"

DECCA 32122

## CLAUDE GRAY



Billboard SPECIAL SURVEY for Week Ending 4/29/67

# HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3		<b>TOUCH MY HEART</b> Ray Price, Columbia CL 2606 (M); CS 9406 (S)	14
2	1	<b>LONELY AGAIN</b> Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	9
3	2	<b>DON'T COME HOME A DRINKIN'</b> Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	9
4	4	<b>THERE GOES MY EVERYTHING</b> Jack Greene, Decca DL 4845 (M); DL 74845 (S)	16
5	5	<b>WILMA BURGESS SINGS MISTY BLUE</b> Decca DL 4852 (M); DL 74852 (S)	7
6	7	<b>OPEN UP YOUR HEART</b> Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	15
7	9	<b>SOUL OF A CONVICT</b> Porter Wagoner, RCA Victor LPM 3683 (M); LSP 3683 (S)	9
8	8	<b>GET WHILE THE GETTIN'S GOOD</b> Bill Anderson, Decca DL 4855 (M); DL 74855 (S)	7
9	11	<b>TWO FOR THE SHOW</b> Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	13
10	12	<b>WALK THROUGH THIS WORLD</b> George Jones, Musicor MM 2119 (M); MG 3119 (S)	4
11	16	<b>YOURS SINCERELY</b> Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	21
12	17	<b>GEORGE JONES GOLDEN HITS, VOL. II</b> United Artists UAL 3566 (M); UAS 6566 (S)	4
13	13	<b>SOMEBODY LIKE ME</b> Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	19
14	14	<b>NASHVILLE REBEL</b> Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	17
15	18	<b>SWINGING DOOR</b> Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	27
16	15	<b>THE BEST OF SONNY JAMES</b> Capitol T 2615 (M); ST 2615 (S)	22
17	6	<b>DOWNTOWN COUNTRY</b> Connie Smith, RCA Victor LPM 3725 (M); LSP 3725 (S)	9
18	24	<b>HEART, WE DID ALL WE COULD</b> Jean Shepard, Capitol T 2690 (M); ST 2690 (S)	5
19	10	<b>JIMMY DEAN IS HERE!</b> RCA Victor LPM 3727 (M); LSP 3727 (S)	6
20	22	<b>YOU AIN'T WOMAN ENOUGH</b> Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	30
21	21	<b>LIFE'S THAT WAY</b> Mel Tillis, Kapp KL 1514 (M); KS 3514 (S)	6
22	26	<b>HERE'S WHAT'S HAPPENING</b> Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S)	11
23	23	<b>I'LL REMEMBER ALWAYS</b> Charlie Louvin, Capitol T 2689 (M); ST 2689 (S)	3
24	20	<b>THIS I BELIEVE</b> Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	12
25	27	<b>UNMITIGATED GALL</b> Faron Young, Mercury MG 21110 (M); SR 61110 (S)	10
26	19	<b>LEAVIN' TOWN</b> Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	26
27	30	<b>NORMA JEAN SINGS PORTER WAGONER</b> RCA Victor LPM 3700 (M); LSP 3700 (S)	3
28	32	<b>MY KIND OF COUNTRY</b> Marty Robbins, Columbia CL 2645 (M); SC5 9445 (S)	2
29	33	<b>NEED YOU</b> Sonny James, Capitol T 2703 (S); ST 2703 (S)	2
30	36	<b>COCKFIGHT AND OTHER TALL TALES</b> Archie Campbell, RCA Victor LPM 3699 (M); LSP 3699 (S)	5
31	28	<b>WITH ALL MY HEART AND SOUL</b> Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	13
32	37	<b>HAPPINESS IS YOU</b> Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	25
33	35	<b>WAYLON SINGS OL' HARLON</b> Waylon Jennings, RCA Victor LPM 3660 (M); LSP 3660 (S)	2
34	—	<b>BEST OF EDDY ARNOLD</b> RCA Victor LPM 3565 (M); LSP 3565 (S)	1
35	—	<b>NAT STUCKEY SINGS</b> Paula LP 2192 (M); LSP 2192 (S)	26
36	—	<b>LIVE COUNTRY MUSIC CONCERT</b> Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	8
37	—	<b>BEST OF HANK THOMPSON, VOL. II</b> Capitol T 2661 (M); ST 2661 (S)	1
38	—	<b>I'M A LONESOME FUGITIVE</b> Merle Haggard, Capitol T 2702 (M); ST 2702 (S)	1
39	39	<b>PATSY CLINE'S GREATEST HITS</b> Decca DL 4854 (M); DL 74854 (S)	2
40	40	<b>COUNTRY GENTLEMAN</b> Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	2

# Boone Trims C&W Acts in Accent Shift

UNION, Ky.—Boone Records, a independent label, is cutting down on its stable of country artists and going strong toward the pop and top 40 markets.

Bobby Bobo, president of Boone, said he had rejected a "good financial offer" to sell his firm, and instead was going all out in the new direction. Bobo operates his recording firm from Union, Ky., a town of 250 people 25 minutes from Cincinnati, where Bobo appears on WLW-T as a performer.

He set up his record company after first establishing a record retail store. Having just sold the retail outlet, he now will devote full-time to recording and publishing. He operates from the rear of the record shop. Bobo also is the corporate president of Richwell Publishing Co., which maintains offices in Nashville, some 300 miles from Union.

"Had we moved our recording company to Nashville," he explained, "we would have been just another independent competing in that city. By remaining an outsider, we stay in good graces by using their studios, their writers, and their musicians."

The move toward pop is regulated by sales. Even his country artists will have a strong pop sound on their new releases. They include Kenny Price, Colleen Sharp, Chuck Howard, and Tex Williams.

Price has just cut a new Harlan Howard tune, "Pretty Girl, Pretty Clothes, Pretty Sad," which is destined for the pop field. Chuck Howard's newest release, "Anyway the Wind Blows," was cut at Columbia Studios in Nashville with a 22-piece orchestra. All future sessions, he says, will utilize 22 or 24 musicians. A Tex Williams release, "Black Jack County," has plenty of backing, and is in the "Sixteen Tons" style.

Two of his publishing firm's songs have just been recorded on other labels, Columbia and Monument.

## Nancy Sinatra to Wax in Nashville

NASHVILLE—Nancy Sinatra, slated for three recording sessions in Nashville, touched off her heralded appearance here with a press party last Tuesday (18). Accompanying her on the Nashville trip was Lee Hazelwood, who will direct the country sessions. She's the latest in a long line of pop artists to record here.

Miss Sinatra has hired drum-



ROY ACUFF appears on stage at the "Grand Ole Opry" house with the Nashville Symphony under the leadership of Willis Page. Page delighted country music fans by playing the musical saw.

## 50 Per Cent of Press Music Bought by Tree Publishing

NASHVILLE — Tree Publishing Co. has acquired a 50 per cent interest in Press Music, Inc., of Memphis, a Top 40 publishing firm.

Individuals involved in completing the transaction were Tree president Jack Stapp and executive vice-president Buddy

Harmon, pianist David Briggs Junior Husky on bass, Charley McCoy on harmonica, and guitarists Chip Young, Wayne Moss and Buddy Emmons to back up her sessions. Recording on the Reprise label, she is doing her sessions at the RCA Victor studios.

Killen and Chips Moman and Dan Crews of Press. The transaction has far-reaching ramifications. For Press, it means international representation. Tree now has wholly owned, completely operated subsidiaries in all major European countries. For Tree, the acquisition signifies part ownership in a strong pop catalog, and access to the talents of Moman, a successful independent producer.

The Press successes currently running include "Dark End of the Street" and "Do Right Woman," both co-written by Moman and Dan Penn, also of Memphis, and Percy Sledge's hit "Out of Left Field."

## On-Location Waxing Studio Opens May 8

NASHVILLE — A new custom - type recording business, which will do much of its work on location, will be opened May 8 by Buck Rambo and William Starnes. The firm, to be known as Sounds of America with a record label by that name, previously operated in Knoxville, where it was run by Starnes and country music artist Ray Price.

The move of the company to Nashville coincided with a similar move by Rambo, his wife, Mrs. Dottie Rambo, and their daughter, Miss Reba Rambo, who collectively are known as the Singing Rambos. They previously lived in Dawson Springs, Ky.

Price, who had been principal stockholder in the Knoxville firm, and other stockholders sold out entirely to a group headed by Starnes, Rambo, attorney R. B. Parker, the Reverend Doyle Spears of Longview, Tex.; the Reverend Marvin Hicks of Corpus Christi, Tex.; and the Reverend Howard Davis of San Bernadino Calif. The clergymen are all ministers of the United Pentecostal Church.

Rambo said the new studio (and label of the same name)

has all modern equipment, and is situated to do remote recording in churches and auditoriums as well as recording in the studio on Gallatin Road in East Nashville. The Rev. Spears is president of the firm and Starnes is vice-president. Rambo will be the general manager.

## "Tonight Carmen"

is what everybody will be talking about a week from mañana.



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## PRO-WRITER WANTS CO-WRITER COUNTRY STYLE



I'm looking for a pro-writer with a good track record on the Nashville sound. Must have contacts with talent (perhaps with A & R men), have written songs I would recognize, have had a good number of them recorded. You have lyric ideas, but stronger on the melody end, and would enjoy collaborating (by tape recorder) with a writer with melody ideas but stronger on lyrics. I've had a few hundred songs recorded, some which became standards, a few that sold a million. I haven't had a collaborator for five years. No amateurs, please . . . and don't send songs, records, or tapes. (They'll be returned unopened.) Just write, telling me who you are, what you have done, what you can do; and describe any contractual tie-ups.

REPLY: BOX 701 — BILLBOARD  
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**TAPE**  
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**TIPS**

by *Larry Finley*

The writer has finally returned to his desk, after a most fruitful visit throughout Europe and the United Kingdom where he had an opportunity to completely analyze the future of the stereo tape cartridge industry overseas.

With visits to practically every major record company and discussions with many of the automotive firms, it is our feeling that, when the stereo tape cartridge business becomes a reality over there, there is no question that they will follow the eight track configuration. James Gall, ITCC's vice president, will also be visiting every major automotive manufacturer over there next month to discuss the values of both the four and eight track systems. Again, it is the writer's opinion that, because of the compactness of the autos throughout Europe, plus the many advantages that are offered by the eight track configuration, eight track will be the accepted standard.

We are also happy to report that ITCC starts distributing over 100,000 catalogs this coming week. This is the most comprehensive catalog printed and contains over 40 pages, with a beautiful four-color cover having actual reproductions of top-selling albums. This catalog contains over 70 labels and enables ITCC distributors and their dealers to offer the public—for the first time—a complete listing of all types of music from many important record companies in one catalog. This ONE catalog enables the consumer to easily pick out his selection of music as the eight track is listed in red and the four track in black.

ITCC has issued a record number of new releases this past month. Julie Cadenas, its new production department head, assures all ITCC distributors of many day-and-date releases in line with the record company releases.

A recent survey conducted among key retailers in 10 states shows that the quality of the ITCC four and eight track cartridges is far superior to the quality offered by other companies. In fact, one particular record company in New York advised that the quality of the ITCC four and eight track cartridges compares most favorably with the quality of the 7 1/2 IPS reel-to-reel cartridge produced by one of ITCC's competitors (even though the ITCC cartridge speed is 3 3/4).

ITCC distributors can look forward to all of the latest products in both eight and four track, including 20th Century Fox's forthcoming soundtrack, "Doctor Doolittle"—an ITCC exclusive. Although this album cartridge is not scheduled for release until the fall of the year, orders are already coming in and number in the thousands.

If you would like to get into the stereo tape cartridge industry, please contact your local Columbia, Capitol, RCA, Liberty, United Artist, Decca, or ITCC tape distributor so that your retail outlet can cash in on the fastest growing business in the entertainment industry. Naturally, we would like you to show your preference toward ITCC because our new catalog covers both four and eight track and the greatest variety of labels offered by any one company.

# Tape CARtridge

## ITCC's Finley In Italy; Plugs for Standardization, 8-Track System

By **GERMANO RUSCITTO**  
MILAN — ITCC president Larry Finley was here and in Rome for meetings with leaders of the music, electronic and automotive industries to discuss developments of the cartridge concept in Italy.

Finley said standardization is advisable to avoid confusion among potential buyers, and that 8 or 4-track should be licensed by the record companies in accordance with the automotive industry's decision on which system is to be adopted on cars.

"Only the car industry can really give a strong push to the cartridge concept," said Finley. For that reason James Gald, ITCC vice-president, who formerly dealt with the American car industry for the Lear Jet

Corp., is expected to call the Italian automotive industry leaders in May and report the U. S. manufacturer's experience, in an attempt to anticipate decisions and developments.

Gald will invite music leaders for a discussion on which system is to be followed. Finley said ITCC would prefer and will suggest the 8-track system, but would be prepared to go 4-track if that would be the majority opinion. ITCC's entrance here and in Europe would be made through several partnerships.

First joint venture would be with Atlantida of Geneva, Switzerland, with whom dealings have been opened. Gald's forthcoming trip would be instrumental in closing these contacts opened by Finley. Atlantida

operates both in the duplicating and deck manufacture fields, but ITCC would eventually join Atlantida in duplication only. Finley also said this was not a selling trip. The cartridge market is not big enough here and is not mature as yet. An insufficient number of cartridge players has been marketed up to now.

"However, six months or maximum one year, will make this market ready to go," he said. The ITCC president added that the Philips Musicassettes are not to be considered competitive with cartridges. The former is mainly meant for home use, and the latter for car use, in his opinion.

Should ITCC confirm its European venture, it would propose a deal whereby ITCC duplicates, and the record companies sell cartridges with their own repertoire through their usual music channels, and through ITCC warehousing and forwarding facilities, other channels related to the automotive and electronic fields would be left to ITCC for separate distribution.

Finley said this would allow

## AM Offering Cassette Parts

GARDENA, Calif. — Audio Magnetics is going into the cassette parts field as the newest step in its program to fully cover the cassette market. The tape duplicator recently announced custom duplicating for cassettes for American labels.

The latest step will make available a complete parts packages, consisting of the 23 individual components comprising a completed cassette. The firm will also offer its own designed semi-automatic cassette loading equipment which sells for under \$1,000, according to AM's Russ Malloy.

The firm's first two steps into the cassette field involved selling blank cassette cartridges and high-speed duplication of the pre-recorded tape. The plastic cassette packets are molded by contractors. All other work is done in AM's own facilities here.

the record companies to avoid any stock problem, which seemed to concern music leaders here.

## Quality Offering Deal To Canadian Dealers

TORONTO — With the aim of expanding the tape cartridge market in Canada, Quality Records Ltd., the first Canadian company into the tape duplication field is encouraging record dealers to set up in-store demonstration centers by offering a \$25-off deal on a compatible 4-8-track system. Quality's \$25 bonus coupon allows the dealer to buy a compatible 4-8 track player complete with power converter, which retails at a suggested list price of \$169.90 with a regular dealer price of \$118.93, for only \$93.93, one-to-a-dealer. The offer is open until May 31.

The move is designed to boost dealers into the tape cartridge field and enable them to demonstrate both the players, available through Quality, and the tape cartridges.

Quality has appointed Reg Ayres to be in charge of the tape sales division. Ayres is Quality's national sales manager for the Verve line.

Also, Quality this month followed up its initial release of 29 tape cartridges with an additional 16 releases, including such artists as the Tijuana Brass, Herman's Hermits, the Lovin' Spoonful, Bobby Darin, Wilson Pickett, and Billy Vaughn.

Quality is now distributing Automatic Radio of Canada's line of stereo tape cartridge equipment, 4-track, 8-track, and compatible 4-8 track players, power converter, speaker enclosures for home use, and four different speaker kits for auto use, promoting the line to record dealers.

## Philips' EP Cassette To Make British Bow

LONDON — The most important development yet in the growing UK cassette market, the unveiling of the first Philips EP cassettes, will take place Sunday (23).

The new style cassettes each featuring four hit single titles, will bow at the key British dealer meeting, the Gramophone Record Retailers' Association conference at London's Hotel New Ambassadors.

The new cassette product will retail in the UK for \$2 as against the \$5.60 price tag on album-length cassettes.

The actual launching on May 12, will consist of eight EP cassettes on the Philips and Fontana labels. Artists featured include Duty Springfield, Manfred Mann, Julie Felix and the Spencer Davis Group.

Philips sees these new cheapest-ever, pre-recorded tape releases as a major aid to attracting new consumers, particularly teen-agers, into the cassette purchasing habit.

Philips is urging other UK manufacturers who have licensed their album repertoire

for cassette production also to make available material for the new four title cassettes. The company is stressing the customer value of the new product, which offers four hit titles for the price of less than two singles.

## ITCC Features 2 Musicor Acts

NEW YORK — ITCC's May tape cartridge release, encompassing 88 eight-track and 36 four-track titles, will feature Musicor's Gene Pitney and George Jones. Larry Finley, ITCC president, had recently signed Musicor to an exclusive contract for 8 and 4-track product release.

Included in the May output are "Backstage, I'm Lonely" and "I Must Be Seeing Things," both by Pitney; George Jones' "I'm a People," "Cup of Loneliness," "Walk Through the World With Me," and "Love Bug," and "It's Country Time Again" by the Platters.

## Trans World in Foreign Output

METAIRIE, La. — Trans World, Japanese importer, is going into overseas production on two new home tape cartridge players — a compatible 4 and 8-track stereo and an 8-track stereo. Ed Conrad, head of the firm and designer of the new models, claimed the compatible player will be the first to contain two separate slots for 8 and 4-track cartridges.

He said some compatibles now on the market run into mechanical difficulties because they use a single slot and one set of heads for two different types of cartridges.

By separating the heads, the same compactness can be maintained and mechanical facilities reduced, Conrad added.

The compatible model has 15 watts, automatic switching from 4 to 8, and automatic channel changing on 8-track. It lists for \$199.95.

