

Billboard

The International Music-Record Newsweekly

Direct Blitz Shells Clubs' Exclusivity

By MIKE GROSS

NEW YORK—The record clubs' hold on artists through exclusive deals is being threatened. There already has been a breakthrough in some areas of exclusivity as clubs have crossed over the lines to pick up the club's product through regular distributor channels, but now the Record Club of America is going directly to the artists in its pitch to crack through the exclusivity barriers.

According to Sigmund Friedman, president of the Record Club of America, the club business has grown to such an extent with all the clubs now offering top product of all companies, it would now be to the artists' advantage to make non-exclusive deals with all the clubs. In its effort to get into a more competitive position with the Columbia, RCA Victor and Capitol clubs, the Record Club of America is offering artists who come to them on a non-exclusive basis full royalty payments on all recordings including free bonus and premium albums on a royalty rate of more than 10 per cent payable monthly.

Friedman claims that recording artists have always been at a disadvantage under the other clubs' previous agreements. "They have been featured in their advertisements as free items," he said, "on which they don't get any royalties and have only received half royalties on regular sales."

Cites Payment

Friedman also pointed out that the payment of royalties by the other clubs is on a quarterly basis. He said, "The other clubs, similar to us, are tracking their sales daily on a computer and can very easily make payments monthly." It's Friedman's opinion that

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Enter Laura Nyro, the gal who rang the bell with her "Wedding Bell Blues." Now she's set to storm the charts all over again with another Nyro original, "Goodbye, Joe" (KF-5038), singled out from her very current Verve/Folkways album, "More Than a New Discovery" (FT/FTS-3020). *(Advertisement)*

Polydor R&B on UK's Pop Chart

NEW YORK—The pop market in Great Britain is becoming so blues-drenched that the English licensees of U. S. labels are now taking steps to get extra sales mileage from their American-made rhythm and blues product. Polydor, for example, recently packaged a flock of its Atlantic Records best sellers into an album titled, "Midnight Soul," and the LP, subsequently, has been riding high on the pop LP charts.

The "Midnight Soul" album was made up from singles by Otis Redding, Wilson Pickett, Brother Jack McDuff, Percy Sledge, Rufus Thomas, Jimmy Hughes, Joe Tex, Ben E. King, Solomon Burke, Don Covay and Booker T. and the MG's. The LP marks the first time an English licensee has taken the initiative in putting together a package of previously released singles. Recording company executives here feel that the success

(Continued on page 12)

ABC's Thiele in the Grooves as Batoneer

NEW YORK—It's now Bob Thiele and his New Happy Times Orchestra on ABC Records. And the orchestra features Teresa Brewer as special guest star.

This rapid transformation occurred when the ABC a&r director conceived the idea of combining the sound of the 1920's with a contemporary treatment. ABC president Larry Newton, to whom Thiele presented the thought, told the a&r chief to go ahead and form his own group.

Thiele is seeking to capture the Paul Whiteman-

(Continued on page 12)

RIAA Will Urge 1-Price System

By CLAUDE HALL

NEW YORK—The Record Industry Association of America will call for a universal pricing system at the March 5-10 meeting of the National Association of Record Merchandisers in Los Angeles. It was learned last week that Henry Brief, RIAA executive secretary, has already sounded out certain record company executives on this system.

One executive said that he would have to adopt a wait-and-see attitude until the Narm meeting in order to determine, first, how it would go with the members. I was felt that most members might be reluctant to the pricing system, feeling that this aspect of the record business should be left within the control of the retailers.

The pricing system, it was learned, would hinge on the alphabet, with all "A" class records going for an established price, "B" records for a lower price, "C" for a lower figure, etc.

Anti-Col. Club Motion Hurlled in FTC Probe

NEW YORK — The Record Club of America stepped into the Federal Trade Commission's investigation of the anti-trust aspects of the Columbia Records Club late last week with an intervening motion that the taking on of outside labels was unlawful. The FTC examiner's initial decision gave the Columbia club the green light to carry on its practice of handling other labels and this was subsequently taken up by the RCA Victor and Capitol clubs.

In the affidavit submitted by Sigmund Friedman, president of the Record Club of America, it was stated

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U. S. Overseas Push On C&W, Nashville

NEW YORK—The U. S. Government is promoting overseas both the city of Nashville and country music.

The drive is aimed to bring more tourists to the States to ease the gold deficit. The promotion will center on newspaper stories and will capitalize on a special promotion record featuring country music and a message by a prominent public figure.

The 45 r.p.m. record is being cut with the co-operation of the United States Travel Service, a division of the U. S. Department of Commerce established by Congress to promote tourism to this country.

Shelby Singleton, president of Shelby Singleton Productions, is co-ordinating the project.

While country music is becoming increasingly popular on the Continent, Singleton noted that many Europeans aren't aware of this particularly American style of music originated in Nashville and that production of country music records is now one of the city's major industries.

The record, as will the story that will be mailed with the record to Europe, Japan and South America—

(Continued on page 50)

(Advertisement)



"Show Me," Joe Tex's new smash hit, is already on the charts, continuing Joe's fantastic string of consecutive hits on Dial. Joe is currently on a one-nighter tour that is breaking attendance records. The hot Dial label is distributed by Atlantic. *(Advertisement)*

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MANY DIFFERENT ROADS LEAD TO EUROVISION

By MIKE HENNESSEY

PARIS—Songs from French-speaking countries and principalities reaching Vienna on April 8 for the Eurovision Song Contest will arrive by a variety of different routes.

Billboard's survey of the TV companies of France, Belgium, Switzerland, Luxembourg and Monaco revealed that a wide variety of methods are used to select a song for Eurovision.

FRANCE: The song submitted by the ORTF, the French State Radio and Television Authority, is chosen by a jury of six people, mostly composers. This year, the jury consisted of Georges Van Parys, Paul Misraki, Pierre Petit, Antoine Duhamel, Jacques Loussier and Georges Wiener.

They selected the winning song—"Il Doit Etre Beau la bas"—from a total of more than 100 submitted. It will be sung by Noelle Cordier, and was written by Hubert Giraud and Pierre Delanoe.

BELGIUM: The Belgian entry is selected by a 10-man jury of people from the music industry. One year the selection is handled by the Belgian-Speaking Service of the RTB and the following year by the Flemish Service. This year it is the turn of the Flemish Service.

The selection is made during a series of 10 weekly TV programs. Ten singers—five male and five female—are chosen by the RTB, and they present their own songs. The jury votes for each of the 10 songs and the best three go forward to the next program. Any song which succeeds in being presented in three programs goes automatically in the final. For the final program next Saturday (25), the jury is augmented by five experts from countries other than Belgium.

This technique of selection was used by the Flemish Service in 1963. In 1965, the Flemish Service chose just one singer, who presented a number of songs to the jury in two TV programs. In 1966 the French Service used the same method as in 1965. This year, however, the Flemish decided that the 1963 method was a good means of building a TV series.

SWITZERLAND: Switzerland is a country with a TV station for each region—French, Italian and German. Each center submits two songs for Eurovision. These six songs are presented in a TV program and voted for by a 12-man jury of music business people.

This year, the winning song was "Quel Coeur Vas Tu Briser?" (Which Heart Are You Going to Break), by Daniel Faure and Gerard Gary. It will be sung in Vienna by French singer Geraldine. The recording of the song was produced in Paris by a&r man Jacques Bedos.

LUXEMBOURG: About 24 songs were submitted and selection is still being made by a 10-man jury of conductors, singers, critics, etc. Same principle as in France.

MONACO: Tele Monte Carlo selected CBS singer Minouche Barelli to represent the principality. She will present seven songs—one per night—in TV appearances throughout this month, and viewers will vote for the winner.

Compatible Stereo Disk Promotes MGM Acts

NEW YORK—MGM Records will launch in March a compatible stereo record as a promotional device for FM stereo radio stations. The compatible single will not be sold to the public, said Lenny Scheer, label's director of marketing.

The compatible will be a feature of the "Celebrity Scene," promotion feature that has proven such a valuable merchandising concept for MGM Records. Connie Francis will be the first artist.

The compatible is being provided to aid FM stereo radio stations across the nation. "I'm looking for as much exposure as I can get for our artists," Scheer said, "and, as tough as it is to get product played on radio today, the extra exposure on FM stereo radio stations could become very important." He felt that FM listeners, in general, were probably "more avid" fans of music, thus potential record purchasers on a large scale.

The "Celebrity Scene" series, packages containing five singles

records and a biography of the artist, is mailed to some 4,000 radio stations and every jukebox operator in the nation, Scheer said. A different artist is featured each month. Among those artists featured so far have been Lainie Kazan, Willie Bobo, Julius LaRosa, and Wes Montgomery, among others. Connie Francis is the push for March, Jimmy Smith for April.

Radio airplay has been instrumental in the success of the "Celebrity Scene" promotion, Scheer said. "There hasn't been any of these artists who haven't made the charts after being part of the package, including some artists who've been sort of dormant as far as sales."

Jukebox operators also find the "Scene" valuable because they have largely been unable to capitalize on album artists.

MGM Records, headed by Mort L. Nasatir, has been one of the hottest record companies, said Scheer, "and one of the reasons, is the pattern of releasing product four times

(Continued on page 12)

Charles' Set Tops ABC 100G Consumer Drive

NEW YORK—ABC Records kicks off its biggest national consumer campaign, budgeted at \$100,000, in March, with special emphasis being placed on the Ray Charles two-record

package, "A Man and His Soul."

The complete line-up of ABC artists and their latest albums will be featured, with advertisements carrying the head-

(Continued on page 10)

CBS' Davis Sets Broad Program To Keep Pace With 22% Upswing

NEW YORK—Clive J. Davis, vice-president and general manager of CBS Records, is setting his sights on the broadening and strengthening of catalog and the development of new artists to continue the company's upward sales spiral which brought its take in 1966 to 22 per cent more than the previous year's.

Davis said, "the significant growth of CBS Records in 1966 reflects the unusual vitality that has marked our progress throughout the past decade." He added, "Again we maintained our leadership of what is fast becoming a billion-dollar industry. What we must do in 1967 is make sure that the growth we experience does not become a profitless prosperity.

It is this problem and challenge that everyone in the industry must be prepared to meet if 1967 is to achieve its full potential."

All of the operating units within CBS Records contributed to the Division's over-all growth during 1966. Columbia Records continued to click with a steady stream of top-selling singles and albums pegged for the teen market with such artists as Paul Revere and the Raiders, Simon and Garfunkel, the Byrds, and the Cyrkle. Columbia also continued to run strong in the pop album field with product from Andy Williams, Barbra Streisand, Ray Conniff, Tony Bennett, Eydie Gorme, Robert Goulet and Jerry Vale, among others. Also, two new Columbia

artists, John Davidson and Jim Nabors scored in the pop album field.

Cast Albums

The label's catalog of original cast albums was augmented by "Mame," "Sweet Charity," "Cabaret" and "The Apple Tree." Columbia also clicked in the country field with Johnny Cash, Ray Price, Marty Robbins, Stonewall Jackson, Carl Smith, (Little) Jimmy Dickens, the Carter Family and Flatt and Scruggs.

Sales of Columbia Masterworks also contributed to the label's 1966 success. Scoring for Masterworks were the Philadelphia Orchestra under the direction of Leonard Bernstein; the Cleveland Orchestra with conductor George Szell; the Mormon Tabernacle Choir; pianists Vladimir Horowitz, Rudolf Serkin and Glenn Gould, and organ-harpichordist E. Power Biggs. The label also added to its CBS Legacy Collection with "The Irish Uprising," a book and two-record set produced by Goddard Lieberson, president of CBS Columbia Group.

Early in 1966, Columbia moved into the 8-track tape CARtridge field featuring both single-cartridge packs and the longer playing twin-packs.

Epic Key Factor

Epic Records also played a major part in the development of CBS Records. Clicking for Epic in the pop field were Donovan, Bobby Vinton, the Yardbirds and the Dave Clark Five. In the country and western field, Epic made a particularly strong showing with David Houston. Okeh Records, Epic's r&b subsidiary, racked up strong sales with disks by the Vibrations, Major Lance, Walter Jackson and Little Richard.

Epic also made a good showing in the classical field with pianist Alicia De Llorocha and Lili Karus; the Juilliard String Quartet; harpichordist Igor Kipnis, and Metropolitan Opera singer Judith Raskin, as well as its newly launched medium-priced classical line, Crossroads Records.

ABC's 'Henry' Action Is Only the Beginning

NEW YORK—The expansion and diversification of ABC Records is gathering more headway. Following the announce-

ment that the label is a major investor in the musical comedy, "Henry, Sweet Henry," it was learned that the label will actively seek additional Broadway show properties. ABC president Larry Newton, has retained Joe Linhart to scout Broadway properties. Linhart has considerable experience in this field—having held a similar post with RCA Victor.

"Henry, Sweet Henry" is due to open on Broadway Sept. 26. Based on "The World of Henry Orient," the musical was written by Nunnally Johnson with music and lyrics by Bob Merrill.

ABC will record the original cast album and will publish the score via its publishing firm, Ampco (ASCAP). It is rare for a score by writers of such stature to be published by a record company affiliate.

Newton stated that a maximum effort will be given to the score, with veteran music promotion man Charlie Janoff assigned to exploitation.

Chi Hearings Fail to Link Crime & Coin

By RAY BRACK & EARL PAIGE

CHICAGO—Another in a lengthening series of crime commission hearings into presumed connections between coin machine operation and organized crime commenced here last Thursday (16).

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Stereo Jet of Mexico Bows Line

MEXICO CITY—Stereo Jet of Mexico introduced its initial line of 75 4-track tape CARtridges here last Tuesday (14) at the opening of the month-long National Home Fair. The firm, a subsidiary of Grupo Internacional Guindi, began operations six months ago. The parent firm has been in existence since 1933.

The first release included 48 CBS Records albums under an exclusive 18-month contract between Joseph Cayre, president of Stereo Jet, and J. Manuel Villaareal, general manager of CBS de Mexico. CBS also was represented in negotiations by Harvey Schein, vice-president of CBS International. Included were 4 and 8-track cartridge and reel-to-reel rights to the entire world-wide CBS catalog, believed to be the first time CBS has granted such extensive tape privileges to an outside firm. The deal included rights to Columbia, Epic, Okeh and Harmony product.

ABC & Roulette

The other 27 titles were supplied by the ABC and Roulette catalogs. The ABC contract, which is similar in rights to the CBS arrangements, includes

tape rights to Command, Grand Award, Impulse, Tangerine, Boom and Oliver product for three years. Under the 3½-year Roulette pact, Stereo Jet can duplicate Roulette, Birdland, Allegre, Tico, Mardi Gras, End, Gee, Gone and Roost. All cartridges carry the parent logo in the upper left-hand corner of one side and Stereo Jet's logo in the upper right. Stereo Jet also is signing Mexican artists for production of material on its label.

While the initial tapes were 4-track, Stereo Jet plans to release an 8-track line as soon as there are sufficient 8-track playbacks in Mexico. By summer Stereo Jet hopes to unveil four playbacks, a 4-track and an 8-track unit for home, and a 4-track and an 8-track unit for bars. These will list for \$80 each. Stereo Jet projects a production of 30,000 4 and 8-track cartridges a month. Cartridges list for \$6 each.

Stereo Jet's new \$380,000, 3,000-square-foot plant is in San Bartolo, a suburb of Mexico City. Frank Brennen of Tape Handling Corp. of Fairfield, N. J., was retained as consultant for the facilities. Nor-

man Mandell, formerly of Tape Handling, is supervisor of the new installation.

6 Ampex Slaves

Stereo Jet's investment includes six Ampex slaves which can produce 72 cartridges, either 4 or 8-track, every 10 minutes. The slaves can be adapted to accommodate either configuration by switching the head. The players will have British heads, German motors and Japanese switches. The rest of the units will be made in Mexico.

In addition to textiles, Grupo Internacional Guindi, which is headed by Alberto Guindi, is Mexican licensee for Sealey Mattresses, and is 51 per cent owner of Matsushita's Mexican interests through National Mexicana. Swan Textiles, which Cayre runs, has three Puerto Rican plants. Grupo Internacional Guindi also manufactures hooks and eyes, is the major Mexican manufacturer of TV tubes, does screen printing for the textile trade, owns extensive real estate holdings and is in public relations. Grupo Internacional Guindi is a family operation of the Guindi and Cayre families, who are cousins.

Manager Stogel's 'Building' Credo: Search for Talent

NEW YORK—To build in the management business today, a firm must be constantly on the lookout for new artists and be willing to invest in them, said Leonard Stogel, who manages such name acts as Sam the Sham, Keith and Tommy James and the Shondells.

Leonard Stogel Associates has just added Zachery L. Glickman, formerly with Queen Booking Agency, to the staff as talent co-ordinator and packager of those under a separate division the firm has just established. But Glickman's main duties will be to spearhead a drive for new talent.

Stogel has always been willing to go out of his way for talent. His first act, Sam the Sham, was signed when Stogel flew to Memphis a couple of years ago to see him perform on the recommendation of some friends. Another of his newer acts, the Spike-Drivers, was recommended by Verve Records

artist Rege Mull. Stogel flew to Detroit, saw the group perform at the Raven, signed them to a management contract, and brought them back to New York.

Park Appearance

He lined up an appearance at the Central Park Music Festival last summer, then invited record companies to see them perform. The group was placed with Reprise Records, said Stogel, because of the enthusiasm shown by Jerry Ragovoy. But their first record didn't happen. Their second effort is "Break Out the Wine." If it happens, then maybe Leonard Stogel Associates will be able to recoup some of the money invested, which Stogel says amounts to several thousand dollars. Meanwhile, the four boys and one girl are performing at colleges in the Midwest and building a reputation for live shows.

(Continued on page 12)

ATCA Membership Soars 150%

By CHARLES BARRETT

NEW YORK—The membership of the American Tape Cartridge Association has increased 150 per cent since its inception a year ago.

Executive director is Ray Rand of New York; president is Andrew Raftis of Stereomatic Corp. of Chicago. ATCA has opened up an office here, and plans call for the establishing of offices soon at Chicago and Los Angeles.

In what Rand termed a "spontaneous reaction for the need of such an association for the tape cartridge industry," 60 members registered with ATCA a year ago, now the organization boasts a membership of 150. Rand attributes a recent upswing in membership to the National Auto Accessories Exposition here a week ago.

Hal Fogelson has been named director of advertising and public relations for ATCA, and the Abbot Lutz Ink Co. of New York, consultants, according to Rand. Rand will be traveling to Chicago and Los Angeles to set up offices there during the next few weeks. He said that plans

call for the establishment of minuteman clinics and a Cartridge Caravan. Rand explained that these clinics are designed to educate dealers on the tape industry and the knowledgeable tape people will school them across the nation. The cartridge caravans are aimed at educating the consumer, and the training will be done throughout the country by ATCA members, who will work the caravan in one area of the country, and then turn it over to another ATCA member to cover another area.

ATCA plans to hold its first convention in Las Vegas Aug. 20-23. A workshop seminar and exhibits will be featured. Reservations and further information will be available shortly, Rand said.

ATCA supports itself on dues from its members. The organization's first newsletter is scheduled to come out in mid-March, according to Rand. ATCA has formed an engineering standards committee who will recommend standards for duplicating and mastering to manufacturers, Rand added. Membership includes duplicators,

distributors, licensee, manufacturers, dealers, representatives and a banking group, which has recently completed a survey of the cartridge industry, according to Rand.

Billboard

Published Weekly by

The Billboard Publishing Company
2160 Patterson St., Cincinnati, O. 45214
Tel.: Area Code 513, 381-6450

Publisher:

Hal B. Cook New York Office

Editorial Office

165 W. 46th St., New York, N. Y. 10036
Area Code 212, PL 7-2800
Cable: BILLBOARD NEWYORK

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Circulation Sales, New York

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Subscription Fulfillment

Send Form 3579 to
2160 Patterson St., Cincinnati, O. 45214
Fulfillment Manager Joseph Pace

U. S. Branch Offices

Chicago, Ill. 60601, 188 W. Randolph

Area Code 312, CE 6-9818

Los Angeles, Calif. 90069,

9000 Sunset Blvd.

Area Code 213, 273-1555

Nashville, Tenn. 37219, 226 Capital Blvd

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Subscription rates payable in advance. One year, \$20 in U. S. A. (except Alaska, Hawaii and Puerto Rico) and Canada, or \$45 by airmail. Rates in other foreign countries on request. Subscribers when requesting change of address should give old as well as new address. Published weekly. Second-class postage paid at New York, N. Y., and at additional mailing offices. Copyright 1967 by The Billboard Publishing Company. The company also publishes Record Retailer, Vend. Amusement Business, High Fidelity, American Artist, Modern Photography, Merchandising Week. Postmaster, please send Form 3579 to Billboard, 2160 Patterson St., Cincinnati, Ohio 45214.

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FEBRUARY 25, 1967, BILLBOARD

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Executive Turntable

Richard Sherman has been named national sales manager of Warner Bros. Records. He had been Eastern district sales manager for Warner Bros./Reprise. He will leave New York for the West Coast next month. Sherman has been in the music business for 10 years and held sales positions with Columbia and Mercury before joining WB. In his new post, he will be responsible for WB, Reprise and Loma sales and liaison with distributors and district sales managers.

SHERMAN

★ ★ ★

Danny Fortunato has been named national sales and promotion manager of Dynamo Records. He was formerly national promotion man for Musicor Records, which distributes Dynamo. **Bruce Patch** takes over as national promotion chief for Musicor. Patch, who also produces **Teddy and the Pandas** for Musicor.

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A Mammoth Singles Sales Drive Launched by London

NEW YORK—London Records has begun an all-out singles sales campaign, which includes visits to major markets by key home office personnel and newly added regional promotion men. Under the campaign, headed by Walt Maguire, manager of singles sales and promotion for London, Cy Warner and Moe Shulman of the New York office staff are on the road.

Al Mitnick has been selected to handle promotion in the Michigan area including Detroit. Recently named to similar posts were Gerry Hoff for the West Coast; Sam Cerami, operating out of Chicago for the Midwest; Dave Marshall, cover-

ing the Northeast, Eastern Pennsylvania, Baltimore and Washington; and Dick Klein, operating from Miami for the South.

Attention is being focused on the Rolling Stones, Tom Jones and three new artists, Engelbert Humperdinck, whose Parrot release is "Release Me"; Cat Steven, whose "Matthew and Son" is on Deram; and the Move, whose Deram single is "Night of Fear." Humperdinck is produced by Dick Howe of British Decca, and managed by Gordon Mills, who also handled Jones. Denny Cordell, producer of the Moody Blues' waxings, produced the Move, while Mike Hurst produced the Steven's disk.

'Sand Pebbles' Theme Flooded With Waxing Version Action

NEW YORK — The theme from the 20th Century-Fox movie, "Sand Pebbles," is picking up lots of disk action. There are already 25 recorded versions of the theme in the market.

The theme, which also carries the title, "And We Were Lovers," has garnered album renditions by Shirley Bassey and Al Caiola on United Artists Records; Percy Faith on Columbia; Al Hirt on RCA Victor; Jack

Jones on Kapp; Mantovani on London; Freddy Martin on Decca, Nelson Riddle on Liberty; Bud Shank on World Pacific; Lawrence Welk on Dot, and Andy Williams on Columbia. Singles coverage includes recordings by Les Baxter on GNP-Crescendo; Lana Cantrell on RCA Victor, Ernie Englund on Monument; Jose Feliciano on RCA Victor; Gracy Markay on Capitol; Gail Martin

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Tim Rose's new single,
"MORNING DEW," 4-44031
is pure white lightnin'.

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Mean and funky on COLUMBIA RECORDS 

This One



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Marek, Mantovani to Get NARM's Awards

LOS ANGELES—George R. Marek and Mantovani will receive special presidential awards on March 9 at the Century Plaza Hotel annual National Association of Record Merchandisers, Inc. convention. Mantovani, London Records artist, will be honored for 20 years of achievement in the record field. Mantovani and his wife will fly here from England to participate. Frank Sinatra and Mitch Miller received similar awards in previous years.

Marek, RCA Victor vice-president and former general manager of Victor's Record Division, is the first record company executive to receive a NARM presidential award. Marek, a featured speaker at

the 1962 convention, was the keynote speaker in 1964. In addition, NARM awards will be presented in 23 categories for best-selling artists and records in more than 40,000 outlets serviced by NARM record merchandiser members. Winners will be announced at the evening NARM Awards Banquet.

NARM's board of directors has urged record merchandisers and distributors to promote and support the sale of a special LP, "The Music of Walt Disney," in a letter by Jules Malamud, executive director, to NARM's regular membership.

(Continued on page 10)



GEORGE MAREK



MANTOVANI

Market Quotations

(As of Noon Thursday, Feb. 16, 1967)

NAME	65-66		Week's Vol. in 100's	Week's High Low		Week's Close	Net Change
	High	Low		High	Low		
American Broadcasting	92½	62	219	80%	76½	78½	+ ¾
Admiral	55½	28½	3367	38	34½	34½	- ¼
Ampex	32½	17	3110	32½	29½	29%	-1¾
Audio Devices	41½	17	248	27¾	25¼	27	+1¾
Automatic Radio	7¾	2¾	49	4½	3%	3%	- ½
Automatic Retailer Assoc.	62½	42½	192	62½	58½	62½	+4
Cameo Parkway	4¾	1¾	17	2%	2¾	2%	- ½
Canteen Corp.	36¾	18¾	332	28%	26%	27¾	+2¼
CBS	68¾	42	659	68½	66¼	68	+1½
Columbia Pic.	39¾	22¾	38	36%	35¾	35¾	- ¾
Consolidated Elec.	46¾	31	310	44%	42¼	43½	- ½
Walt Disney	94½	40¾	481	81¾	76	81	- ½
EMI	5%	3%	910	4%	3%	4%	+ ¾
General Electric	120	80	1630	88%	85%	85½	-1½
Handleman	27¾	13%	197	27%	25%	25%	Unchg.
MCA	61¾	28¼	953	45	41%	42¾	-2
Metromedia	55%	25	505	50%	46½	47½	+ ¼
MGM	39¾	24%	415	36	34%	34%	- ½
Motorola	233½	90	985	132%	120%	120½	-5¼
RCA	62¼	36¾	1518	50½	47%	47%	-2%
Seeburg	32¾	11%	820	20%	17%	19%	+2½
Tel-A-Sign	5%	1%	183	2%	2%	2%	+ ¼
3M	87	61	366	87	85%	85¼	- ½
20th Century	42¾	25%	1720	42¾	37%	41¾	+3%
U-A	33¼	21¼	456	32%	31%	32%	+ ¾
WB	20	11%	1013	20	18%	19%	+1
Wurlitzer	28	15½	438	28	24%	26%	+1¾
Zenith	87¾	46½	1093	62¾	57½	57¾	-4

OVER THE COUNTER*

(As of Noon Thursday, Feb. 16, 1967)

	Week's High	Week's Low	Week's Close
Dextra Corp.	2%	1%	2%
GAC	6	5¼	5¾
Jubilee Ind.	5	4¼	4¾
Lear Jet	20¾	18¾	19¼
Merco	9%	9%	9%
Mills Music	25¾	24	25
Pickwick Inter.	10	9¼	9¾
Telepro Ind.	4%	3	4%
Tenna	13¼	12¾	13¼

*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.

BEATLES & EMI PACT RENEWED

LOS ANGELES — The Beatles have signed a nine-year pact with Electric & Musical Industries Ltd. EMI, Capitol Records' parent company. The Beatles have been Capitol's hottest act since debuting Dec. 26, 1963, earning 22 gold records from the Record Industry Assn. of America (RIAA).

The label announces it has 1 million orders for the mop-tops' next single, "Strawberry Fields Forever," and is requesting the RIAA certify the disk on its release date Monday (13).

In announcing the resigning of the group, Alan Livingston, Capitol's president, said 25 per cent of all singles gold records awarded by the RIAA went to the Beatles. "The 22 gold records are more than any other artists have ever earned in the history of the record industry." Total world sales for the group, according to Capitol, are 180 million records.

Jamie-Guyden Launches R&B Label

PHILADELPHIA — Jamie/Guyden Records, headed by Harold Lipsius of Universal Distributors, has launched a new r&b label—Phil-L.A. of Soul Records.

This is not the first time the label has gone into the r&b field. Jamie/Guyden at present distributes Artic Records, an r&b label that features Barbara Mason. Just recently, the firm also signed a distribution deal with Dionn Records, whose "Dry Your Eyes," by Brenda and the Tabulations, has been happening in r&b markets in the East.

"I've been spending a lot of time learning the r&b field," said Larry Cohen, national sales and promotion chief of Jamie/Guyden, "in order to handle Artic and Dionn Records better. Then we came up with this master—'A Woman Will Do Wrong'—by Helene Smith." The tune was on the Miami-based Deep-City label; Lipsius

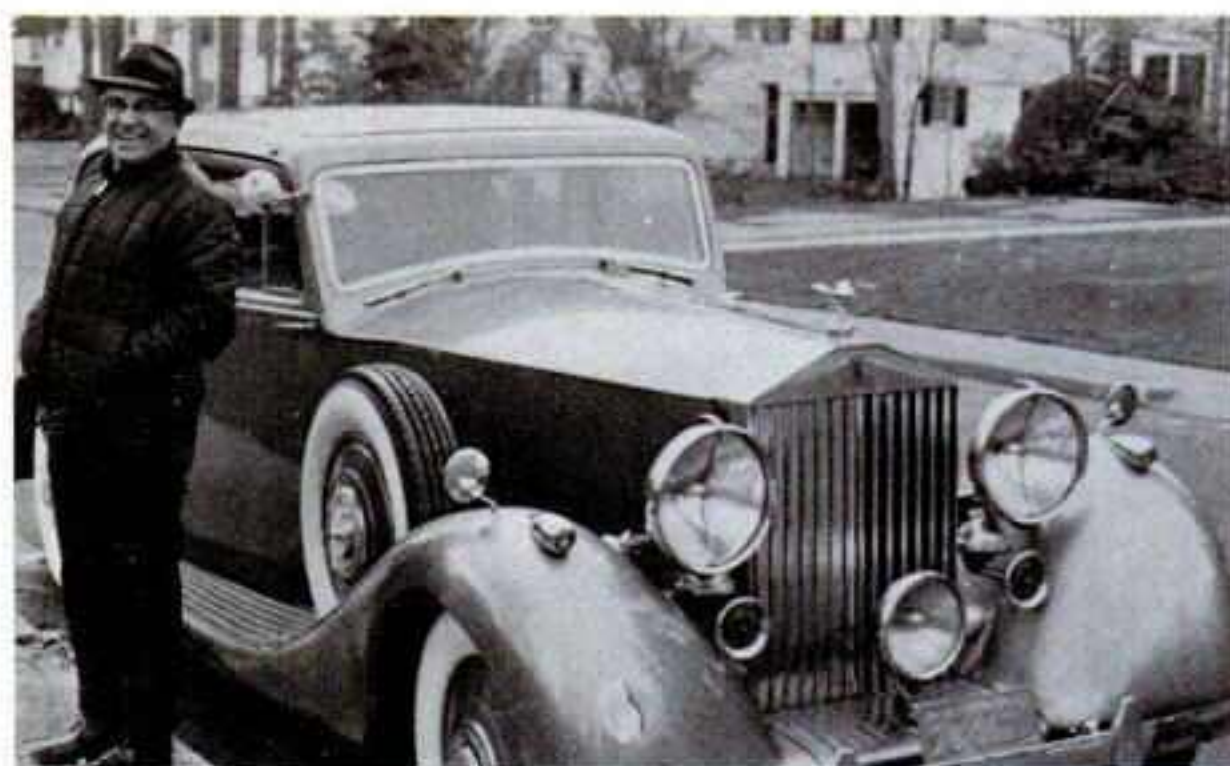
(Continued on page 10)

Bennett Sings at NARAS Awards

NEW YORK—Tony Bennett will be the solo performer at New York's Grammy Awards presentations next Thursday (2) at the New York Hilton. Brenda Lee and the Casuals will be featured at Nashville's Hillwood Country Club. Naras will bestow its awards in simultaneous ceremonies also in Los Angeles and Chicago.

Among the presenters at the New York ceremonies will be Connie Boswell, Astrud Gilberto, Bobby Vinton, Jackie Vernon and Margaret Whiting. Marian McPartland will perform at a cocktail reception preceding the awards banquet. Woody Herman and his orchestra, and the Blues Project will provide music during dinner and presentations.