It is equipped with a 15-watt amplifier. The 8-track player will retail for \$99.95 without speakers.

Up to now, Trans World has been only concerned with car and boat tape cartridge players and radios. Conrad feels the new models are suitable for the home market.

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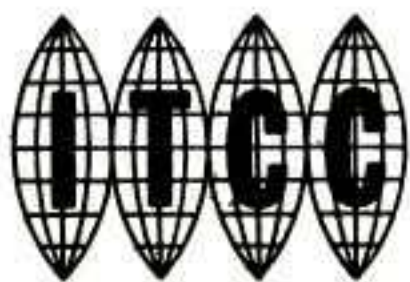
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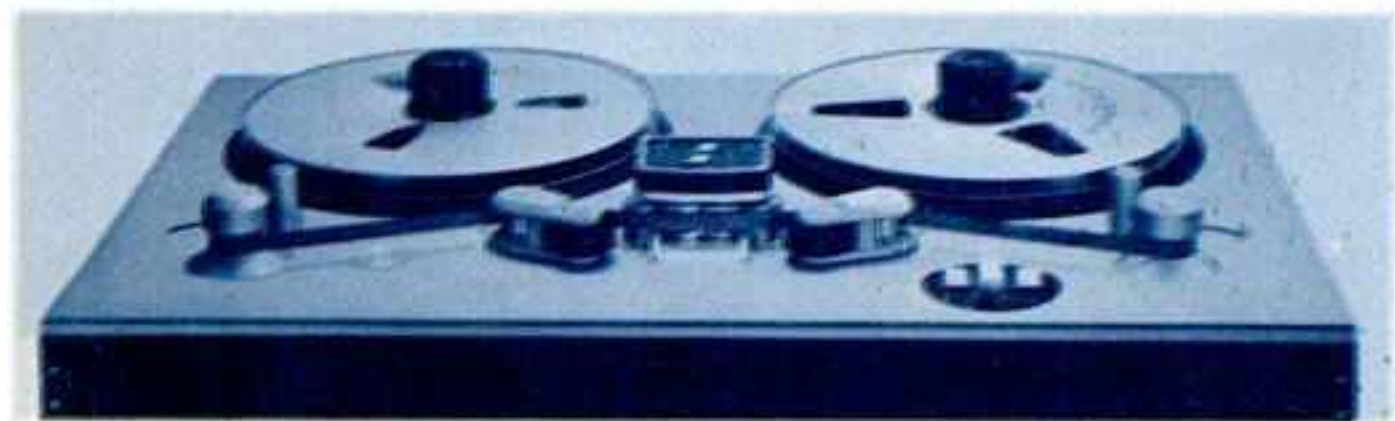
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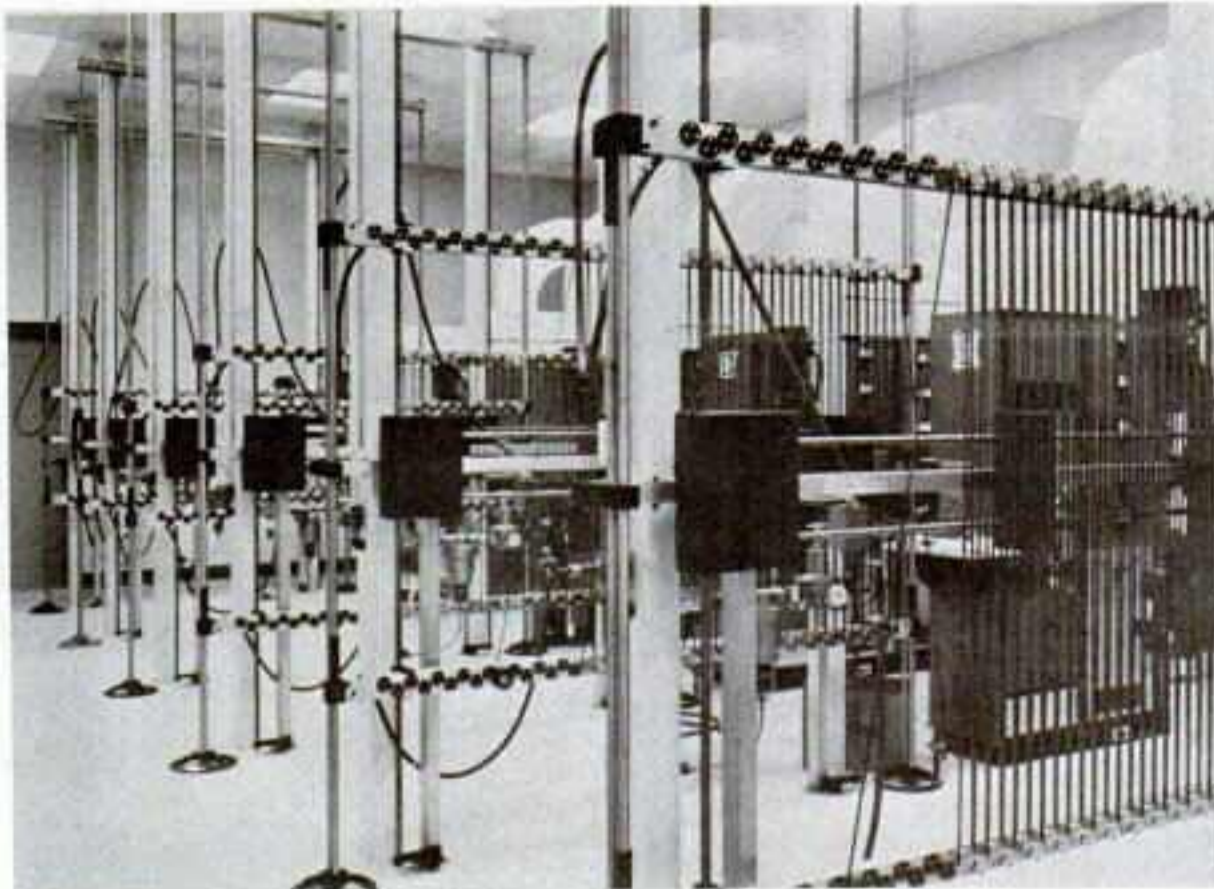


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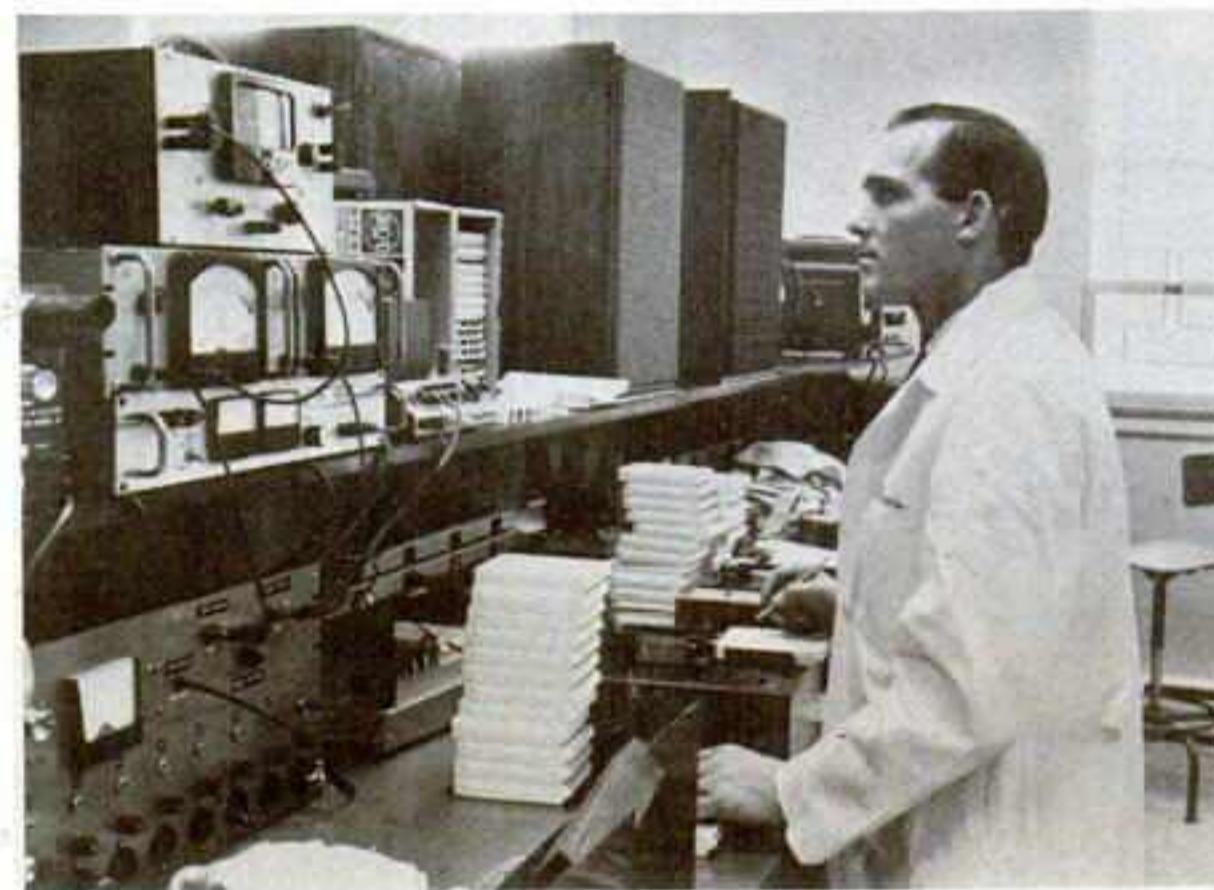
# New RCA Victor Plant Features Automation & Quality Controls



TAPE TREES are a key part of RCA Victor's automated duplicating plant. Tape for the unit is spliced into an endless loop, the tree offering an air-floated tape path where there is no contact except with the reproducing head and propelling capstan.



ENGINEERS SCAN AN optical comparator to guarantee the absence of crosstalk on Stereo 8 cartridges. After recording, the track location—revealed by Magna Vista—is measured on this comparator to determine that each track is within tolerance, thus avoiding crosstalk between the channels.



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RCA QUALITY CONTROL worker gives finished Stereo 8 cartridges their final audio test before they are shipped out.

## Philips' Cassettes, Units Hot in Italy

By GERMANO RUSCITTO

MILAN — Phillips cassettes and playback - recorder equipment are enjoying a sales boom here. Equipment sales have topped 120,000 units, and 180,000 album cassettes have been sold outstripping supply despite Phonogram's increased imports from Holland and Germany. Figures were given by Phonogram label chief Paul Van Deschaate. No decision has been made regarding the setting up of duplicating facilities in Italy or the introduction of an EP cassette range.

The latter is being launched next month in France, a major EP stronghold.

Philips dominates here, and playback sets of other systems in Italy are less than 2,000 units. Cassette playback recorder are mainly used for home or portable purposes, but car installation is beginning to gain ground.

Marelli, which announced a deal with Lear Jet last November for the importing of decks and assembly of American-made parts and manufacture here, has not yet succeeded in marketing a steady supply of Lear Jet-Stereo-8 units due to the limited Lear Jet exports. This has delayed RCA Italiana's plans for launching Stereo-8 cartridge.

### Muntz Franchise Expands Facilities

TORRANCE, Calif. — National Stereo, a Muntz Stereo-Pak franchise, opens expanded facilities here May 5 at 21164 Hawthorne Boulevard. The Leo David-owned firm sells players and music and offers complete installation service. The store employs 15 in retail sales and installation. David is also reported planning to open a second outlet in the adjacent community of Hawthorne later this year.

### SBJ Picks Sales Head, Antonelli

LOS ANGELES — Two appointments were recently made by SBJ, Inc., Tony Antonelli was named sales manager for the company. He has been associated with the auto accessories field for six years.

Henry Less & Associates was selected to cover the Southwest territory at the automotive account level. Bill Wylds Co. will continue to represent the company on electronics accounts.

### Bible Voice Bows Secular Product

LOS ANGELES — "Living Letters" and "Living Psalms and Proverbs" are being duplicated onto 8-track CARtridges by Bible Voice. Cliff Barrows is the narrator on "Letters," originally released in print from by Tundale House.

"Letters" is the first of the secular cartridges in release, with the other title scheduled for summer release, according to George Otis, president of the Van Nuys religious music company. The cartridges will be sold through religious and secular outlets. "Letters" will also be duplicated in cassette form.

### Club 21 Adds Cartridge to Its Overhead

NEW YORK — Club 21, whose ceiling features models representing the communications and transportation industries, last week received its first adornment from the recording business — a tape CARtridge. It was a gold Herb Alpert cartridge presented to 21 by International Tape Cartridge Corp. president Larry Finley. It now hangs over Finley's usual spot at the bar.

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2	MAMAS AND THE PAPAS DELIVER	Dunhill	21A-457	62	PSYCHEDELIC LOLLYPOP— Blues Magoos	Mercury	MC4-61096	132	GALLANT MEN— Senator Everett McKinley Dirksen	Capitol	4CL-2643	
3	DR. ZHIVAGO— Soundtrack	MGM	46Y-135	69	COLOR MY WORLD/ WHO AM I— Petula Clark	Warner Bros.	4WA-1673	133	98.6/ AIN'T GONNA LIE— Keith	Mercury	MC4-61102	
7	THE BEST OF THE LOVIN' SPOONFUL	Kama Sutra	21Y-460	71	PROJECTIONS— Blues Project	Verve Folkways	21Y-437	134	JOHNNY MATHIS SINGS	Mercury	MC4-61107	
13	GEORGY GIRL— The Seekers	Capitol	4CL-2431	74	SECOND GOLD VAULT OF HITS— 4 Seasons	Philips	PC4-600-221	139	THE BEST OF HERMAN'S HERMITS	MGM	21Y-250	
14	THERE'S A KIND OF HUSH ALL OVER THE WORLD— Herman's Hermits	MGM	21Y-471	76	BEST OF THE ANIMALS	MGM	21Y-443	141	HITS OF OUR TIMES— Lawrence Welk	Dot	14Y-651	
15	COLLECTIONS— Young Rascals	Atlantic	21Y-481	77	WALK AWAY RENEE/ PRETTY BALLERINA— Left Banke	Smash	SC4-67088	143	SINATRA AT THE SANDS— Frank Sinatra/ Count Basie	Reprise	4FG-1019 (twin)	
16	MERCY, MERCY, MERCY— Cannonball Adderley Quintet	Capitol	4CL-2663	78	HUMS OF THE LOVIN' SPOONFUL	Kama Sutra	21Y-444	144	THE PETER, PAUL AND MARY ALBUM	Warner Bros.	4WA-1648	
17	THAT'S LIFE— Frank Sinatra	Reprise	4FA-1020	83	LOU RAWLS LIVE	Capitol	4CL-2459	145	ERIC IS HERE— Eric Burdon & The Animals	MGM	21Y-466	
19	WONDERFULNESS— Bill Cosby	Warner Bros.	4WA-1634	85	A MAN AND HIS SOUL— Ray Charles	ABC	10G-546 (twin)	148	SPANISH EYES— Al Martino	Capitol	4CL-2435	
25	TINY BUBBLES— Don Ho	Reprise	4RA-6232	86	I STARTED OUT AS A CHILD— Bill Cosby	Warner Bros.	4WA-1567	151	RAIN FOREST— Walter Wanderley	Verve	23Y-136	
27	WINCHESTER CATHEDRAL— Lawrence Welk	Dot	14Y-529	90	THE SEA— Anita Kerr/ Rod McKuen/ San Sebastian Strings	Warner Bros.	4WA-1670	152	AND THEN ... ALONG COMES THE ASSOCIATION	Valiant	12A-229	
28	CARRYIN' ON— Lou Rawls	Capitol	4CL-2632	93	WARM— The Lettermen	Capitol	4CL-2633	157	SUNDAY NIGHT AT THE MOVIES— Brass Ring	Dunhill	14A-656	
29	SUGAR— Nancy Sinatra	Reprise	4RA-6239	99	THIS LOVE FOR YOU— Al Martino	Capitol	4CL-2654	159	IT'S NOW WINTER'S DAY— Tommy Roe	ABC	10A-554	
30	THE MAMAS AND THE PAPAS	Dunhill	21A-408	101	BEST OF SAM THE SHAM AND THE PHARAOHS	MGM	21Y-465	163	LADY GODIVA— Peter & Gordon	Capitol	4CL-2664	
34	RHAPSODIES FOR YOUNG LOVERS— Midnight String Quartet	Viva	14Y-630	103	DEAN MARTIN'S T.V. SHOW	Reprise	4RA-6233	165	SIDE BY SIDE— Sandler & Young	Capitol	4CL-2598	
37	BOOTS WITH STRINGS— Boots Randolph	Monument	14A-549	104	FRANCIS ALBERT SINATRA & ANTONIO CARLOS JOBIM	Reprise	4FA-1021	166	ON THE MOVE— Sandler & Young	Capitol	4CL-2686	
38	BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?	Warner Bros.	4WA-1518	105	ANIMALISM— The Animals	MGM	21Y-489	167	IT'S ONLY THE GOOD TIMES— Wayne Newton	Capitol	4CL-2635	
40	IF YOU CAN BELIEVE YOUR EYES AND EARS— Mamas and Papas	Dunhill	21A-270	106	BUFFALO SPRINGFIELD	Atco	21Y-453	168	THE KINKS GREATEST HITS	Reprise	4RA-6217	
42	WINCHESTER CATHEDRAL— New Vaudeville Band	Fontana	FC4-67560	108	BEST OF HERMAN'S HERMITS, VOL. 2	MGM	21Y-470	169	YOU'RE A BIG BOY NOW— Soundtrack with the Lovin' Spoonful	Kama Sutra	21Y-461	
47	STRANGERS IN THE NIGHT— Frank Sinatra	Reprise	4FA-1017	109	KIND OF A DRAG— Buckingham	USA	21Y-458	172	ALFIE— Billy Vaughn	Dot	14Y-524	
51	LOU RAWLS SOULIN'	Capitol	4CL-2566	112	ELECTRIC COMIC BOOK— Blues Magoos	Mercury	MC4-61104	PLUS THESE SPECTACULAR NEW RELEASES:				
52	WHY IS THERE AIR?— Bill Cosby	Warner Bros.	4WA-1606	114	SWEET MARIA— Billy Vaughn Singers	Dot	12Y-252	"YESTERDAY" ... AND TODAY—The Beatles			Capitol	4CL-2553
54	IN MY LIFE— Judy Collins	Elektra	10Y-502	117	LOVE/DA CAPO— Love	Elektra	21A-454	ALL—James Darin			Warner Bros.	4WA-1688
55	NANCY—NATURALLY— Nancy Wilson	Capitol	4CL-2634	120	SPANISH RHAPSODIES FOR YOUNG LOVERS— Midnight String Quartet	Viva	14Y-653	HAPPY TOGETHER— The Turtles			White Whale	21A-459
58	WICKED PICKETT— Wilson Pickett	Atlantic	21Y-476	123	THE DOORS	Elektra	21A-445	DAYDREAM— The Lovin' Spoonful			Kama Sutra	21Y-463
60	REVOLVER— The Beatles	Capitol	4CL-2576	124	THE ELECTRIC PRUNES	Reprise	4RA-6248	GO AHEAD AND CRY— The Righteous Brothers			Verve	21Y-464
				128	EAST—WEST— Butterfield Blues Band	Elektra	21A-442	BOTH SIDES OF HERMAN'S HERMITS			MGM	21Y-468

Muntz Stereo-Pak, Inc., 7715 Densmore, Van Nuys, Calif. (213) 989-5000

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# Lear Jet Creates a Mgt. Group

DETROIT — Lear Jet Stereo 8 has created a cartridge management group aimed at studying the needs of Lear's customers and bringing the company's product in line with these needs.

The group is headed by Ralph Haberstock, former manager of the Audio Engineering at Gates Radio Co. Also, assisting Haberstock is Paul

Featherstone, marketing and sales manager; Keith Miller, cartridge tooling and quality control; Tom Brown, cartridge engineering supervisor, and Marilyn Reppenhagen, material control expediter.

One of the jobs of the new group, according to Haberstock, will be investigating the feasibility of producing a low-cost

short play cartridge. They will also be charged with designing new cartridges and bringing about the general evolution of their line by attempting to reduce the number of working parts, said Haberstock. Haberstock continued that Featherstone is meeting with RCA, Ampex, A&B and others in an exchange of ideas program to better the Lear line.

A similar program was in effect at Lear earlier, but was operated in each of the various departments throughout the facility according to John Titsworth, vice-president of Lear Jet and general manager of the Stereo Division. This new group works as an individual entity within the company. "Another aspect of the program," said Titsworth, "is to provide high management control and guidance over our product." The new program has been in operation for about a month.



CAMEO/PARKWAY RECORDS recently hosted a party to introduce its new artist Ed McMahon and his single "Beautiful Girl." Left to right are Clark Race, KDKA air personality, Pittsburgh; Cameo president Al Rosenthal; McMahon, and Neil Bogart, sales manager for the label. The event was held at New York's Spindletop restaurant.

## DA Office Probing Bootlegged 'B'way

NEW YORK — The District Attorney's office here is looking into the alleged bootlegging of Original Sound's single of "Funky Broadway" by Kyke & the Blazers. The complaint was made by Charles Peters, Original Sound's eastern representative.

Peters claims that unauthorized recordings of "Funky Broadway" have been put on the market in the New York area. RCA Victor is pressing the Original Sound disks exclusively, and the complaint claims that RCA Rockaway, Victor's pressing plant, will identify the bootlegged records.

Peters said that 300,000 copies of "Funky Broadway" have already been sold.



CLARENCE (FROGMAN) HENRY is back in action on records and Dial has him. Dial Records executive Buddy Killen, right, and Paul Kelly, left, Phillips Records artist, listen during the recording session.

## DGG Push on Von Karajan

HAMBURG — Deutsche Grammophon is mounting a promotion campaign for Herbert von Karajan's recordings with the Berlin Philharmonic to exploit fully the global reception of his "Die Walkuere," recording "Die Walkuere" is shaping up as sales vehicle for Deutsche Grammophon's large Karajan repertory, including a series of glossy album masterwork recordings.

DGG has targeted major promotion for Karajan's recordings on the American market to tie in with the conductor's visit to New York in November to conduct the Metropolitan Opera in 12 performances of the opera.

Grammophon is offering Karajan recordings with the Berlin Philharmonic of Bach's six Brandenburg concertos, Beethoven's nine symphonies, Brahms' four symphonies, Beethoven's "Missa Solemnis"; and Karajan's complete recording of Mascagni's "Cavalleria Rusticana" and Leoncavallo's "I Pagliacci."

Karajan is represented, moreover, by recordings of Stravinsky's "Rite of Spring"; and works by Mozart, Dvorak, Handel, Mussorsky, Ravel, Sibelius, Schubert, Chopin, Delibes, and Debussy.

## Disney Strikes Up Family Band

LOS ANGELES — Walt Disney Productions' contribution to the current film musical cycle encompass one major effort: "The One and Only, Genuine, Original Family Band."

The Oscar-winning Sherman Brothers, Dick and Bob, wrote the score for "Band," which stars Walter Brennan, Buddy Ebsen, Lesley Ann Warren, John Davidson, Janet Blair and Kurt Russell. There are 11 featured songs in the score. The soundtrack LP plus numerous side recordings should give the music-recording wing a full slate of activities, much in the manner the Sherman Brothers' score from "Mary Poppins" kept the disk operation filling orders.



NEW OFFICERS of the music and performing arts lodge of the B'nai B'rith were installed at a dinner held at New York's Abbey-Victoria Hotel, last Wednesday (5). Front row, left to right are, James Cohen, recording secretary; Stanley Mills, warden; Al Berman, president; Si Mael, trustee; Jack Welfield, dinner journal chairman, and Floyd Glinert, vice-president. Back row: Ira Moss, vice-president; Cy Leslie, trustee; Lew Merenstein, vice-president; Herb Goldfarb, executive vice-president, and Ted Shapiro, treasurer.

## LHI to Release First LP's

NEW YORK — Lee Hazlewood's new label, LHI Records, will release its first albums this month. The company, which has been in operation since the first of the year, has

been cutting pop singles, with the Kitchen Cinq its leading group.

The albums will be by the Kitchen Cinq; the 98 Per Cent American Mom's Apple Pie, 1929 Marching Band, a new camp group, and Bob Koffman, a San Francisco columnist who comments on the passing scene.

Hazlewood's deal with Decca gives him carte blanche in running the company, while Decca provides the financial backing in exchange for a share of the profits, but no stock ownership.

### 3-Year Deal

The three-year deal provides for Decca handling U. S. distribution of LHI, with British Decca the distributor for the United Kingdom, Germany, Austria, Switzerland and South Africa, and Barclay the French and Scandinavian distributor.

In all foreign distribution, the product will carry the LHI label. Hazlewood, who was in New York to meet with Kevin Eggers, head of the local office, said the label will name five to eight regional promotion men in the near future.

LHI does not interfere with Hazlewood's independent production firm. He produces Duane Eddy, Nancy Sinatra and Dino Martin.

## Beta to Golden

NEW YORK — Beta Distributing here has become a distributor for Golden Records in the New York area. Olympia Distributing of New York is also handling distribution for the label in the area, according to Golden, and it is hoped that Beta will "fill the void where Olympia cannot." Olympia is a distributor-rack job operation.

Golden producer Ralph Stein says that the label will release some 30 new disks in May. Included in this package are a "Time to Tell Time" record with 16-page booklet, and eight separate record and book combinations. Stein added that Golden is seeing success with its Easter release of 250,000 Shape Books. This package is a read-along-book in the shape of an animal's head with a 45 EP inside.



ALLAN BERTRAM, left, and Dick Williams have opened Wil-Ber Music Corp. with headquarters in New York. They plan to publish their own copyrights as well as material from outsiders, and produce masters.

For the legal ins and outs of the burgeoning Tape Cartridge industry read

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by Attorneys Sidney Shemel and M. William Krasilovsky. Edited by Lee Zhito. A Billboard Publication

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# Audio Retailing

## Masterwork Adds 11 Portable Radios



NEW YORK — Eleven new portable transistor radios are being introduced by Masterwork, a product of Columbia Records for 1967. Special emphasis has been given to receivers providing FM reception to meet the demand for FM service.

Eight of the models operate on batteries and AC current, no adaptors required. Earphones and Skai leatherette cases come with each unit and some radios feature dial lights. R. F. stages are provided to amplify incoming signals.

Two micro-miniature radios are offered in keeping with the "mini" trend. An AM model will retail for \$17.95 and the FM receiver will sell for \$19.95.

Carrying a suggested retail price of \$22.50, model (M-2880) is a AM radio which works both on battery and AC. (M-2882) is an AM/FM radio working on battery only which retails for the same price.

The next step in price is the (M-2884) which offers AM/FM on battery and AC for \$29.95. All other models from this price on up operate on battery and AC. A 12-transistor chassis, automatic frequency control, and telescopic antenna are some of the features on the (M-2886) with a \$39.95 suggested tag.

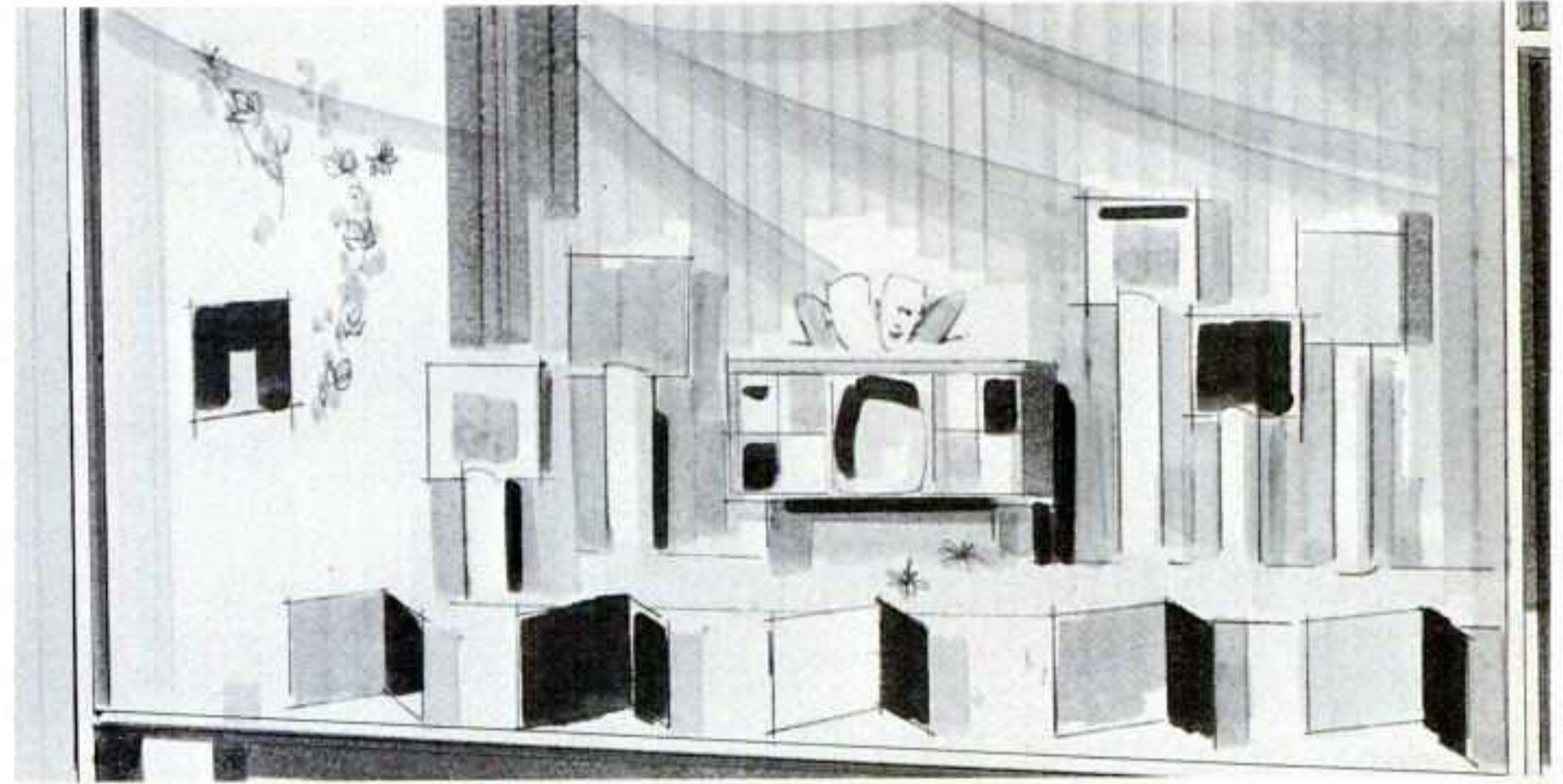
Two models retail for \$49.95: the (M-2888) AM/FM and Marine three band; and the (M-2890) with Short Wave Band. International Short Wave is included on the four band model (M-2892) priced at \$59.95.

High-priced items of the line are six-band receivers (M-2894) and (M-2896) which have Marine ship-to-shore and aviation. The first model retails for \$79.95 and the deluxe model, which has a 17 transistor chassis and push-button controls, is priced at \$99.95.

## Musictapes Releases 12

CHICAGO—Musictapes, Inc., president, Peter Fabri, has announced the release of 12 new 4-track stereo 7½ i.p.s. open-reel tapes.

The titles and artists: "You're Gonna Hear From Me," Trombones Untold; "Easy Listening," Mel Carter; "Gloria Lynne's Greatest Hits"; "Hawaii," Martin Denny; "Bus



SIMPLICITY IS THE KEY behind a good window display. Here, an artist's sketch shows 10 albums placed around a tighter, more compact center display which provides the theme for the window. Balos suggests that there be a particular theme or artist in which the display concentrates on instead of a hodge-podge of albums.

## EXPERT ADVISES RECORD STORES

# 'Keep Displays Simple'

CHICAGO — Record store window displays lack something, says Mercury Records display manager George Balos, but the lack is certainly not in product.

"Too much merchandise in the window display is one of the most common faults," Balos says. "A busy window is not effective. Too much product or extraneous clutter, such as leaves and pumpkins in the fall, contribute to this poor appearance."

Balos has been Mercury's display manager for over five years and presents good craft credentials. A number of his creations, such as an op art display unit for Freddie and the Dreamers albums, have been copied almost intact by other major record companies. He offers the following tips as good display starters, both for in the window and in the store:

1. Don't be busy. Keep it simple. Ten albums is about the limit for the average-sized window.
2. Be consistent in a window.

Stop," the Hollies; "Ilikai," Arthur Lyman; "A Man and a Woman," the Johnny Mann Singers; "Samba Sol," Walter Wanderly; "Brazil Now!," Les Baxter; "Guitar Freakout," the Ventures; "Swingin' New Big Band," Buddy Rich, and "The Best of Billy Strange."

Concentrate on a musical theme (several artists exploring some aspect of love), a certain artist or a certain label. This creates impact. Forcefulness is weakened by mixing artists, labels, themes carelessly.

3. Don't place a fabricated window or store display until you have the product. It's an embarrassing thing for a dealer to have to tell a customer he has the company's new display but hasn't received the product.

4. Shun signs and placards and browser tabs scrawled by amateurs. Sloppiness characterizes too many store and rack displays.

5. Keep up your motion and light displays. Don't let the batteries run down or burned-out bulbs remain unreplaced.

6. Let light displays do their work. Provided there is no fire hazard, leave the lighted display on in the window after closing hours when it is most effective.

7. Keep secondary windows peppy, too.

8. Don't let the window display entirely block the view into the store.

9. Be consistent in the way you present musical categories in browser boxes or racks. (Don't mix systems, such as alphabetical-by-artist with musical-category.) Be consistent additionally with the type faces on browser separators and headings.

10. Don't use all display materials from all record companies at one time. This can result in a chaotic, clashing array of

artistic ideas. Devote a week or two to each.

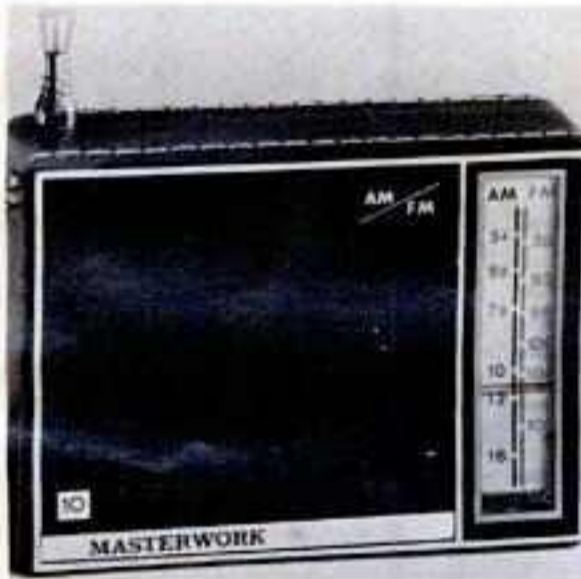
11. Follow manufacturer display instructions and avoid putting the materials to uses not intended. (Naturally, it irritates a manufacturer when his floor merchandiser is filled with some other company's product.)

Balos, who was instrumental in selling no-displays-ever-Korvette on the use of neat in-store and point-of-sale materials, says it is now time that the manufacturer concentrate on more materials for the rack merchandiser, particularly because so many racks look so tacky.

Much of the blame for poor displays Balos places on distributor salesmen. "The display link between the manufacturer and the dealer is the salesman, and when he is lax, both he and the dealer suffer."

The most effective display item of all?