Bill Dana will emcee at Los Angeles' Beverly Hilton Hotel, where presenters will include Henry Mancini and Bob Newhart. Les Brown and his orchestra will provide music. Si Zentner and his orchestra will play at the Chicago ceremonies at the Sheraton Hotel.



AL MASSLER, president of Golden Records, stands next to a 1939 gold Rolls Royce he bought recently. The vehicle will be used to plug Golden Records.

Miss Francis Hits Mark in Marking 10 Yrs. With MGM

NEW YORK—Connie Francis celebrated the beginning of her second decade with MGM Records at the Copacabana last Thursday night (16). Her repertoire was tailor-made for a Copa audience — show tunes, Italian and Jewish numbers—all belted in her own style.

Her Broadway segment consisted of the title songs of "Mame," "Cabaret" and "Hello, Dolly!," all delivered with gusto. "Come Back to Sorrento" was sung in Italian and English, while the "Exodus" theme and "Hava Nagela" covered the Jewish scene.

Big number of the evening was her MGM hit, "Who's Sorry Now?," while the most moving selection was a measured "Born Free."

Miss Francis took charge the moment she stepped on the stage, and she never relinquished command. Her between-numbers patter was warm and effective with one exception—some remarks about other recording artists were pointless, witless and tasteless.

At the end of the performance, Mort Nasatir, MGM president, presented the artist with a giant floral disk in recognition of her 10 years with the label.

Pat Cooper, UA comic, opened the show with material drawn largely from his two chart albums. While the material is effective on records, the Italian mama bit wears a bit thin with a nightclub audience.

AARON STERNFIELD

Track King Kaye Guns Into LP on Racing Car Sounds

LOS ANGELES—Jesse Kaye, the record industry's "sound-track king," has just completed one of the most unusual projects in his 20 years of making albums from motion picture properties.

The new package—due in the next two weeks—is an album of racing sounds, utilizing tapes from performances at Grand Prix competitions. The LP, the first all sound-effects package among the 60-odd soundtrackers he has produced, is designed to appeal to sound buffs and to people who have viewed the film, "Grand Prix." This album in no way competes with the film's soundtrack LP which has been out some two months.

Kaye, an MGM vice-president who lives at the film company's Culver City studio, said the racing car sounds project was one of the toughest he's ever worked on. "It was tough because I had to select motor sounds which were different. I listened to a lot of tapes cut at Grand Prix races, and after a while they became monotonous." But there was enough ingenuity on the part of the film company to place tape recorders inside the racing cars and at points around the tracks to obtain enough roaring sounds which have varying qualities. This new package is entirely sounds of racing cars; there is no music.

As an added feature, the LP contains interviews with racing participants Phil and Graham Hill, and film director John Frankenheimer. Some of the motor sounds were not used in the film. Kaye points to one interesting sequence in the film

which is a feature of the LP. In covering the Monte Carlo Grand Prix, motor sounds were recorded from inside the cars. This sequence of one zip around the track lasts one minute and has been transferred to the LP, with a layout of the course dis-

(Continued on page 12)

Decca & Burns Conclude Deal

NEW YORK—Decca Records has concluded an independent production deal with English agent-promoter Tito Burns. The agreement runs for three years and will allow Burns sole discretion in finding and signing artists directly to the U. S. label for world-wide release on Coral Records, a Decca subsidiary. Burns will operate his new Coral affiliation through his own production company's Linden Records.

Burns will co-ordinate all his record production activities with the Coral representative in England, Mike Sloman, who reports directly to Hubert Stone, manager of Decca's international division based in New York.

Burns had been operating his own talent agency, representing such acts as the Rolling Stones, Dusty Springfield, the New Vaudeville Band, the Searchers, and the Yardbirds, among others, until May 1966, when he sold the company to English promoter Harold Davison. He now serves as deputy managing director for the Davison enterprise.

Copyrighted material

ATLANTIC RECORDS

Proudly Presents

ARETHA FRANKLIN



An Immediate Hit!

ARETHA FRANKLIN

I NEVER LOVED A MAN

(THE WAY I LOVE YOU)

Atlantic #2386

Columbia's Gold Maps Dipping Into W. Coast's Creative Pool

LOS ANGELES—Jack Gold, Columbia's new West Coast executive a&r producer, is studying the California roster to determine directions for himself and a proposed new a&r man. Gold said he would like to analyze the company's creative pool within the next 120 days and even record as many of the acts at least once in the studio as a means of sounding

out what can be done with existing artists.

Working under Gold are staffers Gary Usher and freelance producer Terry Melcher, both specializing in teen product. The new executive envisions hiring one producer "in the foreseeable future," a second within six months and a third within a year. He is also thinking of developing ties with outside sources for assignments in building up the teen and pop production.

"I'm personally interested in acquiring Negro acts," Gold said last week in his office on Sunset Boulevard. His emphasis is not so much on hard rhythm and blues acts, but on people of the Sam Cooke gender.

"We also want to take advantage of the untapped area of actors and personalities." Gold foresees special "projects" using show business names not normally associated with recordings. "We might even build a project around some actor who is known throughout the nation."

Gold is initiating an open door to seek what he feels is the most important ingredient in

(Continued on page 10)

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Command on 'Choir' Push

NEW YORK — Command Records is making a major promotional effort to kick off the debut album of the Brass Choir, conducted by Warren Kime.

Full-page color advertisements for the record, "Brass Impact," will be carried in all trade magazines, with full-page consumer advertisements in High Fidelity and Hi-Fi Stereo Review, and space in the New Yorker and The Saturday Review.

Special advertising mats are being prepared for dealer and department store advertisements in key markets, and a large-scale radio promotional campaign will include spots and co-operative advertising with distributors and dealers.

A special mailing will be sent to FM stations throughout the nation, with another mailing going to some 200,000 consumers on the Command list. The normal disk jockey promotion albums have been doubled.

Command salesmen and promotion men will participate in an incentive program for the album.

'MURKEY MALARKEY'

Brute Force Pegs World, Col LP to Philosophical Frenzy

NEW YORK—The psychedelic wave in the music business is now beginning to share the spotlight with a philosophic mood. Paul Simon, of Simon & Garfunkel, has already been accepted as a spokesman for the younger generation, and now, Brute Force will be unveiled by Columbia Records next week to further develop the serio-cynical song trend.

Force, formerly a member of the Tokens vocal group, believes that "reality murkey malarkey," that "the world is in a mess" and that the only hope for salvation is "love of people for people." This philosophy will be brought out into the open with the release of his first Columbia album next week. The LP contains such song titles as "Tapeworm of Love," "To Sit on a Sandwich," and "The Sad, Sad World of Mothers and Fathers." Force says that the songs are all about the civilization we're in. His album has been produced by John Simon, who also records the Cyrkle for Columbia.

Force had prepared the idea for the LP before submitting it to Columbia, where it was immediately accepted. He also prepared the teaser-ad, which appeared in last week's issue of Billboard, pegged on whether

Brute Force can bring together President Johnson and Chairman Mao.

Force, the name he chose for his show business career, plans to follow up his work on disks with in-person appearances. He's being handled by the William Morris Agency.

Buckingham's Go Over to Col'bia

NEW YORK—The Buckingham's, vocal group which hit the top of the pop charts with "Kind of a Drag," have switched from the independent U.S.A. label to Columbia Records. Columbia is launching a full-scale promotion to kick off the Buckingham's initial release on the label, "Don't You Care" and "Why Don't You Love Me."

The group, which was established a little more than a year ago, will soon takeoff on an extensive concert tour which will cover 30 States in the next two months. In addition, Guercio-Ebbins Associates, of Beverly Hills, who manage the group, indicated that negotiations are under way for a number of motion picture deals. The Buckingham's disks are produced by William Guercio.

Double Shot Moves Into R&B Field

LOS ANGELES — Double Shot Records, whose key act, the Count Five had a national single hit in the rock idiom, is branching into rhythm and blues production. First r&b artist is Brenton Wood, formerly with Mainstream. Wood's debut single is "The Oogum Boogum Song."

The Count Five's newest single is "You Must Believe Me." Supporting teen acts for the label, which will be one-year old in June, are Four Below Zero, the Fantastic Zoo and the Youngfolk.

According to Irwin Zucker, national promotion director, the fledgling company's concept is to obtain airplay in outlying areas and force the major top 40 stations to schedule their product.

Double Shot has 33 domestic distributors. They also handle 4 and 8-track CARtridges on the firm's limited releases. Liberty Tape Duplicators reproduces the cartridges.

Other executives in the firm are Joe Mooven, president, and Hal Winn, a&r vice-president.

ATLANTA WINS DECCA PRIZE

NEW YORK — Decca Records' sales branch in Atlanta has won the company's "Branch of the Year" award for the most outstanding sales achievement award for 1966.

The Atlanta operation is under the direction of Ed Russell, the company's southeastern district manager. In addition to the branch award, individual awards will be presented to the sales and promotion staff, consisting of Kent Ortman, Chester Hosmer, Bill Lambert, Roger Cleghorn, Fred Haas and Ray McDougal.

A Smashing Capital Hi-Fi Show Put on in Washington

WASHINGTON — Show stoppers that backed up crowds at the Washington Hi-Fi show here last week included Paul Weather's new three-track "truer" stereo sound system; Seeburg's 50-play LP record console for office or home; General Electric's similar item but using tape, playing up to 27 consecutive hours of taped music; video tape playback units, and a "Do-It-Yourself" Heath kit for making your own electric guitar.

The Feb. 10-12 show at the Sheraton Park Hotel here was the ninth and most heavily attended, said Teresa Rogers, producer of both Washington and Philadelphia Hi-Fi shows. In spite of a raise in admission to \$1.25, more than 18,500 paid to see the 66 exhibits which took up 83 rooms in the city's largest hotel, Mrs. Rogers reports.

The stereo tape-cartridge display was glamorously staged on a boat in the hotel lobby this year, instead of a car. Other

fascinating items included all the newest in high fidelity equipment, amplifiers, tape decks, turntables, speakers, consoles, components of every kind, including the rapidly gaining new integrated circuit with its vast potentials for miniaturization.

Seeburg Center
Seeburg's "Automatic Stereo Music Center," which plays 50 12-inch LP records was demonstrated by the company's vice-president, Joseph Hards, to pressing, questioning crowds. The console-type player loads records vertically from the front which has sliding doors. A dial system permits tuning in any particular selection at any time, thus providing a kind of super jukebox for home, office or background music, or music for school dance, or party.

The Seeburg player has a remote control unit to permit stop and rejection of any individual record and a move on to the next selection. The Seeburg Music Center could be a formidable rival to wired music system, which will cost about \$700 per playing unit. The home and office type console can stand on floor or table.

General Electric, exhibiting at the show for the first time in several years, unveiled its Stereo Tape Library for the first time in this area. The console can play up to 27 consecutive hours of taped music. It, too, is packaged for good looks in home or office. One model is called the Executive, and the set can sit on the floor besides an armchair, doing double duty as an end table.

Paul Weather, Hi-Fi pioneer inventor and designer, was at the show in person to demonstrate his Weathers-Compass Triphonic 75—the three-channel system he believes will revolutionize home and radio stereo with a "truer" sound than the present two-channel type.

(Continued on page 64)

Singleton, Starday Enter Two Deals

NASHVILLE—Starday Records has signed two production deals with Shelby Singleton Productions, New York. The two country music records introduce Shirley Wood singing "This One Belongs to Me" b-w "When It Happens" and Mike Lane with "Letter to a D.J." b-w "I'm Not Allowed to Talk to Strangers."

Lady Katharine Dies

HOLLYWOOD — Lady Katharine Bainbridge, ASCAP's oldest composer-author member, died at her home here Sunday (12). She was 104. Her music was largely devoted to religious works. She composed some 165 hymns.

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SUCCESS AND THE 'SINGLE GIRL'.

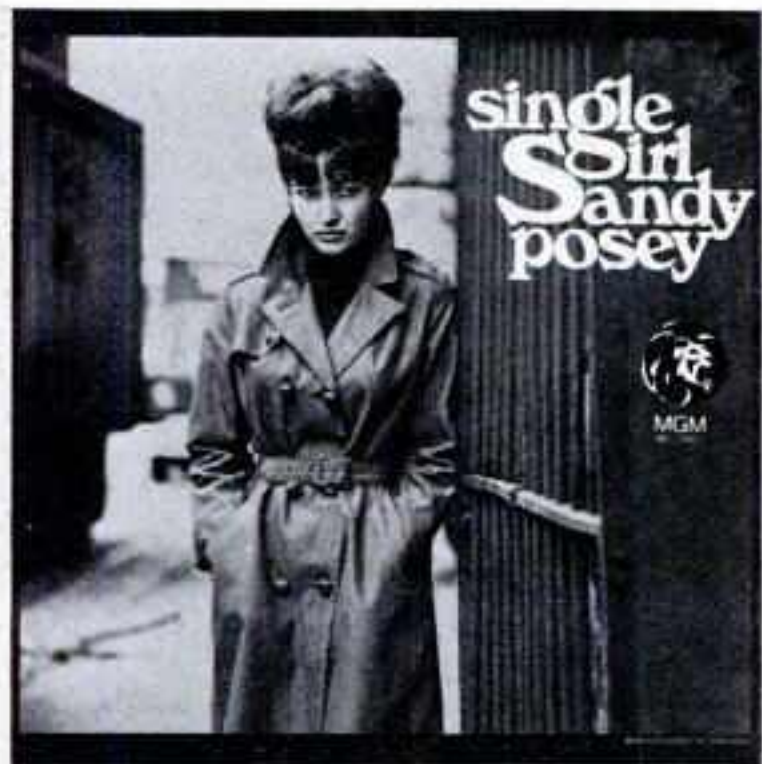
*Her name is Sandy Posey.
She's twenty-one years old.
She's a star.*

*In less than six months,
she has achieved a stature that
few recording artists ever reach:
everything she sings is a hit!*

*Her first two singles
both climbed to the top of the charts.
So did her debut album, BORN A WOMAN.*

*The industry press picked
her as "Best Newcomer"
and "Most Promising Female Vocalist"
in two separate polls.*

*And she's up for a Grammy
("Best Vocal Performance"),
in big-league competition with
Eydie, Ella and Barbra.*



*Here is her new album,
just released this week.
It is, simply,
the album of the year.
By the girl of the year.*

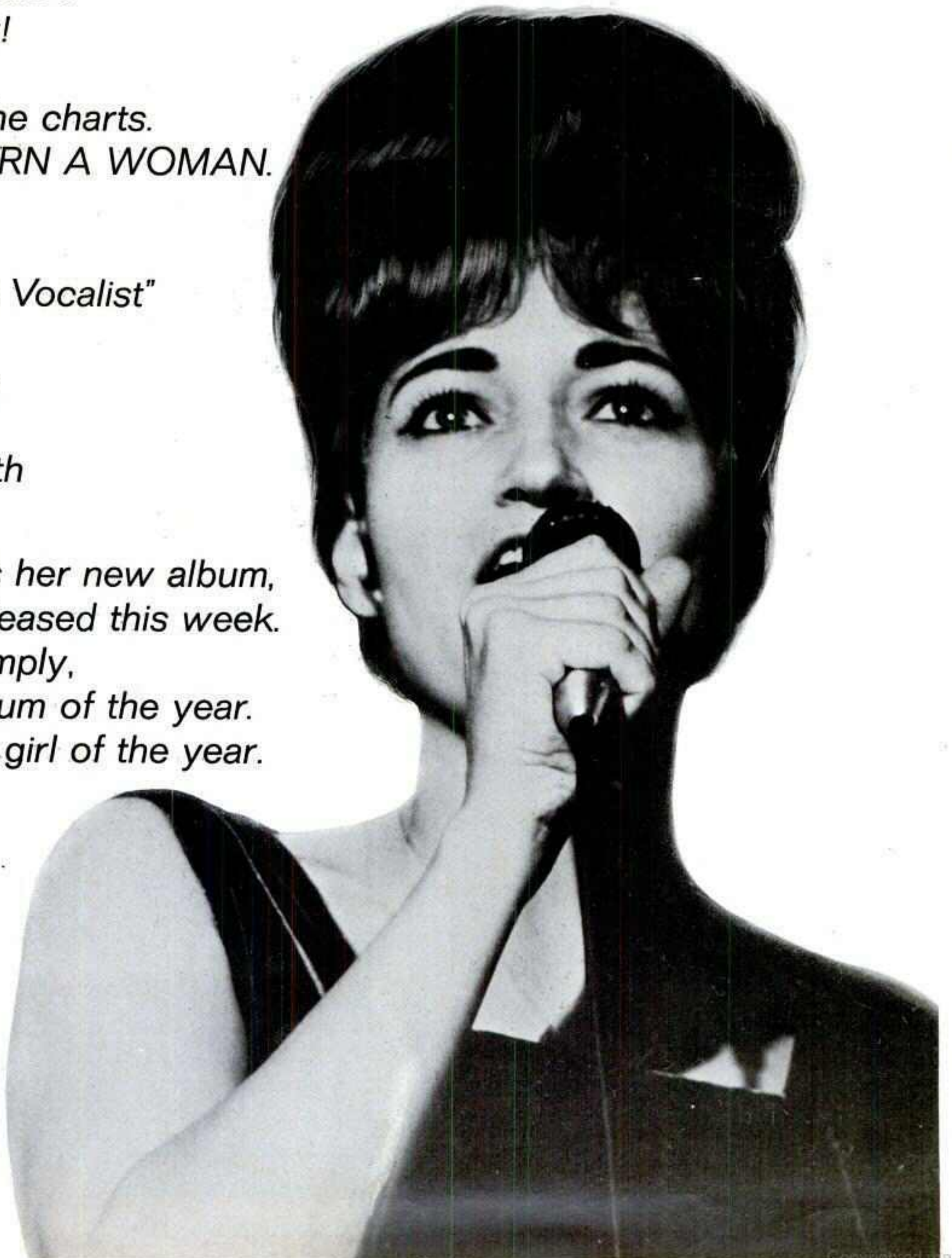
E/SE-4455

*Also new this week...
her sensational single
WHAT A WOMAN
IN LOVE WON'T DO*

K-13702



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



Mr. Angry Neighbor!

Yes I know how you feel
cause I've been taking your fruit

I haven't been in your yard
My tracks ain't on your ground

the nights you're not around

the fruit was offered free
I couldn't reach your apples
if you'd just trim the tree

but Mr. where's your sense
she's the one got lonely

One of the Great Story Lyrics
of Our Time

Composer: Gene Crysler
Publisher: Southtown—BMI

#794

STARDAY RECORDS

Madison, Tennessee

Distributed in Canada by
Columbia Records

ESTHER JAMES HAS SIDE, TOO

NEW YORK—Faith Records is taking two bands from its album, "No Man Is Above The Law—Esther James Answers I Have Kept The Faith," for release as a single. The sides are "Adam Smart—Esther Smarter" and "Hold the Dough."

Mrs. James, the 70-year-old Harlem widow who holds a judgment against Congressman Adam Clayton Powell, recorded the album in Jamaica. On one side of the LP, Mrs. James tells her story of the battle with Powell; flip side is devoted to Calypso parodies by a Jamaican group.

The Faith label is a subsidiary of Impulse Distributing Corp. which is headed by Milt Ross.

'Sand Pebbles'

• Continued from page 4

on Reprise; Tony Martin on Dunhill; Lionel Newman on 20th Century-Fox, and Bill Smith on Talmu.

The song was written by Leslie Bricusse and Jerry Goldsmith, and is published by Hastings Music, a subsidiary of the Big 3. The firm first launched the "Sand Pebbles" theme in December with a deliberate slow and selective buildup. A "selective exploitation" drive of this kind was previously tested by the Big 3 in its promotion of "The Shadow of Your Smile" and "Somewhere" subsequently clicked with maximum disk coverage.

Columbia's Gold

• Continued from page 8

a successful recording — the powerful song. He feels great songs, not good songs, can turn the trick for such acts as Doris Day, Patty Page, Joannie Sommers and Mel Torme, whose prestige graces the label's coast roster but who are hitless.

Marek, Mantovani

• Continued from page 6

Proceeds, \$1.02 an album, which will go towards endowing scholarships to the California Institute of the Arts, an institution the late Walt Disney was interested in. The funds are being made available through an agreement by artists and writers and the donation of profits by the Buena Vista Distributing Co.

Taylor Writes New Contract With A/B

NEW YORK—Chip Taylor, staff writer for Blackwood Music and associate professional companies, has signed a new long-term contract with the organization. Among his songs have been "Wild Thing," "I Can Make It With You," and "I Can't Let Go." The Troggs' single of Taylor's "Anyway That You Want Me" will be released in the United States soon. Taylor also is co-author of "Just Let It Happen," which has been waxed by the Arbors on Date Records, and co-producer of Senator Bobby's "Wild Thing" on Parkway Records.

THANKS for helping
the UNITED WAY

Executive Turntable

• Continued from page 4

joined the firm last year, after serving as its Boston promotion man.

★ ★ ★

The BBC named **Robin Scott** to take over the "Light Programme" and head the additional pop music service, yet unnamed, which will come into operation in late summer. Scott will take up his post when the present "Light" chief, **Denis Morris**, retires later this year. Currently deputy head of presentation on the BBC's Main TV channel, Scott has a strong grounding in music presentation, having directed major pop concerts from London's Albert Hall plus jazz programs and was the originator of many music programs from the BBC's Paris center. A member of the British Songwriters' Guild, he composed "Softly Softly" a multi-million selling international hit of 1954.

★ ★ ★

Mercury Records has added six new promotion managers—**Pam Burns**, to represent Mercury and Limelight Records in the San Francisco area; **Marty Kupps**, to represent Philips, Smash and Fontana in the San Francisco area. In Los Angeles, **Ron Budnik** will handle Mercury and Limelight; **Leonard Evanoff** takes over promotion chores for Mercury and Limelight in the Cleveland-Pittsburgh areas. He replaces **Rory Bourke**, who has become national promotion manager for Smash Records. Rejoining the firm to represent all labels is **Johnny Long**, now with Merrec in Atlanta. **Jack Freeze** will now represent Mercury and Limelight in Texas and Oklahoma. The territory was formerly serviced (all labels) by **Bob Rayel**, who'll now concentrate on Philips, Smash and Fontana. . . . **Guy Haines** has joined A&M Records as Northern California promotion man. He'll be headquartered in San Francisco and report directly to **Don Graham**, Los Angeles.

★ ★ ★

Kaybank Recording Corp., Minneapolis, has named **Robert G. Haacke** ad vice-president. Haacke has been with Quality Records, Ltd., Toronto, for 17 years, heading the plating department and quality control. . . . **Ronnie Oberman** comes to Mercury Records, Chicago, as associate publicity director, replacing **Jere Real**, who is resuming studies for his doctorate at the University of Virginia. Oberman was most recently teen editor of The Washington Star.

★ ★ ★

Hubert Pattison has been added to the staff of Acuff-Rose Music, Ltd., London. He'll work as a writer-producer as well as a&r contact work on tunes published by the firm. . . . **Dick Shapiro** joins the MacMillan Co. as assistant director of special products. He had been general manager of Simon Sez, ABC Records' kiddie label, and of Golden Records.

Charles' Set Tops ABC 100G Consumer Drive

• Continued from page 3

line, "If you had (artist's name) in your living room—boy what a party!" Album covers and

Jamie/Guyden

• Continued from page 6

picked it up on a Miami trip after he found it had sold 9,000 copies in Florida.

"The image of Jamie/Guyden is for pop product, we felt we could do better in the r&b field with an entirely new label," Cohen said. Deejays were mailed copies of the first Phil-L.A. of Soul release last week.

The new venture of Jamie/Guyden into the r&b field with its own product is just part of an all-out expansion drive by the Philadelphia firm. Following its nationwide hit by **Crispian St. Peters** with "The Pied Piper" a short while back, the label has been working on several other acts to break them nationwide, including the **Kit Kats**, a local group. The **Kit Kats**, whose latest release, "Let's Get Lost on a Country Road," sold 37,700 in Philadelphia and upstate Pennsylvania, were recently in New York performing at a band hop emceed by **Jack Spector**.

"This group," said Cohen, "earns \$1,800 a week even though they haven't come up yet with a hit record. But within a year, we feel they'll be nationally known artists."

photos of the artists are featured in the advertisements.

Full-page advertisements will be carried in *Esquire*, *Parade* Sunday supplement, *New York Times* Sunday Magazine, foreign language newspapers, *Hit Parade*, *GQ* Scene and *Go*.

The Charles package, which contains a detailed story of the artist by **Stanley Dance** and an extensive photographic display will be featured on hundreds of radio stations.

ABC's 14 Ray Charles albums will be pushed at the dealer level with browser boxes, window streamers, display cards, mounted easels, consumer catalogs and browser divider cards. Review albums and press kits are being sent to newspapers, magazines and radio stations throughout the country, and a co-operative advertising campaign is being set up for local advertising. Distributors will place local radio spots.

A new Charles single, "Something Inside Me" and "I Want to Talk About You," will be released during the program.

ABC's theme for the March promotion is "The Wide World of Entertainment," with all subsidiary labels participating.

An Impulse browser box has been prepared, and a special Impulse sampler record is being mailed to college fraternities and radio stations. Other promotional material consists of a counter display for "The Sand Pebbles" soundtrack and a *BluesWay* streamer.

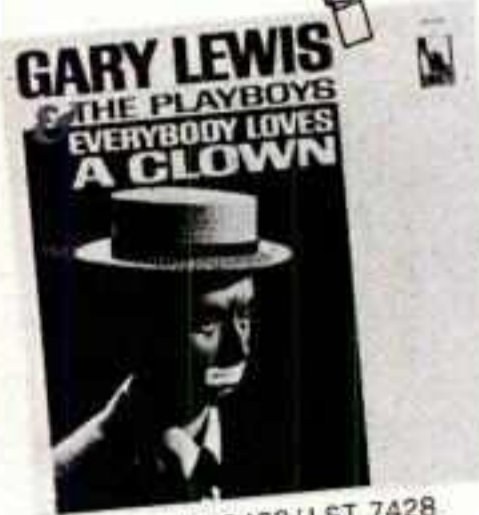
The not so private world of
Gary Lewis
 BRAND NEW SINGLE
 NEWEST HIT ALBUM
 FANTASTIC CATALOG



LRP 3408/LST 7408



LRP 3419/LST 7419



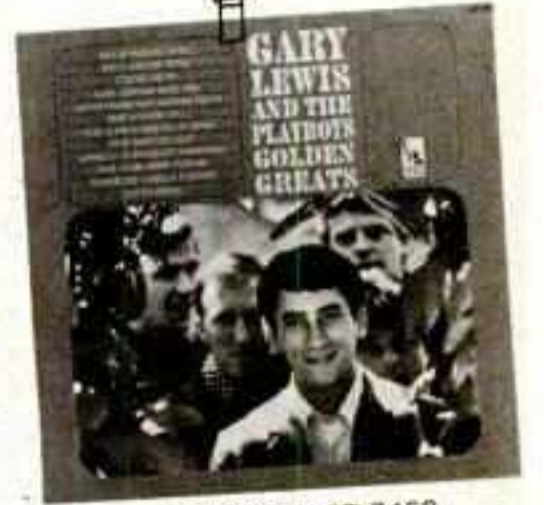
LRP 3428/LST 7428



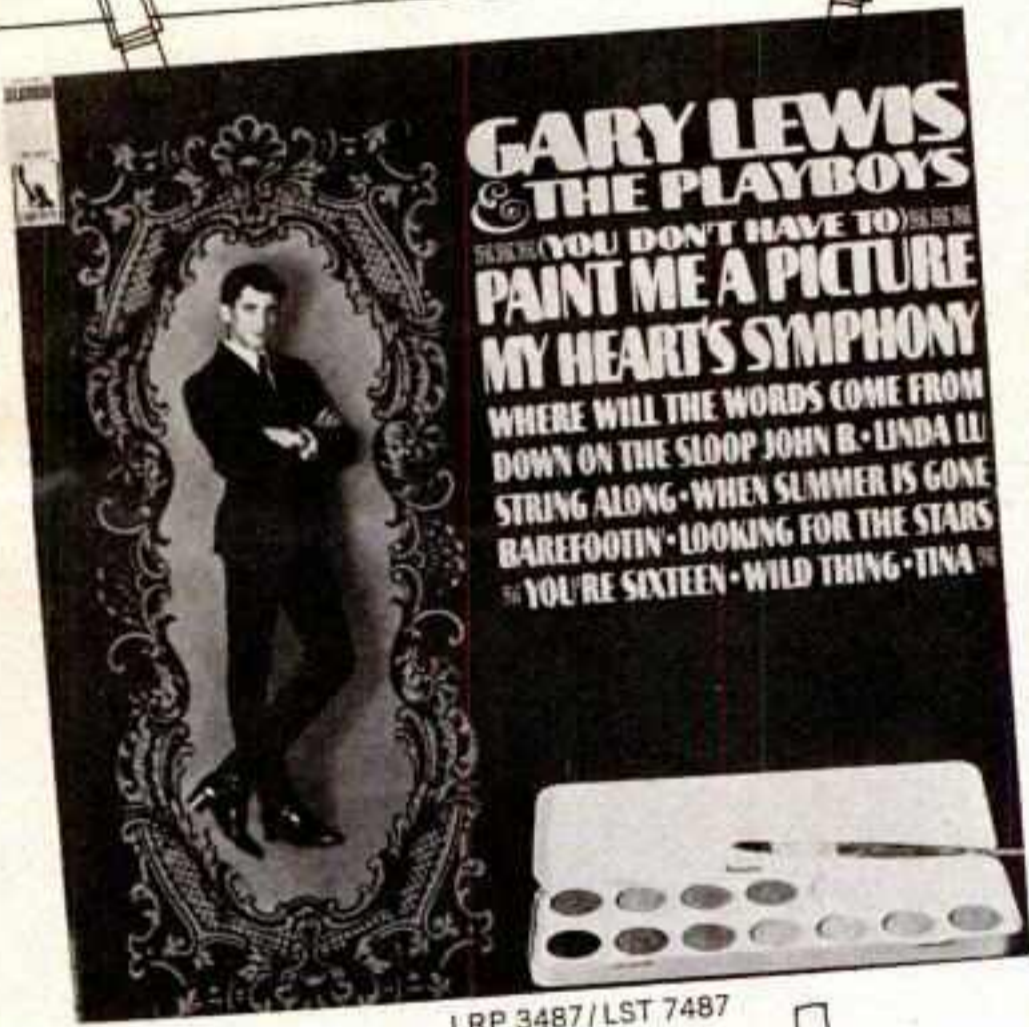
LRP 3435/LST 7435



LRP 3452/LST 7452



LRP 3468/LST 7468



LRP 3487/LST 7487



GARY LEWIS & THE PLAYBOYS

ICE MELTS IN THE SUN*

B/W **THE LOSER**
 (With A Broken Heart)

LIBERTY
 #55949

* A SHUFF GARRETT PRODUCTION
 PRODUCED BY SHUFF GARRETT

#55949

Polydor R&B on UK's Pop Chart

• Continued from page 1

of "Midnight Soul" will probably spark other English licensees to follow Polydor's example.

Meantime, Polydor is clicking with its regular LP product from Atlantic. Among the best sellers are Otis Redding's "Dictionary of Soul," Sam and Dave's "Hold On, I'm Comin'," and "Solid Gold Soul," an all-star package from the Atlantic stable.

Other blues names sharing the pop market with such acts as the Monkees, the Beach Boys and the Seekers, are John Lee Hooker, on the Marble Arch label, and Geno Washington on the Picadilly label. The Washington LP is titled, "Hand Clappin'-Foot Stompin'-Funky Butt-Live."

ABC's Thiele in the Grooves as Batoneer

• Continued from page 1

Jean Goldkette quality and couple it with a 1967 rhythm section. With this approach he hopes to grab both the teen and adult buyers. The a&r executive explained he was also motivated by the fact that the psychedelic fans and musicians do not react to the music of the 1930's and 1940's, but are sympathetic to the material of the 1920's. He further noted that the popularity of "Winchester Cathedral," "Daydreams" and "Mairzy Doats," and the use of a honky-tonk piano by the Mamas and the Papas, is indicative of what the record buyers dig.

Thiele has already cut his first date as an artist. He used five brass, three saxes and rhythm. "The horns use harmony and phrasing of the 1920's, but the rhythm is strictly 1967," he added.

Album Out in April

The group cut an album, which will be released early in April, and a single from the album is being rushed out immediately. The latter is titled "Thoroughly Modern Millie," the title tune from the Universal

film, backed with "Jimmy." "Millie" was penned by Sammy Cahn and Jimmy Van Heusen. The album also has such songs as "Whispering," "San" "The Charleston," etc..

Thiele said he secured Teresa Brewer as guest vocalist, owing to the graciousness of Irving Green, Mercury president, for whom she records. Thiele in earlier years had a number of hits with the chantress, including "Ricochet" and other big ones on Coral.

Thiele has always been attracted by far-out record ideas. He cut a lot of the early comedy and talking records, such as Buddy Hackett's "Chinese Waiter" and Jazzbo Collins' "Hip Fairy Tales"—these, of course, in addition to such early jazz sides as Erroll Garner's first sides on the Signature label.

"Currently," he concluded, "the market is open for new ideas, new trends. . . the streams of music are coalescing and we should try to experiment to find valid, new forms."

Experiment

One of Thiele's upcoming experiments is the coupling of a Greek Bouzouki artist with a jazz group. "It so happens," he stated, "that the Greeks are now buying lot of records . . . this has occurred since the popularity of such smashes as 'Zorba the Greek,' 'Never on Sunday' and other copyrights."

Meanwhile, the ABC executive is set to issue the first single on ABC's affiliated BluesWay label. This is a Jimmy Rushing performance of "Berkeley Campus Blues," inspired by the old Rushing-Count Basie performance of Harvard Blues, with a lyric by George Weiss. The tune touches on matters of current interest, such as dropouts, sit-ins, freedom fighters, and admonishes folks to watch out because "Ronnie Reagan is right around the bend."

Anti-Col. Club Motion Hurlled in FTC Probe

• Continued from page 1

that the initial decision was an open invitation to RCA Victor and Capitol to follow the Columbia precedent and engage in the exclusive licensing of catalogs. The affidavit further stated that in the two years that have elapsed since the examiner's decision, these exclusive licenses which effect a substantial amount of commerce

Direct Blitz Shells Clubs' Exclusivity

• Continued from page 1

all the recording artists have supported the advertising of the other clubs by foregoing their equitable share and prompt payment of royalties.

As an additional lure for the artists, the Record Club of America plans to run feature stories on them in its club magazine, Disc, which is mailed out to more than 750,000 subscribers. Also, when the artists appear on campuses, the Record Club of America proposes to call on more than 500 representatives to assist in the promotion of the engagement.

The Record Club of America's pitch to artists for a non-exclusive arrangement is aimed at bringing down the cost of the records it handles. The Record Club of America now gets its records from manufacturers or distributors, but Friedman figures his costs are two to three times higher than it is for the clubs which have exclusive arrangements with artists. He estimates that the cost to the Columbia Club for a disk by one of its artists is about 87½ cents while his cost may come to more than \$2.

Some artists, such as the Rolling Stones, have made non-exclusive club deals and Friedman feels that more and more performers and managers will be following their lead. He's now aiming his propaganda guns at those artists who have new contractual negotiations coming and those who are scouting for new club arrangements. It's understood that Andy Williams, whose contract with Columbia ended a few months ago, was one of the artists approached by the Record Club of America.

The Record Club of America's take is now well over \$110 million, with a membership of more than 750,000. Friedman expects that his club membership will reach 1 million by December 1967.

are unlawful and should be so recognized by the Commission.

The notice was served to R. B. Levine, P. J. Dias and Mort Needelman of the FTC; CBS, the Columbia Record Club, and Rosenman, Colin, Kaye, Petscheck, Freund & Emil, counsel for CBS.

Manager Stogel's 'Building' Credo: Search for Talent

• Continued from page 4

The ability of an artist to write his own material is vitally important in personal management, said Stogel. To take care of this aspect, Stogel has publishing firms set up for most of his acts. The Spike-Drivers, for instance, publish under Akbestal Music. Stogel has also just signed some production deals for his artists. Koppelman and Rubin produce the Spike-Drivers under Mandall Music. Jimmy Wisner has been signed to produce the Barbarians; Allen Lorber for Goldie and the Gingerbreads; Barry Kornfeld for Rege Mull; Terry Phillips for Donny Burks. In addition, he has placed the Burning Bush on Mercury Records.

Stogel just moved into larger offices at 888 Eighth Avenue. Herb Rosen has been added to the staff to handle national promotion for all of the firm's art-

ists. Ken Kendall Ltd. has been retained to represent the firm for publicity and public relations and will also provide the same service for all the artists.

Among other artists Stogel handles are the Royalettes on MGM Records and the Jones Boys on Atlantic Records.

Another factor that concerns good management, Stogel feels, is proper exposure. For instance, Sam the Sham is never long in one area and performs out of the country about three months of the year. He's currently in the Far East, and will visit Europe in the Fall. There's also proper scheduling of TV shows—Ed Sullivan Show has been set for the spring for Sam the Sham.

Coast ASCAP Meet

LOS ANGELES—The semi-annual ASCAP West Coast membership meeting is slated for Thursday (23) at 5 p.m. in the Santa Monica Room of the Century Plaza Hotel. Stanley Adams, ASCAP president, and other society officials will report on the organization's activities.

LOS ANGELES — Privilege Distributors, locally, will open a San Francisco branch around March 15. President Norm Goodwin said the operation would be located near the other disk distributors. Jack Nelson has been named branch manager. Labels to be handled in the Bay area will shortly be announced.

Compatible Stereo Disk Promotes Acts

• Continued from page 3

a year—January, April, July, and October."

"This gives us a three-month cycle in which to really go out and merchandise product. In the old days, product was released every month and we really couldn't co-ordinate promotion with the releases. It was like throwing product against the wall.

"We used to have display material available before, but it was sometimes too old for use, in today's fast-paced singles market, before it got to the retailers. Now, we're able to get promotional material there at approximately the same time as the product."

King Kaye Race Car Sounds

• Continued from page 6

played on the back liner for the listener to follow the progress of the cars.

Kaye has watched the soundtrack field grow and expand to where now musical and mechanical sounds are both offered to the public. "For the first eight years I was the only one making soundtracks," Kaye said in his studio office. "Nobody wanted them. It was a mysterious thing. Now everybody does soundtracks and I sometimes feel that the industry may be overdoing it."

"Dr. Zhivago" is the biggest money-making soundtrack Kaye has produced. MGM expects to sell two million copies by the end of the year. Kaye's next blockbuster is "Ben-Hur."

There is some liting quality

to the "early soundtracks which enables them to remain as active sellers today. The affable executive points to a number of evergreen titles as having gained "grand sales" the first time around and have continued to sell through reissue and repackaging programs. Some of these titles are Kaye's first soundtrack, "Till the Clouds Roll By," released in 1947, "The Pilot," "Easter Parade," "Annie Get Your Gun," "Show Boat," "American in Paris" and "Singing in the Rain."

During the past two years Kaye has been responsible for "The Singing Nun," "The Liquidator," "Dr. Zhivago," "Ben-Hur," "When the Boys Meet the Girls," "The Unsinkable Molly Brown," "Your Cheatin' Heart" and "Penelope" (just released). Coming up is "Three Bites of the Apple."

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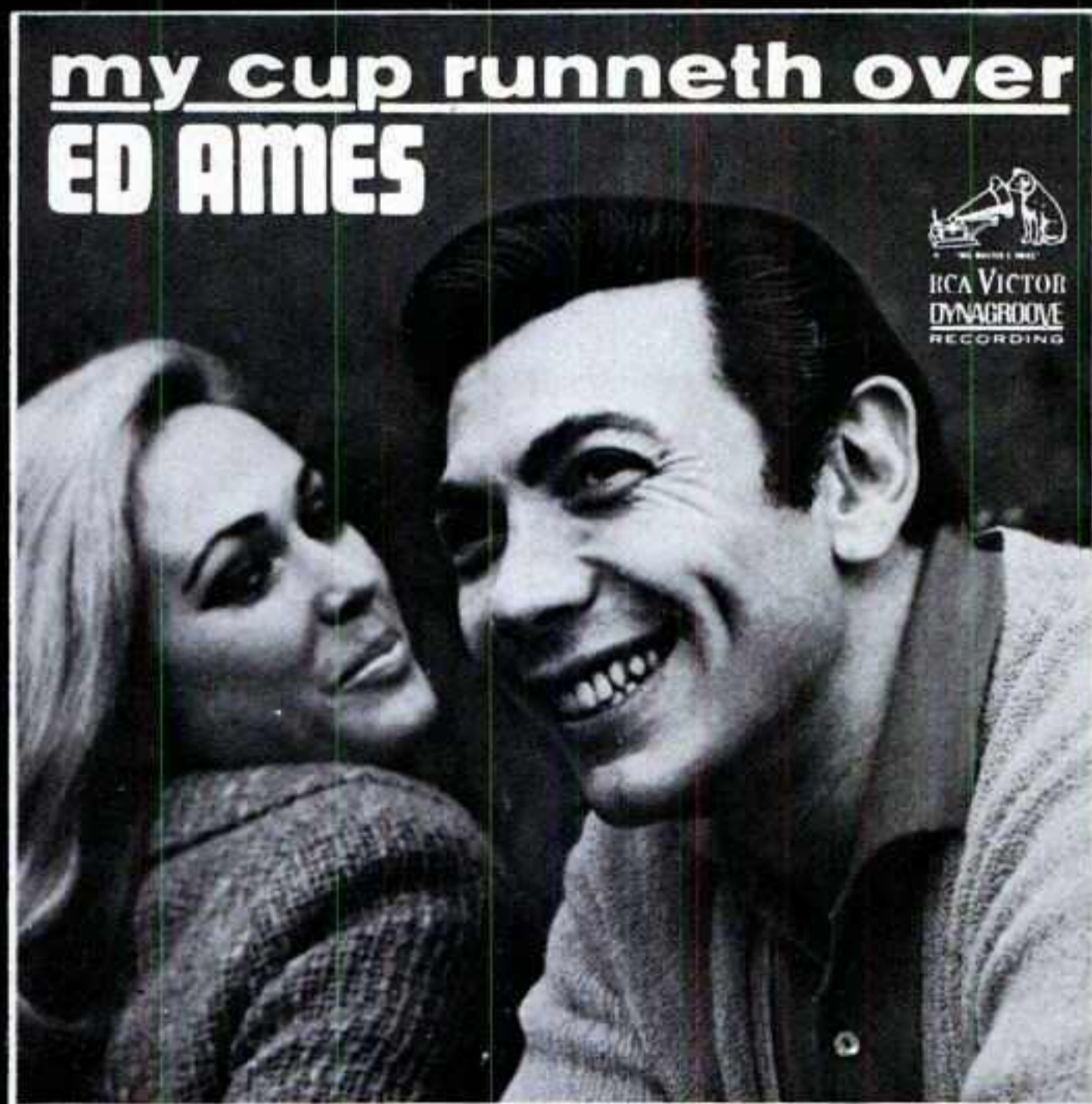
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Block Bookers' Confab a Smash As 300 Set Attendance Record

COLUMBIA, S. C. — The fifth annual Block Booking Conference saw a record attendance of some 300 at the Wade Hampton hotel here Feb. 1-4.

The participants included 27 agents and managers, and 250 students and faculty representing 85 colleges and universities from Maine to Oklahoma. The

1966 meeting saw representation from 60 southern colleges and 20 talent agencies.

The conclave aims at providing block booking to the member schools at a savings and to co-ordinating talent among the institutions. This results in a saving on time and transportation expenses.

Discussions

During the day, the conference discussed the colleges' selection of artists, contract negotiations and presentation of artists. Talent programs were offered at night, with Glenn Yarbrough, Jim and Jean, the Swinging Medallions and others. The talent agencies set up booths at the hotel displaying the various artists they represent and to explain their operation. The Association of College Unions was also repre-

sented. The ACU convention is set for this spring at Philadelphia.

The Block Booking Conference was first held in 1963 with 13 schools and five agents.

Agents and managers represented included Associated Booking, Albert Kay Associates, Bennet Morgan Agency, Gerald W. Purcell, Paramount Artists, National Shakespeare Co., Universal Attractions, William T. Cash, Premier Talent Associates, Talent Management Associates, America's Best Attractions, Bill Lowery Talent, Willard Alexander, Yorktown Talent Associates, The William Morris Agency, International Talent Associates, Talent International Corp.

The 1968 Block Booking Conference will be held in Charlotte, N. C.



Al Caiola comes on driving strong with "The Return of the Seven" plus other movie and TV music in a new United Artists release by the same name (UAL 3560M; UAS 6560S). Among the selections that receive Caiola's sensitive, exciting musical treatment are themes from "The Sand Pebbles," "Dual at Diablo" and "Strangers in the Night." All have the sound of dedicated, talented musicianship by one of today's finest guitarists. His guitar is by Epiphone—the choice of those who can hear the difference.

(Advertisement)

Lloyd Beats Hot Jazz Trail Via Overseas

NEW YORK—Charles Lloyd, who heads a jazz quartet, has been beating the U. S. night-club lethargy to jazz by hitting the European circuit. According to George Avakian, Lloyd's manager-mentor, jazz artists today are forced to find new and different outlets for exposure.

Although Lloyd's live appearances in this country have been limited, he's been developing important jazz status here as news of his European triumphs seep back across the Atlantic. He was recently profiled in Time magazine, and Eric Larabee has written an in-depth piece on Lloyd in the February issue of Harper's magazine. Even so, it's been hard going for Avakian to get some New York jazz club owners to even talk to him about booking Lloyd. So, with the market for jazz in the U. S. collapsing, Avakian has been steering Lloyd overseas where he's been getting as much as \$2,000 a night for the group.

Drew 16,000

Avakian isn't completely counting out U. S. clubs for Lloyd's future. He believes that

more clubs will be turning to rock 'n' roll and folk-rock entertainment and that Lloyd, even as a jazz performer, can fit into this groove. Avakian points to the 16,000 youngsters Lloyd drew to Fillmore Auditorium in San Francisco, several months ago.

Back in the States now, Lloyd is set for a series of college concert dates before returning to Europe in May. During this time, Avakian and Lloyd will be editing tapes of on-location performances made in Europe for release on Atlantic Records. Avakian figures three albums will come from these tapes.

In addition to his appeal as a contemporary "in" type, Lloyd has an attraction at the other end of the spectrum. He's the first jazz artist ever invited to play

(Continued on page 16)

Buddy Kaye Hot On W. Coast as TV, Film Writer

HOLLYWOOD — Buddy Kaye, a transplanted New York lyric writer, is clicking on the TV and film fronts here. During the past six months, Kaye has completed work on four feature film main titles and two TV shows.

Kaye did "I Dream of Jeanie" with Hugo Montenegro and "Sheriff Who?" (new NBC-TV series) with Nelson Riddle. His recent film credits include Otto Preminger's "Hurry Sundown" with music by Hugo Montenegro, "Triple Cross" (Warner Bros.) and "The Corrupt Ones" (Warner Bros.) with music by Georges Garvarentz, and "A Man Called Dagger," an independent production from Lew Horwitz with music by Steve Allen. In addition, Kaye has written lyrics for five new songs by Charles Aznavour which the French singer will include in his next Reprise album.

Kaye maintains an office staff for his various publishing companies in New York, where he recently produced, recorded and wrote the lyrics to five of the songs for Jaxon Reese's new Cameo-Parkway album.

Flanders, Swann & E. H. Morris Ink Writer Pact

NEW YORK — Michael Flanders and Donald Swann, currently appearing on Broadway in "At the Drop of Another Hat," have signed a writer's deal with E. H. Morris. First tune to go into the Morris hopper is "20 Tons of TNT," which is performed in their Broadway revue.

Pete Seeger performed the tune on his National Education Television show last week, and now plans to record it, as well as reprint the lyrics in his Broadside magazine. Morris reports that other folk singers have been calling for copies of the song.

Since the tune isn't included in the Angel recording of "At the Drop of Another Hat," Capitol Records recently cut a single with Flanders and Swann doing "20 Tons of TNT." However, a release date has not yet been set.



DIAHANN CARROLL, right, Columbia Records singer, is congratulated by Mr. and Mrs. Clive Davis after her opening night performance at the Persian Room in New York's Plaza Hotel. Davis is vice-president and general manager of Columbia Records.

'Golden Screw' Belts Out Bright Bits, Smart Tunes

NEW YORK—Tom Sankey's "The Golden Screw" is a biting, yet bright revue, which combines folk and folk-rock at the off-Broadway Provincetown Playhouse. Between sketches, Sankey sings 14 numbers first backed by guitarist Jack Hopper, then by the Inner Sanctum, a rock quartet. The musical buildup, especially in the rock half, becomes almost shattering until Sankey finally pulls the plug on his amplified autoharp.

Then, it's back to his initial plaintive song, "Little White Dog," in his search for simple identity. Atlantic Records is recording Sankey in his numbers with Jack Hopper and the Inner Sanctum. While many of the selections might not be suitable for airplay, the album should do well as should the show.

Three fine actors, Janet Day, Murray Paskin and Patrick Sullivan, handle the imaginative sketches and monologs admirably. Many of them poke fun, sometimes tellingly, at the music business in supposed conversation with the artist (Sankey), whose replies are unspoken. The Newport Folk Festival, protest songs, pop and rock all come in for barbs.

But, it's the music that's mainly responsible for the revue's good reception. Sankey plays autoharp and guitar, and

sings eight numbers in the first section, gradually joined by members of the Inner Sanctum in subdued tones. "Beautiful People," a rhythmic number, has pop potential, while "You Won't Say No" is a soft, affecting number. "Jesus Come Down" adds gospel elements.

In the second half, the show and music build more intensely through amplification by San-

(Continued on page 16)

Signings

Yvonne Baker, former lead singer with the Sensations signed to Cameo-Parkway's Fairmount label. . . . The Poor, Jeffrey Stevens and the W. C. Fields Memorial Electric String Band to York Records.

The Angels, female vocal trio, have signed with RCA Victor. They are booked through mid-June for personal appearances at Summerville in Dayton, Ohio; the Fontainebleau in Miami; the Cork Club in Houston; Caesars Palace in Las Vegas; the Hilton in San Juan, and the Copacabana in Oklahoma City. . . . Eduardo Davidson, singer-composer from Cuba, has joined the United Artists Records roster. Among his first efforts for UA will be "Le Frisson," a new vocal dance. . . . Larry Page to Calla Records. The first release for Page on Calla is entitled "Waltzing to Jazz."

Dylan Disciple Andersen Strong Folk-Rock Balladeer

NEW YORK—Eric Andersen, one of the better folk-rock disciples of Bob Dylan, warmed up a chilly audience at the Cafe Au Go-Go here Friday (11).

Andersen, who has recorded two albums for Vanguard, and whose third will be released this week, shows heavy Dylan influence, but he maintains a particularly individual style that comes across well with some original, poetically lyrical folk-rock ballads. Unfortunately, when he delivers an up-tempo number, it's hard to tell just where the Dylan influence ends.

Products of his poetic style are "Take Off Your Thirsty Boots," "On the Edge of You" and "Everything's Been Said," all original compositions. Andersen, on the guitar, is backed by an electric guitar, drums and a girl named Debby Green at the keyboard. Miss Green reportedly also helps Andersen with some of the songwriting. Andersen deserves listening to.

He could far with this smooth, potent style. His new album contains rearrangements of numbers that appeared on his two previous disks.

CHARLES BARRETT

Brazilian String 4 Completes Its Tour

NEW YORK—Discos, CBS' Brazilian String Quartet, has just completed a concert tour of the U. S. and Mexico and is now in negotiation for a more extensive tour in the near future. The group played in Washington, Boston, Madison, Wis., and Mexico City.

Known in Brazil as "The Official Quartet of the National School of Music of the University of Brazil," the CBS group is composed of violinists Santino Parpinelli and Jaques Nirenberg, violinist Henrique Nirenberg and cellist Eugen Ran-evsky.

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Gala April 5 to Salute Writers of Musicals

NEW YORK — Composers, lyricists and librettists of the American musical theater will be honored with a special gala

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sponsored by the Manhattan School of Music at the Waldorf-Astoria Hotel on April 5.

The highlight of the evening will be a musical production written by Stanley Green and produced by Roger Englander, which will trace the historical development of the American musical theater. Cecil Beaton will design the invitation and program cover, and replicas of costumes from famous musicals will be modeled during the evening. The lighting of the production will be done by Abe Feder, and Gene Moore will design the decor.

Among the composers, lyricists and librettists who will attend the Salute as guests of honor are Richard Adler, Harold Arlen, Leonard Bernstein, Jerry Bock, Dorothy Fields, Albert Hague, Jerry Herman, Tom Jones, Burton Lane, Mitch Leigh, Richard Rodgers, Harold Rome, Arthur Schwartz, Stephen Sondheim, Sam and Bella Spewack, Joseph Stein, Charles Strouse, Jule Styne, Samuel A. Taylor and Meredith Willson.

Mrs. Lyndon B. Johnson will be honorary chairman of the Salute. Ambassador Arthur J. Goldberg, Sen. Jacob K. Javits, Mayor John V. Lindsay, Roger Stevens, chairman of the National Council on the Arts, and William Schuman, president of Lincoln Center for the Performing Arts, are honorary patrons.

The Salute coincides with the centennial anniversary of the

Orbison Has Hot Australian Tour

NEW YORK — MGM Records Roy Orbison returned last week from an Australian tour where he played to sellout houses. Tour highlights included SRO audiences of more than 10,000 each at four concerts in the Sydney Stadium and similar overflow houses for two concerts each in Melbourne, Adelaide and Brisbane. In the package with Orbison were the Yardbirds and the Walker Bros.

Reports from New Zealand indicated similar audience draw for appearances in Christchurch, Hamilton, Wellington and Auckland. Orbison is now preparing for a tour of Britain with his group, the Candymen. First concert on the scheduled six-week tour is slated for March 3. During his visit, Orbison is expected to make another appearance on the "Sunday at the Palladium" TV show, and a series of other engagements is being negotiated. The British tour is co-promoted by Harold Davison and Acuff-Rose Music, Ltd.

"birth" of American musical theater which is generally considered to have started with "The Black Crook," an 1866-1867 production at Niblo's Gardens in New York.

The Manhattan School of Music will be the first major conservatory to institute a course of training in American musical theater when it takes the present Juilliard building in 1968.

T-Bone Walker Dishes Out Tunes in True Blues Style

LOS ANGELES—The blues, in its true, unaltered form, was sung expertly by T-Bone Walker during his first visit to the Troubadour. Walker has written so many blues tunes that he never has to turn to anyone else for inspiration.

His voice was rich and strong as was his playing on electric guitar. He also played some Meade Lux Lewis type piano but the emphasis was on his guitar fingering.

Valentine's Day Gift: Al Martino In Jersey Stint

CAMDEN, N. J.—Al Martino put his sizable audience into a Valentine's Day mood at his Latin Casino opening here last Tuesday (14).

Martino delivered a dozen songs in his smooth, deft, informal manner, doing successes such as "Spanish Eyes" and "I Love You Because You Understand Me." He shook the hands of the ladies on the rim of the stage while singing "She Was a Painted, Tainted Rose."

The Capitol Records artist would do a medley of numbers ranging from "Somewhere My Love" to "I Left My Heart in San Francisco" without a pause as he chuckled to the audience. He closed his performance with "Thank You for a Lovely Evening."

He was backed up by his orchestra and the Al Martino Singers. Comedian Bernie Burns, who shared the bill, did an excellent satire on Alan King.

CHARLES BARRETT

Walker's titles are steeped in the blues tradition: "Woman You Must Be Crazy 'Cause You Don't Know What You Want to Do," "I Don't Want No Woman Tellin' Me What to Do" and "Stormy Monday," which has recently been recorded by Bobby Blue Bland, Nancy Wilson and Lou Rawls.

Walker's backing consisted of electric guitar-saxophone, fender bass and drums, provided by Nina Jimme's rhythm section, which added a crisp kick to his own enthusiasm. On the evergreen "Everyday I Have the Blues," he played chords with his left hand while downing a drink with his right. This is an effective gimmick, and it doesn't detract from his standing as an authentic blues vocalist.

ELIOT TIEGEL

Kelly's to Reopen

CHICAGO — Mister Kelly's, destroyed by fire a year ago, will open with Shelley Berman May 15. George E. Marienthal, owner of the Rush Street spot, said the club will continue with the policy of offering new talent.

'Golden Screw'

Continued from page 14

key and the Inner Sanctum. From a driving "Can I Touch You," the relentless impact heightens steadily and bitterly through "Flippin' Out." Then the plug is pulled, the world is cursed and the "Little White Dog" is sought again. The result is a powerful musical evening.

FRED KIRBY



THE FUGS, the first of the "underground" vocal groups, will now be recording for Atlantic Records. Celebrating the signing are, left to right, Jerry Wexler, Atlantic vice-president; the Fugs (Ken Weaver, Ed Sanders, Tuli Kupferberg), and Ahmet Ertegun, Atlantic president.

Eire's Showbands Facing A Showdown of Exposure

By KEN STEWART

DUBLIN—In Eire influence by showbands, which have dominated the scene on and off records for the last decade, has been unbeatable. But if the seven and eight-piece units that play anything from country to jazz, carbon-copy style, want to keep it that way, the added prestige of chart entries in other countries is essential.

So far, such activity has been very confined. Larry Cunningham and the Mighty Avons lead the field with a No. 28 position in one British chart for "Tribute to Jim Reeves." Other entries have included Dermot O'Brien's "The Merry Ploughboy" (31) and Eileen Reid and the Cadets' "Jealous Heart" (42).

On the U. S. scene, even less has been achieved. Disks that fared best were the Abbey Tavern Singers' "Off to Dublin in the Green" and the Capitol Showband's "Born to Be With You."

Brendan Bowyer and the Royal's "Hucklebuck" — generally regarded as the most commercial showband side to date—reached No. 4 in Australia. Several other units have had varying degrees of success in markets like Canada, Germany, Japan and the Philippines.

Pitch for 'Cry'

Biggest showband promotion outside Ireland so far is the current campaign to make a hit of Dickie Rock and the Miami's "When You Cry," published by Dick James Music and released on Pye.

Included in the campaign are a London press reception, television appearances, generous radio exposure, ads in the trade papers, and posters in 100-plus London subway stations.

Behind the big push is Sydney Rose, of the Paul Cave Agency. Showbands, then, are at the

Charles Lloyd

Continued from page 14

at the Bergen Festival in Norway which is strictly a classical festival of symphony, opera, ballet, chamber music, theater and art exhibitions. Lloyd's appearance is scheduled for June 7.

In another facet of his career, Lloyd has been hired by comedian Bill Cosby to write the music for a TV special to be aired in the fall.

crossroads—and they are looking to increased recording activity to consolidate their Irish stature. Most of the major units are campaigning for their disk companies to guarantee them regular U. S. releases. Sometimes their requests in this regard are practical; often, they are not, because the majority of showband releases cannot be regarded as likely to make an impression on the Hot 100.

What the situation boils down to is this: Showbands are seeking contacts in various countries who will offer them comprehensive services that would be geared to help them into the charts. And they don't mind investing heavily to get what they want.

Checkmates Keep Nitery Jumping

LAS VEGAS—Nero's Nook in Caesars Palace is jumping nightly through the efforts of the Checkmates, Ltd., a zany quintet of singers and dancers.

Group's forte is with commercial blues songs, which lead singer Bobby Stevens and organist Sonny Charles display with energy and an abundance of soul. The act is unusual in that so much of the action revolves around on-stage hoofing in a contemporary mold. Stevens, Charles and drummer (Sweet Louie) Marv Smith are the dancers who mimic and razz each other to build up a strong comedy setting in between shouting and blasting on "I Can Make It With You," "Please Don't Take My World Away" and "Turn on the Light."

Charles, who has the softer voice, is effective on "Sonny" and provides a good harmonic partner for Steven's stronger pipes on "You've Lost That Lovin' Feelin'." Stevens, on trombone, leaves the melody to organist Charles and electric guitarist Harvey Trees. Bill Van Buskirk's electric bass rings fully. Both stringmen stay put during the trio's antics.

Because they are so strong visually, Capitol has a problem in translating this physical energy into something salable on disks. There are constant racial references done jokingly, but they hurt the act, which is extremely hard-working and worth seeing.