"I think it is the artist blow-up, either as a window item or a wall poster," Balos said.

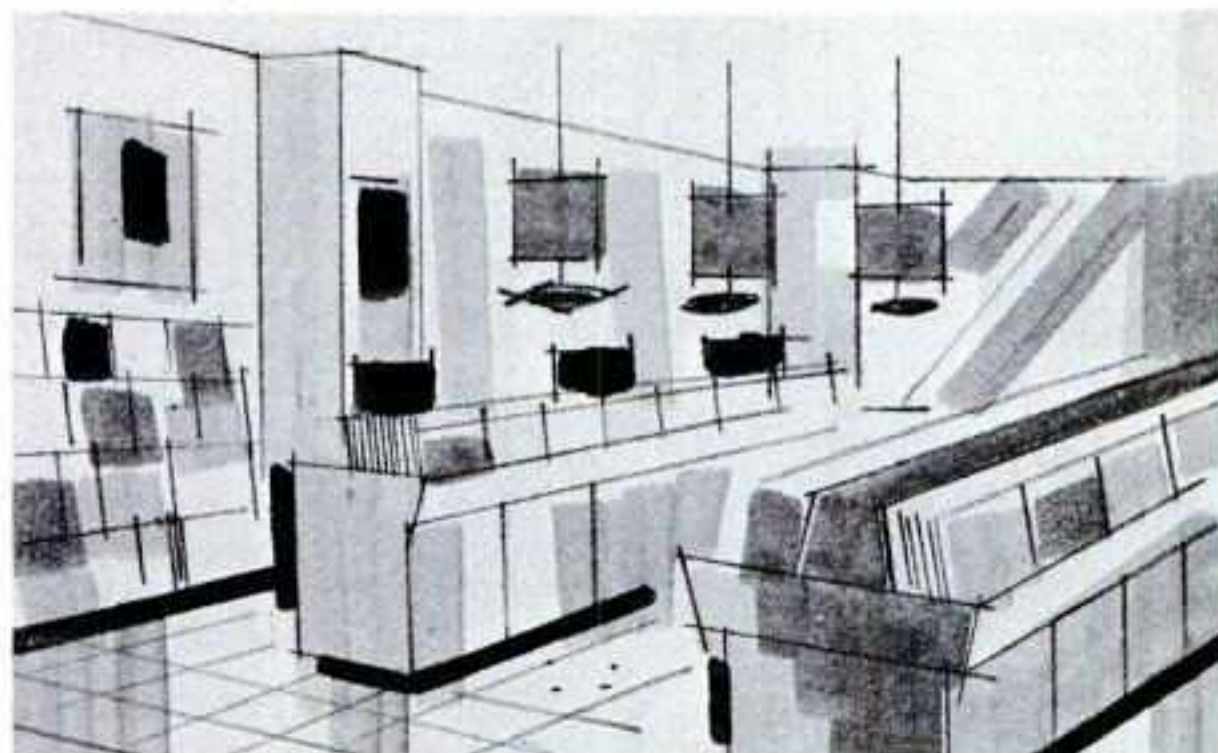


DELUXE ITEM in the line is this six band worldwide AM/FM which carries a retail tag of \$99.95.

## Cole Announces Folk Song Book

CHICAGO — "Great Folk Songs for the Guitar," a new book by M. M. Cole Publishing Co., features famous, well-known folk songs complete with folk-style guitar accompaniments.

Unlike most folk song books which are published in lead-line form only, Cole's publication carries more than just the melody line chords. The book can also be used with autoharp and piano accompaniments.



## Piano Seminar Is Announced

CHICAGO—Music firm executives will discuss four significant factors in piano marketing at the piano sales seminar on the opening day of the Music Shows, June 25, at 1:30 p.m.

The session will highlight the upward surge in piano sales which have surpassed the 200,000 mark for five years in a row, including the comeback of grand pianos.

Chairman and moderator of the marketing session will be J. Paul Hewitt, president of Hewitt

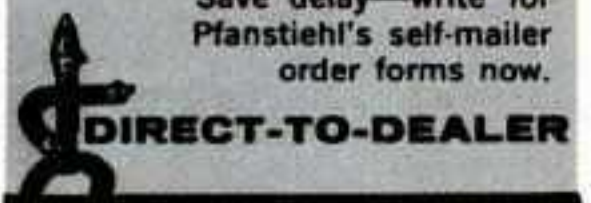
(Continued on page 70)



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**BEATLES' NEW ALBUM. YOUR COPY** airmailed on release date if you order it now! Clapton's "Bluesbreakers," The Cream, Troggs, The Who's latest albums. Beatles 16-cut "Oldies" or any British album, mono or stereo, \$6 airmailed. Pop catalog, \$2. Record Centre Ltd., Nuneaton, England.

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## Audio Retailing



FENDER'S LATEST LINE of electric guitars is called the Coronados. Above, left to right, are the Bass, 12-string, Coronado I and Coronado II.

## Fender Provides Wide Choice in Electric Line

(This article is the fifth in a series on available amplified instrument and equipment.)

**SANTA ANA, Calif.**—Tijuana Brass, the Beach Boys, Buck Owens, Trini Lopez, Bob Dylan and Bill Anderson are just a few of the artists and groups who use Fender instruments and equipment. A full line of electric guitars, organs and pianos plus microphones,

amplifiers and accessories are offered by the West Coast firm which is a Division of CBS Musical Instruments.

Introduced just this year were four new amplifiers and the electric Coronado guitar series. The four amps—Dual Showman, Twin/Reverb, Bassman, and Pro/Reverb—range in price from \$600 to \$1,015. Most economical item in the new guitar line is the Coronado I which retails for \$229.50. The Coronado II and Bass retail in the \$300 and \$350 bracket while the XII is priced at \$449.50.

Thirteen models make up Fender's regular amplifier line which list from \$69.50 to \$950. Smallest item is the Champ Amp 8-in. speaker carrying the low tag. In the middle of the price range is the Pro/Reverb Amp with two 12-inch speakers listed at about \$400. The Dual Showman with two 15-inch speakers is the top priced item of this line.

Fender offers four electronic echo/reverb units selling from \$159.50 to \$229.50. In addition to these are five different foot pedals: Volume pedal, \$44.50; Tone and Volume pedal, \$55.50; Tremolo foot switch, \$6; Reverb or Echo foot switch, \$6, and Double foot switch, \$9.

Mandolins, 12-string, 6-string, 5-string bass are all included in Fender's line of 29 different electric guitars. The mandolin retails for \$164 and guitars range from \$126 to \$455. In this electric line, there are guitars styled for rock, jazz, folk and classical Spanish.

Besides the traditional electric guitars, Fender produces a line of 15 pedal steel models. Units of this variety come with 10, 20 or 30 strings and carry lists prices from \$70 to \$1,275.

Five pianos and one organ are counted among Fender's electric instruments. Top priced item is the 73-key piano retailing for \$895 and the 3-octave Celeste goes for \$390. The Contempo organ lists for \$795.

Fender also offers a full line of microphones, both regular and electro-voice; all instrument accessories, including guitar polish and refinishing; pickups and instrument parts.

## Trans World Adds FM

**METAIRIE, La.**—An FM car stereo radio is being introduced by Trans World, Japanese importers. Ed Conrad, president of the firm, said the new model will retail for \$170.

Special feature of the new item is the automatic frequency control which pulls a station in and holds it constant while the car is in motion. Conrad commented that in the past FM in cars has not been very successful because of the difficulty in maintaining a station wave while in motion.

Other features of the model MPX are lock-in volume and balance controls, 29 transistors, 13 diodes and stereo light indicator.

## Piano Seminar Is Announced

• Continued from page 69

Music Co., Monroe, La. Five speakers will be featured at the event:

William McNamara, manager of retail stores for the Wur-litzer Co. of De Kalb, Ill., will discuss "Rentals and Leasing—Procedures and Benefits." Donald Ravitch, president of Sherman Clay & Co., San Francisco, will speak on "Sales Opportunities Through Group Teaching."

"What Comes After the Sale" will be the discussion topic of Herbert J. Newton, president of Newton Piano Co., Norfolk, Va., and James Stone, president of the Stone Piano Co., Salem, Ore.

Kenneth Forbes, president of E. E. Forbes & Sons Piano Co., Birmingham, Ala., will conclude with "Creative Out-of-Store Selling."



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## Last-Ditch Illinois Effort To Save Flipper Games

By RAY BRACK

SPRINGFIELD, Ill.—Taking a strong official position against all types of gambling machines, the Illinois Coin Machine Operators Assn. assembled here in force last Wednesday (19) to oppose the anti-pinball bill before the Illinois House Judiciary Committee.

Though the committee had not heard industry testimony at press time, it was learned that the ICMOA in concert with D. Gottlieb & Co. and Williams Electronics, Inc. would introduce an amendment to House Bill 688 that would ban "bingo" games while preserving amusement pinball games in the State.

It was also learned that Bally Manufacturing Co. was prepared to submit its own 688 amendment to the House committee, calling for continued operation of both types of games.

### 30,000 Pinballs

The threatening bill, drawn in a manner that would, with bingos, eliminate the 30,000 amusement pinballs in Illinois,

was introduced in the Illinois Senate with 11 Republican sponsors. Voted out of committee unanimously, the bill, Senate Bill 376, was nearing passage at press time. The only recourse open to the industry lay with the House. Operators and their manufacturer allies were confident that the industry amendment would be accepted.

Representing the ICMOA, Gottlieb and Williams here is attorney Rufus King, nationally known as the author of a large body of model anti-gambling legislation. Into the hearing chambers, King brought his "road show," a bingo and an amusement pinball game positioned side-by-side, to illustrate the differences in the equipment. King has made this demonstration a number of times for legislative, judicial and law enforcement bodies.

"There are many new legislators here," said King, "many of whom may not know what the differences are."

To delineate the differences in the industry amendment—coun-

tering charges by proponents of the legislation that law enforcement officials cannot tell bingos and flippers apart—King was prepared to submit a draft bill incorporating language found in the Federal Gambling Devices Act of 1962 (the Eastland amendment to the Johnson Act). The King draft uses the Federal language verbatim and would outlaw all gambling devices without touching amusement games.

### Greyhound Bus

As operators lingered in corridors here waiting to testify, one was told by a legislator: "It takes a technician to tell these types of games apart, we are told." This is what the lawmakers sponsoring the total ban bill have been told by agencies such as the Illinois Crime Investigating Commission—currently conducting a scatter-gun inquiry into the coin machine business (see separate story).

In testimony, however, King was ready to tell the House committee: "It is no harder to tell" *(Continued on page 79)*



LOU CASOLA: "I never felt more involved."

## Casola Resigns; Schaffner Illinois Assn. President

SPRINGFIELD, Ill.—Long-time industry leader Louis Casola of Rockford, Ill., said he would submit his resignation as Illinois Coin Machine Operators Assn. president at the group's convention here April 22-23.

Harry Schaffner, Alton, Ill., operator and vice-president of the State association, was the prime candidate to succeed Casola as president.

Casola was nearing the end

of his second, two-year term as ICMOA president. He has over the past few years been phasing out of the operating business and plans to move to Florida to deal in real estate.

During a career that spans three decades, Casola has distinguished himself as a national industry leader as well. He served as president and board chairman of the Music Operators of America and is now a member of that association's past president's council.

Casola also strove for and eventually headed the Coin Machine Council, an organization of operators, distributors and manufacturers to advance the industry's public relations. The CMC was a project close to Casola's heart, and, though the organization was short-lived, Casola is still convinced that it accomplished much and could have accomplished much more with full industry support.

During the last days of his term as ICMOA president, Casola has been fighting one of his toughest battles. During the past month, at his own expense, he has been working literally day and night to muster operator-location opposition to the Illinois anti-pinball bill (see separate story).

"I'm leaving the industry," Casola said, "and I'm leaving the State. But I never felt more involved in the business than I do right now."

(A full report on the ICMOA convention will appear next week.)



HARRY SCHAFFNER

## Witnesses Denounce 'Crime' Hearings

• *Continued from page 1*

With reporters excluded, and and only members of the 12-man commission and its executive director, Charles Sifagusa, present, Sipiara charged that the investigation would result not in any change for the better in the nature of the music business locally but would only sully the industry in the public eye through "distorted newspaper reportage." He reminded the members of the commission that members of the Sipiara family, at great jeopardy to themselves (Sipiara's brother, for example, has received several threats) have co-operated over the past decade with the

Senate Labor Rackets Committee the Cook County Grand Jury, Federal Grand Jury, Chicago State's Attorney's Office, U. S. Attorney's Office, Chicago Police department and the Chicago Crime Commission only to discover that confidential information was leaked to the press. Sipiara also claimed that the investigations over the years have led to no relevant court action, relevant court action, convictions, or cessation of abuses.

In the late 1950's, Billboard reporters investigated the creation of a jukebox singles sub-distribution monopoly in Chicago and supplied testimony to investigators.

### Required Muscle

Creation of the jukebox singles monopoly locally, Billboard reporters learned, required some muscle and considerable bluffing. In fear, most Chicago operators began buying their singles from Lormar Distributing Co. By spring, 1958, 90 per cent of the singles sold to Chicago operators were purchased from Lormar.

Today the music operators still buy an estimated 75 per cent of their singles from Lormar.

"Why," a commission member asked an operator witness during the current hearings, "do you buy most of your records from Lormar, even though they charge 5 cents more per record than Singer?"

"Lormar pays the delivery charges," the veteran operator replied.

### Public Record

It became a matter of public record in the 1950's that the emergence of emotion as a jukebox record buying incentive

coincided with the adoption of a new avocation by taxicab union executive Joseph Glimco. Shortly after Lormar was established, under the manage-

*(Continued on page 80)*

## Will Senate Accept Fee?

CHICAGO—Following passage of the Copyright Law by the House of Representatives April 11—a bill setting an \$8 annual jukebox royalty fee, simply stated—the question in most operators' minds was, "Will the Senate go along with the fee?"

Those closest to the developments in Washington believe the Senate will accept the House solution to the long-time jukebox royalty problems. Spokesmen for the Music Operators of America say that though they cannot be sure, they believe the Senate will buy the \$8 fee because the industry has complied with wishes of the Senate Judiciary Committee—which wound up its hearings on the bill last week—to work out a solution. Yet MOA officials are aware that the performing rights societies might try to get the new jukebox section changed in the Senate, and the association is standing ready to fight strongly if this should happen.

MOA officials are aware that their testimony made a solid impression on the Senate Judiciary Committee. Bill Cannon's now-famous "paper testimony" was most effective in illustrating the "onerous, unworkable, cumbersome" provisions of the old jukebox section, the MOA believes.

The fact that the House bill passed by an overwhelming vote of 379 to 29 (with both sides praising the copyright office following the passage) is also seen as working in favor of Senate adoption of the jukebox section as is. About the only stickler is

the demand by artists and/or manufacturers for performance royalties. Should considerable debate ensue over this issue, the bill could remain hung up in the Senate too long for passage in this session.

In the House, the coin machine industry was backed strongly in knocking down performing rights society demands from as high as \$60 per machine annually to \$8 annually. MOA singled out Congressmen Byron G. Rogers of Colorado, George P. Miller of California, Jack Brooks of Texas, Basil Whitener of North Carolina, Arch Moore of West Virginia, Henry P. Smith of New York and Benjamin Sisk of California. Miller and Smith co-sponsored the amended Sec. 116 which established the \$8 fee payable once a year through the Copyright Office.

"Acceptance of the substitute section of the House of Representatives was really the direct result of the strenuous and untiring opposition of Congressman Rogers," said Fred Granger, MOA executive vice-president. "He just never gave up."

So effective was the opposition of Rogers and others on the floor of the House on April 6 that it became apparent that the entire copyright bill might be killed unless a compromise could be worked out.