ELIOT TIEGEL

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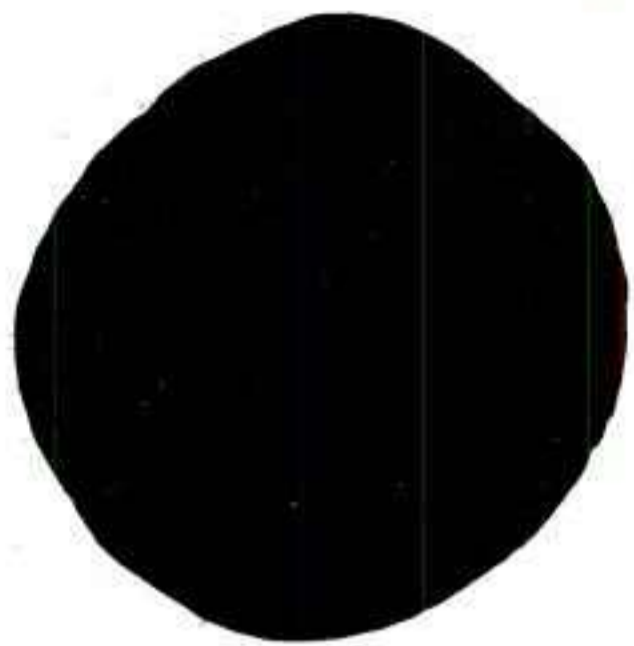
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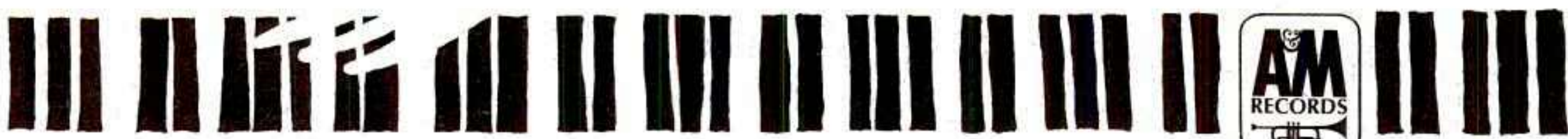
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THE 4 SEASONS—BEGGIN' (Prod. by Bob Crewe) (Writers: Gaudio-Farina) (Saturday Seasons Four, BMI)—The "sound" of Frankie Valli leads the way in this powerful rocker that should ride to the top of the charts. First-rate Bob Crewe production. Flip: "Dody" (Saturday/Seasons Four, BMI). **Philips 40433**

STEVIE WONDER—TRAVLIN' MAN (Prod. by Clarence Paul (Writers: Miller-Wells) (Stein—Van Stock, ASCAP)—Wonder will be back at the top of the Hot 100 with his moving treatment of this strong ballad. Exceptional performance should top his "Place in the Sun" hit. Flip: "Hey Love" (Jobete, BMI). **Tamla 54147**

PETULA CLARK—THIS IS MY SONG (Prod. by Sonny Burke) (Writer: Chaplin) (Shamley, ASCAP)—Beautiful change-of-pace ballad for the British thrush is this film theme penned by Charlie Chaplin.

which should keep her at the top of the winner's circle. Lush Ernie Freeman arrangement is outstanding. Flip: "High" (Remick, ASCAP). **Warner Bros. 7002**

HERB ALPERT & THE TIJUANA BRASS—WADE IN THE WATER (Writer: Traditional) (Almo, ASCAP)—The spiritual classic gets the Tex-Mex treatment by Alpert, and the excitement generated could make it one of his biggest hits. Flip: "Mexican Road Race" (Almo, ASCAP). **A&M 840**

SANDY POSEY—WHAT A WOMAN IN LOVE WON'T DO (Prod. by Chips Moman) (Writer: Loudermilk) (Windward Side, BMI)—Make it three in a row for Miss Posey, with this powerful reading of the John D. Loudermilk number. Her usual top performance will bring this one home. Flip: "Shattered" (Barton, BMI). **MGM 13702**

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

GARY LEWIS & THE PLAYBOYS—THE LOSER (With a Broken Heart) (Writers: Nix-Russell) (Skyhill, BMI)—Mover by Lewis will move right onto the Hot 100. Top dance item with a change of pace break gets a powerful workout by the group in this Snuff Garrett production. Flip: "Ice Melts in the Sun" (Greenlight/Viva, BMI). **Liberty 55949**

TOM JONES—DETROIT CITY (Prod. by Peter Sullivan) (Writers: Dill-Tillis) (Cedarwood, BMI)—Proved successful with his revival of the country hit "Green, Green Grass of Home," Jones could make the lighting strike twice with his top performance of the old Bobby Bare hit. Flip: "Ten Guitars" (Duchess, BMI). **Parrot 40012**

GENE PITNEY—ANIMAL CRACKERS (In Cellophane bags) (Prod. by Joe Wissert) (Writers: Bonner-Gordon) (Chardon, BMI)—Unusual and intriguing item should bring Pitney back to the Hot 100 with impact. He's in fine form in this first-rate Joe Wissert production. Flip: "Don't Mean to Be a Preacher" (Kama Sutra, BMI). **Musicor 1235**

POZO SECO SINGERS—EXCUSE ME, DEAR MARTHA (Prod. by Bob Johnston) (Writers: Farrell-Johnson) (Pocket Full of Tunes/Noma, BMI)—Strong rhythm entry by the "Look What You've Done" group should make its mark on the charts in short order. Good vocal performance of good material. Flip: "I Believed It All" (Mayoham, ASCAP). **Columbia 44041**

THE BUCKINGHAMS—LAWDY MISS CLAWDY (Prod. by Carl Bonafede & Dan Bellock) (Writer: Price) (Venice, BMI)—The group currently in the No. 1 spot on the Hot 100 have come up with a strong follow-up in this groovy revival of the Lloyd Price classic. Flip: "I Call Your Name" (Maclen, BMI). **U. S. A. 869**

PAT BOONE—WHAT IF THEY GAVE A WAR AND NO ONE CAME (Prod. by Snuff Garrett & Randy Wood) (Writer: Boone) (Spoone, ASCAP)—Boone could equal the success of his "Wish You Were Here, Buddy" with this clever item, much in the same bag. Steady rhythm keeps it moving. Flip: "Hurry Sundown" (Chappell, ASCAP). **Dot 16998**

ARETHA FRANKLIN—I NEVER LOVED A MAN THE WAY I LOVED YOU (Prod. by Jerry Wexler) (Writer: Shannon) (14th Hour, BMI)—Marking her debut on Atlantic, Miss Franklin offers a powerful blues wailer that will create much excitement in both pop and r&b markets. Production by Jerry Wesler is tops. Flip: "Do Right Woman—Do Right Man" (Press, BMI). **Atlantic 2386**

Spotlights—Predicted to reach the HOT 100 Chart

VIC DANA—Fraulein (Travis, BMI). **LIBERTY 55950**

WAYNE NEWTON—If I Only Had a Song to Sing (Chardon, BMI). **Capitol P 5842**

THE NEWBEATS—Top Secret (Acuff-Rose, BMI). **HICKORY 1436**

LAURA NYRO—Goodbye Joe (Celestial, BMI). **VERVE FOLKWAYS 5038**

THE THIRTEENTH FLOOR ELEVATORS—Levitation (Tapier, BMI). **INTERNATIONAL ARTISTS 113**

MIKE DOUGLAS—What Is a Square (Fajob, ASCAP). **EPIC 10126**

THE CRYAN SHAMES—Mr. Unreliable (Destination, BMI). **COLUMBIA 44037**

JOHNNY NASH—Good Goodness (Nan/Nash, ASCAP). **MGM 13683**

JODY MILLER—How Do You Say Goodbye (Screen Gems-Columbia, BMI). **CAPITOL 58846**

ERROLL GARNER—More (Marks, BMI). **MGM 13677**

THE SHADOWS OF KNIGHT—Willie Jean (Yugoth, BMI). **DUNWICH 151**

JOHN GARY—Sleeping Beauty (Northridge, ASCAP). **RCA VICTOR 9119**

THE STONE PONEYS—Sweet Summer Blue and Gold (Fourth Landing, BMI). **CAPITOL 5838**

MARLENE SHAW—Mercy, Mercy, Mercy (Zawinul, BMI). **CADET 5557**

THE RUBBER BAND—Ring Your Love (Gallico, BMI). **COLUMBIA 44013**

THE EVERLY BROTHERS—She Never Smiles Anymore (Ja-Ma, ASCAP). **WARNER BROS. 5901**

THE BLUES PROJECT—No Time Like the Right Time (Sealark, BMI). **VERVE FOLKWAYS 5040**

IVORY JOE HUNTER—Don't You Believe Him (Unart, BMI). **VEEP 1250**

SCREAMIN' JAY HAWKINS—I Put a Spell on You (Travis, BMI). **DECCA 32100**

THE ASTRONAUTS—Better Things (Rising Sons, BMI). **RCA VICTOR 9109**

THE SKUNKS—Elvira (Blue Crest, BMI). **U. S. A. 9194-01**

BOBBY VINTON—FOR HE'S A JOLLY GOOD FELLOW (Prod. by Robert Mersey) (Writer: Stevens) (Ahab, BMI)—Plaintive ballad gets an emotional reading by the "Coming Home Soldier" star, and the result is a hot chart contender. Flip: "Sweet Maria" (Roosevelt, BMI). **Epic 10136**

SERGIO MENDES & BRASIL '66—FOR ME (Prod. by Herb Alpert) (Writers: Lobo-Gembel) (Butterfield, BMI)—Infectious rhythm opening breaks into a solid beat as the Brasil '66 group offers this hot contender for the Hot 100. Top programming item should fast surpass their "Constant Rain" hit. Flip: "Gente" (Janeiro, ASCAP). **A&M 836**

WILLIE BOBO—JUICY (Prod. by Peter Spargo & Teddy Reig) (Writer: Stoller) (Trio, BMI)—Bobo is at his best in this Latin-rock bag, and this Pete Spargo-Teddy Reig production should be a much programmed item. Vocal chorus adds to the strength. Flip: "Shing' A' Ling Baby" (Sil San, BMI). **Verve 10482**

THE TOYS—CIAO BABY (Prod. by Alan Lord) (Writers: Weiss-English) (Helios, BMI)—Initial entry by the group on Philips should enjoy healthy sales activity, and make a dent in the Hot 100. Easy rocker given a solid workout. Flip: "I Got Carried Away" (Barles, BMI). **Philips 40432**

ENGELBERT HUMPERDINK—RELEASE ME (And Let Me Love Again) (Writers: Miller-Stevenson) (Four Star, BMI)—The beautiful country classic, already a hit on British charts, is a strong contender for the Hot 100. Lush arrangement and exceptional vocal of first-rate material. Flip: "Ten Guitars" (Duchess, BMI). **Parrot 40011**

REPARATA & THE DELRONS—THE KIND OF TROUBLE THAT I LOVE (Prod. by World United Prod. (Writer: Reeves) (Unart, BMI)—Top-notch arrangement of strong teen-oriented material is delivered in fine style by the girls. Destined for top sales activity. Flip: "Boys and Girls" (Pimpernel, BMI). **RCA Victor 9123**

THE TREMELOES—HERE COMES MY BABY (Writer: (Mainstay, BMI)—Raucous rocker currently riding the British charts could be a big one here. Powerful vocal workout by the group makes it a discotheque winner. Flip: "Gentlemen of Pleasure" (Walsh, BMI). **Epic 10139**

THE KITCHEN CINQ—IF YOU THINK (Prod. by S. J. Hokom) (Writers: Stark-Creamer) (Exquisite/Linda-Rene/Champion, BMI)—Second entry by the exceptional new group could be the one to bring them into the big time. Top material is given a strong delivery right in the teen groove. Flip: "Ride the Wind" (Exquisite/Palo Duro/Champion, BMI). **LHI 17005**

THE KIT-KATS—You've Got to Know (Dandelion, BMI). **JAMIE 1331**

JOHN FRED—Up and Down (Su-Ma, BMI). **PAULA 259**

JIMMY GILMER & THE FIREBALLS—I Think I'll Catch a Bus (Dundee, BMI). **DOT 16992**

RONNY & THE DAYTONAS—The Last Letter (Cole, BMI). **RCA VICTOR 9107r**

CHARLIE PALMIERI & HIS ORK.—Uplight (Jobete, BMI). **ATLANTIC 2384**

ANDRE PREVIN—Theme From "Hotel" (Witmark, ASCAP). **RCA VICTOR 9122**

THE SOUTHBOND FREEWAY—Psychedelic Used Car Lot Blues (Tera Shirma, BMI). **TERA SHIRMA 67001**

THE MINUTE MEN—I Won't Lead You On (Gallico, BMI). **PARROT 318**

NINA SIMONE—Day and Night (Ninandy, BMI). **RCA VICTOR 9120**

KEITH ALLISON—Louise (Daywin, BMI). **COLUMBIA 44028**

THE KNAVES—Leave Me Alone (Yugoth, BMI). **DUNWICH 147**

WAYNE & THE EXCEPTIONS—Have Faith Baby, Have Faith (Balladin, BMI). **LAURIE 3376**

THE SIXPENCE—You're the Love (Gomba, BMI). **IMPACT 1025**

THE SPATS—Bottom of It All (Ninandy, BMI). **ASCAP. JANO 1549**

MARIA TYNES—The Queen is On Her Knees (Shan, BMI). **UPTOWN 743**

THE SPRINGFIELD RIFLES—100 or Two (Burdette, BMI). **JERDEN 812**

THE SPIKE DRIVERS—Break Out the Wine (Chardon/Akbestal, BMI). **REPRISE 0558**

BILL SMITH—And We Were Lovers (Hastings, BMI). **TALMU 305**

THE OMEN—Once Upon a Taste (Starstream, BMI). **ASCOT 2227**

JON AND SONDRRA STEELE—There Isn't Any Other Way (Bandshell, BMI). **WARNER BROS. 5899**

THE MCGOWAN ROYS—What You Want and What You Get (Ragmar, BMI). **WARNER BROS. 7000**

CHARLIE MCCOY—Cold Cold World (Wormwood, BMI). **MONUMENT 998**

COUNTRY SPOTLIGHTS

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

MERLE HAGGARD—I THREW AWAY THE ROSE (Prod. by Ken Nelson) (Writer: Haggard) (Blue Book, BMI)—Haggard offers a moving rendition of this original ballad tracing the life of a man on his way down. Should quickly replace his "I'm a Lonesome Fugitive" on the country charts. Flip: "Loneliness Is Eating Me Alive" (Pamper, BMI). **Capitol 5844**

JEANNIE SEELY—WHEN IT'S OVER (Prod. by Fred Foster) (Writer: Cochran) (Pamper, BMI)—Multi-voiced treatment of a beautiful Hank Cochran ballad should prove to be another "Don't Touch Me" for Miss Seely. Exceptional material is given a powerful reading. Flip: "I'd Be Just as Lonely There" (Pamper, BMI). **Monument 999**

HUGH X. LEWIS—TENDER HEARTED ME (The Bug Song) (Prod. by Paul Cohen) (Writer: Crawford) (Border Town, BMI)—Clever lyric material given an exciting treatment will bring this Cliff Crawford novelty onto the country charts with a bang, and carry it right to the top. Flip: "Another Day Just Slipped Away" (Moss-Rose, BMI). **Kapp 812**

LYNN ANDERSON—IF I KISS YOU (Will You Go (way)) (Writer: Anderson) (Greenback/Yonah, BMI)—The "Ride, Ride, Ride" girl has another winner in this moving rhythm number, penned by Liz Anderson. Should keep her at the top of the charts. Flip: "Then Go" (Yonah/Greenback, BMI). **Chart 1430**

ERNIE ASHWORTH—JUST AN EMPTY PLACE (Prod. by Wesley Rose) (Writer: Blackwell) (Rose, BMI)—Up-tempo arrangement enhances Ashworth's delivery of a sad story, and the combination has all the hit ingredients. Flip: "Just One Time" (Acuff-Rose, BMI). **Hickory 1445**

ROSCOE ROBINSON—WHAT YOU'RE DOIN' TO ME (Writer: Robinson) (Flomar/Scoe, BMI)—Rockin' and wailin', Robinson comes up with another hot chart contender for the pop and r&b markets. Powerful workout moves to the end. Flip: "A Thousand Rivers" (Flomar/Scoe, BMI). **Wand 1149**

Z. Z. HILL—GREATEST LOVE (Writer: Toussaint) (Marsaint, BMI)—Blues with soul is a winning combination, and Hill has it in this strong Allan Toussaint number. Top sales item. Flip: "Oh! Darling" (Modern, BMI). **Kent 460**

THE FOUR PROS—EVERYBODY'S GOT SOME SOUL (Prod. by Ollie McLaughlin) (Writers: Griffith-Derek-Greene) (McLaughlin/Aneece, BMI)—Solid beat gets things going as the Four Pro's work it on out with a vocal performance that's right in the groove. Watch this one! Flip: "You Can't Keep a Good Man Down" (McLaughlin/Aneece, BMI). **Carla 2532**

JIMMY McCracklin—THIS THING (Prod. by Cal Carter) (Writer: McCracklin) (Metric, BMI)—Soulful blues performance by McCracklin should bring this original number to the top of the r&b charts in short order. Flip: "Let the Door Hit You" (Metric, BMI). **Minit 32018**

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

LESTER FLATT & EARL SCRUGGS—Nashville Cats (Faithful Virtue, BMI). **COLUMBIA 44040**

LEFTY FRIZZELL—You Gotta Be Puttin' Me On (Ly-Rann, BMI). **COLUMBIA 44023**

TOMMY CASH—Jail Birds Can't Fly (Tree, BMI)—That's Where My Baby Used to Be (Wilderness, BMI). **UNITED ARTISTS 50127**

GRANDPA JONES—Everything I Had Going for Me Is Gone (Pamper, BMI). **MONUMENT 1000**

CAL SMITH—The Only Thing I Want (Surefire, BMI). **KAPP 788**

GLEN GARRISON—Listen, They're Playing My Song (Central Songs, BMI). **IMPERIAL 66230**

NEAL MERRIT—Gentlemen Be Seated (Central Songs, BMI). **BOONE 1053**

TEX WILLIAMS—The Toy Piano (Central Songs, BMI). **BOONE 1052**

CHERLY POOL—His Wife (Stuckey, BMI). **PAULA 263**

CURLEY BARRIX—Blue Ribbon Clown (Window, BMI). **DUNWICH 137**

LONZO & OSCAR—A Funny Way of Living (Lonzo & Oscar, BMI). **NUCKET 256**

CHET ATKINS—What'd I Say (Progressive, BMI). **RCA VICTOR 9116**

Spotlights—Predicted to reach the R&B SINGLES Chart

BARBARA LYNN—Watch the One (That Brings the Bad News) (Tree, BMI). **TRIBE 8322**

THE DIALTONES—Don't Let the Sun Shine on Me (Trauger, BMI). **DIAL 4054**

JIMMY HOLIDAY—Everybody Needs Help (Metric, BMI). **MINIT 32016**

BOBBY WOMMACK—Find Me Somebody (Pronto/Tracebob, BMI). **ATLANTIC 2388**

MARVIN SMITH—I Want (Something to Remember You By) (Jalyne/BRC, BMI). **BRUNSWICK 55314**

HELENE SMITH—A Woman Will Do Wrong (Twig/Dandelion, BMI). **PHIL L.A. OF SOUL 300**

JESSIE ANDERSON—True Love Express (Chevis, BMI). **CADET 5554**

JOHNNY SAYLES—I Can't Get Enough (Arc/Cragvee, BMI). **ST. LAWRENCE 1024**

SAM WILLIAMS—So Called Friend (Bozart, BMI). **UPTOWN 742**

JACKIE HAIRSTON—Hilack (Redwad, BMI). **ATCO 6464**

JIMMY (SOUL) CLARK—(Come On and Be My) Sweet Darlin' (Ala-King, BMI). **SOULHAWK 001**

KIP ANDERSON—A Knife and a Fork (Tomaria/Winall, BMI). **CHECKER 1161**

THE TRIUMPHS—Workin' (Ali-Alexander, BMI). **OKEN 7273**

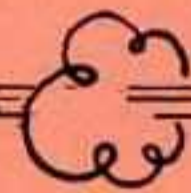
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Table with columns: THIS WEEK, 1 WK. AGO, 2 WK. AGO, 3 WK. AGO, TITLE, Artist (Producer), Label & Number, Weeks of Chart. Includes songs like 'KIND OF A DRAG', 'LOVE IS HERE AND NOW YOU'RE GONE', 'RUBY TUESDAY'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks of Chart. Includes songs like 'INDESCRIBABLY BLUE', 'NIKI HOEKY', 'ALL', 'PUSHIN' TOO HARD'.

Table with columns: Rank, Title, Artist (Producer), Label & Number, Weeks of Chart. Includes songs like 'TINY BUBBLES', 'NO MILK TODAY', 'THE PEOPLE IN ME', 'THE 59TH STREET BRIDGE SONG'.

HOT 100—A TO Z—(Publisher-Licenses)

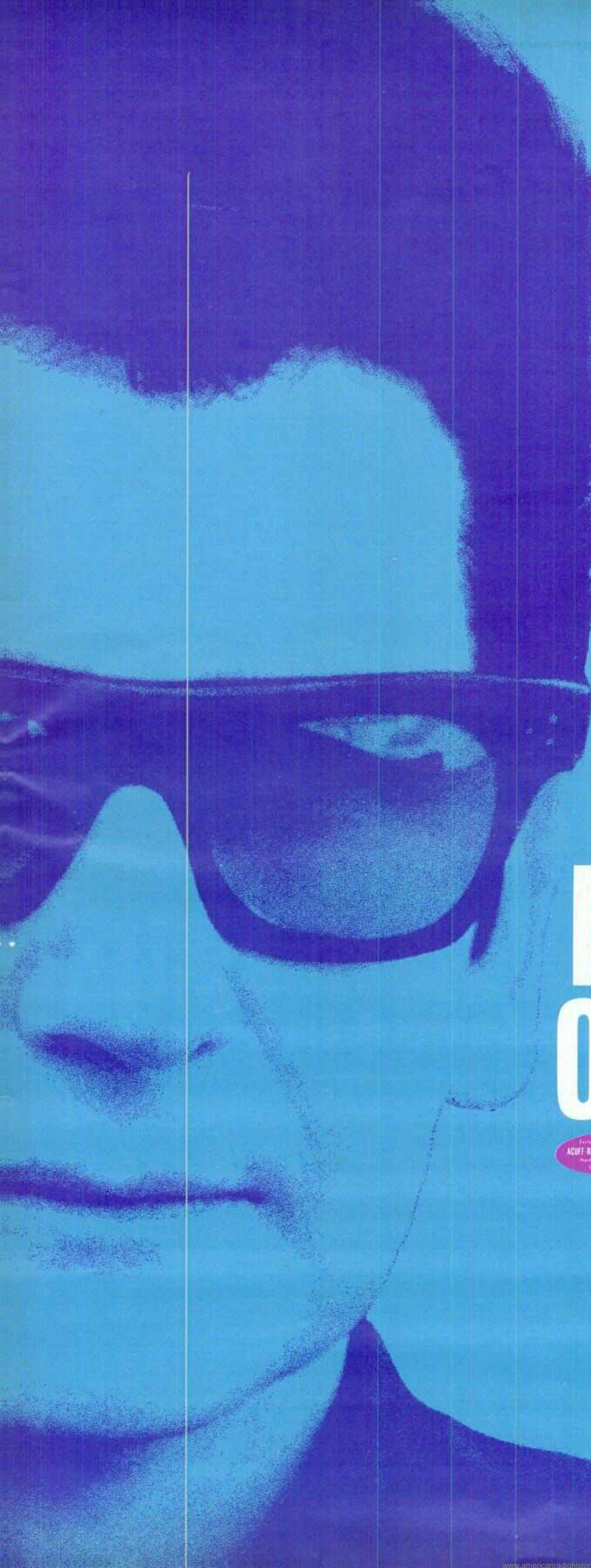
Table listing songs A-Z with artist and label information.

Table listing songs A-Z with artist and label information.

Table listing songs A-Z with artist and label information.

BUBBLING UNDER THE HOT 100

Table listing songs bubbling under the Hot 100 with artist and label information.



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TAPE CARTRIDGE TIPS

by Larry Finley

Last week's article by Hank Fox on the first page of Billboard was the first information that has accurately depicted just what is happening in today's tape Cartridge industry. Sales turned out to be at least twice what everyone expected. We quote: "With 8-track cartridge systems receiving solid support from the motor city this year, stereo tape deck sales in the first three months of the 1967 model car years are nearly 28 per cent higher than in the initial six-month total in 1966."

By Dec. 31, 1966, the automobile firms had installed over 60,000 units in new cars. With sales racing ahead of last year, despite newspaper reports that there have been cutbacks in automobile production, the overall picture for the tape cartridge industry looks very healthy. One out of every three Lincoln Continental buyers is ordering a cartridge unit with his car. Lower price autos are also installing units at a more rapid clip than a year ago. All of this, of course, can mean only greater sales of cartridges and with even the import cars like Volkswagen now offering a custom-made unit, things are really looking good.

* * *

Many record companies are now realizing the importance of specialized treatment of their cartridge product and one major label has two ex-program directors of radio station programming their cartridges . . . something they don't even do for their albums.

TAPE CARtridge

Muntz to Set Up Italian Plant For Duplicating Four-Tracks

By GERMANO RUSCITTO

MILAN—Muntz Stereo-Pak, Inc., is planning to establish an Italian plant for duplicating Muntz 4-track cartridges.

Muntz International Division Director Ronald F. Gordon has had preliminary talks with several major independent Italian disk firms about arranging a deal whereby the companies' repertoire would be made available on Muntz cartridges.

The idea is that each record manufacturer would distribute the cartridges of its own repertoire through its own channels with label names the same as on the original record.

It is also proposed that the Muntz plant should accept third-party duplicating work from other Italian customers outside the deal as well as from Common Market customers in Germany, France and the Benelux countries plus Greece and Turkey.

A likely development is for Muntz to acquire an Italian

company already operating in this field, and will set up Muntz Italiana.

In Contact

The new affiliate would be in contact with all electronic companies, record companies, duplicating plant and music publishers to co-ordinate all stages of tape cartridge and tape player manufacture, marketing and promotion to establish the tape cartridge concept in Italy.

Gordon believes there is a market for Muntz in Italy, because Philips is not directly competing, and the 8-track cartridges marketed by RCA Italiana at \$10 and \$12 and the only available 8-track radio and tape player unit sold by Radio Marelli at \$200 are each "too high a price for Italy," according to Gordon.

Muntz hopes to retail its 4-track cartridges at about \$6.50 and its Model 30 playing unit at between \$50 and \$60.

Model-30

Gordon regards the Model 30

as suitable for the Italian market when available in both home and car forms. He envisages marketing the Muntz 4 and 8-track compatible unit at a price lower than that of the Lear Jet-Marelli equipment.

Muntz is concentrating on Italy as a base of operations for Central and Southern Europe because of its Common Market membership and the comparatively low production costs.

The first stage in the firm's campaign will be exporting finished product to Italy, possibly on a "no profit basis," to penetrate the market. The setting up of the local operation would follow later, depending on results.

Companies with whom Gordon had consultations included Rifi, Ricordi, Ecofina, CGD, Durema, Durium, Curci-Carosello, Geloso, Irradio, Incess, GBC and Saar.

Melco Is Named By Audio Devices

NEW YORK — Melco Sales Co. has been named by Audio Devices, Inc., as representative for sales to all U. S. military resale markets throughout the world

Audio Devices recording tape and accessories will be moved by Melco to armed forces exchanges and ships stores, a complex serving seven million customers with some \$2.5 billion worth of merchandise annually.

Stereo City Opens Store; Offers Sale

CHICAGO — Stereo City which boasts the largest selection of 4 and 8-track tapes in this area, has opened another store and is offering a sale on tapes from \$1.19 for auto, home or boat.

Located at 1909 North in Chicago's Melrose Park, Stereo City is open seven days a week and takes tape trade-ins in addition to selling new releases.

Tenna Reports Sales Soar to Peak Period

CLEVELAND—Tenna Corp. has reported that the quarter ended Dec. 31 was the best in its history.

President Morton R. Mendes said all facets of the company's business contributed the gains, including the company's stereo cartridge tape player introduced in August. "This unit has been extremely well received," he said, "with orders, production and shipment records being established each month. It is still the only fully automatic compatible 4 and 8-track player available, and it is the only unit which has overcome the problem of 'crosstalk'."

"Crosstalk" is a term designating the improper meeting of

the player head with the proper tape track.

Mendes said a home furniture model of the compatible player will be introduced during the current quarter. This model will be sold through department stores, chain stores, appliance stores "or virtually any type of retail outlet which displays home sound equipment."

Tenna's second quarter sales totaled \$7,365,234, up 28 per cent over last year's \$4,756,222. Net income was \$600,828, up 17 per cent from \$514,436 for the preceding year.

Tenna manufactures automotive sound equipment, auto antennas and fractional horsepower motors.

Stereo to Go Tape Center

LOS ANGELES—A "Pilot" stereo tape center called Stereo to Go, is doing business on traffic-heavy Wilshire Boulevard. Plans reportedly are to seek other franchises to develop a network of stores selling tape CARtridge products exclusively.

The first Stereo to Go location at 2800 Wilshire Boulevard is owned by a corporation including Frank Mullen, former Autostereo executive and vice-president of a Sunset Boulevard retail operation, Tape City.

Ellen Powell is general manager of the new location which has a staff of seven in sales of machines and cartridges and installation service. Borg Warner's \$119.95 8-track machine is a key seller, according to Miss Powell. Other players sold are by Lear, Universal, Ranger and Muntz. Cartridge libraries are from ITTC, Muntz and GRT in both 4 and 8-track.

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Shuler Distributing
Tel. 216-475-2600

Columbia, South Carolina
Carolina Sales Corp.
Tel. 803-787-1434

Dayton, Ohio
J. W. Roll Company
Tel. 513-223-6259

Denver, Colorado
Ward Terry Company
Tel. 303-266-3181

Des Moines, Iowa
The Sidles Company
Tel: 515-244-0138

Detroit, Michigan
Rissi Electronics
Tel. 313-834-8420

El Paso, Texas
Midland Specialty
Tel. 915-533-9555

Erie, Pennsylvania
Warren Radio
Tel. 814-454-5286

Fort Worth, Texas
Advanced Stereo
Tel. 817-332-8401

Grand Rapids, Michigan
Radio Electronics
Tel. 616-459-4611

Great Falls, Montana
Music Service
Tel. 406-761-2420

Greenville, North Carolina
Carolina Sales Corp.
Tel. 919-752-3143

Harrisburg, Pennsylvania
D & H Distributing
Tel. 717-236-8001

Hartford, Connecticut
Eastern Records
Tel. 203-289-7431

Houston, Texas
Houston Air Center
Tel. 713-644-1701

Indianapolis, Indiana
Associated Distributing
Tel. 317-634-2591

Jackson, Mississippi
Mills-Morris Automotive
Tel: 601-355-0341

Kansas City, Missouri
Select Brands
Tel. 816-221-3429

Knoxville, Tennessee
McClung Appliances
Tel. 615-524-1811

Louisville, Kentucky
Handleman Company
Tel. 502-361-1336

Los Angeles, California
United Tape & Instrument
Tel: 213-735-1406

Memphis, Tennessee
Memphis Aero
Tel. 901-397-9341

Miami, Florida
Mainline Records
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Milwaukee, Wisconsin
Taylor Electric
Tel. 414-964-4321

Minneapolis, Minnesota
Heilicher Brothers
Tel. 612-544-4201

New York, N.Y.
Steejay, Inc.
(Newark, N.J.)
Tel. 201-923-4900

New Orleans, Louisiana
United Distributing
Tel. 504-733-7920

Nashville, Tennessee
Hermitage Music Co.
Tel. 615-244-1790

Oklahoma City, Okla.
Dulaney's
Tel. 405-528-0511

Omaha, Nebraska
The Sidles Company
Tel: 402-393-2233

Peoria, Illinois
Bernard Distributing
Tel. 309-676-7697

Philadelphia, Pennsylvania
Nash Distributing
Tel. 215-886-6430

Phoenix, Arizona
Arizona Western Supply
Tel: 602-272-2363

Pittsburgh, Pennsylvania
Jack Samuels
Tel. 412-621-1816

Portland, Maine
Portland Records
(Boyd Corp.)
Tel. 207-772-6551

Providence, Rhode Island
Lavine Distributing
Tel. 401-GA-1-4000

Salt Lake City, Utah
Billinis Distributing
Tel. 801-266-3548

San Antonio, Texas
Perry Shankle Company
Tel. 512-223-1801

San Francisco, California
Pic-A-Tune, Inc.
Tel: 415: 781-3886

Shreveport, Louisiana
Reed Distributing
Tel. 318-425-4491

Seattle, Washington
Gordon Sales
Tel. 206-682-7188

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Burghardt Radio
Tel. 605-886-5749

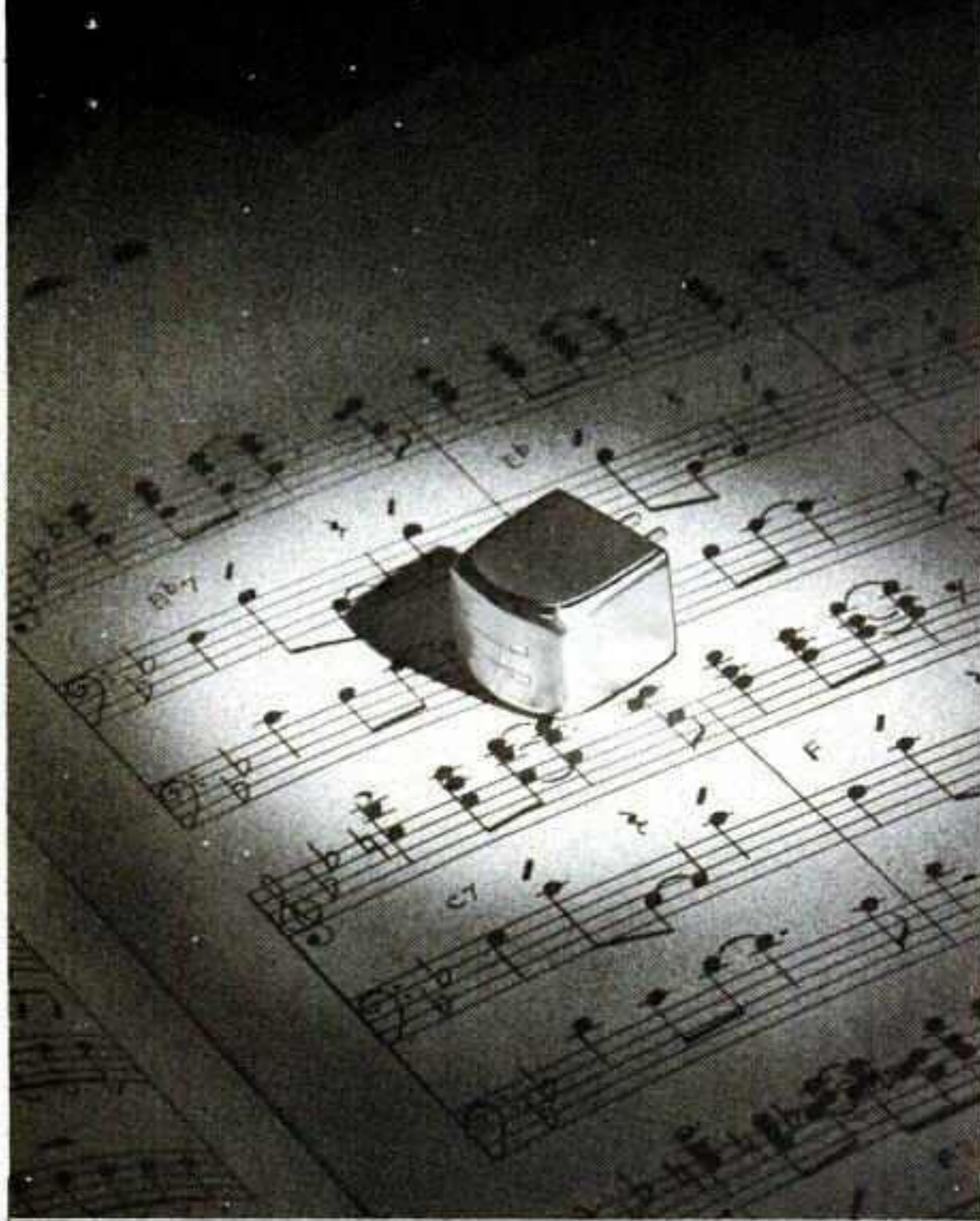
White River Jct., Vermont
Key Sales Co.
Tel. 802-295-2108

Wichita, Kansas
Graybar Electric
Tel. 316-267-1364

Baltimore, Maryland
Lawrence Associates
(Wheaton, Maryland)
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TAPE CARTRIDGE

CARtridge's Future Lies in Young Adults: Frankford

NEW YORK—The future of the CARtridge business lies in the young adult market said Jack Frankford, head of Auto Sound Distributing here. Frankford launched a promotion centered on the Beach Boys to capitalize this theory.