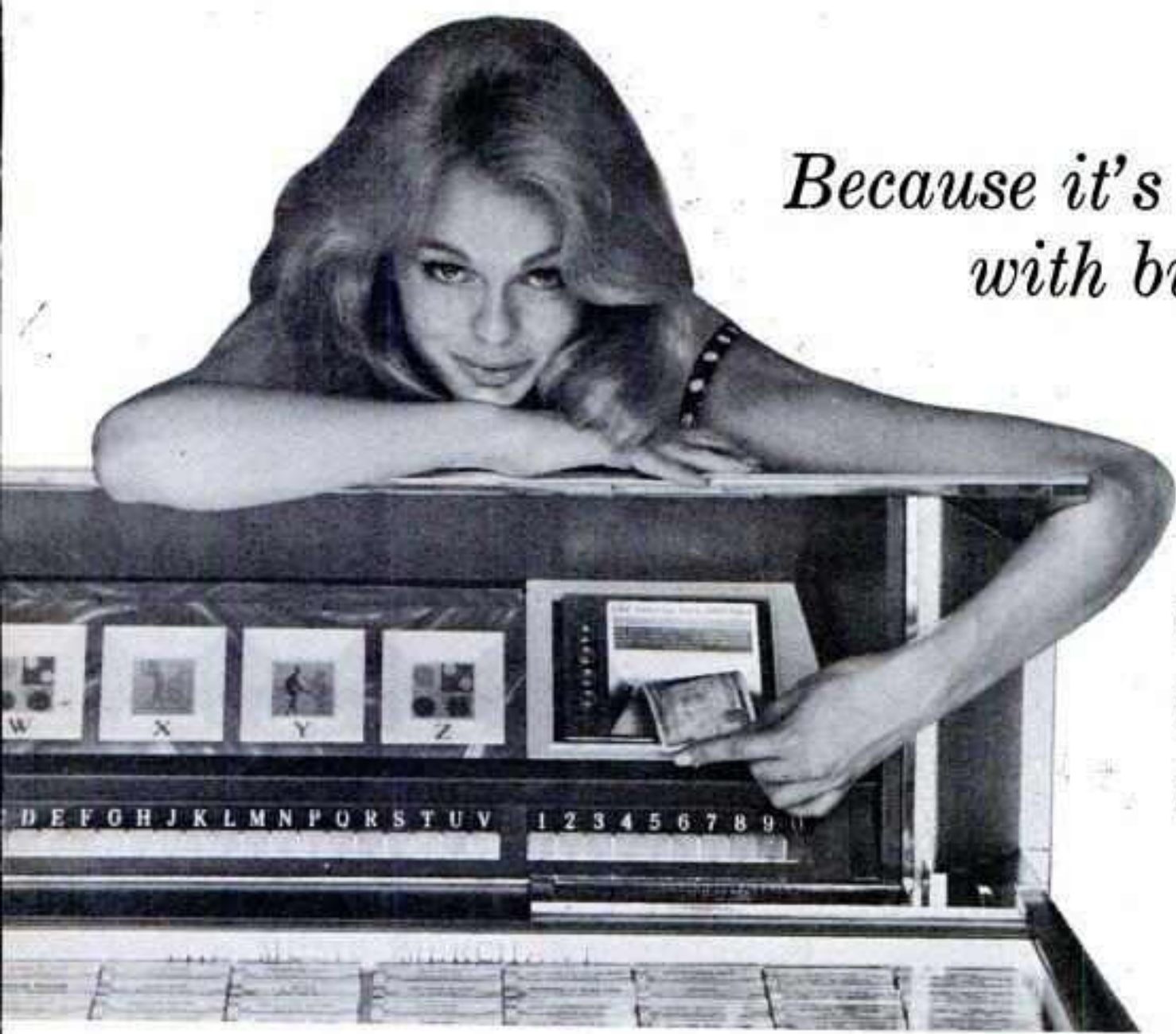
Reported Richard Harwood of the Washington Post: "Celler ran for the only exit he could find: He pulled the bill off the floor." The reference was to *(Continued on page 77)*

## HOW SMEAR WAS FOILED

CHICAGO—An attempt by Charles Siragusa to smear the reputation of a prominent coin machine distributor was foiled last week by Siragusa's employers, the members of the Illinois Crime Investigating Commission. The Commission's executive director, during hearings here, attempted to show that a loan in which the distributor was involved linked the distributor to criminal elements and involved exorbitant interest rates. To support his theory, Siragusa called as a witness a law student who had spent several months poring over financial records and canceled checks. However, commissioners David E. Bradshaw and Lawrence Morrell Gross contradicted the student and Siragusa. They said the loan was an "excellent" loan and that the distributor, as "a major shareholder in one of the top companies on the New York Stock Exchange," was "beyond reproach."

*Why do we  
call it the  
"Music Merchant?"*

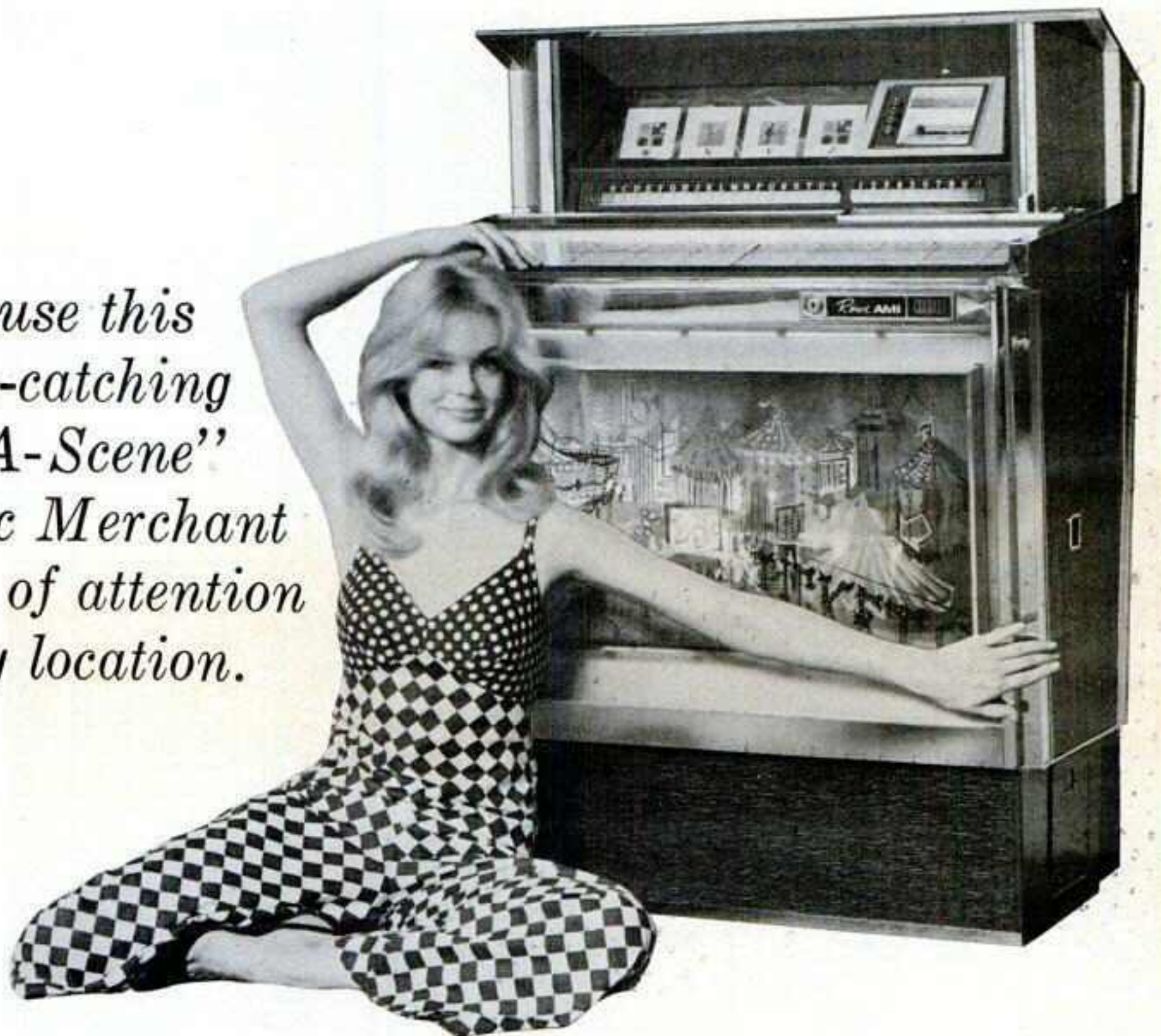




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*guaranteed to merchandise music.  
Here's the Rowe AMI  
Dollar Bill Acceptor...  
the super music merchandiser  
that really pulls in  
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the center of attention  
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talks right up and sells music...*

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at any time of the night or day.  
And I love listening to that great  
patented Stereo  
Round sound.*



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it's got an up-to-  
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audio-visual adaptor.*

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# Vending News

## Service, Diversification Cited As Aid to Bulk Vendors' Growth

By BRUCE WEBER

LOS ANGELES—Too many bulk vending operators and distributors use outmoded business ideas in an effort to increase profits, according to Bert Fraga, owner of the Standard Specialty Co., Oakland, a major manufacturer of vending merchandise.

Operators and distributors, according to Fraga, are more worried about the payment of increasingly large commissions and the need for more merchandise than about service and diversification.

These are the conclusions drawn by Fraga at the annual

Western Convention and Candy Show held in Los Angeles recently.

### Commission Race

"I have seen the commission race spreading across the country like wild-fire," Fraga said, "and I view it with alarm. Nothing is more detrimental to the industry—and where can it end? The solution does not rest in higher and higher commissions being paid to the location, but in an approach that also takes care of the operators' second biggest gripe—the need for more diversified merchandise."

He believes an answer to the problem is for the operator to offer more service. "Sell your accounts that you are the penny vendor," Fraga said. "You are taking the place of the old penny-candy counter that has disappeared from the stores. Stress to the location that you are going to do a good servicing job, that you will rotate the merchandise, putting in a new item each month," he said.

"This will give the operator something to talk about," Fraga feels, "and will give the operator an opportunity to put in a battery of machines where now only a couple stands are located. This also gives machines an opportunity to catch more stray pennies and nickels. And

this is where the operator and the location owner are both going to benefit."

The era has long since passed where the operator could put in a Boston Bean machine, come around every few months, and that was it, Fraga said. Standard Specialty Co. saw the era pass, and geared itself toward diversification.

"The distributor knows he is working on a smaller margin of profit," Fraga said, "but once the volume starts this is made up. There is no excuse for an operator not to be able to obtain variety."

### Coated Peanuts

"We are constantly evolving new items—good eating pieces geared to adults and kids. Nothing is ever put into our line until it is fully field-tested."

As an example, Fraga pointed out the "Wowie," a Spanish peanut, chocolate coated, and then coated with a thin, crispy candy shell in bright colors. "We thought it was good, but had no idea of the impact it was going to make on distributors and operators," Fraga related. "We had inquiries from all over the U. S. and have put operators into contact with the 'live-wire' distributors who immediately started to stock the product."

Also being field-tested are a candy-coated chocolate raisin and a large chocolate ball, centered with a filbert. Standard Specialty also has several new products "in-the-oven" that Fraga believes will change the entire concept of bulk vending.

Fraga also feels that any operator who does not place nut machines next to candy equipment is "missing out on a terrific bet. I would say nuts are the sleeper of the industry. We have everything from peanuts to de luxe—all specially roasted for vending machines and treated to retard rancidity. Our dry roasted nuts are getting to be a larger item," he said, "and we are planning to go into many different varieties."

### Should Keep Pace

To combat the freight bugaboo, he said, the company has put in its own diesel truck line. "Aggressive distributors are getting truck-load orders with great freight savings to keep their warehouses stocked," Fraga related.

"There are too many operators and distributors who are living in 1937," Fraga said. "They have failed to keep pace with the needs of locations and are now looking for a place to echo their ills."

"But I will challenge any operator. He shouldn't worry about higher commissions, but should sell service, diversification and yourself," he said.

## Simon Expands

NEW YORK—An extension to the Albert Simon, Inc. building here will be ready for use shortly. Simon handles Rockola, Williams, MidWay, and the Automatic Products lines.

The new extension to the building, located at 587-9 Tenth Avenue, will be used for shop facilities according to Simon, and will comprise some 15,000 sq. ft. of space.

## NVA Exhibit Scenes



SAM PHILLIPS, veteran St. Louis bulk vending distributor, pauses at Knight Charm Co. booth as National Vendors Association convention and trade show opened in New Orleans' Monteleone Hotel recently. (Left photo) Joe Gold, New Milford, N. J., businessman (left), chats with Macman Enterprises' Manny Greenberg (center) and Arthur Bianco, AB Vending Service, Bronx, N. Y.



PAUL PRICE PRODUCTS get close attention here. From left, Paul Price Company's Wil Vargas and Paul Price with Vernon Jackson and Bill Martin, both of Jackson Vending, Grand Prairie, Tex.



LEAF BRAND SCENE with (from left) Leo Leary, Mrs. Rolf Lobell, Howard Alexander, Ted Sweerad and Sally Goldberg.



SIDNEY AND LAURA EPPY caught in a charming pose in front of the company's booth. Harold Probasco and his wife, Ruby, seen at the Harby Industries' exhibit. Probasco, making his second NVA show, started in the bulk vending business in 1937.



MR. AND MRS. HENRY MICHALAKE, Chicago bulk vending business people, chat with Don A. Dibble of Joseph A. Zaloom Co. Northwestern Corp. sales engineer W. R. (Bill) Hamilton (right photo) chats with John Garcia, Mexico City, Mexico, bulk vending businessman (light suit).

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ ..... \$14.50  
N.W. Deluxe, 1¢ or 5¢ Comb. ... 12.00  
N.W. 10-Col. 1¢ Tab Gum Mach. 18.00  
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00  
Acorn 8 lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red ..... .87  
Pistachio Nuts, Jumbo Queen, White ..... .82  
Afgan Crown Red Lip Pistachio Nuts ..... .58  
Afgan Prince Red Lip Pistachio Nuts ..... .52  
Cashew, Whole ..... .80  
Cashew, Butts ..... .72  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .40  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bridge Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gums ..... .48  
M & M, 500 ct. ..... .39  
Munchies, 16-lb. carton, per lb. ..... .47  
Hershey-ets ..... .47

Wrapped Gum—Fleets, Topps, Bazooka & Pal, 4M pcs. .... \$14.00  
Rain-Bio Ball Gum, 1800 per ctn. 6.25  
Rain-Bio Ball Gum, 1800 printed per carton ..... 6.40  
Rain-Bio Ball Gum, 2250 per ctn. 8.35  
Rain-Bio Ball Gum, 4250 per ctn. 8.35  
Rain-Bio Ball Gum, 3500 per ctn. 8.35  
Maltettes, 2400 per carton ..... 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

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Everything for the operator. One-Third Deposit, Balance C.O.D.

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Available with 1c, 5c, 10c or 25c Mechanisms

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60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

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ROCK-OLA's NEW TRIO of can drink venders all feature either unlighted display panels or illuminated plexiglas panel fronts. Each have a 408 can capacity; 360 ready-to-vend and 48 in the pre-cooler unit. All three have Rock-Ola's universal column size adjustment; locking-type star wheel; fast roll-down loading; spray-proof can-opener; and the combination delivery chute. Shown are, from left, Model 3304, Type 410A Standard; Model 3304, Type 410A Modular and Model 3304, Type 410A Deluxe.

## Three Designs in New Rock-Ola Cold Can Drink Vender Series

CHICAGO—Rock-Ola Manufacturing Co. introduced a new series of cold drink can vending machines last week with the idea of giving operators a dispenser to fit any location need.

For industrial locations, where bank installations are called for, the company suggests its Modular styled machine. More typical installations, whether inside or outdoors, can easily be handled with the Standard model which has a painted cabinet. For more prestige installations, the firm has made available a Deluxe model with mar and stain resistant vinyl walnut grain front.

All three machines have a 408-can capacity, of which 48 cans are kept in a pre-cooler. Other design factors include Rock-Ola's locking-type star wheel mechanism, which guards

against theft and "jackpotting." A universal column-size adjustment allows for 30 different can settings. Fast roll-down loading, an exclusive "spray-proof" opener, and a combination delivery

chute are other features.

More versatility of design is allowed through the use of either an unlighted metal top display panel or by using an illuminated plexiglass display piece.

## Ladies Loved New Orleans

By JERIANNE ROGINSKI

NEW ORLEANS—While the men were busy tending their exhibits and doing business, their wives were enjoying the French Quarter during the National Vendors Association's annual convention.

A Saturday Ladies Program was planned by Chairman Mrs. Nicholas Schiro and Co-Chairman Mrs. Rolfe Lobell which provided the NVA wives an

afternoon of education as well as entertainment.

The afternoon began with a luncheon at one of the French Quarter's most elegant restaurants—The Court of the Two Sisters. Here, surrounded by a garden of brilliant green trees and flowers, the ladies dined on shrimp, chicken and ice cream with rum sauce, prepared in the traditionally excellent New Orleans style.

Mr. and Mrs. Carr, New Orleans television and radio personalities, told anecdotes and showed slides on how they have raised their four children on "Bourbon and strippers." Originally a Cleveland, Ohio couple, they came to New Orleans three years ago, bought a house on Bourbon Street which was a "wreck," and began decorating and rebuilding to make it their home. Recent slides of the home showed the finished product—a beautiful closed-in courtyard, French wall paper and interior design, and furnished in the most elegant antiques, bought right in the French Quarter.

Following the luncheon and speech, the ladies were given tickets which would admit them to five of the oldest, and most beautiful houses in the French Quarter. The ladies returned to the hotel after the tour to receive special gifts handed out by Mrs. Lobell—a good way to close out a full day.

### TAMPA

Ron W. Rood, president of Southern Music Distributing Co., Inc., Orlando, Jacksonville and Hollywood, Fla., hosted a service school here Feb. 21-23. On hand to conduct the session were Wurlitzer service manager C. B. Ross and field service representative Harry Gregg.

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Sample ... \$28.50  
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addl. per mach.

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**10c VEND ITEMS**  
(all 250 per bag)

Mini-Books ..... \$9.50  
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Finger Puppets ..... 8.00  
Asst. Charms ..... 8.00

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(all 250 per bag)

Army Patches ..... \$5.00  
Green Hornet ..... 5.00  
Jokes & Tricks ..... 5.00  
Bugs & Reptiles ..... 5.00  
Rings ..... 5.00  
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## Harby's Probasco Calls for Better Bulk Vending Items

By BRUCE WEBER

LOS ANGELES — Although there will be no radical changes in bulk vending equipment in the next few years, Harold Probasco of Harby Industries, Burbank, predicts a healthy increase in business.

Probasco, owner and president of Harby, a manufacturer of bulk vending machines, visualizes a bulk vending business increase, especially if the conflict in Vietnam is settled.

Just back from the National Vendors Association convention in New Orleans, Probasco thinks new equipment is not the only answer to greater profits in bulk vending. "Better product merchandising techniques will assist the industry," he said, "not machines with gimmicks. We need creative thinkers in bulk vending."

"The ideal way to lure kids, and adults, to the machines," Probasco said, "is to provide better product. The 25-cent machine would provide better results if the 'goodies' on display were more creative in design. Hot merchandising items are important, but we need them in greater bulk."

### Quarter Items

Probasco, who developed the compact and swing stands, sees no radical departure from the machines which have served bulk vending operators well in the last few years.

"Only so much can be changed mechanically in the bulk machine," he said, "but we should concentrate instead on how to keep the consumer interested in spending money for product. One way," he feels, "is to get adults interested in the quarter machine."

While the juvenile makes a habit of spending money in the peanut, bubble gum and penny candy machines, the adult often will avoid the quarter machine because he is not interested in the product.

### Sanitation

Along with improved product, aimed at the adult buyer, a program of bulk vending sanitation can uncover hidden revenue, he believes.

"Although bulk vending sanitation has improved over the last few years," Probasco said, "we must realize that the consumer will avoid dirty machines and equipment housed in unsanitary surroundings. An 'out-of-order' sign has the same ef-

fect on the public as an unclean machine.

"Appearance," he feels "can often lead to greater earnings, and that goes for machine appearance, too, where creative

(Continued on page 79)

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# Rock-Ola Honors Adickes' 40th Anniversary in Business

By EARL PAIGE

CHICAGO—It was inevitable that David C. Rockola and A. W. Adickes get to know each other. Both were ambitious, young promoters of coin-operated devices and were destined to become leaders in their industry.

Mutual trust and admiration between these two men helped Adickes become one of the largest foreign importers of Rock-Ola Manufacturing Corp. products through his huge Nova Apparte operation in Hamburg, Germany.

This was all revealed at a special dinner here the other night when David C. Rockola paid tribute to Adickes' 40 years in the business and told top Rock-Ola executives of the first encounter between the two.

Young Rockola was operating routes of scales in South Chicago in the late 1920's when he first became aware of some very expertly designed models being imported from Germany. Rockola started losing locations.

"I was impressed because this German fellow knew just how to get my best locations," Rockola told the

appreciative, too. After World War II, during which Adickes lost everything he had built up, he was made a liaison director of economic affairs in the city and was honored for his year and a half of service in a ceremony attended by the Queen of England.

The many stories during his 40-year-career are laced through with some of the most prominent names in the business. Adickes is fond of recalling anecdotes, one an account of his introduction of the pinball game in Europe.

"I can still recall the Public House at WhiteHall Inn in Shepard's Market in London," he told the gathering. You know, we had the public bar and the saloon bar. The difference was that drinks were a little higher-priced in the saloon bar. We put this little game in the public bar and it was a fantastic success."

Gesturing with his hands, Adickes, who recently lost 10 pounds and is a trim looking 195, said, "You know, you had to be a pretty strong fellow because those pennies the machines took in were heavy."

Another story Adickes is fond of recalling concerns his meeting with Sidney Freeman at the 1939 Leipzig Fair where Freeman showed a new scale. "I decided

this little thing would be a real winner and was sure I could sell many of them. I found a buyer right away but he wanted sole selling rights. When he approached me this way I said it would have to be a substantial sale."

"It ended up with me selling 10,000 of these scales," Adickes told the gathering. "I can still see that check in my hand drawn on the Westminster Bank for 15,000 pounds."

The Adickes legend includes experiences with World's Fair, Sweepstakes, Fireball, Rock-Ola's Princess model and the wall-mounted phonograph which he is credited with inspiring.

Adickes has also had great success with vending on the Continent. He told his hosts Nova Apparte has probably sold 10,000 of Rock-Ola's 3402 coffee vender.

"I feel like a high handicapper coming here for this honor. This is my 53d trip to America. But I want to say what a great business this is. It is a business," Adickes said, "that requires enthusiasm, determination and friends. I can say that with Rock-Ola I have had wonderful friends for all these years.

"I can become very bitter when I hear derogatory



ROCK-OLA FACTORY TOUR (left shot); Dr. David Rockola visits Adickes in Germany (center); Adickes addressing operators (right shot).



ROCK-OLA PARTY SCENES. Dr. David presents plaque (far left); David C. Rockola extends congratulations; a special hand-crafted emblem (center); 40th Anniversary cake; and Donald Rockola gives toast.

gathering of top company executives which included his two sons, Dr. David R. Rockola and Donald Rockola. "It was then that I decided that I had to do something. I would start making my own scales."

The time was around 1928, and with experience gleaned during his early years as a 40-cent-an-hour assembly line worker at Mills Novelty Co. and later at the O. D. Jennings factory, young Rockola went into production with his scales and decided to show them at the 1929 trade show in Cleveland.

"I got there and who would be in the booth right across from me but this same German fellow who was showing his scale, too." Thus, began a friendship and association that has become part of the Rock-Ola legend.

Today, Alfred W. Adickes is one of Europe's leading manufacturers and importers of coin-operated equipment. Many at the dinner were surprised to learn that "Freddie," as he is affectionately known to his countless friends, might have settled in Kansas City.

By 1931 when he met Carla, his wife, and whom he credits with much of his success, Adickes was selling a football machine in 36 States in the U. S. "I might have settled in Kansas City but I had met Dick Scott (a long-time business associate) by then and we decided to stay in Europe."

Not only are operators all over Europe and in the Middle East making more money because Adickes stayed in Europe, but the people of Hamburg are quite

## A SUPER SALESMAN

CHICAGO—A. W. Adickes once sold 10 tons of cockroach powder. "This was one of the very few side deals in my career where I, you might say, went outside of the business," he told a Rock-Ola dinner-gathering audience.

"I was a very brash young man in those days and heard about the fellow who had achieved amazing results with this powder in Canada. So someone mentioned this giant hotel chain in England and I set about seeing them," Adickes related.

"I can remember it well. I was introduced to the gentleman who understood I had something very interesting to tell him. Right off, I said that I understood he had a problem with cockroaches," Adickes recalled. "He was very surprised and told me I had a lot of nerve saying such a thing."

Nevertheless, Adickes managed another interview with the hotel owner, and a test for the powder was arranged. "It was a very foggy, dark night in London Town," Adickes told his audience. "We went down these dark stairs into the bottom of a building and opened a door. There were millions of cockroaches in there."

"Joe Huber, the man who had developed this powder, was there with us and we set on these creatures. The next day the hotel people called me and ordered 10 tons of the stuff," Adickes said.

remarks made about this business," he said. "I consider that we are a prolonged arm of the entertainment business and that amusements, phonographs and vending have been a growth factor in the economy.

"I do not like to see the little operator being criticized because he is no different than any other businessman and yet derogatory remarks are so often carelessly made about this business."

Many tributes were paid Adickes by David Rockola and his two sons. Donald spoke of Adickes as a man who had a spark more than the ordinary person. "I think this is his bull-dog determination," Donald said.

Executive vice-president Ed Doris spoke of Adickes' fairness as the one outstanding quality often overlooked in Adickes.

Dr. David R. Rockola, who lived in Germany for nearly seven years working on his doctorate, reminded the audience that Adickes came from a very proud, Patrician family. "You really can't understand what this means unless you're familiar with Northern Germany. Mr. Adickes lost everything during World War II. But in 1953 he did not go to his many loyal friends who would certainly have helped him get started all over again.

"He started from scratch and he started on his own," Dr. Rockola said. Those who know Nova Apparte today must surely realize what an accomplishment this has been.



# International News Reports

## U. K. Jukebox Import Information Will Now Be Regularly Available

By FRED CHANDLER

LONDON — As a service for the coin-operated industry, Billboard has arranged with the Customs and Excise Statistics Office to initiate a breakdown of coin-operated phonograph imports. It will show the growth pattern of the industry both here and internationally via export and provide a continuing statistical analysis.

Following months of discussion, Billboard European director, Andre de Vekey, convinced the Statistics Office of the industry's need for a separate listing of coin-operated phonographs. Hitherto, jukebox imports had been grouped together with general reproduction equipment including disk players, tape players and dictating machines.

### First Figures

From Jan. 1967, these statistics are being supplied with coin-operated equipment listed under a separate heading.

First figures show that in January U. S. imports had a

slight lead over West Germany, supplying \$87,913 worth compared to West Germany's \$75,550. France and the Netherlands, further down the scale, provided \$22,552 and \$21,733 respectively. Switzerland, providing only four units during January had a total export to the U. K. of \$1,575.

The breakdown of units sold provide a greater indication of value per unit. U. S. imports totalled 110 units, W. Germany, 118 units, France, 50 and the Netherlands, 20 units. Total imports for January were 302 units costing over \$200,000.

## 2 U. K. Associations Merge

LONDON — A joint organization—the Automatic Vending Association of Britain—has been formed here following a meeting between the Automatic Vending Machine Association and the Vending Research and Information organization.

Agreement to merge interests followed a general desire to eradicate possible confusion in the vending industry regarding the existence of two trade associations.

Three years ago a number of companies formed a consortium to promote the use of hot

beverage venders in industry. They felt dissension within AVMA held back their more ambitious policies.

The appointment of a Chief Executive for AVMA dispersed earlier reservations and moved to amalgamate the two ventures began. VRI's campaign will continue to operate as a separate entity within the new framework of AVAB.

At the recent meeting George Cooper, chairman of AVMA, was elected to take the reins of the new committee. Derrick Skinner continues to hold the post of Chief Executive.

## Will Senate Accept Fee?

• Continued from page 71

Rep. Emanuel Celler (D-N. Y.), patron of the copyright legislation.

The following Sunday, April 9, representatives of the Celler committee, the Copyright office and the jukebox industry met in the Woodrow Wilson Room of the Library of Congress to work out a new jukebox section. Representatives of the performing rights societies were not invited. Representing the jukebox operators at that meeting were Nicholas Allen, MOA counsel and attorneys for the jukebox manufacturers. At that meeting it was decided that jukebox operators should pay only \$8 per box rather than the \$19 that the performing rights societies had been demanding; it was decided that the burden of collection proof should be placed on the recipients of the royalty fees rather than on those paying the fees; it was decided that operators should pay in as simple and direct a manner as possible: once a year through the Copyright Office.

The following Tuesday Congressman Miller introduced the amended jukebox section.

"The committee will accept the amendment offered by the gentleman from California," said Celler.

Then spoke up Rep. Richard Poff (R.-Va.), a strong opponent of the industry position: "I will accede to the amendment offered by the gentleman from California. I suppose, as indicated earlier today, that each of us would handle this problem somewhat differently. Yet, I believe, from all I have learned, that this represents a middle ground to resolve the basis of the controversy. After all, the primary purpose of the Judiciary Committee from the very beginning simply was to persuade the parties in interest to come to an accord. The amendment that the gentleman has offered represents the reaching of that accord."

## Chicago Coin Names Empire

CHICAGO—Empire Distributing Co. here headed by Gil Kitt and Joe Robbins, has been named outlet for Chicago Coin amusement equipment. The announcement came last week from Avron Gensburg, executive vice-president of Chicago Coin Division, Chicago Dynamic Industries, Inc. Empire, regarded as one of the largest U. S. amusement equipment outlets, celebrated its 25th anniversary recently.

## N. Y. Operator Wins Contract Breach Case

MAYVILLE, N. Y.—Chautauqua Amusement Co. of Dunkirk, N. Y., has been awarded \$4,580.46 in a breach-of-location-contract case.

A Supreme Court jury made the judgment in favor of Chautauqua's Stanley Kuznicki against Lucky Lanes, Inc., of Dunkirk, for failure to permit the installation of automatic pool tables in the location according to an installation agreement made in April 1964.

Added Rep. Robert W. Kastenmeier (D.-Wis.), copyrights subcommittee chairman: "I would like to underline what the gentleman from Virginia has said. This is really an historic moment in this particular controversy, because this is the first time that the major parties to this dispute have ever agreed, even though somewhat reluctantly. I would furthermore state that I believe the public interest is represented in the amendment. Therefore I support it."



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United Bonus Gun	245.00
United Carnival Gun	195.00
United Sky Raider	195.00
Wms. Crossfire	235.00
Wms. Vanguard	225.00
Wms. Crusader	225.00
Genco Rifle Gallery	275.00

### BASEBALLS

Bally Ball Park	225.00
CC All Star BB	265.00
Midwest DeLuxe BB	245.00
Midway Target Gallery	225.00
Midway Top Hit	325.00
Wms. Batting Champ	245.00
Wms. Big Inning	255.00

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Laminating Vendor	29.50
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Booz Meter	Write
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Genco Motorama	175.00
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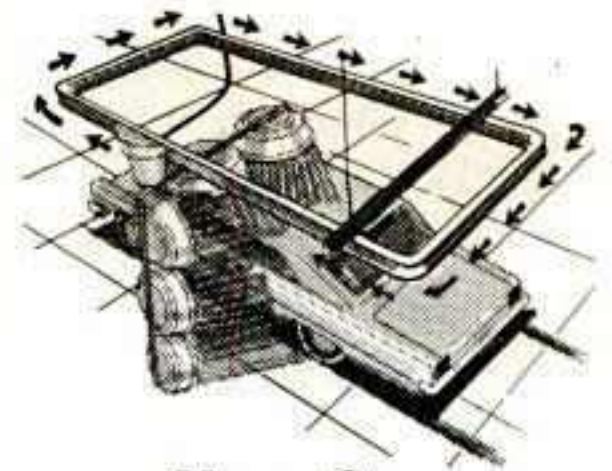
VENEZUELAN MUSIC DEALERS are pictured here at a recent party hosted by Tom Koppel of Intervencia in Caracas (Wurlitzer distributor) for a showing of the Wurlitzer Americana phonograph and companion Satellite Remote Selector speaker. Andres Echevarria, Wurlitzer sales manager for Latin America, was also on hand.



FRONT OFFICE VIEW of the Intervencia showrooms at Apartado Del Este, 5125, Caracas, Venezuela, South America. Wurlitzer Latin America sales manager Andres Echevarria recently stopped here on a tour of Venezuela, Peru and Brazil.

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# Jukebox Issue Barred From Rebuttal Hearing

By MILDRED HALL

WASHINGTON—The Senate Copyrights Subcommittee had to move its scheduled (April 27)

final rebuttal hearing over to Friday, April 28, and the jukebox issue will not be discussed. However, MOA counsel Nicholas Allen will be allowed to argue against the proposed record performance royalty for talent, since it would add to jukebox copyright fees under the revised law. Rebuttals must be oral, no prepared statements can be read, but the subcommittee record remains open to May 10 for additional submissions.

The Senate Copyrights Subcommittee has also postponed a proposed April 26 get-together with jukebox and licensor interests, because "there is no point in it at this particular time," staffers say. However, the subcommittee chairman Sen. John L. McClellan (D., Ark.) and acting co-chairman Sen. Quentin Burdick (D., N. D.) hope that jukebox operators and licensors will come up with a compromise agreeable to both sides, which can be written into the final amended Senate version of the revision bill, S. 597.

The senators on the subcommittee are apparently satisfied with the simplified structure for once-a-year payment of jukebox royalty, and a statutory ceiling on the amount, as embodied in the recently passed House version of the bill.

However, some technical details may need ironing out, and the senators have left the door open as to whether the

\$8 per box house figure should remain — or be raised, or lowered. The original revision bill as hammered out by the House Copyrights Subcommittee required payment of up to \$19.20 per box annually, and the onerous bookkeeping in Sec. 116. Both of these provisos were dumped during floor action on passage of the House bill. (See Billboard issue April 22, 1967.)

The pressure of other commitments compelled Senator McClellan to reschedule the full day planned for rebuttal argument. Issues to be discussed include the possible performance royalty for records (not in the House version, or in the original copyright revision bill); the rise in ceiling for mechanical fees for records to 2½ cents, and arguments of educators versus publishers on free use of copyrighted materials.

Music licensors arguing for higher recording fee rate, and against any performance royalty for recordings, will be Sidney Kaye, counsel and board chairman of Broadcast Music, Inc., and Herman Finkelstein, counsel for ASCAP.

## Coinmen In The News

### DENVER

Pete Geritz of Mountain Distributors is beginning to feel like a world traveler having gone on his second European junket as a business-building distributor. . . . Stan Bennett, veteran music operator in Sterling, Colo., has added still newer responsibility by extending into a full line of kiddie rides, which is one of the largest routes in eastern Colorado. Bennett is active in vending, games, and along with that runs the largest restaurant in this northeastern Colorado town.

Veteran operator Wilbur Beyer has sold his routes to Draco Sales Co. . . . The local industry is complimenting Sam Keys on his work as a director of the MOA. . . . Phonograph operator Dulcie Hanks has footed the bill for his fourth daughter's wedding. His youngest daughter, Theresa, was married in late February. "That was the fifth wedding," Hanks grinned. He also has two sons growing into the marriageable bracket.

BOB LATIMER

### PHILADELPHIA

William S. Fishman, president of Automatic Retailers of America (ARA), was named to the local area executive committee for the 1967 U. S. Savings Bond Drive. . . . David Rosen, head of the Rowe-AMI distributing firm bearing his name, is serving as patron chairman for the annual concert benefit of the Solomon Schechter Day School at which pianist Alexander Brailowsky will be the featured soloist. . . . John A. Murphy, member of the Board of ABC Consolidated Corp., has been selected among a group of distinguished local citizens to be honored by Pop Warner Little Scholars as a member of its annual "All-American Eleven" in recognition of his services to youth. The honors will come at the annual Pop Warner dinner on Monday, April 3, at the Bellevue-Stratford Hotel. . . . Ralph W. Fries, executive vice-president of Berlo Vending Co., has been nominated unanimously to become president of Variety Clubs International. Formal election will take place at the International Convention in Mexico City May 14-19. ABC Consolidated, Berlo's parent company, will sponsor a "get-together" party for the convention guests on Sunday, May 14. . . . Jimmy Ginsberg, manager of Banner Specialty Co., has placed the

## New Equipment



D. Gottlieb & Co.—Two-Player

The new two-player flipper game from D. Gottlieb & Co., Chicago, is called Super Score. At the heart of the game's play-action is a "spinner" (bottom center of playfield) which affords the player up to 2,000 points. Four bulls-eye targets and two side rollovers build up the spinner-hole values. Two holes and four bottom rollovers light to activate the spinner. A "star hole," one of 12 holes in the "spinner," scores the game's "shoot-again" feature. All "spinner" hole values are indicated on the new-style backglass that shows youths playing flipper games. The unit also features an illuminated scorecard holder, electric auto-ball lift, four-reel scoring, and is delivered with triple-chute combinations.

spotlight at the distributing firm's headquarters on United's new Altair six-play shuffle alley. The new machine holds the center of the "stage" position at the Banner showrooms here. . . . Jerry Goldberg, executive at Macke Vending Co., reveals the stork is wending its way to the Goldberg household with arrival of Sir Stork due in September. . . . Elmer G. Daniels, corporate vice-president of Automatic Retailers of America (ARA), was elected an associate member of Philadelphia Variety Club, Tent No. 13.