The group appeared last Sunday (19) in a show sponsored by WKNR, the city's leading Hot 100 format radio station. In co-operation with Capitol Records, Frankford gave free tickets to see the group with the sale of each Capitol Stereo tape unit. Michigan Mobile Radio, Frankford's retail outlet, is also giving away a pair of tickets with each installation and promoting the appearance of the Beach Boys and their giveaway with a series of radio spots on both WKNR and CKLW.

Frankford said he expected the promotion to increase business by 22 per cent.

At least 65 per cent of his unit sales, Frankford said, are to people between 18-24 years old. The reasons he gave is that young adults are easy to sell, they're easier to approach with new concepts, they have money to spend on luxury items, and, "if it goes into a car and makes noise, they've absolutely got to have it."

To illustrate just how much the cartridge industry depends on the youth market, he said 25 per cent of his over-the-counter cartridge sales were Tamla-Motown product. Mobile Radio, which operates a 14-bay installation setup had \$60,000 inventory on hand at the first of the year—and this was at distributor prices—to meet the demand.

As for the psychology of purchase, Frankford said that

the average 4-track unit customer buys four to six cartridges with his purchase. The 8-track customer buys two to four. Within the first six weeks, they'll buy eight to 12 more cartridges. Then, they'll more than likely return to radio listening for "newer" music. But this exposure to new records and/or artists drives them back to the cartridge dealer for more product and thereafter radio plays an important part in cartridge sales.

In the 8-track line, a cartridge by Herb Alpert and the Tijuana Brass would sell better than a teen-oriented product, he said. But, so far as Motown product is concerned, "we're selling it 10-1 in 4-track."

The unusual thing about most of these sales—and it can be traced directly to radio—is that the cartridge of, for example, a Nancy Sinatra hit will not start selling until the record has dropped nearly off the Hot 100 Chart. "The reason for this is that teens can hear the tune on the radio, but after it starts dropping off the charts, they have to buy a cartridge to hear it in their cars."

Though the 4-track seems to be the teen thing today, Frankford speculated that this is subject to change. "Teens are hip on the cartridge machine, whether it's 4 or 8-track . . . but you're going to be able to sell twice as many machines at \$49.95 as \$89.95. By this time next year you'll sell 8-track units almost as low in price as 4-tracks are now." He said that most of these would be Japanese imports. "And, as the cartridge business gets larger and the prices go down, these young adults are going to begin buying the 8-track."



A.R.C. ELECTRONICS introduces a new 4 and 8-track compatible stereo tape deck with push-button selection of individual tracks.

Quality Co. Ships First CARtridges

TORONTO—First Canadian company into the tape duplication field, Quality Records, Ltd., made its first shipment of 4 and 8-track stereo tape CARtridges and 4-track reel-to-reel cartridges this month. Of the initial release of 30, about half have been shipped already, and Quality hopes to have some 200 releases on the market by the end of the year, the cream of the catalogs from MGM, A&M, Atlantic-Atco, Verve, Dot, Bell, among others. The domestically produced cartridges will retail at \$6.98, compared to \$7.98 for imported product.

Quality is also moving into distribution, on a nonexclusive basis, of the automatic Radio and Titan 4-track and 8-track cartridge players, with a compatible model to be available within a month or two. Quality will distribute to record stores, to stimulate the market for their tape cartridges. The players, priced from \$89.98 up, can be converted to home use.

Orfeon Bows Eight-Tracks

MEXICO CITY—Orfeon released its first offering of 8-track cartridges last Wednesday (15) in record stores and supermarkets throughout Mexico. As previously announced, Orfeon is the first manufacturer to produce 8-track cartridges in Mexico.

Orfeon albums include Tono Quirasco, Hermanos Carrion, Agustin Lara and others. The cartridges, which retail for \$8, have 12 numbers. Both Ford and Chrysler announced they will include 8-track players in all new cars manufactured in Mexico.

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Roberts to Bow Cassette Unit

LOS ANGELES — Roberts will expand its 8-track CARtridge line with several new product additions and will bow a cassette player, according to sales chief Milt Philipson.

"We are a recording company, so cassettes are a must for us," Philipson explained. The executive hinted that the veteran tape recorder manufacturer would have a player capable of handling cassettes and 4 and 8-track configurations. No one has combined these three systems in one machine—yet.

This new equipment will be unveiled at a June electronics

show in New York. Roberts has been represented in the cartridge field for the past six months with a \$389.95 8-track reel-to-reel recorder-player, model 1725-8L and the \$99.95 home tape deck model 838. Both units have sold exceedingly well, according to Philipson. The deck model plays through an outside amplification system and offers remote control channel selection. The compatible higher priced model allows the making of 8-track cartridges from FM stereo, records, reel tapes and other outside sources. Material off a cartridge can be duplicated on a reel tape also.

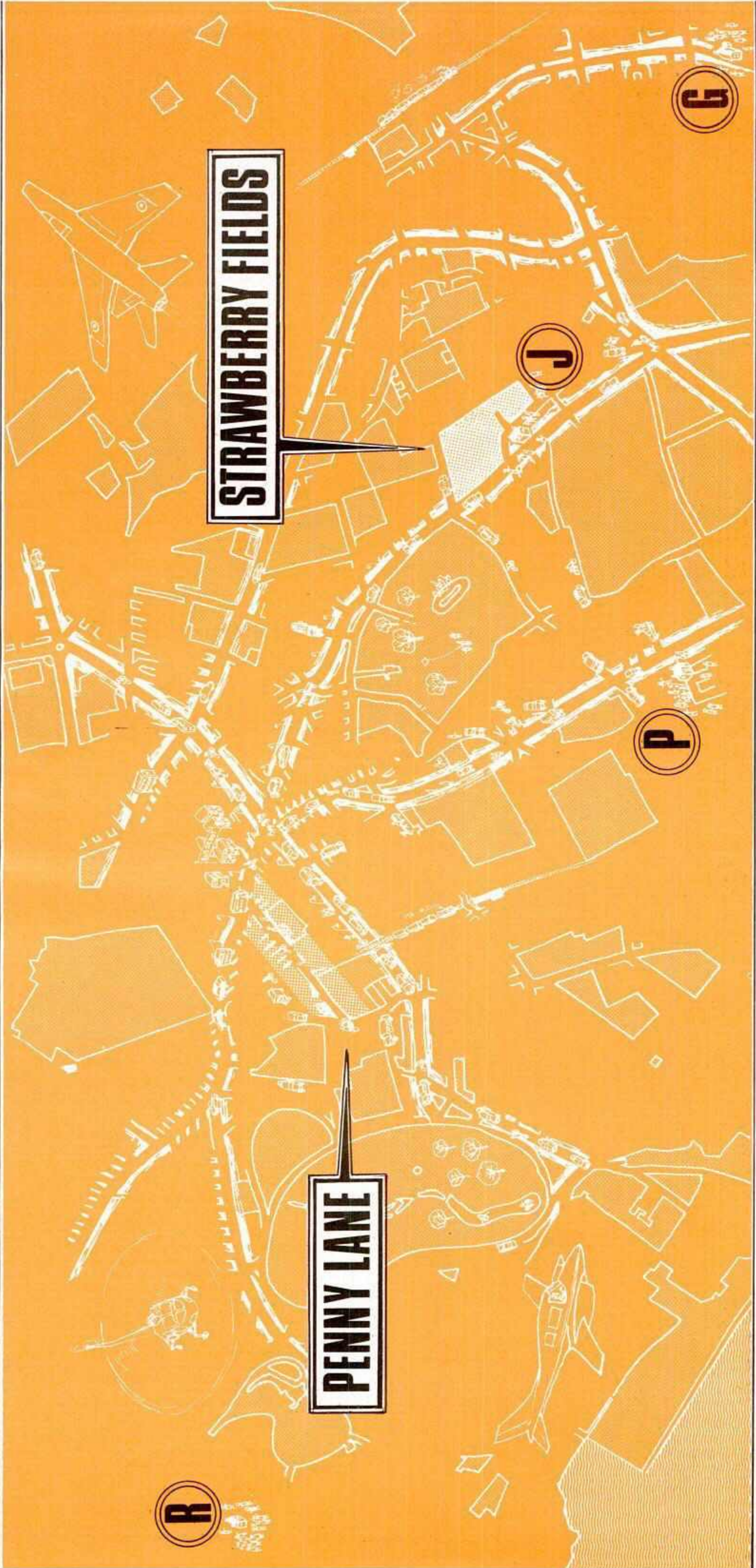
Philipson says cassettes are emerging as the strong portable player system under \$100. The 8-track system remains tops for the mobile audience because of the support from major music suppliers.

Roberts products are sold through 1,800 national outlets from department stores to audio chains to jewelry locations. "Tape is now on the threshold of being accepted by the mass market. This can be tape's greatest year."



MEL PRICE, head of MGM Records' tape division, shows Kai Winding, Verve Records artist, both 8 and 2-track CARtridges and the MGM Playtape 2-track unit. Winding was just one of many artists appearing at the recent National Auto Accessories show in New York.





'PENNY LANE' 'STRAWBERRY FIELDS FOREVER' THE BEATLES



5810

TAPE CARTRIDGE



GETTING TOGETHER on a tape CARtridge promotion at recent 40th annual National Auto Accessories Exposition in New York were, from left: Larry Finley, president of International Tape Cartridge Corp., and Horace McMahon and David Nager of Automatic Radio.



APPEARING AT THE AUTOMATIC Radio/ITCC exhibit to promote his cartridges is Lionel Hampton. He was one of many recording artists at exhibit—the first time artists ever promoted cartridges. Others included Keith and the Young Rascals.



HAMPTON DRAWS HUNDREDS of auto dealers and traders to a live performance at the show sponsored by Automatic Radio and ITCC. Show was one of exposition highlights.

From The Music Capitals of the World

AMSTERDAM

Phonogram is starting a new series of low-price classical albums specializing in lesser-known baroque and Rococo works to be called Boutique de Musique. Com-

posers to be featured include Michael Haydn, Geminiani Marais, Rameau, Louis Couperin, Mozart, and there will be French secular and sacred music from the 13th century. The records will have colorful, eye-catching sleeves, and

Expecting Twins Next Week.

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cardboard shop window display units are being supplied for dealers. . . . Dutch popular music is booming at present here and in Dutch-speaking Belgian areas. Young artists like Philips' Armand, Elly Nieman, Rikkert Zuidervelt, Jop Pannekoek and Peter de Jong are prominent, and especially Decca's Boudewijn de Groot, whose LP "From the Survivals" is a best seller as is "Land Van Maas en Waal," a single from it. Prevailing styles for popularity are modern ballads, with easy melodies, humorous, provocative or romantic lyrics. . . . The Beatles' "Yellow Submarine" success has collected 10 cover versions in Holland, reports the Basart Publishing firm. Two are instrumental on Philips and Omega, two are titled "Gele Soepsterrien" and six are called "Jelle Sal Wel Sien."

CBS released Berg's "Wozzeck" with Pierre Boulez conducting the Paris opera cast in a three-LP set plus a bonus lecture album to coincide with his recent concerts here. Boulez's readings of Messiaen's "Et Exspecto Resurrectionem Mortuorum" and "Couleurs De la Cite Celeste" will also be issued by CBS. . . . Bovema's Imperial label has released a Dutch version of Donovan's "Mellow Yellow" by the Three Jacquets. It's called "En Lekker Glaassie Melluk" and is propoganda for drinking more milk. . . . Negram-Delta is to release product from the French labels Cycnus and Charlin which both have strong classical lines.

BAS HAGEMAN

CHICAGO

The **Buckingham**s, a local group whose "Kind of a Drag" ascended to the top of the Hot 100 last week, are out on U.S.A. Records with an album of the same name and have a new single, "Laudy Miss Clawdy" b/w "I Call Your Name." . . . **Tom Paxton**, pride of Fort Dix, appeared at the University of Chicago last Thursday in U of C's Student Gov. concert series. . . . Full-voiced **Rita Simonini** has popped into the local scene with her first single, "I Know Where I'm Going" b/w "Two Timing Man." She's on the Pa-Da label and is managed by brother William. She writes her songs. . . . RCA's new tenor, **Nick Palmer**, met Chicago at a Playboy Club party last week, at which **Augie Bloom's** wife won the door prize. . . . RCA's **Ralph Egras** reports business as usual despite the fact that part of the company distributorship roof was crushed under the weight of the great Chicago Supersnow. . . . Bankruptcy agents were reportedly offered \$50,000 for the oldies collection that was part of the Vee-Jay masters collection lot that goes on the block in Federal Court here Friday (24). . . . **Arthur Martin** of the World Teenage Show reports that the 1967 edition, scheduled for McCormick Place, will be held on the same dates, June 23 through July 2. The site is as yet undecided. Both the Amphitheater and Navy Pier are open those dates. They're leaning toward

the Pier because for dancing purposes they'd like to tie the S. S. North America to the Pier. **Dino, Desi & Billy** have been booked for opening and closing days.

An International Rhythm & Blues Association has been formed here to create improved international understanding of the form. . . . A Milwaukee group, the **Shaprells**, have been in session with **Ralph Bass** at Chess and a single is due. . . . And jazz vocalist **Charlene Gibson** has just signed with Chess. . . . **Morton Gould** and the Chicago Symphony pre-

(Continued on page 58)

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NEW RELEASE #7—BILLBOARD, FEBRUARY 25, 1967
EIGHT TRACK

(all numbers also available in four-track)

QTY.			
—	10X-502	IN MY LIFE—Judy Collins	Elektra
—	10X-519	HI-NO EVERYBODY—Rudy Vallee	Viva
—	12X-237	RENAISSANCE—The Association	Valiant
—	14X-269	BILLY VAUGHN PLAYS THE MILLION SELLERS	Dot
—	14X-400	LYMAN '66—Arthur Lyman	Life
—	14X-529	WINCHESTER CATHEDRAL—Lawrence Welk	Dot
—	14X-555	¾ TIME—The Knightsbridge Strings	Monument
—	21X-419	PAPA'S GOT A BRAND NEW BAG—James Brown	King
—	21X-438	96 TEARS—Question Mark and the Mysterians	Cameo
—	21X-447	IT AIN'T ME BABE—The Turtles	White Whale
—	26X-308	THE "IN" CROWD—Ramsey Lewis Trio	Cadet
—	26X-409	MY FAIR LADY—Shelly Manne and His Friends	Contemporary
FOUR TRACK			
—	10Y-517	LOOK TO THE RAINBOW—Astrud Gilberto	Verve
—	10Y-518	THIS IS FRAN JEFFRIES	Monument
—	12A-244	WHAT THE WORLD NEEDS NOW IS LOVE—Ray Charles Singers	Command
—	14A-551	NIGHTTIDE—The Mystic Moods Orchestra	Phillips
—	14Y-555	¾ TIME—The Knightsbridge Strings	Monument
—	21B-419	PAPA'S GOT A BRAND NEW BAG—James Brown	King
—	21Y-440	I'VE GOT TO DO A LITTLE BIT BETTER—Joe Tex	Atlantic
—	21Y-444	HUMS OF THE LOVIN' SPOONFUL	Kama Sutra
—	21A-447	IT AIN'T ME BABE—The Turtles	White Whale
—	23A-138	BRAZILIAN ORGAN, VOL. 2—Andre Penazzi (Recorded in Brazil)	Fermata
—	26A-421	DESERT WINDS—Illinois Jacquet	Cadet
—	26A-426	DANGEROUS DAN EXPRESS—The 3 Souls	Cadet
—	60B-129	MY VACATION—Li'l Wally	JayJay
—	60B-131	NEW SOUNDS IN POLKAS—Li'l Wally	JayJay

"laugh till it hurts!!"



MELLOW YELLOW

Senator Bobby & Senator Everett McKinley



c/w WHITE CHRISTMAS

Bobby The Poet

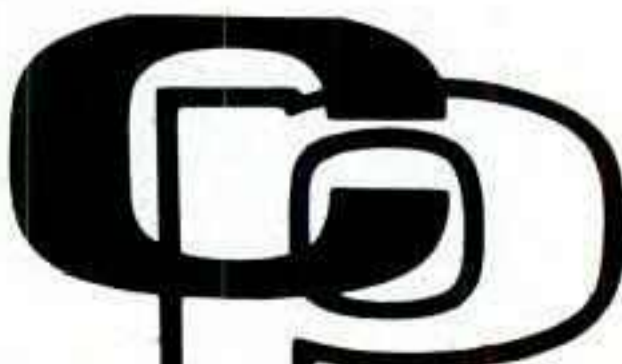
P-137

COMING SOON!!

Produced by CHIP TAYLOR & DENNIS WHOLEY

Characters portrayed:
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Bobby The Poet
Recording Engineer

By:
Bill Minkin
Steve Baron
Dennis Wholey



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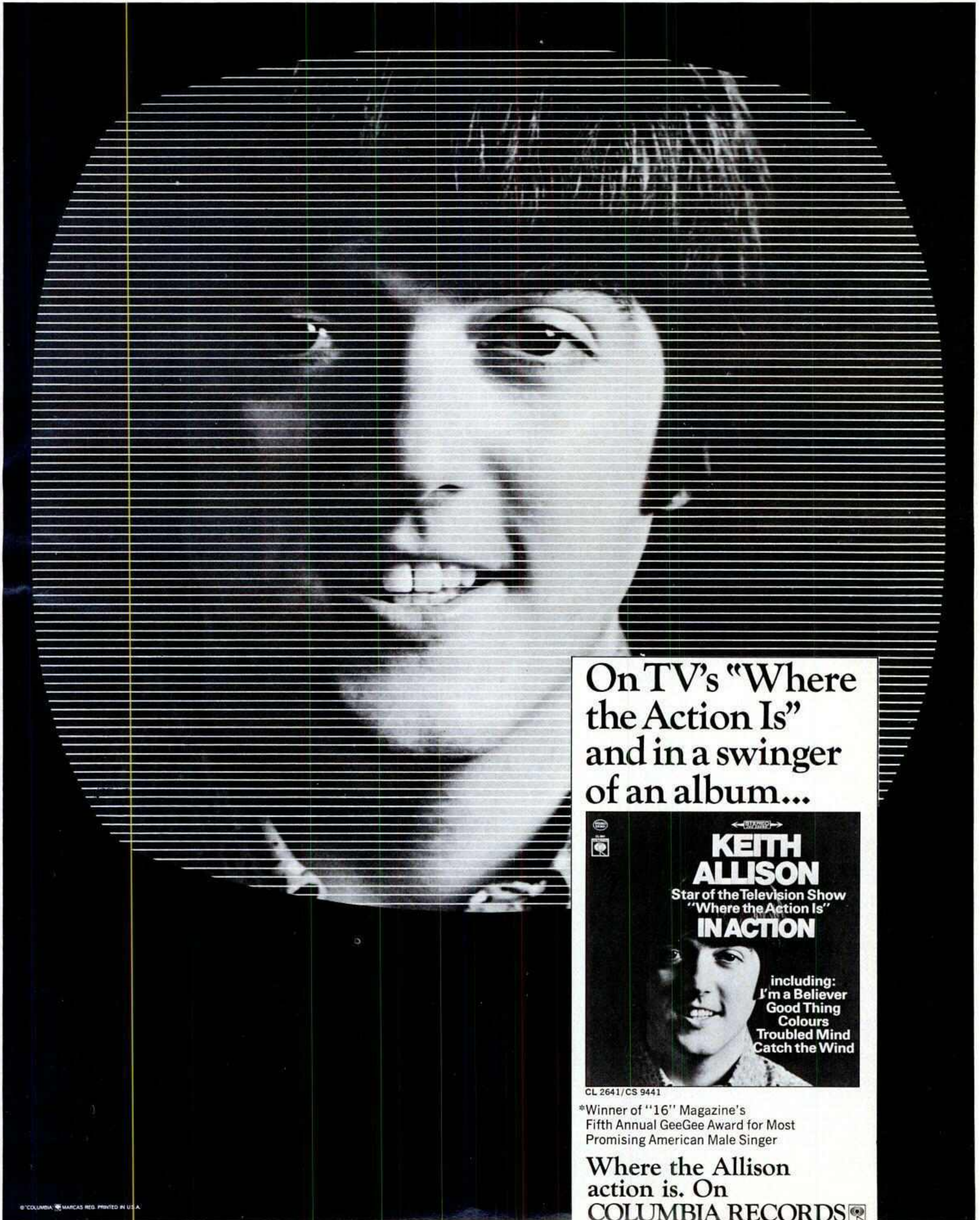
Billboard TOP 40 EASY LISTENING

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

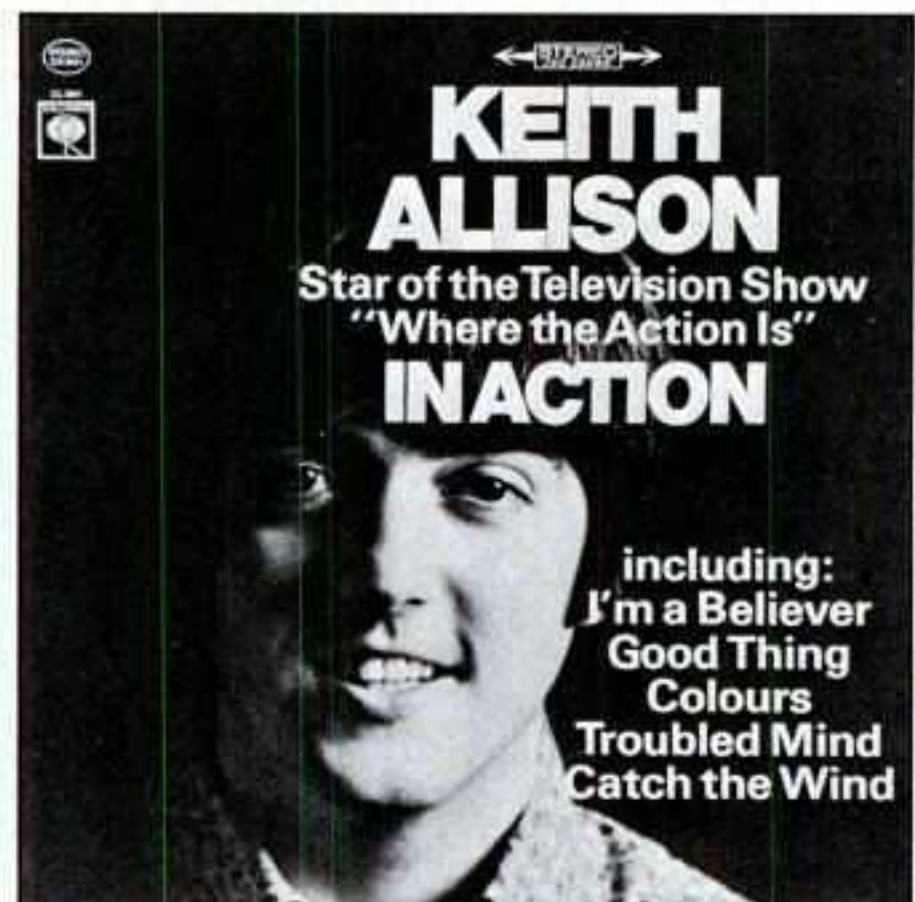
THIS WEEK	Wk. Ago	Wk. Ago	Wk. Ago	TITLE	Artist, Label & Number	Weeks on Chart
1	1	1	1	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	13
2	2	4	5	LADY	Jack Jones, Kapp 800 (Roosevelt, BMI)	7
3	3	8	17	I'LL TAKE GOOD CARE OF YOUR CARES	Frankie Laine, ABC 10891 (Remick, ASCAP)	7
4	4	2	2	MUSIC TO WATCH GIRLS BY	Bob Crewe Generation, Dyno Voice 229 (SCP, ASCAP)	9
5	9	9	18	SUNRISE, SUNSET	Roger Williams, Kapp 801 (Sunbeam, BMI)	6
6	10	11	19	DADDY'S LITTLE GIRL	Al Martino, Capitol 5925 (Cherio, BMI)	5
7	5	5	6	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	12
8	6	6	12	SWEET MARIA	Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)	8
9	11	16	27	PEOPLE LIKE YOU	Eddie Fisher, RCA Victor 9070 (Feist, ASCAP)	5
10	13	17	29	GONNA GET ALONG WITHOUT YA' NOW	Trini Lopez, Reprise 0547 (Reliance, ASCAP)	5
11	7	7	9	GEORGY GIRL	Seekers, Capitol 5756 (Chappell, ASCAP)	5
12	17	24	28	DIS-ADVANTAGES OF YOU	Brass Ring, Dunhill 4065 (Scott, ASCAP)	5
13	8	3	4	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	14
14	20	25	38	SHERRY!	Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	4
15	15	10	11	WHAT MAKES IT HAPPEN	Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	8
16	16	18	25	OUR WINTER LOVE	Lettermen, Capitol 5813 (Cramari, BMI)	7
17	21	27	34	THE HONEYMOON IS OVER	Steve Lawrence & Eydie Gorme, Columbia 43930 (Chappell, ASCAP)	4
18	19	28	36	LOVIN' YOU	Bobby Darin, Atlantic 2376 (Faithful Virtue, BMI)	4
19	12	12	13	GREEN, GREEN GRASS OF HOME	Tom Jones, Parrot 40009 (Tree, BMI)	5
20	24	34	—	IT HURTS TO SAY GOODBYE	Vera Lynn, United Artists 50119 (United Artists, ASCAP)	3
21	14	14	16	TINY BUBBLES	Don Ho, Reprise 0570 (Granite, ASCAP)	13
22	18	15	3	SUGAR TOWN	Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)	13
23	22	13	10	IF YOU GO AWAY	Damita Jo, Epic 10061 (Marks, BMI)	13
24	28	37	—	STOOD UP	Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	3
25	27	33	—	THEME FROM "THE SAND PEBBLES"	Tony Martin, Dunhill 4073 (Hastings, ASCAP)	3
26	29	36	—	THE LADY SMILES	Mat Monro, Capitol 5823 (Roosevelt, BMI)	3
27	36	—	—	PEEK A BOO	New Vaudeville Band, Fontana 1573 (MRC, BMI)	2
28	30	38	—	NOW I KNOW THE FEELING	Vikki Carr, Liberty 55937 (Duchess, BMI)	3
29	39	40	—	CABARET	Ray Conniff, Columbia 43975 (Sunbeam, BMI)	3
30	32	32	37	SOFTLY, AS I LEAVE YOU	Eydie Gorme, Columbia 43971 (Miller, ASCAP)	4
31	35	—	—	FOR BABY	Sandpipers, A&M 835 (Cherry Lane, ASCAP)	2
32	33	39	—	ALL I NEED IS YOU	Brothers 4, Columbia 43984 (Shoenfeen, ASCAP)	3
33	31	31	33	MUSIC TO WATCH GIRLS BY	Al Hirt, RCA Victor 9060 (SCP, ASCAP)	6
34	34	29	32	KISS TOMORROW GOODBYE	Lainie Kazan, MGM 13657 (Camilla, BMI)	9
35	38	—	—	A JOYFUL NOISE	Johnny Mann Singers, Liberty 55938 (Churchill, BMI)	2
36	37	30	31	KISS TOMORROW GOODBYE	Jane Morgan, Epic 10113 (Camilla, BMI)	9
37	—	—	—	CRY OF THE WILD GOOSE	Baja Marimba Band, A&M 33 (American, BMI)	1
38	—	—	—	LONELY AGAIN	Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	1
39	40	—	—	SWEET MISERY	Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	2
40	—	—	—	MORNINGTOWN RIDE	Seekers, Capitol 5787 (Amadeo, BMI)	1

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Where the Allison action is. On COLUMBIA RECORDS

RADIO-TV programming

Canadian 'Content' Scrutinized

By KIT MORGAN

OTTAWA, Can.—The Board of Broadcast Governors, the body governing broadcasting in Canada, is inquiring into the Canadian content of music programming on Canadian radio (TV stations are required to program 55 per cent Canadian content).

At a recent BBG hearing, representatives of six AM and 2 FM stations appeared as a sampling from some 100 stations applying for renewal of their music programming. A questionnaire sent to all 100 stations asked about the stations' use of

the Canadian Talent Library, a transcription library service showcasing Canadian talent, and the proportion of Canadian talent recordings in music programming.

At the hearings, Randall L. Moffat of CKY, Winnipeg, said there is a scarcity of Canadian records suitable for middle-of-the-road music policies. CKY had a better selection of Canadian records before it switched from a music format aimed at teenagers, he said. Many Canadian record companies would challenge Moffat's statement.

The manager of CFBC, Saint John, N. B., Bob Lockhart, told

the BBG that more Canadian music "that can stand on its own legs" is being made available now. He suggested that any record company which looked into such folk music as that Newfoundlanders had handed down for hundreds of years probably "could make many of the regional songs national songs, and be commercially successful."

CKCH, the French-language station in Hull-Ottawa, told the Board that 30 per cent to 35 per cent of its recorded music is by French-Canadian artists, reflecting the more favorable atmosphere for domestic product in French-Canada. Any conclusions the Board may have drawn about radio's support of Canadian talent have not been made public.



UNITED ARTISTS Records donated 700 "Hawaii" albums at the Maryland premiere of the film. The premiere was sponsored by Baltimore radio station WFBR, with the receipts going to the Muscular Dystrophy Association. Jim Brown, UA's national album promotion director, presents a copy of the album to Richard P. Mays, Maryland Muscular Dystrophy Association executive, while Harry Shriver, WFBR program director, looks on.

KDKA's Photo Finish But Captures 'Double'

By CLAUDE HALL

PITTSBURGH — Though only by a narrow margin, KDKA captured a double crown here, ranking No. 1 for influencing sales of both singles and albums in Billboard's latest Radio Response Ratings survey of the market. This is a very rare achievement. Most stations who aim for both teen and adult listeners come in second best in both fields compared with the station that specializes.

The station topped KQV by only one percentage point, as influencing most sales of singles; Clark Race of KDKA had 45 per cent to rank as the major deejay influencing teens and young adults to buy records—the largest purchasers of singles.

In the album category, KDKA topped WWSW and WWSW-FM, considered together as the major influence on sales, by one percentage point.

Voting in the survey were record dealers, distributors, one-stop operators, and local and national record company executives. Influence on album sales, it is felt by Billboard, is an indication of a commanding young adult and adult audience since these age groups buy most of the albums sold.

Tony Graham, program director of the radio station, attributed the success of the station to "having very good personalities and running a great deal of promotions." For example, since February, the station sponsored a show by the Supremes which drew 12,000 (Clark Race emceed) and a show by Bill Cosby that drew over 10,000 (Bob Tracey emceed). In addition, the station raised \$5,000 for a children's hospital Feb. 11 with an event at a ski resort that included everything, even skydiving.

WNAC Heaves Talk And Old Call Letters

BOSTON—WNAC, the 50,000-watt RKO General station here that switched to a talk format in September 1965, is going back to music—and the format will be Hot 100 with new call letters. General manager Perry Ury said the change would take place in mid-March. Robert Heneberry is being retained as program director, but otherwise the station is bringing in a whole new slate of deejays from many of the major markets, including Cleveland and St. Louis.

The new station will be going against tough competition—WMEX and WBZ. However, the move to a new format is prompted by the success of KHJ, another KRO General station in Los Angeles, that has shot to the top of the ratings battle. WNAC is expected to follow the same type of format as KHJ, meaning a right playlist.

However, the station has been building toward a rock format for some while in the guise of its FM facility—WRKO-FM and the new call letters of the AM side will reflect this—WRKO. In addition, Ury said that Mel Philips of WRKO-FM would be "one of the driving forces" of the AM station.

"We believe in the future of contemporary pop music," said Ury. "Rock 'n' roll is just not that far out today. Years ago, rock 'n' roll set on one side of the scale. Today, however, the only difference between a station like WMCA in New York and WNEW there is the pacing."

The new WRKO would not be a "music jukebox," said Ury, because he deplored the trend. Programming will hinge on local market surveys.

WRKO-FM will duplicate pro-
(Continued on page 38)

KFWB Shifts Staff; Music Same

By ELIOT TIEGEL

LOS ANGELES — Westinghouse Broadcasting has begun showing its local competitors how it can upgrade a station's image without touching its contemporary music policy.

Jim Lightfoot, who came in as new general manager of the chain's new property, KFWB, on Dec. 28, has been raiding his former employer here, KLAC for talent and now has humorists Al Lohman and Roger Barkley as the rocker's morning men, replacing Wink Martindale, who resigned for TV work.

KFWB continues to program chart singles, dominated by teen beat material, but is allowing

its morning men more than the normal top 40 dictum of 15 seconds to "be a personality."