MAURICE H. ORODENKER

### BOSTON

It isn't all business in the music and vending business. A bunch of the boys have just gone over the top with a drive they put on to outfit the Fernald School (for retarded children) with an intensive care room. Led by Al Robbins of Melo-Tone Vending of Somerville and captained by Lou Risman of Mystic Sales, Medford; Charles Steinberg, Cigarette Service, Cambridge; Sam Gorin, Metro Automatic Sales, Brookline and Julian Karger of Enterprise Cigarette Company, Revere, \$7,500 was collected in canisters and otherwise for the worthy cause. This was in co-operation with the Zerubbabel Lodge of Masons of which Robbins is master. A plaque was presented to the coinmen at a dinner this week. . . . The achievement made the two big Boston

papers. . . . Raymond Barker, music operator of Ayer, who recently underwent a successful eye operation at Leominster Hospital, has been nominated for president of the Massachusetts Coin Machine Association. . . . Don and Bud Oliver, brothers who work with their dad, Ray Oliver, of Portland, Me., took best time in one leg of the rugged 24-Hour New England Rally of the Cumberland (Me.) Motor Club Rally. The boys are enthusiastic sports car buffs. . . . Michele Robbins, daughter of Al Robbins, of Melo-Tone Vending, has been accepted for study as a fashion designer at the Fashion Institute of Technology in New York. Sympathy is extended to Frank Merritt, office manager at Melo-Tone, who just lost his father. And business is booming at Melo-Tone so much that a renovation is under way to build a second floor on the plant in Somerville. . . . Servation of New England in Medford lost nearly \$4,000 when bandits robbed a truck in Cambridge while the driver was servicing machines. The thieves broke the lock and grabbed five money bags. . . . Cy Jacobs, who quit the music business for the sound and klieg light business, doing well with movie openings and other public functions around the city. . . . Coinmen in town looking and buying this week were Bill Sweeney, of Buzzards Bay; Peter Pompeo, of Quincy; Tony Casale, of ABC Music Co., Portland, Me.; Gregg Pappas, of Peabody, and Tony DeLuca of Cranston, R. I. CAMERON DEWAR

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CC Continental	195.
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CC Hula Hula	345.
CC Official Bowler	295.
CC Super Sonic	645.
CC Tournament	525.
CC TV Baseball	395.
Gott. Buckaroo	295.
Gott. Captain Kidd	75.
Gott. Gaucho	145.
Gott. Gigi	125.
Gott. Ice Revue	345.
Gott. Skyline	295.
Gott. Slick Chick	135.
Gott. Thorobred	345.
Gott. World's Fair	185.
United Savoy	95.
United 7 Star	225.
Wms. Batting Champ	225.
Wms. Maverick	695.
Wms. Pinch Hitter	145.
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Flipper Fair	Wurlitzer 2800	C. C. Goatee
Flipper Parade	Wurlitzer 2900	C. C. Par Golf
Flipper Pool	Seeburg 201	C. C. Pro Hockey
Happy Tour	Seeburg 222	Genco Motorama
Hay Ride	Seeburg AQ-160	Jet Pilot
Hurdy Gurdy	Seeburg AY-160	Kay Hockey
Ice Show	Seeburg DS-160	Little Golf Pro Game
Majorette	Seeburg LPC-1	MacLevy Foot
Pleasure Isle	A.M.I. Lyric	Vibrator
Ski Club	A.M.I. Con. 2-200	Mercury Floor Grip
Wing-Ding	A.M.I. JAL	Metal Typer, Harvard
Free Play	A.M.I. Tropicana	Metal Typer, Standard
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Big Deal		Midway Raceway
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Paradise Isle		
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# Last-Ditch Illinois Effort To Save Flipper Games

• Continued from page 71

a gambling pinball device from our amusement games than it is to tell a Volkswagen from a Greyhound bus." He was also prepared to testify that the Federal government and all but six States distinguish between the two types of games "and outlaw the gambling machines without affecting us."

## Banks

What House Bill 688 proposes as drafted, King was ready to declare, "is about as sensible as outlawing all banks and lending institutions in order to wipe out the 'juice' racket."

The ICMOA came here united firmly against the operation of bingos.

"We cannot support the Bally position," said Lou Casola, ICMOA president, who issued a State-wide alert that brought 100 operators and location owners to the committee hearing and resulted in large-scale industry contact with legislators. "We can understand, of course, that Bally is seeking to protect its business interests, but we feel the time is past when the Illinois association can condone bingo operation. The ICMOA is officially on record as opposing the operation of all gambling machines."

The ICMOA-backed amendment would eliminate an estimated 1,500 bingo games in Illinois. This is the figure obtained from the Internal Revenue Service, which issues \$250 federal stamps for bingos.

A spokesman for the Illinois Crime Investigating Commission, which body has stated through its executive director that there are "eight gambling machine manufacturers" (an example of the type of assertion for which Siragusa has become notorious), confided to one operator outside the hearing room here Wednesday that should the Judiciary Committee accept the King amendment to 688, the commission would thereafter not oppose passage of the bill.

As drafted, S. 376 and its companion House bill define a "gambling device" as "any clock, tape machine, slot machine or other machines or device for the reception of money or other thing of value is staked, hazarded, bet, won or lost; or any mechanism, furniture, fixture, equipment or other device designed primarily for use in a gambling place."

The King amendment, utilizing the language of the Eastland amendment, defines a "gambling device" as "any clock, tape machine, slot machine or other machines or device for the reception of money or other thing of value on chance or skill or upon the action of which money or other thing of value is staked, hazarded, bet, won or lost; any other machine or mechanical device designed and manufactured primarily for use in connection with gambling, and (A) which when operated may deliver, as the result of the application of an element of chance, any money or property, or (B) by the operation of which a person may become entitled to receive, as the result of the application of an element of chance, any money or property; or any mechanism, furniture, fixture, equipment or

other device designed primarily for use in a gambling place."

The King amendment excludes from the "gambling device" definition, "A coin-in-the-slot operated mechanical device designed and manufactured to be played for amusement only, which may through the application of an element of skill reward the player with the right to replay such mechanical device at no additional cost, and provided that such mechanical device can accumulate no more than 15 free replays at one time, can be discharged of accumulated free replays only by reactivating the device for one additional play for each accumulated free replay, and makes no permanent record directly or indirectly of free replays so awarded. Notwithstanding any other provision of this subsection, any mechanical device classified by the United States as requiring a Federal Gaming Device Tax Stamp under applicable provisions of the Internal Revenue Code shall be excluded from the exception contained in this subsection."

These definitions were part of a law passed by Kentucky last year, King was prepared to state, and the purpose of that law—to ban bingos while retaining flipper games—has been achieved.

If passed as drafted, 376 and 688 would present the industry



BOB VIHON has been appointed Midwest sales representative for D&R Industries, Chicago, according to an announcement last week from Dennis Ruber and Richard Utanoff, D&R partners. Vihon, who has been with Empire Distributors, Inc. the past two years, will cover Illinois, Indiana, Michigan and Kentucky. Vihon made trade news last year as one of the most productive regional chairmen in the successful Music Operators of America membership drive.

with a disastrous precedent, Casola and his Illinois colleagues feel. No other such game ban now exists at the State level.

At this writing the Illinois House Judiciary committee was locked in credit reform debate. In the hearing room and outside in the corridors operators waited in stolid confidence for their chance to be heard.



## Associations In Mass. Busy

FAIRVIEW, Mass.—A flurry of local issues in the State has stepped up activity of the two coin machine operators' associations. Scheduled to meet here Tuesday night (26) at the Ron Roc Restaurant, was the Western Massachusetts Music Guild. The board of directors of the Massachusetts Coin Machine Association met April 10th and will meet again on May 1 at the Yankee Drummer Inn, Worcester. A full meeting of MCMA will be held May 15 at the Holiday Inn, Waltham.

## Vending News Digest

### California City Asks Cigaret Tax

LOS ANGELES—City councilmen in Gardena, Calif., requested the city attorney to prepare a resolution asking the California legislature for the right of general law cities to levy cigaret taxes.

Mayor Donald Davidson said his city is seeking another source of revenue—increased cigaret taxes. City Attorney Walter Anderson will draft a resolution in favor of having a cigaret tax by general law cities.

### Harby's Probasco Calls for Better Bulk Vending Items

• Continued from page 75

equipment design obviously assists the vendor."

Although merchandising technique, creative design and improved product are important, Probasco wants greater emphasis placed on the operator.

"While the bulk vendor is doing a solid job in supply, service and sanitation, he must realize, too, there is tremendous competition for the consumer dollar. The bulk vendor must be able to compete with

the vending machine, drug store and the market is not only selling merchandise but in displaying it, too," Probasco noted.

The end of the Vietnam conflict also will improve business, according to Probasco, "although the industry is not now feeling an economy pinch, the consumer is not ready to splurge, even on penny-dime-quarter items," Probasco explained. "The Vietnam fight has people thinking of higher taxes," he said, "thus creating a more conservative spending atmosphere."



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# Witnesses Denounce 'Crime' Hearings

• Continued from page 71

ment of Charles English, Glimco allegedly made a few telephone calls advising operators to shift their accounts from Singer to Lormar.

According to the report of the Senate Labor Rackets committee, confirmed by Billboard investigation, English sent a letter to all Chicago operators, shortly after setting up Lormar, soliciting business. The mailing resulted in little new business, and Glimco, the record states, got on the phone. Operators who still persisted in their buy-

ing habits began to lose locations to a newly organized operating firm called E & E, so reported investigators from the State's Attorney's office. This new operating company had bumped operators in 16 locations by March of 1958 and that was it: Lormar, a Billboard survey revealed, had most of the jukebox business. The loss to Singer was staggering and sent the firm in search of record dealer business and operators in the greater Midwest region.

All that is inherent in the name "Glimco," combined with the tangible loss of a handful of locations by die-hard operators, has altered the buying habits of the industry to this day. But there are many who believe that the threat is today more vestigial than real. Most Negro operators on the south and west sides here buy singles from whom they please, and a growing number of white operators are doing likewise.

Because exhaustive testimony—both public and private—documenting the growth and perpetuation of the alleged jukebox singles monopoly in Chicago is in the files of investigative agencies, Sipiora and most other trade observers here are at a loss to determine why the witnesses are again being subpoenaed and subjected to public grilling.

Commission co-chairmen Nathan J. Kinnally and Rep. Lawrence X. Pusateri issued a statement declaring that the purpose of their public hearings was not to smear the entire in-

dustry "for the relatively small criminal element which has insinuated itself into this area of legitimate business."

"We acknowledged that jukebox and cigaret vending constitute a small part of the entire line of vending machines," the chairman said. However, earlier in the hearings they introduced "facts" from Vend magazine indicating that a third of the cigarets sold in the U. S. are sold through vending machines. (About a sixth of the cigarets sold are vended.)

It also became apparent as the hearings wore on that witnesses—both the "nice" guys and the "bad" guys—would not brook the ignominy.

The constitutionality of the hearings was challenged by

counsel for witness Kenneth Leonard. Said the attorney: "There is no specific authorization for these hearings. It is impossible for witnesses to determine the relevance of the subject matter, and the commission is exercising sweeping authority to pry into the affairs of private citizens and groups. The commission has never defined 'organized crime' and witnesses have no way of determining the relevancy of questions."

The attorney, Thomas P. Sullivan, cited U. S. Supreme Court precedent indicating that the hearings might violate the witnesses' civil rights and he moved that Leonard's subpoena be quashed. This was denied, but the commission did grant Leonard a private hearing. Sipiora followed to the stand shortly and asked for the same privileges, which was granted posthaste.

## Seeburg Releases Carle, Dinah, Gloria Little LP's

CHICAGO—Frankie Carle, Gloria Lynne and Dinah Washington albums have been released by the Seeburg Corp. on Little LP's.

Issued the week of April 17: "Frankie Carle" (Lazy River, To Each His Own, Canadian

Sunset, Young at Heart, Everybody Loves Somebody, Missouri Waltz) Dot DLP 789A/Seeburg 1131 and "Dinah Washington Golden Hits, Volume Two" (Unforgettable, Teach Me Tonight, Baby, Dream, I Won't Cry Anymore, Cold Cold Heart) Mercury SR666C/Seeburg 1132.

For the week of April 24: "Where It's At" by Gloria Lynne (Yesterday, Nothing Ever Changes, Lovin' Kind of Man, Hey, Candy Man, Music Maestro Please, Country Girl) Fontant SRF753C/Seeburg 1133.

## S. D. Assn. Gives News Flavor to Meeting Bulletin

SALEM, S. D.—Earl Porter, secretary-treasurer of the Music and Vending Association of South Dakota, suggests what could be a good idea for other State associations. "I always include a few news items from around the State in my letter announcing the next meeting," he said. "This is much better than just sending out a short announcement and it stands a better chance of being remembered."

Mr. and Mrs. Herman Warn, who have recently opened a new steak house and bar here, will host the next association gathering May 28-29.

Highlighting the business session will be a report on the State Legislature which will be given by president Mac Hasvold, Sioux Falls, and John Trucano, Deadwood, both of whom spent much time at Pierre during the lawmaking sessions.

Trucano will also give a report on the recent Music Operators of America directors meeting in Washington, D. C., and a complete review of the copyright law will be given to the membership.

## GAMES AID TAX FLOW

LONDON—Almost a quarter of the receipts brought in by the betting and gaming taxes, introduced here last year, came from licences for gaming machines. Speaking in the Commons, Neill MacDermot, financial secretary to the Treasury, said that receipts up to Jan. 31 totalled \$32 million. Of this over \$7 million came from gaming machine licenses.

Say You Saw It in Billboard

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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.
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- Over 35,000 Jupiters now in economical, trouble-free operation.
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# Rock-Ola Opens EDP Nerve Center in Renovated Plant



ONE OF 12 NEW OFFICES in Rock-Ola's production control complex is pictured here. The department was previously scattered through different sections of the plant, one of the largest industrial properties in the Metropolitan Chicago area. "The expansion of the Rock-Ola product line and the great increase in production and sales necessitated a co-ordinated production control facility," said David C. Rockola, president.



THIS \$250,000 IBM ROOM has just been opened at the giant Rock-Ola Mfg. Corp. plant in Chicago as part of a two-year-old property rehabilitation program. This Electronic Data Processing Center, new offices for the production control department and the accounting department were in the latest phase completed in the program. Pictured in the environment-controlled EDP Center are, from left, an IBM 083 Sorter, an IBM 1402 Card Reader and Punch, an IBM Processor, an IBM 1403 Printer, the IBM 087 Collator and IBM 024 Key Punches and IBM 056 Verifier. Plans call for the installation of the IBM 360-20 memory disk unit.

## Central Dist. Bulk Vending Show Now Set

ST. LOUIS — Central Distributors has joined the list of other large coin-operated machine outlets across the country now increasing efforts in bulk vending. The firm, located at 2315 Olive St. here, will host an open house showing of Northwestern Corp. equipment May 6-7. The affair earlier postponed because of a truck strike, will be held between 1 p.m. and 5 p.m. both days.

In announcing the showing, vending manager Earl Veatch, who with his father, Norwood Veatch, head up the distributing outlet, said every visitor will receive a prize of at least \$5 in value. In addition, a new Northwestern Vantage Professional stand will be given away as a door prize.

### New Design

The Vantage stand is a completely new design idea from Northwestern that will accommodate any of the company's machines—the regular Model 60, the Super 60 or the Big Case Model 60.

Designed for flush-against-the-wall installation, the Vantage stand has built-in connected coin boxes equipped with Ace locks. Route servicing is greatly speeded up since the coin boxes which combine collections from two machines, are interchangeable. Once pulled out of the stand, a separately available lock-on cover makes each coin container an easily transported security-designed collection box.

Here from the Morris, Ill., firm will be Ray Griener, sales manager, and W. R. (Bill) Hamilton, sales engineer. Veatch, whose territory includes the Eastern half of Missouri and Southern Illinois, expects other manufacturer representatives from the lines of charms, gum and supplies Central handles.

Central is now exclusive distributor for supply lines such as Green Duck Co., Chicago; Creative House Promotions, Chicago and Northwestern Sales Inc., Jacksonville, Fla. In addition, merchandise from Paul Price Co., Roslyn, Long Island, (Continued on page 82)

*Gottlieb's New 2-Player*

# SUPER SCORE

**Hi-Score spinner scores up to 2000 points with suspenseful action.**

**New illuminated score-card holder.**

**4 bulls-eye targets and 2 side rollovers build up values of spinner holes.**

**2 holes and 4 bottom rollovers light to activate spinner.**

**Star hole in spinner scores "shoot again" feature.**

**4 reel scoring vastly expands player-appeal.**

**Spinner hole values indicated in all new eye-catching light-box glass.**

**Location-tested and proven for long-time earning power.**

**New electric auto-ball lift speeds play.**

**Delivered with triple-chute combinations.**

A Gottlieb  
**FLIPPER**  
SKILL GAME

That Extra Touch of Quality and ORIGINALITY

1927 1967

our motto for 40 years — There's No Substitute for QUALITY

*D. Gottlieb & Co.* 1140 N. Kostner Ave., Chicago, Ill. 60651

# Nippon Association in First Meeting

TOKYO—The first meeting of the Nippon Amusement Manufacturers Assn., representing Japan's major amusement machine manufacturers and distributors, was held here recently.

The 77 charter members attending the meeting at the Sega Building here unanimously elected as their chairman David

Rosen, managing director of Sega Enterprises. Elected vice chairmen were Michael Kogan, president, Taito Trading Co.; M. Nakamura, president Nakamura Mfg. Co., and K. Moriya, president, Nippon Recreation Equipment Co.

High officials from the Ministries of Finance, International Trade and Industry, the Bank of Japan and other top government agencies were present.

### Objectives

The new association set the following objectives:

"1. To speak for and officially represent the amusement machine industry on matters of public policy and interest.

"2. To promote the welfare and expansion of the industry and actively improve the welfare and expansion of the industry and actively improve its image through an effective public relations effort.

"3. To act for the industry in supporting favorable legislation and opposing unfair or restrictive laws or regulations.

"4. To act as a reporting agency on imports and exports.

"5. To raise industry production standards and establish quality control specifications.

"6. To act as a liaison agency for information regarding new legislation."

Committees were organized during the meeting to further these goals. Government officials present pledged full cooperation with the new association. The organization, its activities to be financed by member dues, will meet each month.

## Central Dist. Show

• Continued from page 81

N. Y.; Karl Guggenheim, Jamaica, N. Y.; MacMan Enterprises, Oceanside, Long Island, N. Y. and Knight Charm Co., Freeport, Long Island, N. Y. is available here. The firm also is making available its own special styrofoam front-display mixes.

Larger equipment lines handled here include Midway amusement games, Valley pool tables, Smokeshop and Candyshop vending machines. All Tech pool tables and amusement equipment and Westinghouse Candy Mat venders. Central also maintains a complete parts department that includes cleaners, bulk vending accessories and such equipment as American Lock Company's new hasp set fixture.

# New Equipment



William's New Two-Player

Williams Electronics, Inc., has introduced a new two-player baseball game called Basehit. The unit has a noticeably modernized cabinet and boasts a three-dimensional base running unit. Pitches may be varied (fast ball, curve and knuckler). There are three home run ramps, stainless steel front door and side molding, plastic laminate playfield and front molding and new lift-out coin trays. Single, double or triple chutes optional. Play features include "hit-all-targets-for-extra-inning," "score-to-beat," "hit-bull's-eye-target-for-grand-slam" and "score special" for both high scores and special scores. A novelty model Scoreboard is also available.

**You be the Judge**

We have the only audio-visual 2-in-1 combination of music & movies in a single unit.

★ You can lease it a minimum of 25 weeks for \$20 a week, films included. You be the judge—try it before you buy it!

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DAVID ROSEN, newly elected chairman of the Nippon Amusement Manufacturers Assn.

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HERE'S WHY VALLEY'S 6-POCKET POOL TABLES DELIVER MORE OPERATOR AND PLAYER BENEFITS.

- ✓ Completely new trouble-free operating mechanism—ends down time because of non-functioning parts. Cuts service calls for operator.
- ✓ Revamped internal structure provides for faster ball return—speeds plays; thereby increases collections.
- ✓ Bolted rails—provides solid holding.
- ✓ Easily removable and lightweight ball viewer drawer.
- ✓ New color combinations of Burl Walnut and Goldtone Formica covers entire table, including legs—enhances any location.
- ✓ Locked in cue ball—ends borrowed balls.
- ✓ Recessed Coin Chute—separate from cash box.
- ✓ Redesigned separate locked cash box—provides extra security for contents.



FOUR (4) POPULAR  
6-POCKET MODELS TO CHOOSE FROM:  
=1787M (78" x 45" x 31") =1937M (93" x 53" x 31")  
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**MAGNETIC CUE BALL** patent pending

the ball that always measures 2 1/4", not 2 3/8", not 2 9/16" not 2 5/16"  
NOW ALL 16 BALLS ARE THE SAME SIZE AND WEIGHT

Magnetic Cue Ball hits balls "dead center" instead of above or below center. Hits cushion at proper height for greater accuracy. Players get more "english" and "draw" on the ball.

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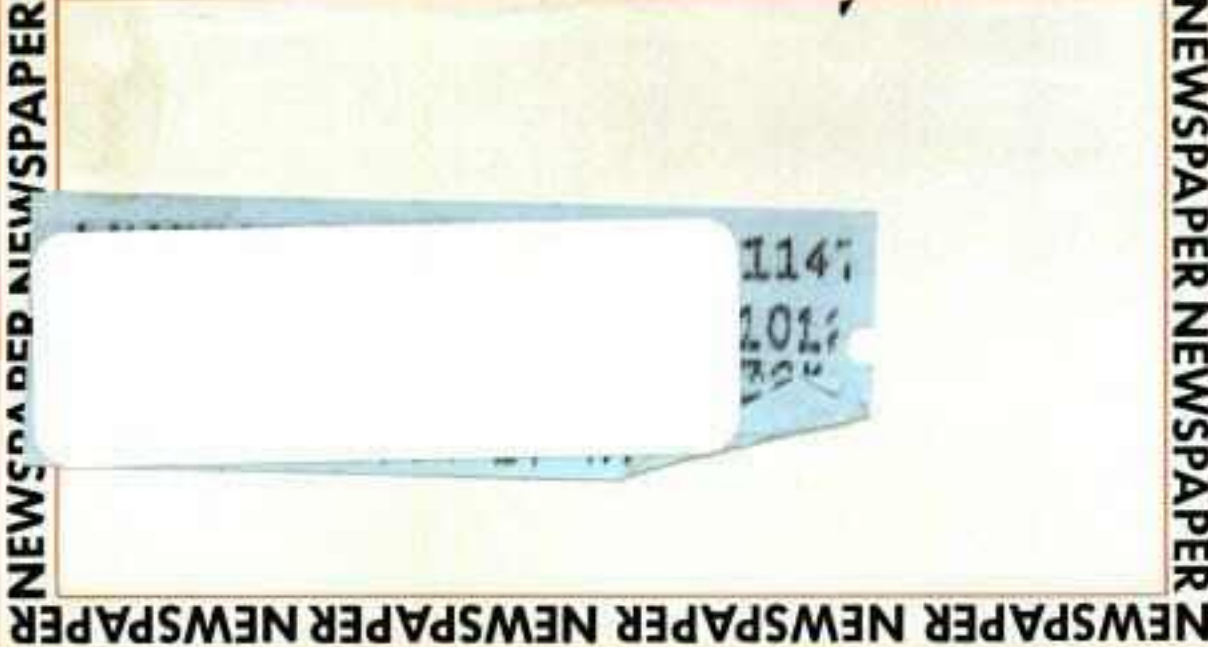
For additional information on Valley's 2 1/4" Magnetic Cue Ball... the innovation that's revolutionizing the coin operated billiard industry, write or call.

# Accepts them all! and always has



The Wurlitzer Wall Box accepts all coins from half dollar to nickels. Always has! Its Playrak credit unit translates deposits into single plays, little LP's or Top Tunes selections. It's the only wall box that can. Finger-tip price setting, too! If you aren't using it, you're missing something — MONEY!

**WURLITZER**  
**Remote Speaker Wall Box**



**POP SPOTLIGHT**  
**PAUL REVERE & THE RAIDERS**  
**GREATEST HITS**  
 Columbia KCL 2662 (M); KCS 9462 (S)

Here's their first hit—"Louie, Louie"—and others like "Stepping Out," "Just Like Me." This LP can't misfire; it'll hit the charts fast and hard. Package includes color photo book.



**POP SPOTLIGHT**  
**BORN FREE**  
 Andy Williams. Columbia CL 2680 (M); CS 9480 (S)

The winning Academy Award song, as well as such blockbusting film tunes as "Alfie," "Strangers in the Night," "Lara's Theme" and "I Will Wait for You" are sung by Andy Williams in his usual cool, relaxed style. It adds up to a slick job, and the combination of Williams and the material should be a powerhouse.



**POP SPOTLIGHT**  
**SWEET SOUL MUSIC**  
 Arthur Conley. Atco 33-215 (M); SD 33-215 (S)

Arthur Conley machine-gunned his way rapidly to the top of the pop charts with the title tune of this LP, largely on the help of r&b radio exposure. This LP will follow the single as a big hit. Besides "Sweet Soul Music," Conley flies on "I'm a Lonely Stranger" and "Let Nothing Separate Us."



**POP SPOTLIGHT**  
**HAPPY JACK**  
 The Who. Decca DL 4892 (M); DL 74892 (S)

With their single "Happy Jack" already on the charts, the Who should come into their own among listeners with the album. This English group is richly resourceful in both talent and original material.



**POP SPOTLIGHT**  
**SINCERELY, NAT KING COLE**  
 Capitol T 2680 (M); ST 2680 (S)

The attraction of the late Nat King Cole is as strong as ever. This album of love songs once again displays his rich talents as a romantic balladeer which will win new fans as well as hold on to the old ones. The LP is a winner on all counts.



**POP SPOTLIGHT**  
**THE GREATEST HITS FROM ENGLAND**  
 Various Artists. Parrot PA 61010 (M); PAS 71010 (S)

A collection of 12 hits by 12 English acts make up this album, which is loaded with sales appeal. Here are such attractions as "Black Is Black" by Los Bravos, "It's Not Unusual" by Tom Jones, "Tobacco Road" by the Nashville Teens, "Everyone's Gone to the Moon" by Jonathan King, and "Go Now" by the Moody Blues.



**POP SPOTLIGHT**  
**THEN YOU CAN TELL ME GOODBYE**  
 Casinos. Fraternity FLP-1019 (M); FLPS-1019 (S)

Hot off their Top 10 single, the album's title song, the Casinos should sell well with this 12-cut package. "To Be Loved" is another good number in the group's easy style. The pressing also includes "What Kind of Fool Am I" and "Rag Doll."



**POP SPOTLIGHT**  
**SOMETHIN' STUPID**  
 Lennon Sisters. Dot DLP 3797 (M); DLP 25797 (S)

Capitalizing on the current popularity of the title song, this easy-to-take package offers the popular TV quartet in some of today's hit songs. The Lennon Sisters' many fans will spell success for this album. The girls lend their soft approach to such fare as "My Cup Runneth Over," "Georgy Girl" and "This Is My Song." Another high spot is "Sure Gonna Miss Him."



**POP SPOTLIGHT**  
**PERCY FAITH PLAYS THE ACADEMY AWARD WINNER**  
 Columbia CL 2650 (M); CS 9450 (S)

"Born Free," the Oscar winner, "Georgy Girl," "A Man and a Woman," "Alfie" and "Lara's Theme" offered in the opulent Percy Faith manner will put this one high in the sales ranks. Faith demonstrates his ability to do a bouncy "Georgy Girl," then shift gears for a soothing treatment of "Alfie."

**POP SPOTLIGHT**  
**THE BEATLES SONGBOOK, VOL. 4**  
 Hollyridge Strings. Capitol T 2656 (M); ST 2656 (S)

The Hollyridge Strings have proved once again that instrumental renditions of Beatle material is pop music-making at its best. From the most recent "Strawberry Fields" and "Penny Lane," to "Eleanor Rigby" and "Yellow Submarine," they are served up in a rich string tradition.



**POP SPOTLIGHT**  
**HOLD ME**  
 Bert Kaempfert. Decca DL 4860 (M); DL 74860 (S)

Kaempfert can make any song sound fresh and alive, and here he starts things moving with the oldie, "Hold Me." The other songs, including "Take Seven," "Lady" and "Marajoram," show the Kaempfert group at its exciting best. Fred Moch's horn swings.



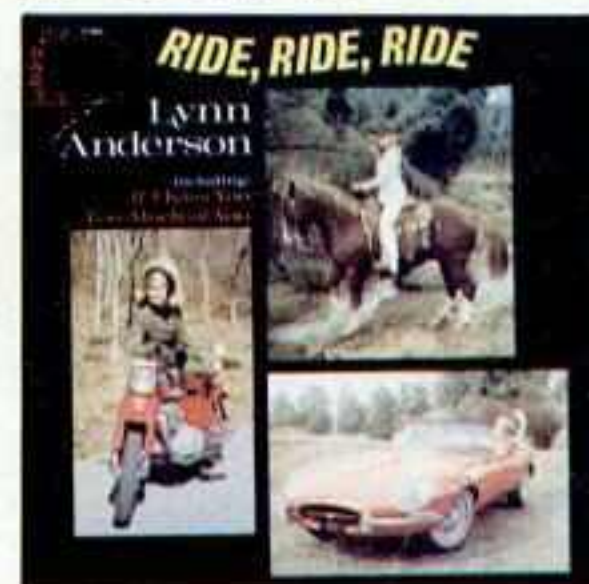
**COUNTRY SPOTLIGHT**  
**GEORGE JONES' GREATEST HITS**  
 Musicor MM 2116 (M); MS 3116 (S)

A hit-filled package that should keep Jones' current string of chart pressings intact. Although this album includes newer material, it's in some of the older pieces like "The Race Is On," "Close Together" with Melba Montgomery and the standard "Old Brush Arbers," that really score as does "I'm a People."



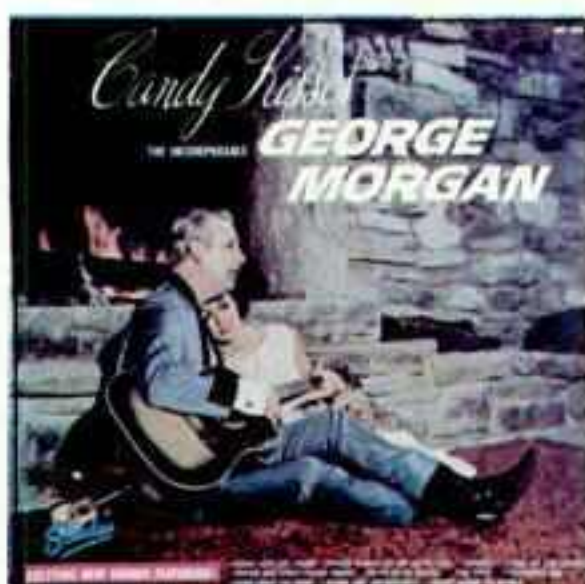
**COUNTRY SPOTLIGHT**  
**RIDE, RIDE, RIDE**  
 Lynn Anderson. Chart LP 1000 (M)

One of the newest stars on the scene, but bound for very big things. "If I Kiss You" is one of the tunes that "make" an artist. It's selling big; this LP will do the same. Her mother, artist/songwriter Liz Anderson, wrote the hit, as well as "Ride, Ride, Ride" and others here.



**COUNTRY SPOTLIGHT**  
**STRICTLY INSTRUMENTAL**  
 Flatt & Scruggs with Doc Watson. Columbia CL 2643 (M); CS 9443 (S)

A legend teams up with a legend here—the team of Flatt & Scruggs with Doc Watson. The tremendous pickin' and harmonies should please folk fans as well as country music crowds (Flatt & Scruggs are presently on the country charts with other material). This album will do well.



**COUNTRY SPOTLIGHT**  
**CANDY KISSES**  
 George Morgan. Starday SLP 400 (M)

A liberal sprinkling of Morgan's old hits, including the title song, plus some good new material makes his initial album on his new label, Starday, an appealing package. The success of his current single, "I Couldn't See," also included here, also should spark sales. "Room Full of Roses," "You're the Only Good Thing" and "Almost" are other attractions.



**CLASSICAL SPOTLIGHT**  
**HOROWITZ IN CONCERT**  
 Vladimir Horowitz. Columbia M2L 357 (M); M2S 757 (S)

Here's the much awaited followup to his previous superb best seller. And it's equally magnificent for its simplicity of style and sensitive poetic interpretation. Works are by Chopin, Haydn and Mozart, among others. Stereo is excellent.



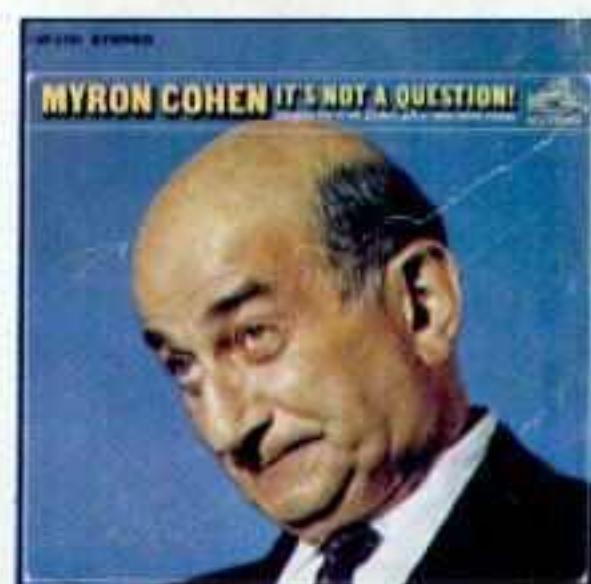
**CLASSICAL SPOTLIGHT**  
**PROKOFIEV: SYMPHONY NO. 3/SCYTHIAN SUITE**  
 Boston Symphony (Leinsdorf). RCA Victor LM-2934 (M); LSC-2934 (S)

Victor continues its commendable Prokofiev series with another fine pressing by Erich Leinsdorf and the Boston Symphony. The stark, dark, dissonant symphony is powerfully performed. The "Ala and Lolly" Suite wraps up the album well.



**CLASSICAL SPOTLIGHT**  
**BEETHOVEN: LIEDER**  
 Dietrich Fischer-Dieskau/Joerg Demus. DGG 39 197 (M); 139 197 (S)

Fischer-Dieskau's artistry is in his handling of Beethoven's songs, and this album offers baritone at his best in his best material. The "An die ferne Geliebte" cycle is sensitively sung. "Adelaide" is beautiful. Well-sung Italian love songs by Beethoven conclude the disk. Demus' piano accompaniments are excellent.



**COMEDY SPOTLIGHT**  
**IT'S NOT A QUESTION**  
 Myron Cohen. RCA Victor LPM 3791 (M); LSP 3791 (S)

Cohen is at his hilarious best in these little comical vignettes recorded live at a Florida hotel. His storytelling ranges from "Senior Citizens" to "Opera at La Scala." Even the story titles are funny: Off Tobacco Road, Huckleberry Jam, etc. Will make the chart quickly.