Also departing the shop are librarian Don Anti and afternoon DJ Larry McCormick, the first Negro hired by the then owner, Crowell-Collier. The station is currently looking for a replacement librarian. Replacing McCormick in the noon to 3 p.m. slot is Les Biegel, formerly of KOL, Seattle.

The list of departing personnel now includes Joe Bernard, general manager; Jimmy O'Neill, disk jockey, DJ's Martindale and McCormick and librarian Anti, a protege of former station manager, Jim Hawthorne.

In a major move, Lightfoot has revealed that under "certain circumstances" the station will shift to a news alert concept, which could temporarily change KFWB to all news—similar to Westinghouse's WINS, New York and KYW, Philadelphia.

There will be three phases under the news alert: "a standby" which will not change the station's format of music and five minutes of capsule news on the hour but will offer bulletin feeds on important stories; a "news alert" which will turn 50

per cent of the airtime to news and an "all news alert which converts the station to exclusive news reporting.

Two weeks ago, the station carried exclusive coverage of the Clay-Terrell championship boxing match, an unusual presentation for a top 40 station.

The station's news department has been beefed up with former KLACites David Rodgers and Charles Arlington and by a Sunday morning news conference spotlighting major local newsmakers.

Radio Saar Pitch On German Pop

SAARBRUECKEN — Radio Saar is beginning a special weekly hit parade program devoted to promoting German pop music exclusively.

The program will consist entirely of music written by German composers and lyricists and interpreted by German artists.

The radio network said the frank purpose of the program is "to build a dike against the rushing flood of foreign hits which are inundating Germany."



A MUSIC WEEKEND IN HAMILTON, ONT.

PERFORMANCE BY WILSON PICKETT, of Atlantic Records, was the highlight of a music weekend recently presented by CKOC in Hamilton, Ont. At left, deejay Paul Revere introduces Wilson at the Sunday show. In the picture below at left CKOC's Jim Blake is on stage with the Misfits, a group from Toronto. On Friday and Saturday night, the station sponsored a show featuring Doc Williams. Below, CKOC personality Gary Parkhill takes a ribbing from country music comic Smokey Pleacher.



BOOTS BOOST BY MONUMENT

NASHVILLE—As part of its Boots Randolph Month promotion, Monument Records is sending 1,300 copies of his "Boots With Strings" LP to Hot 100 and Easy Listening format stations—all of whom volunteered to play it. The promotion is being handled by the label's new promotion director, Ed Hamilton. Boots is on a promotion tour currently with President Fred Foster, but will begin taping station break promotions as soon as he returns to Nashville for many of the stations

This Girl* Is Happening



***LYNN CASTLE**

LHI #17003 The Lady Barber

Produced By: LEE HAZLEWOOD



DISTRIBUTED BY DECCA DISTRIBUTING CORPORATION FOR LEE HAZLEWOOD INDUSTRIES, INCORPORATED

KHMO: Singleness of Purpose

HANNIBAL, Mo. — The guide rule to programming a successful small market radio station, says James F. Jae Jr., general manager of KHMO in Hannibal, is to only have one program a day.

"You could take the names off the programs on KHMO, and the day's broadcast would sound like one program . . . only the content varies."

And variety is what the listeners are calling for, according to a recent mail survey taken by the station as just the first step of completely graphing its audience.

Based on an 80 per cent return of a survey taken on the rural routes around Hannibal, eight out-of-town listeners of

every 10 said country music was one of their favorites. KHMO gives them country music; for about an hour and a half each morning with the farm news. Then the 5,000-watt station does a large news block followed the rest of the morning with Easy Listening music and local features. There's country music again the early afternoon and after 3 p.m. the station features Easy Listening music again. From 6:30 p.m. to sign off after 10 p.m., the station goes to a Hot 100 format.

Maintaining this concept of "one program with only a varying content" allows the station to give advertisers maximum adjacency, said Jae. "If the advertiser wants to reach a woman

audience, we can give him the proper show.

"If programming is commercial, that is, if it makes a profit, it's good; if it's not sustaining itself, it's bad. Everything we do is commercial. If it's commercial, it has an audience because advertisers won't buy it unless it does."

Follows Trends

Jae said he didn't quite know how the station derived its particular type of programming "except we wanted to follow the trends in music taste. One thing I have tried desperately to do is not let my own music tastes or the tastes of friends affect the station's programming. Because management (Continued on page 34)

Vox Jox

By CLAUDE HALL
Radio-TV Editor

George Hudson, one of the leading gospel personalities in the New York area, has been promoted to assistant operations manager of WNJR, Newark, N. J.; he'll continue his personality chores. . . . Bert Morris, formerly with WLDB, Atlantic City, has been named chief announcer for WRIO, Cape May, N. J. He'll host "Gaslight Serenade" 8-midnight and handle scheduling and airwork of all air personnel. . . . John W. Davidson has been named eastern division manager of WBC Program Sales, which distributes "The Mike Douglas Show" and the "Merv Griffin Show." He'll open an office in Atlanta immediately.

Randy Scott is the new program director at WLEE, 5,000-watt station in Richmond, Va.; he had been program director of WCAW, Charleston, W. Va. . . . Three Dallas deejays—Ron Wortham of WRR, Jerry Thomas of KNOK, and Buddy Lowe of KCLE-FM—are organizing a jazz festival for the second week of the annual State Fair.

Bob Arbogast is exiting KMPC in Los Angeles to join KLAC in (Continued on page 34)

RADIO-TV MART

RATES

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

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

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

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. PAYMENT MUST ACCOMPANY ALL ORDERS.

Send order and payment to:
RADIO-TV MART, Billboard
188 W. Randolph St., Chicago, Ill. 60601

HELP WANTED

ANNOUNCER-CHIEF ENGINEER: Immediate opening. Send tape, photo and background to Carl Yates, KSIS AM-FM, Sedalia, Mo.

ANNOUNCER — MORNING MAN needed for top 40 format station in metropolitan market. Good salary for right man plus extra income from upcoming TV operation. Send tape and resume to Box 267, Billboard, 188 W. Randolph, Chicago, Ill. 60601.

FEMALE JOCKS — ARE YOU TALENTED? Do you know music? Do you have a bright, sincere, different approach? Do you want to live and work in Southern California? Send tape and resume to Larry Grannis, KWIZ, 3101 W. 5th St., Santa Ana, Calif. 92703.

SALES UP 307%

The Davis Broadcasting Company has purchased another station. We are expanding and need talented people. Program Director, Station Manager, Sales Manager, Production Men, Salesmen, D. J.'s., call or write Bill Weaver for full particulars.

KWIZ

3101 West 5th St., Santa Ana, Calif.
Phone (714) 839-4220

SITUATION WANTED

AIR PERSONALITY AND PROGRAM director now with major rock 'n' roll format radio station in the East would like a job with a record company. Many years experience in radio field; knowledge of many markets. Willing to consider any record company job that has promise. Box 335, Billboard, 165 W. 46th St., New York, N. Y. 10036.

BRITISH AIR PERSONALITY WITH top-rated show on one of the so-called "pirate" stations would like position with U. S. radio station. Fully experienced. Will provide air checks, further information upon request. Box 334, Billboard, 165 W. 46th St., New York, N. Y. 10036.

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-6248.

TOP 40 DISK JOCKEY AVAILABLE June 15. Major market experience. Documented audience builder. Funny, fast and gimmicks galore. Wife, 3rd ticket and undraftable. Wanna tape? Johnny Walker, WNUR, Evanston, Ill.

EXPERIENCED DEEJAY-ANNOUNCER will relocate anywhere to any music format. Write today for a sincere, dedicated announcer, single, draft exempt. Box 265, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

TOP 40 JOCK, NOW WORKING IN major market; traffic hours. Married. Would like another major market. 5 years' experience. Will send tape and picture. Call (801) 277-1451.

WANTED TO BUY

DJ'S, MOVING TO ANOTHER CITY? Clean house. Cash for your personal LP's and 45's. Call Mr. King, LOcust 7-6310, 15 N. 13th, Philadelphia, Pa. 19107.

Radio Response Rating

PITTSBURGH, PA. . . . 4th Cycle FEBRUARY 25, 1967

TOP STATIONS

Rank	Call Letters	% of Total Points
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★ POP Singles

1. KDKA	49%
2. KQV	48%
Others (WMCK)	3%

★ POP LP's

1. KDKA	38%
2. WWSW-AM-FM	37%
Others (WKJF-FM, WTAE, WJAS)	25%

★ R&B

1. WAMO	58%
2. WZUM	42%

★ JAZZ

1. WYDD-FM (Phil Brooks)	100%
(New Kensington)	

★ COUNTRY

1. WEEP	66%
2. WWVA (Wheeling, W. Va.)	34%

★ CONSERVATIVE

1. WTAE-FM	44%
2. WKJF-FM	40%
3. WLOA-AM-FM	16%

★ COMEDY

NOTE: The following stations have a segment featuring Comedy LP's:

WAMO-AM-FM	WJAS-AM-FM
WKPA	WWSW-AM-FM
WYDD-FM	

NOTE: The following stations feature cuts from Comedy LP's occasionally in regular programming:

KQV-AM-FM	WKPA
WAMO-AM-FM	WYDD-FM
WJAS-AM-FM	

★ FOLK

NOTE: There is no Folk show in the Pittsburgh area. The following stations program Folk music occasionally:

KQV-FM
WMCK
WWSW-AM-FM

★ CLASSICAL

1. WKJF-FM	40%
2. WWSW-AM-FM	33%
Others (WJAS-FM, WYDD-FM, WLOA-AM-FM, KDKA-FM)	27%

THE RADIO RESPONSE RATINGS of stations and individual air personalities have been determined by survey of local and national record promotion personnel, distributors and record manufacturers. Not a popularity poll, the ratings are strictly on the comparative ability of the stations and air personalities to influence their listeners to purchase the singles and albums played on the air. The ratings likewise point up the importance of music of all types in building audiences and creating the framework conducive to influencing the listener to purchase other products and services advertised on radio stations.

TOP DISK JOCKEYS

Rank	Disk Jockeys	Call Letters	% of Total Points
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★ POP Singles

1. Clark Race	KDKA	45%
2. Chuck Brinkman	KQV	33%
3. Dave Scott	KQV	11%
Others (Bob Tracey, KDKA, Steve Rizen, KQV, Art Pailan and Bob Trow, KDKA, Hal Murray, KQV, Terry Lee, WMCK)		11%

★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)

Gil Haag	Music Director, KDKA
John H. Rook	Program & Operations Director, KQV

★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning	Steve Rizen, KQV
Mid-Morning	Bob Tracey, KDKA
Early Afternoon	Hal Murray, KQV
Traffic Man	Clark Race, KDKA
Early Evening	Clark Race, KDKA
Late Evening	Chuck Brinkman, KQV
All Night	Terry McGovern, KDKA

★ TOP TV BANDSTAND SHOW

"Come Alive" (Chuck Brinkman), WIIC-TV, Sat. 4:30-6 p.m.

★ POP LP's

1. Jim Fitzgerald	WWSW	39%
2. Bob Tracey	KDKA	22% (tie)
3. Art Pailan & Bob Trow	KDKA	22% (tie)
Others (Clark Race, KDKA, Terry McGovern, KDKA, Jim Williams, KDKA)		17%

★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)

John Lehen	Record Librarian and Music Director, WWSW
Mel Berman	Program Director, WJAS
Gil Haag	Music Director, KDKA
Marie Wilk	Assistant Record Librarian, WWSW

★ R&B

1. Hal Brown	WAMO	31%
2. Sir Walter	WAMO	27%
3. Porky Chedwick	WAMO	24%
4. Al Gee	WZUM	14%
Others (Brother Matt, WAMO)		4%

★ COUNTRY

1. Don Evans	WEEP	47%
2. Arlen Sanders	WWVA	32%
3. Darrell Edwards	WWVA	21%

STATIONS BY FORMAT

AM RADIO FREQUENCIES

WPIT	730	WEEP	1080	WJAS	1320
WEDO	810	WKPA	1150	WMCK	1360
WAMO	860	WWVA	1170	KQV	1410
WWSW	970	WTAE	1250	WLOA	1550
KDKA	1020			WZUM	1590

FM RADIO FREQUENCIES

KDKA-FM	92.9	(5) WLOA-FM	96.9	(5) KQV-FM	102.5
(3) WKJF-FM	93.7	WWVA-FM	98.7	(5) WYDD-FM	104.7
WWSW-FM	94.5	WJAS-FM	99.7	WAMO-FM	105.9
WTAE-FM	96.1	WPIT-FM	101.5	WEEP-FM	107.9

PITTSBURGH, PA. (including Braddock, McKeesport, New Kensington and Wheeling, W. Va.), Country's 8th Radio Market (14AM; 12FM)

KDKA: 50,000 watts. On the air 24 hrs. Group W station. Owned by Westinghouse Broadcasting. Music format: Contemporary (100%). Editorializes daily. Special programming: Pirates Baseball, Steeler Football, Penn State Football, Duquesne Basketball, some Philadelphia 76er Basketball and some local H. S. football championship games in season. "Mike Levine/Contact," audience call-in, 8-9 p.m., M-Sat. "John Stewart's Program PM," talk interview, 9-10 p.m., M-Sat. "Party Line," with Ed and Wendy King, talk, 10-midnight, M-Sat. TV outlet is KDKA-TV, Channel 2. Hal Cenna is director of 9-man news dept. Special equipment: 2 mobile units, 5-min. news on the hr., headlines at 40 past the hr., extended news 6 times daily. New records selected for air-play by committee of station personnel. Play list published weekly. Various numbers of new singles and LP's programmed weekly. Record promotion people are seen Mon. Gen'l. mgr., Wallace Dunlap, Prog. dir., Tony Graham, Mus. dir., Gil Haag. Send 1 copy of 45's and 1 copy of LP's to Mr. Haag, Gateway No. 1, Pittsburgh, Pa. 15222. Phone: (412) 391-3000.

KDKA-FM: ERP 50,000 watts. Music format: Classical (50%)-Contemporary (33%)-Jazz (17%). Simulcast with KDKA 6 a.m.-noon. Address and other information same as KDKA.

KQV: 5,000 watts. On the air 24 hrs. ABC affiliate. American Broadcasting Company. Music format: Contemporary (100%). Editorializes daily. Special programming: "Controversy," with Al Julius, audience call-in, 8-10 p.m., Sun. Al Julius is director of 11-man news dept. Special equipment: helicopter, 4 telephone equipped autos, walkie talkies, 5-min. news at 55 past the hr., headlines at 25 past the hr. Cuts from Comedy LP's featured on "Steve Rizen Show." New records selected for air-play by prog. dir., phone-in votes. Station publishes play list weekly. Approximately 4-6 new 45's programmed weekly. Record promotion people are seen M, Tues. Gen'l. mgr., John D. Gibbs, Prog. dir., John H. Rook. Send 5 copies of 45's and 1 copy each of Mono/Stereo LP's to Mr. Rook, Chamber of Commerce Bldg., 411 7th Ave., Pittsburgh, Pa. 15219. Phone: (412) 281-9100.

KQV-FM: ERP 55,000 watts. On the air 18 hrs. Stereo, 2:00 p.m.-midnight Music format: Contemporary (40%)-Pop Standard (30%)-Jazz (30%). Chief announcer, Wendell Williams. Send 2 copies of 45's and 1 copy each Stereo Mono LP's to Mr. Williams. Address and other information is the same as KQV. Simulcast with KQV 6:00 a.m.-2:00 p.m.

WAMO: 1,000 watts. Daytimer. Owned by Dynamic Broadcasting, Inc. Music format: Rhythm & Blues (100%). Editorializes occasionally. Special programming: "Sir Walter Jazz Show," with Sir Walter, 9:30 p.m., M-F. Charles Bailey is director of 2-man news dept. Special equipment: mobile unit, 5-min. news at 55 past hr., headlines at 25 past the hr. Comedy LP's featured on "Bill Powell Show" and cuts included in regular programming. New records selected for air-play by committee of station personnel, research of local retailers, trade publication charts, prog. dir. Play list published weekly. Approximately 6 new singles and 2 new LP's programmed weekly. Record promotion people are seen Wed. Gen'l. mgr., Leonard Walk. Prog. dir., Hal Brown. Send 6 copies of 45's and 3 copies of LP's to Mr. Brown, 1811 Blvd. of Allies, Pittsburgh, Pa. 15219. Phone: (412) 471-2181.

WAMO-FM: ERP 72,000 watts. On the air 24 hrs. Music format: Rhythm & Blues (80%)-Jazz (20%). Simulcast with

WAMO noon to AM sign-off. Special programming: "Conversation Please," with Leroy Hacker, audience call-in, 11 a.m.-noon, M-F. "Bill Powell Jazz Show," 11-2 a.m., Sat. Address and all other information same as WAMO.

WEDO: 1,000 watts. Daytimer. CBS affiliate. Music format: Pop Standard (100%). Special programming: "Trading Post," with Grace Garbett & John Davis, mail and call-in with buy and sell items. Robert Christopher is director of 2-man news dept. 15-min. news on the hr. New records selected for air-play by prog. dir. Approximately 12 new singles programmed weekly. Record promotion people are seen Mon. Gen'l. mgr., E. J. Hirschberg, Prog. dir., John Davis. Send 2 copies of 45's and 2 copies of LP's to Mr. Davis, 547 Fifth Ave., McKeesport, Pa. Phone: (412) 461-3113.

WEEP: 1,000 watts. Daytimer. Mutual affiliate. Music format: Country (97%)-Polka Music (3%). Editorializes occasionally. Special programming: "The Italian Hour," with Salvatore Affatigato from 11 a.m. to 12 noon, followed by a Sunday block of religious programs. From 2-5 p.m., Don Evans presents the Sunday Polka Spectacular with polkas geared toward the melting pot of the ethnic races of the metropolitan area. Country Music takes to the air on Sunday from 5 p.m. to Midnight with a newcomer to WEEP, Ron Allen and the Allen's Alley Show. Don Evans is director of 1-man news dept. 5-min. news on the half-hr. New records selected for air-play by mus. dir. Station publishes play list weekly. Approximately 5-7 new 45's programmed weekly. Record promotion people are seen M-F. Gen'l. mgr., Myron Jones, Prog. dir., Don Evans, Mus. dir., Kathryn Jones. Send 1 copy of 45's and 1 copy of LP's to Miss Jones, 210 Wood Street, Pittsburgh, Pa. 15222. Phone: (412) 471-9950.

WEEP-FM: ERP 36,000 watts. On the air 20 hrs. Music format: Country (98%)-Polka Music (2%). Simulcast with WEEP during the day. Address and other information the same as WEEP.

WJAS: 5,000 watts. On the air 19½ hrs. NBC affiliate. Owned by NBC. Music format: Standard (100%). Special programming: "Comment," with Merle Pollis, audience call-in, 7:05-8 p.m., M-F. Mel Berman is director of 4-man news dept. Special equipment: news mobile and 1 remote unit equipped with turntables, tape recorders, and public address system. 5-min. news on the hr., headlines on the half-hr. Comedy LP's featured on "Monitor Pittsburgh." New records selected for air-play by prog. dir. Approximately 20 new singles and 20 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l. mgr., Stephen J. Rooney, Prog. dir., Mel Berman. Send 3 copies of 45's and 3 copies of LP's to Mr. Berman, 1459 Crane Ave., Pittsburgh, Pa. 15220. Phone: (412) 343-0500.

WJAS-FM: ERP 24,000 watts. On the air 18½ hrs. Music format: Classical (50%)-Standard (50%). Simulcast about 50% with WJAS. Address and all other information same as WJAS.

WKJF-FM: ERP 40,000 watts. On the air 24 hrs. Owned by Greer Group. Music format: Conservative (64%)-Pop Standard (15%)-Jazz (5%)-Classical (1%). Editorializes in the near future. Special programming: "Accent/Stereo," music and effects of special stereo merit, 9-10 p.m. 5-min. news on the hr., headlines on half-hr. 6-9 a.m. Jazz included in regular programming. New records selected for air-play by prog. (Continued on page 34)



A New Series of "Voices of Freedom" featuring Congressional Medal of Honor Winners

Now available to you without cost.

Featuring actual voices of Medal of Honor winners, and introduced by Walter Brennan, this new group of thirty taped one-minute messages was produced by Storer in cooperation with the Freedoms Foundation at Valley Forge. This extension of the "Voices of Freedom" series, already aired by over 600 stations, will be made available for your station without cost as a public service of Storer Broadcasting Company. Address your request to: Program Manager, WIBG, Philadelphia 3, Pa.

STORER

BROADCASTING COMPANY

KGFJ Bowling Talent Search for 'Soulists'

LOS ANGELES — Rhythm and blues power KGFJ has initiated a five-week "Soul Search" to place top local artists with record companies.

The first open audition takes place Feb. Saturday and Sunday (25, 26) at the 5/4 Ballroom. The station has lined up a number of r&b producers to act as judges during the presentations. Labels participating in the "Soul Search," according to the station, are Minit, Okeh, Motown, Mercury, Atlantic and Amy/Mala. Cal Milner, KGFJ program director, is producing the talent search.

Among the prizes awaiting

the winning contestants are: a recording contract with Chess and a trip to Chicago for the first session; a contract with Motown and a trip to Detroit; a contract with Amy-Mala-Bell and a trip to New York; an appearance with James Brown Productions at the Baltimore Civic Auditorium in April; a two-year music scholarship at the University of Redlands, donated by Atlantic Records.

Arnold Schorr, general manager of the outlet, said he anticipated 8,000 persons attending the talent shows during the five weeks. Other labels mentioned by the station as possible partic-

• Continued from page 32

ipants include Liberty, Chess, Volt, Mustang, Capitol, Stax, MGM and Brunswick.

Vox Jox

Joining the air staff of WLKE, Waupun, Wis., is Larry Burger, formerly with WTRC, Elkhart, Ind. . . . Troy (Tex) Young has been appointed general manager of KSMK in Kennewick, Washington, and air personality Frank Kennedy has been upped to program director. The 19-hour country music station is "desperately in need of better record service," said Kennedy. To: Post Office Box 512.

Dave Diamond, 9-midnight air personality on KBLA, Burbank, Calif., has just completed a game pilot show — "Helpmate" — for ABC-TV. Here's some hip news from Diamond for the rest of you cats: "Incidentally, the rumors

about KBLA folding up and going off the air are completely unfounded. A change of management took place and a shift-around of the deejays." Here's the new KBLA line-up: Bob Hudson from KRLA; Vic Gee, Roger Christain from KFNB; Bob Dayton, formerly of WABC, New York; Bobby St. Thomas, Dave Diamond from KHJ, and Hal Pickens from WFWB, in that order.

Jim Ameche has received quite a stir from his "John Fitzgerald Kennedy" record on RCA Victor — from the White House. A letter. . . . Donald E. McDaniel has been named producer-director of Jefferson Productions, Charlotte, N. C. . . . Jim Price has moved from the KDEO program department into sales; KDEO personality Scott Gregory has assumed additional duties as music director of the San Diego station. There are no immediate plans to fill the program director's position.

KMPL, Sikeston, Mo., is now publishing a weekly playlist and those wanting copies should write Ken White, record librarian, at the station, Box 907, 125 S. Kingshighway. . . . George Williams has been named program director of WTRY, Albany-Troy, Schenectady, N. Y.; he'll continue his air chores and music director duties.

Dave Austin, a broadcast graduate of the University of Southern Mississippi and former manager of the campus radio station WMSU, has joined the news staff of KWKH, Shreveport, La. . . . Music director Jim Beatty of WWOK, Charlotte, N. C., would like tapes from country artists asking the station's listeners to join the OK Country Club. The country format station now has 17,000 members and is driving for 30,000.

Pat McCoy, music director of WHK in Cleveland, recently defeated Ed Rosenblatt of Mainline Distributors to take the crown of the Northern Ohio Handball Championships. Marty Thau of Cameo-Parkway Records, who witnessed the game, said that the game was rigged. . . . Bobb Bowden of WDSP says the 5,000-watt daytimer needs all kinds of records; send to Box 229, DeFuniak Springs Fla. 32433.

STATIONS BY FORMAT

• Continued from page 32

dir. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert G. Clarke. Prog. dir., Jerry Roberts. Send 2 copies of stereo LP's to Mr. Berns, 1715 Grandview Ave., Pittsburgh, Pa. 15211. Phone: (412) 381-8100.

WKPA: 1,500 watts. Daytimer. Owned by Gateway Broadcasting Co. Music format: Jazz (50%) - Pop Standard (25%) - Standard (25%). Editorializes occasionally. Special programming: H. S. championship baseball, basketball, football and college and professional football in season. "Women's Editor," with Laura Yohe, women's interest, 9:15-10 a.m. M-F. "Radio Bingo," with Bob Tatrn, audience call-in, 9-9:15 a.m. M-F. "Italina Carusel," with Sal Patitucci, Italian music and interviews, 10-11 a.m. Sun. Mike Felack is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr., extended news at 8 a.m., noon & 4 p.m. Cuts from Comedy LP's and Jazz included in all music programs. New records selected for air-play by prog. dir. Gen'l mgr., Nelson L. Goldberg. Prog. dir., Phil Brooks. Send 2 copies of 45's and 2 copies of LP's to Mr. Brooks, 810 Fifth Ave., New Kensington, Pa. 15068. Phone: (412) 337-3588 or 362-2144.

WYDD-FM: ERP 50,000 watts. Music format: Jazz (55%) - Pop Standard (20%) - Standard (20%) - Classical (5%). Special programming: "New York Philharmonic Concert," 3-5 p.m., Sun. "Boston Symphony," 3-5 p.m., Sat. "Keyboard Immortals Play Again—In Stereo," 5-6 p.m., Sun. "WYDD World Theatre," famous dramatic plays, 1-3 p.m., Sun. 5-min. news every 2 hrs., headlines during driving times, extended news at noon. Send 2 copies of 45's and 2 copies of LP's to Mr. Brooks at Gateway Towers at Gateway Center, Pittsburgh, Pa. 15222. Phone: (412) 362-2144 or 363-2546.

WLOA: 1,000 watts. Daytimer. Music format: Conservative (75%) - Classical (25%). Editorializes when required. Special programming: "The House You Live In," with Blanch Anderson, interviews, 11:30 a.m. M-F. "Boston Pops Orchestra," 8-10 p.m., Sat. "The Cleveland Symphony Orchestra," 4-6 p.m., Sun. George Baker is director of 2-man news dept. 5-min. news on the hr. New records selected for air-play by gen. mgr. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., William G. Matta. Prog. dir., E. R. Matta. Send 2 copies of stereo LP's to Mr. W. G. Matta, 1233 Braddock Ave., Pittsburgh, Pa. 15104. Phone: (412) 351-1100.

WLOA-FM: ERP 68,000 watts. On the air 7 a.m.-1 a.m. Simulcast with WLOA full time in stereo. Address and other information same as WLOA.

WMCK: 5,000 watts days, 1,000 watts nights. On the air 6 a.m.-midnight.

Music format: Pop Standard (80%) - Contemporary (20%). Special programming: "Cathy Milton Show," women's interest, 9:05-9:30 a.m. M-F. "Terry Lee Show," oldies, 8:30-12:30, M-Sun. Tom Powers is director of 4-man news dept. Special equipment: 1 mobile unit. 5-min. news on the hr., headlines on the half-hr. Folk Music and Jazz included in regular programming. New records are selected for air-play by prog. dir. & mus. dir. 5-10 new singles and 7-8 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robert M. Cox. Prog. dir., Jay Morton. Send 2 copies of 45's and 2 copies of LP's to Mr. Morton, Box 10960, Pittsburgh 36, Pa. Phone: (412) 461-4221.

WPIT: 5,000 watts. Daytimer. Rust Craft Greeting Cards, Inc. Music format: Religious, Foreign Language (90%) - Country (10%). 4-man news dept. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by individual DJ, phone-in and mail requests. Approximately 10 new 45's and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Andrew F. Hofmann. Prog. dir. & asst. mgr., Michael Komichak. Send 3 copies of 45's and 1 copy of LP's to Mr. Komichak, Roosevelt Hotel, 6th St. & Penn Ave., Pittsburgh, Pa. 15222. Phone: (412) 281-1900.

WPIT-FM: ERP 20,000 watts. On the air 12 noon-11:00 p.m. Simulcast with WPIT. Address and all other information the same as WPIT.

WTAE: 5,000 watts. On the air 24 hrs. Owned by Hearst Corp. Music format: Standard (100%). Editorializes weekly. Special programming: Local H.S. sports in season. "Straight Answers," produced by Council of Churches. "Know the Law," produced by Bar Assoc. TV Outlet is WTAE-TV, Channel 4. Fred Remington is director of 2-man news dept. Special equipment: 3 Mobile units. 5-min. news on the hr., headlines on the half-hr., extended news 6 times daily. New records selected for air-play by mus. dir. Station Mgr., F. Geer Parkinson. Prog. dir., David Murray. 400 Ardmore Blvd., Pittsburgh, Pa. 15230. Phone: (412) 242-4300.

WTAE-FM: ERP 16,000 watts. Music format: Conservative (100%). Address and other information same as WTAE.

WWSW: 5,000 watts. On the air 24 hrs. Music format: Pop standard (95%) - Classical (5%). Editorializes daily. Special programming: Univ. of Pittsburgh football in season. "Polka Rhythms," with George Nichols, 12:20-1 p.m., M-Sun. Ray Schneider is director of 5-man news dept. 5-min. news on the hr., headlines on the half-hr. occasionally, extended news occasionally. Comedy LP's featured on Bill Nesbit Show. Jazz featured on "Dwight Cappel Show." "Jazz Scene," and "Collectors Corner." New records selected for air-play by gen. mgr. 10-15 new singles and 20-30 new LP's programmed weekly. Record promotion people are seen M-F. V-P & Gen'l

Mgr., Ben N. Muros. Prog. dir., Phil Davis. Send 2 copies of 45's and 2 copies of LP's to Mr. Muros, Hotel Sherwyn, Pittsburgh, Pa. 15222. Phone: (412) 471-5200.

WWSW-FM: ERP 50,000 watts. Special programming: "Overseas Assignment," BBC newscast from capitals around the world, 10:05 p.m., Wed. "Belgian Press Reviews," 10:05 p.m., Thur. Address and other information same as WWSW.

WWVA: 50,000 watts. On the air 24 hrs. ABC affiliate. Owned by Basic Communications, Inc. Music format: Country (80%) - Religious (20%). Editorializes occasionally. Special programming: Univ. of West Va. Football and Basketball, Pittsburgh Steelers Football in season. Robert McKee is director of 3-man news dept. 5-min. news at 55 and 25 past the hr., headlines on the half-hr., extended news once daily. New records selected for air-play by prog. dir. Playlist published weekly. Approximately 10 new singles and 3 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., George B. Faulder. Prog. dir., Arlen M. Sanders. Send 2 copies

of 45's and 2 copies of LP's to Mr. Sanders, Hawley Bldg., Wheeling, West Va. 26003. Phone: (304) 232-1170.

WWVA-FM: ERP 7,400 watts. Simulcast with WWVA. Address and other information same as WWVA.

WZUM: 1,000 watts. Daytimer. Owned by PS Broadcasting. Music format: Rhythm & Blues (90%) - Contemporary (5%) - Religious (5%). Editorializes daily. Special programming: Westinghouse H. S. Football and Basketball in season. "We Shall Overcome," with Charles Harris, UNPC chairman, civil rights, 6:30 a.m., Fri. Allen King is director of 2-man news dept. 5-min. news on the hr., headlines on the half-hr. New records selected for air-play by gen'l mgr. & research of local retailers. Play list published weekly. 6-10 new singles and approximately 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., James Psihoulls. Prog. dir., Al Gee. Send 3 copies of 45's and 2 copies of LP's to Mr. Psihoulls, 201 Ewing Ave., Pittsburgh, Pa. 15205. Phone: (412) 922-0550.

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 February 24, 1962

1. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
2. The Wanderer, Dion, Laurie
3. Norman, Sue Thompson, Hickory
4. The Twist, Chubby Checker, Parkway
5. Hey! Baby, Bruce Channel, Smash
6. Break It to Me Gently, Brenda Lee, Decca
7. Peppermint Twist, Joey Dee and the Starliners, Roulette
8. Crying in the Rain, Everly Brothers, Warner Bros.
9. Dear Lady Twist, Gary (U. S.) Bonds, LeGrand
10. A Little Bitty Tear, Burl Ives, Decca

R&B SINGLES—5 Years Ago February 24, 1962

1. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
2. Lost Someone, James Brown and the Famous Flames, King
3. Baby It's You, Shirelles, Scepter
4. I'm Blue, Ikettes, Atco
5. The Twist, Chubby Checker, Parkway
6. I Know, Barbara George, AFO
7. Letter Full of Tears, Gladys Knight and the Pips, Fury
8. Let Me In, Sensations, Argo
9. Dear Lady Twist, Gary (U. S.) Bonds, LeGrand
10. Turn on Your Love Light, Bobby Bland, Duke

POP SINGLES—10 Years Ago February 16, 1957

1. Too Much, Elvis Presley, RCA Victor
2. Young Love, Tab Hunter, Dot
3. Don't Forbid Me/Anastasia, Pat Boone, Dot
4. Young Love, Sonny James, Capitol
5. Banana Boat (Day-O), Harry Belafonte, RCA Victor
6. Singing the Blues, Guy Mitchell, Columbia
7. Banana Boat Song, Tarriers, Glory
8. Moonlight Gambler, Frankie Laine, Columbia
9. Blue Monday, Fats Domino, Imperial
10. You Don't Owe Me a Thing/Look Homeward, Angel, Johnny Ray, Columbia

POP LP'S—5 Years Ago February 24, 1962

1. Blue Hawaii, Elvis Presley, RCA Victor
2. Doin' the Twist at the Peppermint Lounge, Joey Dee & His Starliners, Roulette
3. Your Twist Party, Chubby Checker, Parkway
4. Breakfast at Tiffany's, Henry Mancini RCA Victor
5. The Twist, Chubby Checker, Parkway
6. Holiday Sing Along With Mitch, Mitch Miller, Columbia
7. Let There Be Drums, Sandy Nelson, Imperial
8. The Sound of Music, Original Cast, Columbia
9. Time Out, Dave Brubeck, Columbia
10. For Twisters Only, Chubby Checker, Parkway

KHMO Purpose

• Continued from page 32

generally only talks to about 10 per cent of the audience in a town like Hannibal."

To get to that other 90 per cent, KHMO is still doing surveys, picking out sections of the city and finding out what the people prefer to listen to on the radio. "Next, we're going to survey the different factories.

116 NAB Exhibitors

WASHINGTON — The National Association of Broadcasters reports that a record number of broadcast equipment manufacturers—116—will display at the 45th annual convention April 2-5 in Chicago at the Conrad Hilton Hotel.

These surveys will play an important role in future programming," he said.

Expecting Twins Next Week.

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CLASSICAL MUSIC

Schwann's Finds Mozart, Brahms' Fourth the 'Most'

By FRED KIRBY

NEW YORK—Mozart was the most popular composer and Brahms' "Symphony No. 4," the most popular work among new recordings last year, according to a 12-month survey of the Schwann Record Catalog. A total of 115 classical composers

were added or restored to the catalog with 18th Century writers second only to modern composers in this group.

New labels did much to promote modern composers, with Advance Records of Tucson adding eight. The 115 names were registered on 40 labels with Turnabout leading with nine.

Among these were Juan Canilles, Francesco Correa de Araujo, Niels Gade, Nicholas de Grigny, Johann Hertell, Pierre-Montan Berton, Nicholas-Antoine Lebeque, Di Capua Rinaldo and Orazio Vecchi. Gade, a prominent 19th Century Danish composer, appeared on two LP's.

Mozart's over-all leadership was reflected by 195 listings of the 2,234 new or restored classical listings, 44 more than the runner-up Bach with 151. Completing the Top 10 were Beethoven with 121; Haydn, 77; Telemann, 63; Brahms, 59; Tchaikovsky, 46; Vivaldi, 33; Handel, 32; and Dvorak, 30. Telemann's rise over Brahms is more surprising because the baroque composer does not appear often in concerts.

The 12 new Bruckner symphonic recordings almost matched Beethoven's 16, but two of the Beethoven albums were collections of all nine symphonies, Eugene Ormandy and the Philadelphia Orchestra on Columbia, and William Steinberg and the Pittsburgh Symphony on Command. There is, as yet, no complete recordings of all nine Bruckner symphonies. Mahler's "Symphonies Nos. 5, 6, 7 and 8" were available in stereo for the first time and proved top album sellers.

Verdi Arias

Collections of Verdi arias were most popular among new listings with a Dietrich Fischer-Dieskau album on Seraphim scoring well on the classical charts. Brahms' "Symphony No. 4" turned up eight times followed with five pressings each for Bach's "Brandenburg Concertos" and Beethoven's "Symphonies Nos. 3, 5, 6 and 8." Receiving four new listings each were Bach's "Well-Tempered Clavier" and Brahms' "Academic Festival Overture."

The first five releases by Advance included works by Donald Scavada, Robert Ashley, Bernard Schule, Gordon Mumma, Ben Johnston, Ernest Waxman, Harney Childs and George Cacioppo, all new contemporary composers. Following were Archive and Baroque Records with seven listings each. Appearing on the former, including Argo, were Benvenuto Terreni, Gaetano Piazza, Johann Grunell, Leonard Leo, Oswald von Wolkenstein and Giovanni Lucchinetti. Donald Martino was new on Advance and CRI.

Other new listings on CRI were by Ursula Mamlek, Harvey Sollberger, Robert Gross, and Aaron Arshalomov. The Baroque group included Kelsey Jones, Jean Papineau-Couture, J. Nicola Lentz, and Jean-Jacques Rousseau. Jan Vanhal appeared on Baroque, Columbia, and Nonesuch. Among other new or restored Nonesuch listings were Louis XIII, Thomas Stoltzer, Arnolt Schlick, Kenneth Meek, Christoph Demantius and Antonio Caldara. Also new on Columbia as composers were Pablo Casals, Knudage Riisager, Carleton Cooley, Richard Yardumian, Alexandre de Guilmant, and Robert Helps.

New Composers

In initial Malcolm Williamson album on London Argo was his opera "The Happy Prince." Other new composers

(Continued on page 37)

Met, Philharmonic Fare To Help Kick Off Fest

NEW YORK—The Metropolitan Opera and the New York Philharmonic will help kick off Lincoln Center Festival '67 with June 12 performances. A new production of Rodgers and Hammerstein's "South Pacific" also will premiere on that date at the New York State Theater. The Met will open a special 10 non-subscription-performance season with Verdi's "Un Ballo in Maschera," starring Leontyne Price, Roberta Peters, Neil Rankin, Richard Tucker and Sherrill Milnes. Thomas Schippers will conduct.

Other operas to be given will be Verdi's "La Traviata,"

Ponchielli's "La Gioconda," Mozart's "Die Zauberfloete," and Wagner's "Lohengrin." Among the other leading singers participating will be Anna Moffo, Renata Tebaldi, Pilar Lorengar, Judith Raskin, Lucia Popp, Bruno Prevedi, Sandor Konya, George Shirley, John Alexander, Cornell MacNeill, Robert Merrill, Walter Cassel, John Reardon, Theodore Uppman, Jerome Hines, John Macurdy, William Walker and Bonaldo Giaiotti. Also conducting will be Georges Pretre, Fausto Cleva, George Schick and Joseph Risenstock.

The Philharmonic's participation will begin with the final week of "Promenades" conducted by Andre Kostelanetz. Eight special non-subscription concerts will feature Leonard Bernstein, Karel Ancerl and Seiji Ozawa as conductors. Soloists will include Jane Marsh, Veronica Tyler, Felicia Montenegro, Van Cliburn and Jennie Tourel.

Also at Philharmonic Hall will be four orchestra and two chamber music concerts of the Bath Festival Orchestra conducted by Yehudi Menuhin, and two programs by L'Orchestre de la Suisse Romande conducted by Ernest Ansermet. The Bath

(Continued on page 37)



EVERLYNN LEAR, Deutsche Grammophon artist, arrives in New York to begin rehearsals for her March 17 Metropolitan Opera debut in the world premiere of Marvin Levy's "Mourning Becomes Electra."

Classical Notes

Cellist Jacqueline Du Pre debuts with Louis Lane and the Cleveland Orchestra on Friday (24). The program will be repeated on Saturday (25). . . . Carlo Maria Giulini will be guest conductor with the Chicago Symphony on Thursday (23) and Friday (24). . . . Lukas Foss debuted as conductor with the New York City Opera Co. last Saturday (11) leading Mozart's "Marriage of Figaro." . . . Charles Munch will be guest conductor in four concerts with the New York Philharmonic in four concerts beginning on Thursday (23). . . . The Western Opera Theater will give 10 performances in English in San Francisco schools. The operas will be Menotti's "The Old Maid and the Thief" and "The Medium," Rossini's "The Barber of Seville," and Mozart's "Cosi Fan Tutte."

The London Symphony will play 12 performances at Carnegie Hall from Thursday (23) through March 12. Eight concerts will feature cellist Mstislav Rostropovich and Gennadi Rozhdestvensky as con-

ductor. Istvan Kertesz will lead the other four performances. . . . The Indianapolis Symphony is conducting a \$325,000 fund-raising drive. . . . Michael Rubin, 17, appeared with the American Symphony at Carnegie Hall last Tuesday (14). The pianist was the winner of last year's first WQXR Artists Competition. Joseph Eger will then conduct the soloist and orchestra in 12 teen-age concerts for high school students. . . . Seiji Ozawa conducts Ives' "Symphony No. 4" with the Philadelphia Orchestra on Friday (24), Saturday (25) and next Monday (27) at the Academy of Music and next Tuesday (28) at Philharmonic Hall.

Aaron Copland will be guest conductor with the Washington National Symphony in an "American Festival" on Tuesday (21) and Wednesday (22) in Constitution Hall and on Thursday (23) at the University of Maryland. . . . Arlene-Saunders will sing in Weber's "Der Freischutz" and

(Continued on page 37)



MELODIYA/ANGEL merchandising materials include a de luxe, full-color, 30-by-40 diorama display of the Kremlin and four-color window streamers of the Kremlin. Six LP's, recorded in the Soviet Union, are being issued this month under an agreement between Capitol Records and the Soviets.

COLLECTORS SERIES PRICE IS HIKED BY MONITOR

NEW YORK—Monitor Records has increased the list price of its Collectors Series from \$1.98 to \$2.50 for mono and stereo pressings. The Collectors Series is the company's budget classical line. Monitor's International Series will continue to list for \$4.79 mono and stereo.

The company also has concluded non-exclusive deals with Ampex for reel-to-reel tapes and tape CARtridges and Muntz for cartridges. Initial tape releases feature albums from the International Series. Four classical albums will be released on the Collector's Series next month, including one of cellist Mstislav Rostropovich playing encore pieces.

Another has cellist Paul Olefsky and pianist Walter Hautzig in Brahms sonatas. Pianist Menahem Pressler plays Chopin and Mendelssohn concerts with the Vienna State Opera Orchestra under Hans Swarowsky in a third disk. The fourth LP features George Barboteau with the Collegium Musicum of Paris under Roland Douatte in four Mozart concertos for horn.

First Opera Release By Melodiya/Angel

HOLLYWOOD—The first complete opera release on the new Melodiya/Angel label is slated for next week, while a new Handel "Messiah" will appear on Angel. The complete Beethoven string quartets are slated for Seraphim's issue next week. Seraphim also has an opera package on tap.

The Melodiya/Angel opera is "Katerina Ismailova" of Shostakovich with the Stanislavsky and Nemirovich-Sanchenko Musical Drama Theater Chorus and Orchestra on three LP's. A second Melodiya/Angel set has the first appearance of Igor Oistrakh on the new label playing Tchaikovsky's violin concerto. David Oistrakh conducts the Moscow Philharmonic on the disk.

The "Messiah" features Elizabeth Harwood, Janet Baker, Raymond Herrinx, Robert Tear and Paul Esswood with the Ambrosian Singers. Charles Mackerras conducts the English Chamber Orch. in the three-LP package. Also on Angel will be

(Continued on page 37)

OPERA REVIEW

'Don Rodrigo' Gets Dramatic Reading

NEW YORK — A dramatic performance of Ginastera's "Don Rodrigo" opened the winter season of the New York City Opera Co. on Feb. 9. Again effective were tenor Placido Domingo in the title role, Jeannine Crader, David Clatworthy, and Spiro Malas. The work may well be recorded, as have New York City Opera productions of Moore's "The Ballad of Baby Doe," on Heliodor; Blitzstein's "Regina," on Columbia; and Ward's "The Crucible," on CRI. Julius Rudel, as usual, conducted expertly.

The following night Franco Patane conducted a youthful performance of Puccini's "La Boheme," in which Audrey Schuh was affecting in her debut as Mimi. Michele Molese, whose most recent recording was Stravinsky's "Persiphone" on Columbia, was a spirited Rodolfo. Smith turned in the best singing of the night as Colline.

FRED KIRBY

Mercury Waxing Flamenco Album

NEW YORK—Mercury Records is preparing a Flamenco album with the four Rameros, who appeared at Carnegie Hall last Friday (11). The LP, which includes Garcia Lorca poetry read by Caledonio Romero, also has song and dance with Jeleo. Friday's concert featured selections from several Mercury albums by the guitarists, including "Baroque Music for Four Guitars," "An Evening of Flamenco," "Royal Family of Guitar," and Caledonio's "Music From the Courts of Spain." Celin, Angel and Pepe Romero played solos and duets as did their father, along with the four-guitar music.

Brahms' 4th, Mozart 'Most'

• Continued from page 36

on Argo were Alan Bush, John Gardner, John Joubert, and Bernard Naylor. RCA Victor's new composers include two on one Yascha Heifetz LP, Karen Khatirian and Howard Ferguson. Osamu Shimuzi also was new on Victor, while Victrola restored Charles Lecoco to the Schwann.

John Duke appeared on the new Duke label out of Duke University, while Washington University's label introduced Robert Wykes. DGG contributed Nicholas Saboly, Henri Tomasi, Antonio Salieri and Ernest Eichner. Eichner also turned up on Philips World Series, which added Pierre Gavannes, Franz Asplanayer, and Franz Petrini. Pierre La Rue appeared on that label and Telefunken. Telefunken also listed Eduard Kunneke, Georg Monn and Friedrich Silcher. The Silcher album also was listed on London, which presented Lats-Erik Larsson and Dag Wren.

Crossroads' additions included Vitezslav Novak, Georg Benda, Johann Worizschek, and Pavel Vejvanousky, while Bach Guild offered Johann Schmelzer and Giovanni Legrenzi. The new Now label of Muncie, Ind., contributed Morris Knight, Robert Sherman, while Washington added Ludovico Roncalli and David Amram. Everest's list included Henry Carey, Gerald Frizzi, while Louisville came up with Francois Morec, Harry Sommers, Lennox Berkeley, and Irwin Barzelon.

Music Guild

Music Guild released Bernardo Pasquini and Jean Rivier, while Mace issued Oedoen Partes, Hertell and William Jerger. Appearing on Parliament were Atilio Ariosti, Antonin Hracek. Capitol presented Sylvius Weiss, Raffaello de Banfield and Hewett Dames, while Medea had Alvin Epstein, Peter Phillips and Timothy Cheney. Golden Crest offered Houston Bright and Donald White, with Monitor issuing Giovanni Pescetti and Nikolai Chaikin.

Among other new listings were works by Juan Castro (Desto), Charles Koechlan (Angel), Joseph Goodman (Lyric-chord) Karl Kohaut (Vanguard), Jean-Michael Damase (Epic), Jacques Loillet (Oiseau Lyre), Max Schubel (Opus One), Erwin Schulhoff (Crystal), Robert Abramson (Serenus), Georges Auric (Mercury), Charles Mouton (Helidor) and Gregor Werner (Pirouette).

The pattern is continuing this year with the following added to the Schwann catalog last month: Paul Dessau (Telefunken), Alexander Goehr (Angel), Daniel Speer (Nonesuch), Goffredo Petrassi (Telefunken), Carlos Salzedo (Argo), Domenico Puccini (Mace), Francois Nadermann (Argo), Franz Neubauer (Nonesuch), Pierre van Meldere (Archive), Lejaren Hiller (Helidor), Jean Dandrieu (Nonesuch), Charles Hamann (Helidor), Johann Ernest (Mace), William Lawes (Telefunken), and Robert Woodcock (Helidor).

Michio Miyagi was added by Columbia in this month's Schwann as was Don Banks and Phyllis Tate on London Argo, both in the same album. Lyric-chord this month added an album by Samuel Wesley, a 19th century composer.

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
5		ROSSINI: SEMIRAMIDE (3-12" LP's) Sutherland, Horne, Various Artists, London Symphony (Bonyng), London A 4383 (M); OSA 1383 (S)	4	21	20	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	34
2	1	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	15	22	23	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony (Dorati), Mercury MG 60054 (M); SR 90054 (S)	33
3	3	VERDI: FALSTAFF (3-12" LP's) Fischer-Dieskau & Various Artists, Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	7	23	22	HANDEL: MESSIAH (3-12" LP's) Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	7
4	2	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	27	24	39	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE N. Y. Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	5
5	15	MAHLER: SYMPHONY NO. 8 (2-12" LP's) London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	3	25	—	GOUNOD: FAUST (4-12" LP's) Sutherland, Corelli, Ghiaurov, London Symphony (Bonyng), London A 4433 (M); OSA 1433 (S)	1
6	4	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); (No Stereo)	22	26	27	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	27
7	6	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2898 (M); LSC 2898 (S)	20	27	29	RAVEL: BOLERO/RHAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	14
8	8	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	46	28	24	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	23
9	7	ORFF: CARMINA BURANA New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	27	29	25	ART OF SERGE KOUSSEVITZKY (3-12" LP's) Boston Symphony, RCA Victor VCM 6174 (M); (No Stereo)	9
10	11	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim LB 6000 (M); (No Stereo)	20	30	26	SMETANA: MA VLAST (2-12" LP's) Czech Philharmonic (Ancerl), Crossroads 222 60001 (M); 222 60002 (S)	14
11	10	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	26	31	28	TCHAIKOVSKY: NUTCRACKER SUITE Philadelphia Orch. (Ormandy), Columbia ML 6207 (M); MS 6807 (S)	8
12	21	DONIZETTI: LUCREZIA BORGIA (3-12" LP's) Caballe, Various Artists, RCA Italiana Orch. (Perlea), RCA Victor LM 6176 (M); LSC 6176 (S)	2	32	35	BACH: BRANDENBURG CONCERTOS (2-12" LP's) Saar Chamber Orch. (Ristenpart), Nonesuch 3006 (M); 73006 (S)	2
13	14	MOZART: DON GIOVANNI (4-12" LP's) Ghiaurov & Various Artists, Philharmonia Orch. (Klemperer), Angel DL 3700 (M); SDL 3700 (S)	4	33	34	STRAUSS: FOUR LAST SONGS AND OTHERS Schwarzkopf, Berlin Radio Symphony, Angel 36347 (M); S 36347 (S)	24
14	12	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	18	34	36	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's) Columbia M2L 328 (M); M2S 728 (S)	41
15	19	BACH: LUTE SUITES NOS. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	25	35	30	DVORAK: SYMPHONY NO. 9 ("New World") N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	24
16	16	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)	2	36	37	ART OF MARIA CALLAS (2-12" LP's) Angel B 3696 (M); SB 3696 (S)	2
17	18	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	18	37	40	BEETHOVEN: SYMPHONY NO. 9 (2-12" LP's) Pittsburgh Symphony (Steinberg), Command CC 12001 (M); MCC 12001 SD (S)	7
18	13	MAHLER: SYMPHONY NO. 7 (2-12" LP's) N. Y. Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	20	38	38	BACH: MAGNIFICAT N. Y. Philharmonic (Bernstein) & Various Artists, Columbia ML 5775 (M); MS 6375 (S)	2
19	9	HANDEL: MESSIAH (2-12" LP's) Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	10	39	31	BEETHOVEN: "LES ADIEUX" SONATA/MOZART: SONATA IN C 5 Van Cliburn, RCA Victor IM 2931 (M); LSC 2931 (S)	5
20	17	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	47	40	—	HANDEL: MESSIAH (3-12" LP's) Various Artists, London Symphony (Davis), Philips PHM 3-592 (M); PHS 3-992 (S)	1

Melodiya/Angel

• Continued from page 36

a highlights album from Angel's complete "Tales of Hoffman" of Offenbach. The opera features Nicolai Gedda, Gianna d'Angelo, Elizabeth Schwarzkopf, Victoria de los Angeles and George London. Andre Cluytens conducts the Paris Conservatoire Orchestra. Schwarzkopf also is heard in Wolf songs, with Gerald Moore as piano accompanist. Rounding out the Angel release are Haydn symphonies by Otto Klemperer and the New Philharmonia Orchestra and Elgar selections by Sir John Barbirolli and the Philharmonia and new Philharmonia Orchestras.

The three Beethoven packages, two of three disks each and one with four LP's, are performed by the Hungarian Quartet. Pietro Mascagni conducts his "Cavalleria Rusticana" in a two-record set with Beniamino Gigli singing Italian songs on the four sides. The opera features Gigli, Giuletta Simionato, Bruna Rasa and Gino Bechi. Gigli also is heard in an LP of

'Rosina' Tops London Titles

NEW YORK — The first recording of William Shield's "Rosina" headlines a 10-title London Records classical release being shipped to dealers by the end of the month. The Shield opera featured Margreta Elkins, Elizabeth Harwood, Elizabeth Tear, and Monica Sinclair. Richard Bonyng conducts the London Symphony on the album. Two-record packages contain Schubert and Schumann song cycles by Peter Pears with Benjamin Britten as piano accompanist, and two Bach concertos with Ernest Ansermet conducting L'Orchestre de la Suisse Romande.

This month also will see the sacred songs. The sixth Seraphim title has Colin Davis conducting the Royal Philharmonic in nine Mozart overtures.

eighth and final volume of Brahms piano music by Julius Katchen, and volumes 6 and 7 of the Mozart Dances and Marches Series with the Vienna Mozart Ensemble conducted by Willi Boskovsky. Vladimir Ashkenazy and the London Wind Soloists will perform Beethoven and Mozart quintets for piano and winds. Claudio Abbado makes his American recording debut as conductor of the Vienna Philharmonic in Beethoven's "Symphony No. 7." Rafael Fruebeck de Burgos leads the London Symphony in Schumann and Mendelssohn. The 10th album has Istvan Kertesz conducting the London Symphony in Dvorak's "Symphony No. 6."

Met, Philharmonic

• Continued from page 36

season will feature violinists Joseph Fuchs and Menuhin, pianist Jepzibah Menuhin, cellist Jacqueline du Pre, violist Ernst Wallfisch, and harpsichordist George Malcolm. Vio-

Classical Notes

• Continued from page 36

Stravinsky's "The Rake's Progress" during the Hamburg State Opera's Lincoln Center visit in June. . . . The San Antonio Symphony is offering free seats to enlisted personnel in uniform for its winter and spring concerts. . . . Violinist Joseph Silverstein will be soloist with Leopold Stokowski and the American Symphony on Sunday (26) and next Monday (27). . . . Joyce Blackman was a spirited Carmen and Norman Treigle a polished Escamillo with the New York City Opera Co. last Sunday (12). **FRED KIRBY**

linist Isaac Stern, pianist Eugene Istomin and cellist Leonard Rose will give a recital. Ten performances by the Hamburg State Opera are listed for the Met beginning June 23.

TV REVIEW

Morrow's TV Debut Personality Triumph

NEW YORK—A winner. As if there was ever any doubt. After all, Bruce (Cousin Brucie) Morrow, the evening air personality on WABC radio wraps up a fantastic teen audience and there's no reason he should not be able to transfer this enthrallment to TV.

Debut night last Saturday (11) went over quite well on WABC-TV. Artists on the show included the Temptations, Lou Christie and Hermine Gingold, just signed by Cameo-Parkway Records. Morrow guided them and the rest of his show quite well. His carousing side, exposed on radio, was not evident; he came across just as the director had intended.

Flaws of the show—the big-

gest one, at any rate—is a flaw common to this type of show, local and syndicated. The lip-sync. Lip-sync shows lose a lot of excitement and spontaneity. The shows would be much better without it. Lip-sync is not entertainment.

In attempting to capture excitement, the show went into lots of "lighting" effects. An instrumental of "Woolly Bully" was played with only the effects visible on the screen. Probably went over well in color, but it lost in black and white.

Nonetheless, the WABC-TV half-hour show will be appreciated by the record industry, as well as the teens. And, as a typical record show, it was quite good. **CLAUDE HALL**

Disk-Breaking Battle Heats Up in Canada

TORONTO, Can. — Competition to be "first on the block" seems to be getting keener among Canadian radio stations, with some turning to trans-Atlantic telephone to scoop their competition.

The chart of CKLG, Vancouver, early this month listed the Spencer Davis Group's new "I'm a Man" as a pick hit and, upon inquiry, Bob Stone of Robert J. Stone Associates, who has Canadian rights to the hot British group, learned that the radio station had taped the disk via a trans-Atlantic telephone call and later received a copy of the disk from England. CKLG's Roy Hennessey obligingly sent Stone a tape from which to master, though clearance of Stone's copy of the disk through customs proved that unnecessary.

CHUM, Toronto, until recently the only pop music station in Toronto, but now facing competition from CKFH, bowed the Beatles' new "Strawberry Fields Forever" and "Penny Lane" on Feb. 3, before Capitol Records had copies for release, telling listeners it was an exclusive via trans-Atlantic telephone. Several other aggressive stations taped the Beatles disk via phone calls to stations in the U. S., where release was slightly in advance of Canada.

Reaction to the practice among recordmen is mixed. Stone says it is "pretty embarrassing when a station has your record before you do, but if they're that hot to go on it, that's great." Capitol Records

national promotion manager Paul White has mixed emotions. "You get great exposure; a station really goes on a record when they've got that kind of exclusive. But you get other stations on your back because they think you gave it to someone else ahead of them. In any case, there's very little the record company can do to control it."

WSRF Goes To Mod Look

FORT LAUDERDALE, Fla. —With the changing of its call letters from WWIL, 10,000-watt WSRF is dressing up its format in modern attire. The station is shifting from stale middle-of-the-road to Easy Listening, according to operations manager Chuck Dolejs, who just arrived at the station last week from WNAM in Wisconsin.

Gene Milner, former owner-manager of WTAC in Flint, Mich., has taken over WSRF and WSRF-FM, which features canned music except during simulcast time. Milner launched a modernization policy, bringing in, besides Dolejs, Peter Connors of WGBS, Miami; Mac Allen of WQAM, Miami, and Carl Strandell of WAPE, Jacksonville. Other deejays on the station include Charlie Clark and Clint Moore. Jack Vail is news director. One of the owners of the 24-hour operation is Van Patrick, sports director of the Mutual network and part-owner of WKNR, Detroit.

WNAC Talk

• Continued from page 30

gramming of WRKO 6 a.m. to 6 p.m. From 6 p.m. to 6 a.m., WRKO-FM will feature golden oldies. Ury said he would go stereo on the FM "if the companies had enough stereo product out to make it worthwhile."

Rumor has been strong among record men and radio men about the impending change of WNAC. Ury said he felt Boston was "open to the type of operation we'll be running."

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
1	1	ARE YOU LONELY FOR ME Freddie Scott, Shout 207 (Web IV, BMI)	11
2	2	"Cannonball" Adderley, Capitol 5798 (Zawinul, BMI)	8
3	11	HUNTER GETS CAPTURED BY THE GAME Marvelettes, Tamla 54143 (Jobete, BMI)	4
4	9	LOVE IS HERE AND NOW YOU'RE GONE Supremes, Motown 1103 (Jobete, BMI)	3
5	6	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	8
6	3	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	10
7	8	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	6
8	4	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olrap, BMI)	13
9	10	IT TAKES TWO Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	6
10	5	STANDING IN THE SHADOWS OF LOVE Four Tops, Motown 1102 (Jobete, BMI)	10
11	7	BRING IT UP James Brown, King 6071 (Dynatone, BMI)	6
12	16	I DIG YOU BABY Jerry Butler, Mercury 72648 (Morpine, BMI)	5
13	14	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	11
14	13	SKATE NOW Lou Courtney, Riverside 4588 (3 Track, BMI)	8
15	19	GIRLS ARE OUT TO GET YOU Fascinations, Mayfield 7714 (Camad, BMI)	7
16	12	LOOK AT GRANNY RUN RUN Howard Tate, Verve 10464 (Ragmar-Rumbalero, BMI)	9
17	22	DANGER! SHE'S A STRANGER 5 Steps, Windy C 604 (Camad, BMI)	5
18	18	10 COMMANDMENTS Prince Buster, Philips 40427 (Carab, BMI)	4
19	20	WHY NOT TONIGHT Jimmy Hughes, Fame 1011 (Fame, BMI)	3
20	30	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	6
21	21	THE DARK END OF THE STREET James Carr, Goldwax 317 (Press, BMI)	4
22	39	EVERYBODY NEEDS SOMEBODY TO LOVE Wilson Pickett, Atlantic 2381 (Keetch, Caesar & Dino, BMI)	2
23	37	KEEP A LIGHT IN THE WINDOW Solomon Burke, Atlantic 2378 (Kags, BMI)	4
24	17	OOH BABY Bo Diddley, Checker 1158 (Arc, BMI)	6
25	15	(I Know) I'M LOSING YOU Temptations, Gordy 7057 (Jobete, BMI)	14
26	23	MY SPECIAL PRAYER Joe Simon, Sound Stage 7 2577 (Cape Ann, BMI)	7
27	29	MAN OR MOUSE Junior Parker, Duke 413 (Don, BMI)	10
28	34	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	14
29	31	SOMETHING GOOD Carla Thomas, Stax 207 (East, BMI)	6
30	24	I'VE PASSED THIS WAY BEFORE Jimmy Ruffin, Soul 35027 (Jobete, BMI)	10
31	40	RAISE YOUR HAND Eddie Floyd, Stax 208 (East, BMI)	2
32	32	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	12
33	—	WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave, Stax 210 (East/Pronto, BMI)	1
34	36	GRITS 'N' CORN BREAD Soul Runners, MoSoul 101 (Pure Soul/Keymen, BMI)	3
35	38	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive-In/Routen, BMI)	3
36	41	WISH YOU DIDN'T HAVE TO GO James & Bobby Purify, Bell 660 (Fame, BMI)	3
37	—	THE BIGGEST MAN Tommy Hunt, Dynamo 101 (Vee-Vee, BMI)	1
38	50	HOLD ON (To This Old Fool) Buddy Ace, Duke 414 (Don, BMI)	3
39	—	DON'T MAKE ME A STORY TELLER Steve Mancha, Groovesville 1005 (Groovesville/Sumar, BMI)	1
40	—	ME AND MY IMAGINATION Ovations, Goldwax 314 (Peer Int'l/Fellows, BMI)	1
41	45	EVERYDAY I HAVE THE BLUES Billy Stewart, Chess 1991 (Arc, BMI)	2
42	43	SOMETHING ON YOUR MIND King Curtis, Atco 6457 (Mercedes, BMI)	2
43	44	JUST BE SINCERE Jackie Wilson, Brunswick 55309 (Jalynne-BRC, BMI)	2
44	46	IT MAY BE WINTER OUTSIDE Felice Taylor, Mustang 3024 (Marivilla, BMI)	5
45	—	DRY YOUR EYES Brenda & the Tabulations, Dionn 500 (Bee Cook, BMI)	1
46	47	SHE'S LOOKING GOOD Roger Collins, Galaxy 750 (Mittsfah, BMI)	2
47	—	SWEETEST ONE Metros, RCA Victor 8994 (Polaris-Millbridge, BMI)	1
48	48	TIP TOE Robert Parker, Nola 729 (Bonatemp, BMI)	3
49	49	NEVER LEAVE ME Thelma Jones, Barry 1010 (Maureen-Clamike, BMI)	2
50	—	SHINGALING '67 Don Covay, Atlantic 2375 (Pronto, BMI)	1

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	11
2	2	CARRYIN' ON! Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	5
3	3	LOU RAWLS SOULIN! Capitol T 2566 (M); ST 2566 (S)	25
4	3	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	11
5	5	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)	7
6	6	AWAY WE A GO GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	11
7	7	SUPREMES A' GO GO Motown MLP 649 (M); SLP 649 (S)	23
8	8	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	44
9	9	NANCY—NATURALLY Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	4
10	11	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	27
11	22	SUPREMES SING HOLLAND, DOZIER, HOLLAND Motown MLP 650 (M); SLP 650 (S)	2
12	12	DOUBLE DYNAMITE Sam & Dave, Stax 712 (M); 712 (S)	8
13	13	DOWN TO EARTH Stevie Wonder, Tamla 272 (M); S 272 (S)	6
14	10	WACK WACK Young-Holt Trio, Brunswick BL 54121 (M); BL 754121 (S)	7
15	15	ART & SOUL Arthur Prysock, Verve V-5009 (M); V6-5009 (S)	4
16	14	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	15
17	17	WATCH OUT Martha & the Vandellas, Gordy 920 (M); 920 (S)	7
18	16	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	15
19	25	CARLA Carla Thomas, Stax 709 (M) (No Stereo)	14
20	24	TOBACCO ROAD Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S)	2
21	—	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	1
22	18	SPELLBINDER Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	9
23	19	WHISPERS Jackie Wilson, Brunswick BL 54122 (M); BL 754122 (S)	9
24	20	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	15
25	—	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	1

Expecting Twins Next Week.

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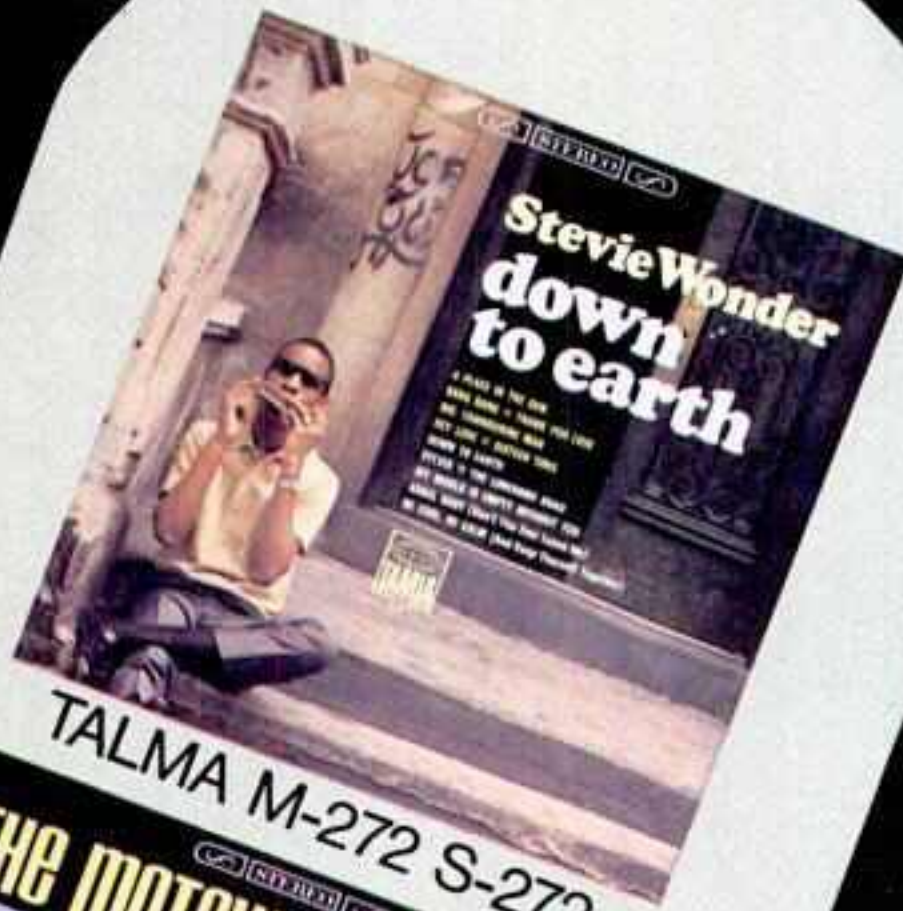
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**Stevie Wonder
DOWN TO EARTH**

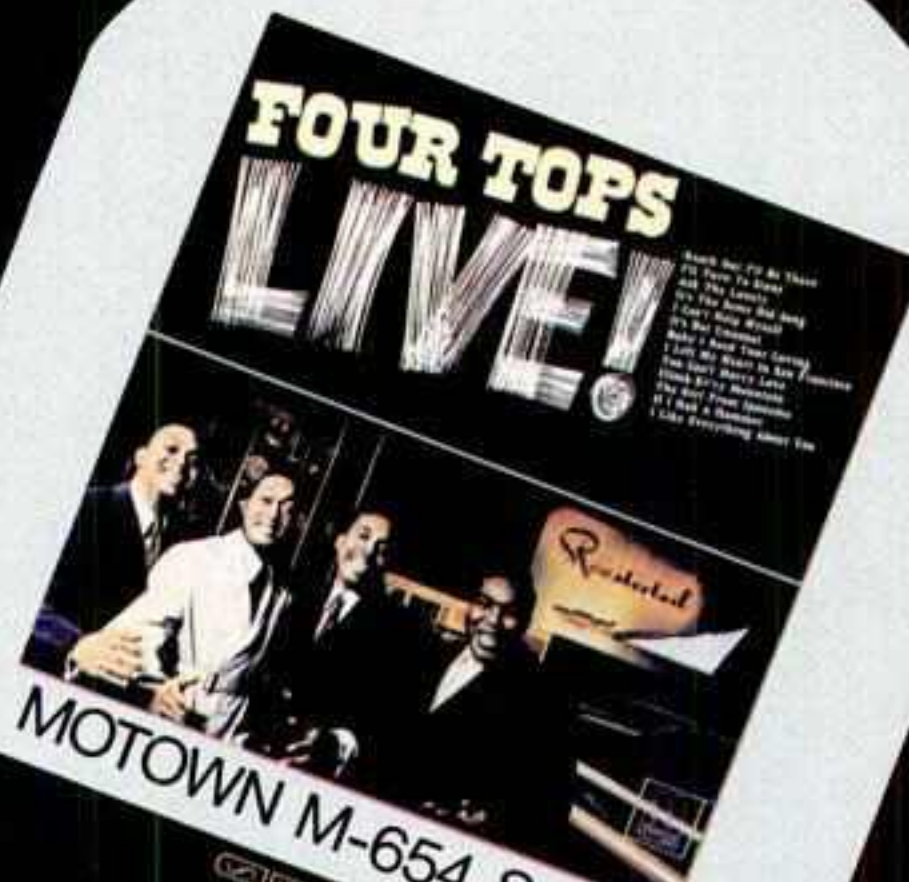
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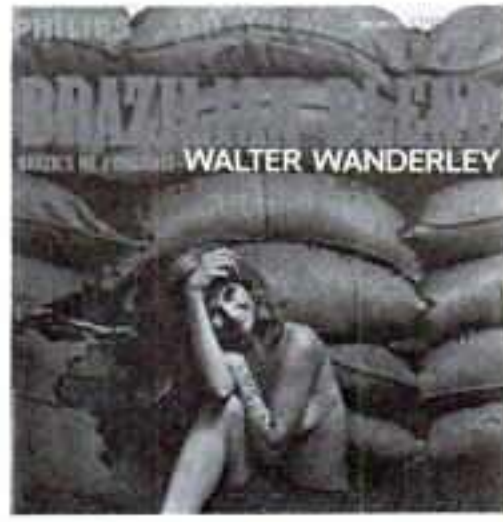


SOUNDTRACK SPOTLIGHT

HURRY SUNDOWN

Soundtrack. RCA Victor LOC 1133 (M); LSO 1133 (S)

Renowned composer-arranger-conductor Hugo Mentenegro has created some excitingly beautiful themes for his film scoring debut. Alive with feeling and pulsating with rhythm, they're strong enough to stand on their own, making this a top instrumental offering. Vocal interpretation of the title tune is hauntingly well done.



POP SPOTLIGHT

BRAZILIAN BLEND

Walter Wanderley. Philips PHM 200-227 (M); PHS 600-227 (S)

Wanderley should enjoy healthy sales activity with this good pop package. His Brazilian treatments of Aznavour's "Venice Blue" is a gem, with "Counting Stars" and "Red Roses for a Blue Lady" sharing the spotlight.

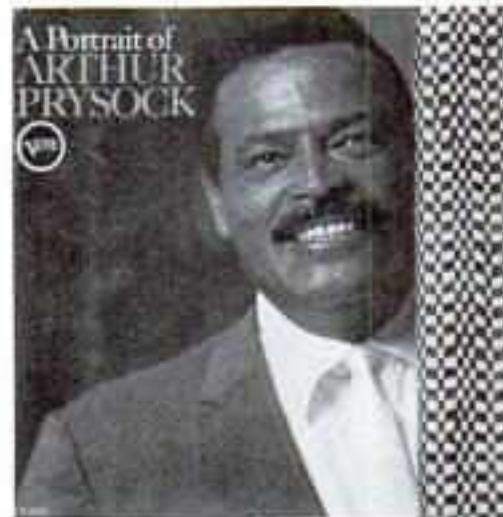


SOUNDTRACK SPOTLIGHT

BLOW-UP

Soundtrack. MGM E 4447 ST (M); 4447 ST (S)

As moviegoers form long lines outside theaters to see the controversial "Blow-Up," record buyers will likewise queue up to obtain the film's soundtrack. A lively, jazz score excellently composed, conducted by the renowned Herbie Hancock.



POP SPOTLIGHT

A PORTRAIT OF ARTHUR PRYSOCK

Verve V 5012 (M); V6-5012 (S)

Prysock has a rich, beautiful voice, and his control is superb. When combined with first-rate arrangements and a collection of exceptional songs, the result is destined for a huge success. Standouts include "Stella by Starlight," "Jet" and "I'll Be Around."



POP SPOTLIGHT

LOVE ITALIAN STYLE

Connie Francis. MGM E 4448 (M); SE 4448 (S)

Connie is back in Italy and bringing her own unique style to that country's beautiful melodies. From emotional readings of "Passione" and "I'te Vurria Vasa" to a rousing "Tarantella," she excels. Mark this up as another hot commercial package for the stylist.



POP SPOTLIGHT

A COLLECTION OF 16 ORIGINAL BIG HITS, VOL. 6

Various Artists. Motown 655 (M); S 655 (S)

Another collection of top smash hits in the Motown bag is sure to follow the same successful path as the previous volumes. The Supreme's "Stop! in the Name of Love," the Miracles' "Going to a Go-Go" and the Four Tops' "It's the Same Old Song" are just three of the incentives in this commercial giant.



POP SPOTLIGHT

MUSIC FOR WIVES & LOVERS

Nelson Riddle. Solid State SM 17013 (M); SS 18013 (S)

The Riddle orchestra ranks among the best, and the brilliant sound of this Solid State entry affords the group a perfect showcase. Sparkling arrangements accented by touches of organ add dimension to "Cabaret," "Spanish Eyes" and "Music to Watch Girls By." Top programming and sales potential.



POP SPOTLIGHT

SOLD OUT-CARNEGIE HALL CONCERT

Jimmy Roselli. United Artists UAL 3564 (M); UAS 6564 (S)

Jimmy Roselli's sellout stature at Carnegie Hall is assured and this album shows why he's such a big draw. He's a better who can take pop and classical adaptations like "Vesti La Giubba" for a strong and impressive ride.

NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

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

MY CUP RUNNETH OVER . . .

Ed Ames, RCA Victor LPM 3774 (M); LSP 3774 (S) (775-03774-3; 775-03774-5)

SURREALISTIC PILLOW . . .

Jefferson Airplane, RCA Victor LPM 3766 (M) LSP 3766 (S) (775-03766-3; 775-03766-5)

98.6/AIN'T GONNA LIE . . .

Keith, Mercury MG 21102 (M); SR 61102 (S) (650-21102-3; 650-61102-5)

TRINI LOPEZ IN LONDON . . .

Reprise R 6238 (M); RS 6238 (S) (780-06238-3; 780-06238-5)

KIND OF A DRAG . . .

Buckingham, USA LP 107 (M); LP 107 S (S) (886-00107-3; 886-00107-5)

TOBACCO ROAD . . .

Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S) (180-01472-3; 180-01472-5)

THE MAGNIFICENT MEN . . .

Capitol T 2678 (M); ST 2678 (S) (300-02678-3; 300-02678-5)



POP SPOTLIGHT

PRESENTING RUBIN MITCHELL

Capitol T 2658 (M); ST 2658 (S)

With a style that will appeal to both pop and jazz fans, Mitchell makes this album debut an exciting event. Each interpretation creates its own mood, as the talented pianist weaves through a program ranging from pop hits "Cherish" and "Spanish Eyes" to Rodgers' classic "Slaughter on Tenth Avenue." Exceptional programming fare.



POP SPOTLIGHT

I'VE GOT YOU UNDER MY SKIN

Pete Fountain. Coral CRL 57488 (M); CRL 757488 (S)

Pete Fountain is in top form as he musically tackles a broad bag of tunes ranging from the old standard "My Blue Heaven" to "Hanky Panky." Selections include "Strangers in the Night," "Mame," "Yesterday" and "Call Me." This package should have no trouble following the success of Fountain's past albums.



CLASSICAL SPOTLIGHT

BEETHOVEN: SONATAS NOS. 8, 9 AND 10

Glenn Gould. Columbia ML 6345 (M); MS 6945 (S)

Gould's clean, precise style comes to the fore in this top-grade reading of these sonatas. The drama of the "Sonata No. 8 (Pathétique)" is captured by this outstanding keyboard performer. This is the third Columbia disk in which Gould plays three consecutive numbered Beethoven sonatas. It is as welcome as the other two.



POP SPOTLIGHT

PERCUSSIVE MARIACHI

Ted Sommer. Solid State SM 17012 (M); SS 18012 (S)

Exciting Ted Sommer arrangements of a well-balanced and diversified program make this a highly-potent sales item. Stereo fans will enjoy the sparkle of "Samba de Orfeu," "If I Were a Rich Man," and "Never on Sunday." Exceptional stereo sound is a definite asset.

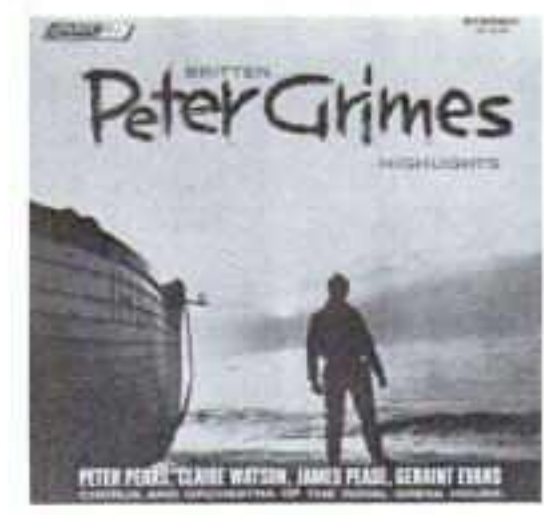


COUNTRY SPOTLIGHT

MORE HANK WILLIAMS AND STRINGS

MGM E 4429 (M); SE 4429 (S)

A perennial favorite around the world, the late Hank Williams in modern dress with lush violins. You'd never realize they're the same records that have been selling for years, like "Your Cheatin' Heart," and "Half As Much."



CLASSICAL SPOTLIGHT

BRITTEN: PETER GRIMES (Highlights)

Pears/Watson/Pease & Various Artists/Chorus & Orch. of Royal Opera House (Britten). London CM 36004 (M); OS 26004 (S)

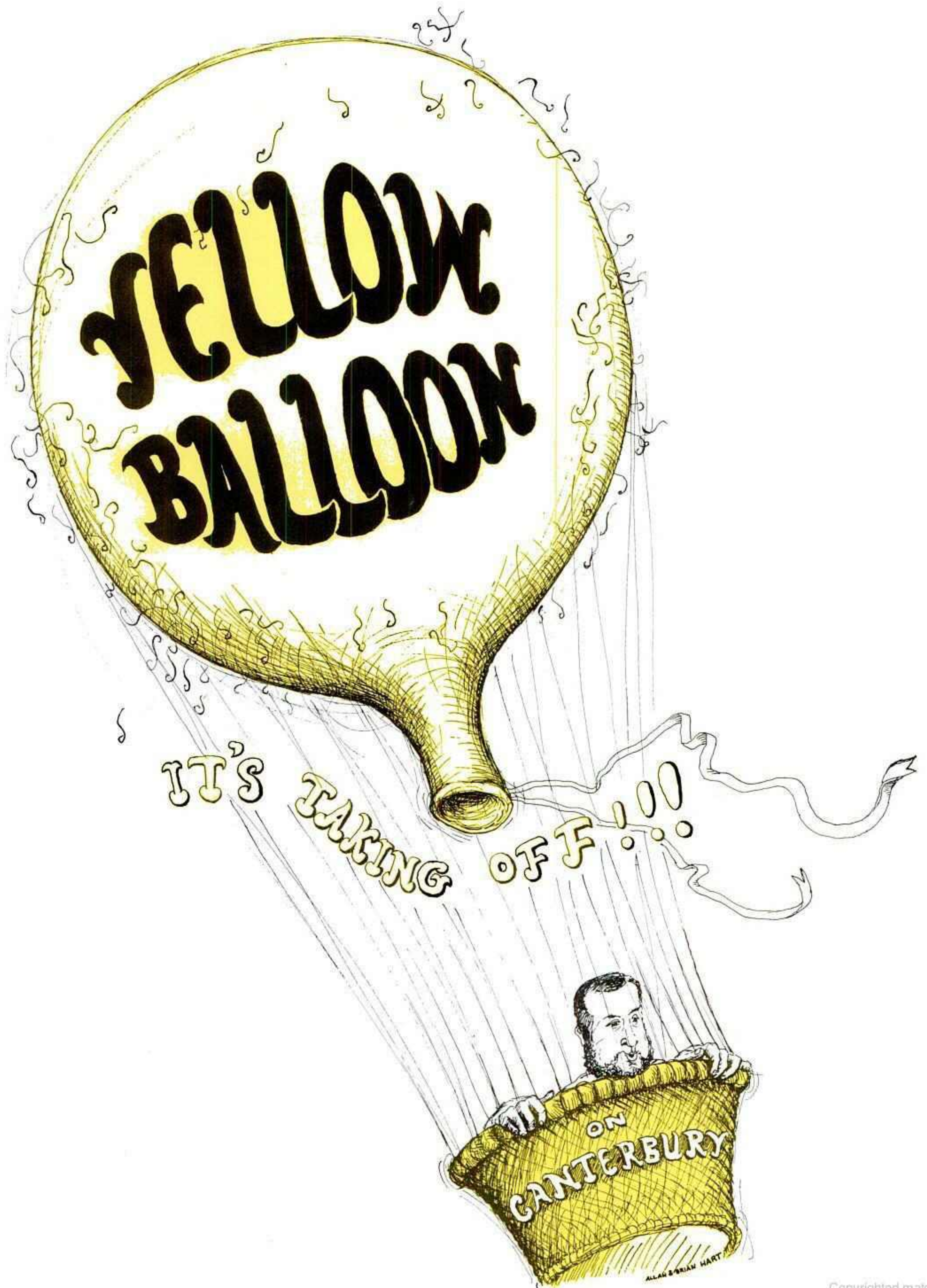
This highlights album vividly captures the impact of the three-act opera. Peter Pears (in the title role), Geraint Evans, Claire Watson and James Pease excel. Benjamin Britten's conducting, the chorus and orchestra of the Royal Opera House, Covent Garden, furnish the rest beautifully.

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NASHVILLE
226 Capitol Blvd.
615-244-1836

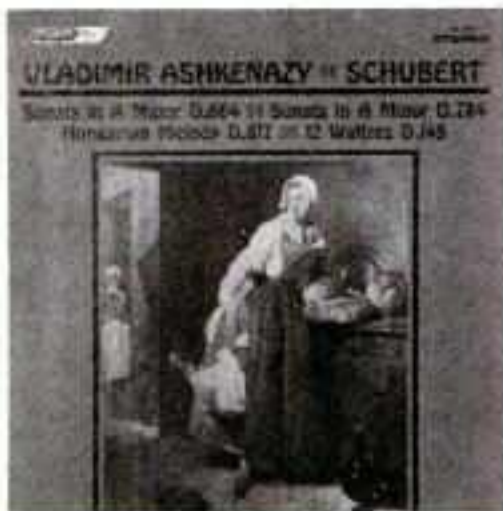
CHICAGO
188 W. Randolph
312-236-9818

LOS ANGELES
9000 Sunset Blvd.
213-273-1555

LONDON W.1, ENGLAND
7 Welbeck St.
HUnter 5971

ALBUM REVIEWS

Continued from page 40

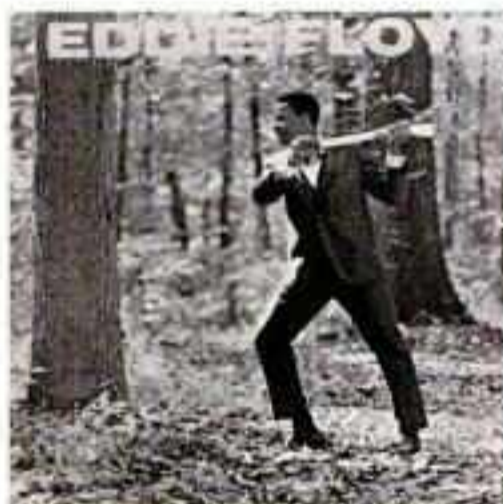


CLASSICAL SPOTLIGHT

SCHUBERT: SONATA IN A MAJOR/SONATA IN A MINOR

Vladimir Ashkenazy. London CM 9500 (M); CS 6500 (S)

Ashkenazy is in excellent form here, performing brilliantly throughout. Timing and phrasing is perfect as he registers with grace and technical skill. An outstanding record.



R&B SPOTLIGHT

KNOCK ON WOOD

Eddie Floyd. Stax 714 (M); S 714 (S)

Hard-driving vocal workouts by Floyd add excitement to a solid rockin' soul album. His current hit "Raise Your Hand" is included along with "But It's Alright," "634-5789" and the title number. Pop and r&b markets will feel Floyd's impact.



LOW PRICE CLASSICAL SPOTLIGHT

SMETANA: MY FATHERLAND (2 LP's)

Royal Philharmonic & Philharmonia Orchs. (Sargent). Seraphim IB 6003 (M); SIB 6003 (S)

Sir Malcolm's magnificent recording of "Ma Vlast (My Fatherland)" with the talented Royal Philharmonic is restored to the catalog, a real bargain at a budget price. The famed "Moldau" and "From Bohemiza's Meadows and Forests" are two highlights of this nationalistic two-disk set. Dvorak's "Symphonic Variations, Op. 78" with Sir Malcolm and the Philharmonia Orchestra is the welcome fourth-side selection.

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.



JAZZ SPOTLIGHT

CALIFORNIA DREAMING

Wes Montgomery. Verve V 8672 (M); V6-8672 (S)

The popularity of Wes Montgomery continues to climb and this album is a topflight example of the reason. Montgomery's guitar jazz opens with a creative, slightly uptempo interpretation of "California Dreamin'" before settling back to a six minute, easy beat "Sun Down" (his own composition). The other eight numbers are also groovy. Aply backed by some of the big name jazz musicians, Montgomery should score highly among jazzophiles with "California Dreaming."



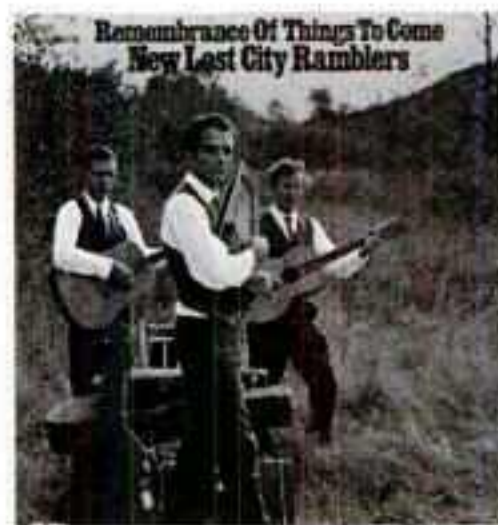
JAZZ SPOTLIGHT

SOMETHING WARM

Oscar Peterson. Verve V 8681 (M); V6-8681 (S)

Oscar Peterson on piano, Edmund Thigpen on percussion, and Ray Brown on bass are a jazz parlay that's hard to beat. The six tracks here are standout examples of how they blend their individual talents to develop a true jazz idiom.

THANKS for helping the UNITED WAY

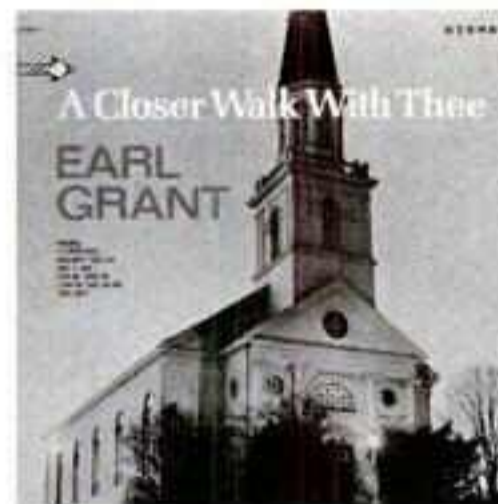


FOLK SPOTLIGHT

REMEMBRANCE OF THINGS TO COME

New Lost City Ramblers. Verve Folkways FT 3018 (M); FTS 3018 (S)

Mike Seeger, Tracy Schwarz and John Cohen perform in the true folk genre. There is an authenticity to their work that shines through each track making it a must for the folk buffs.



RELIGIOUS SPOTLIGHT

A CLOSER WALK WITH THEE

Earl Grant. Decca DL 4811 (M); DL 74811 (S)

A master of the pop field, Earl Grant takes his vocal and keyboard talents into the gospel line and comes up strong with "A Closer Walk," "Steal Away," and "Good News." Gospel with a zing that should boost his catalog high.

SEE ALBUM REVIEWS ON BACK COVER



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.



SPOKEN WORD SPECIAL MERIT

PLAYBACK '66—THE MOST IMPORTANT NEWS EVENTS & FAMOUS VOICES OF THE YEAR

Decca DL 9157 (M); DL 79157 (S)

In collaboration with the United Press Audio Network, Decca has once again come up with a vivid roundup of past year's highlight events. It's living history that sustains excitement.



SOUNDTRACK SPECIAL MERIT

THE DEADLY AFFAIR

Soundtrack. Verve V 8679 ST (M); V6-8679 ST (S)

Quincy Jones is developing as a film score writer of importance. For this spy movie, he's written some exciting background material and a warm ballad, "Who Needs Forever," which gets a nifty reading by Astrud Gilberto.



LOW PRICE CLASSICAL SPECIAL MERIT

DEBUSSY: LA MER/NOCTURNES

Czech Philharmonic Orch. & Chorus (Fournet). Crossroads 22 16 0091 (M); 22 16 0092 (S)

Jean Fournet leads the Czech Philharmonic in an enchanting Debussy disk. The nuances of the impressionistic music are fully realized in all sections. "Sirenes" proves an almost magical finale to an engrossing "Nocturnes." "La Mer" also is memorable.

(Continued on page 46)



BONGI AND JUDY

First seen at Philharmonic Hall. Bongi, daughter of famed African singer Miriam Makeba, and Judy, daughter of Josh White, brought the house down after two songs at Philharmonic Hall. Music critic Bob Shelton of the New York Times said of the performers, they have "...powerful voices and swinging rhythmic approach...we should be hearing a lot from these gifted girls." And we will. Their next appearance: The Charts!

"WHAT SHOULD A YOUNG GIRL DO"

5-10130



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TOP 100's

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

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

Main table containing 100 columns of chart data. Each column lists a song title, artist, label, and chart position. Includes a 'Billboard Award' icon on the left and a 'Wks. on Chart' column on the right.

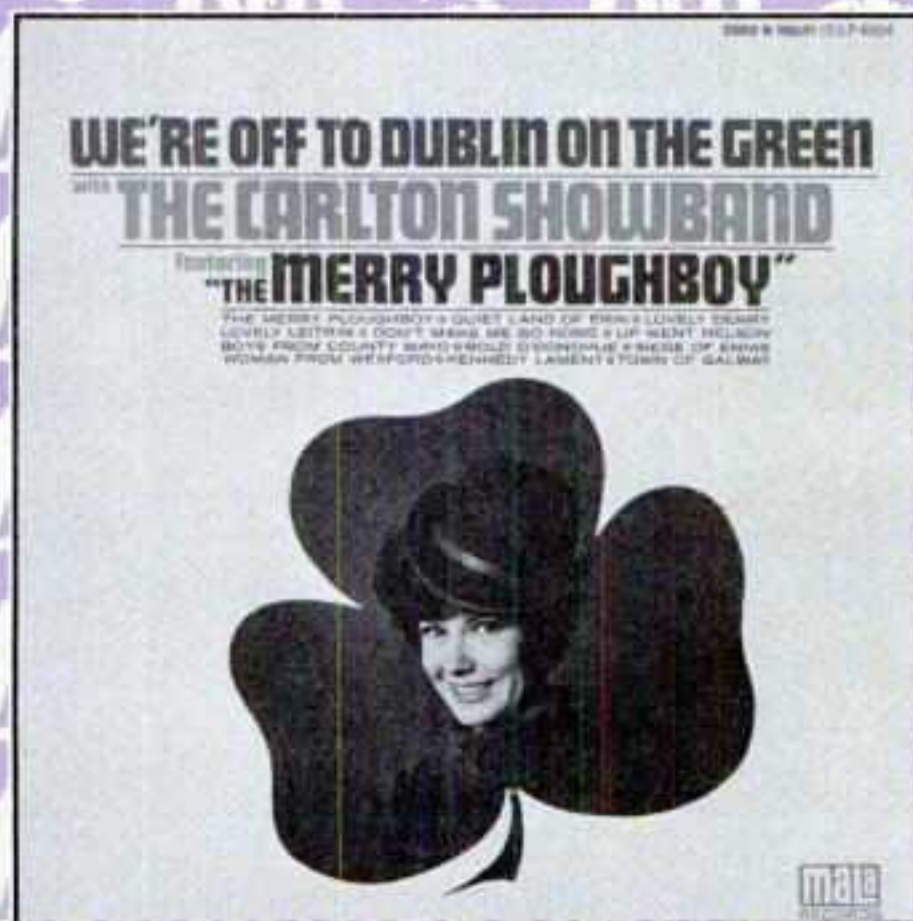
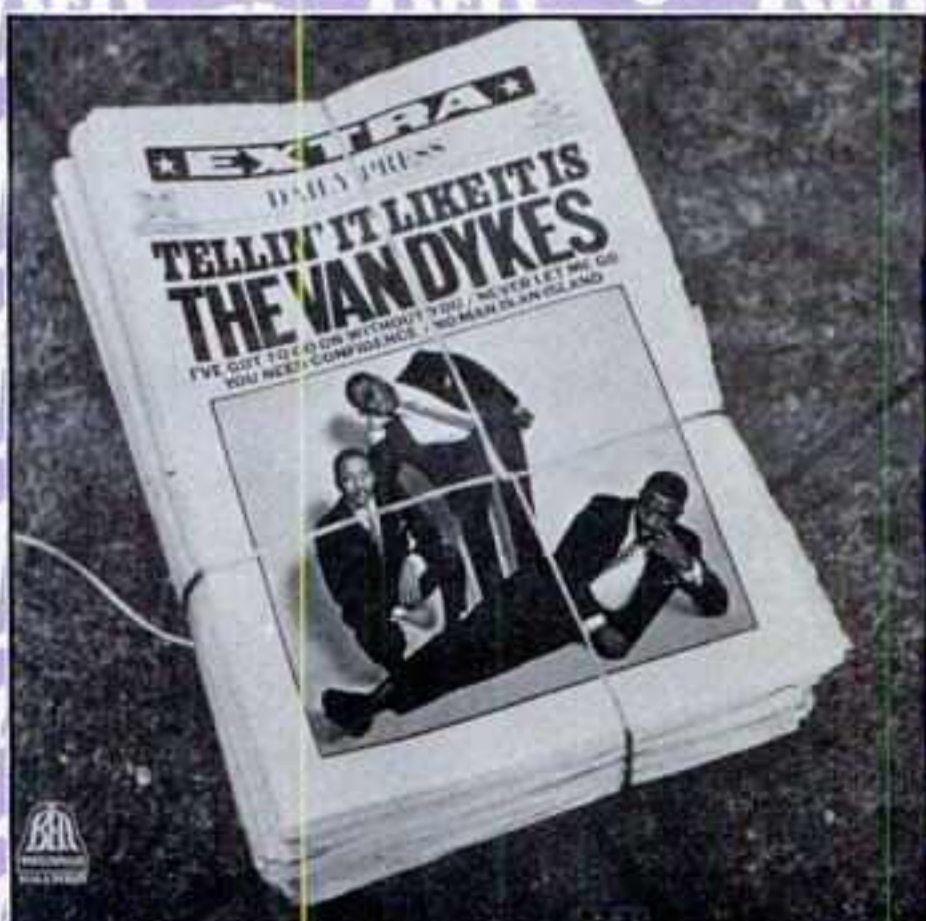
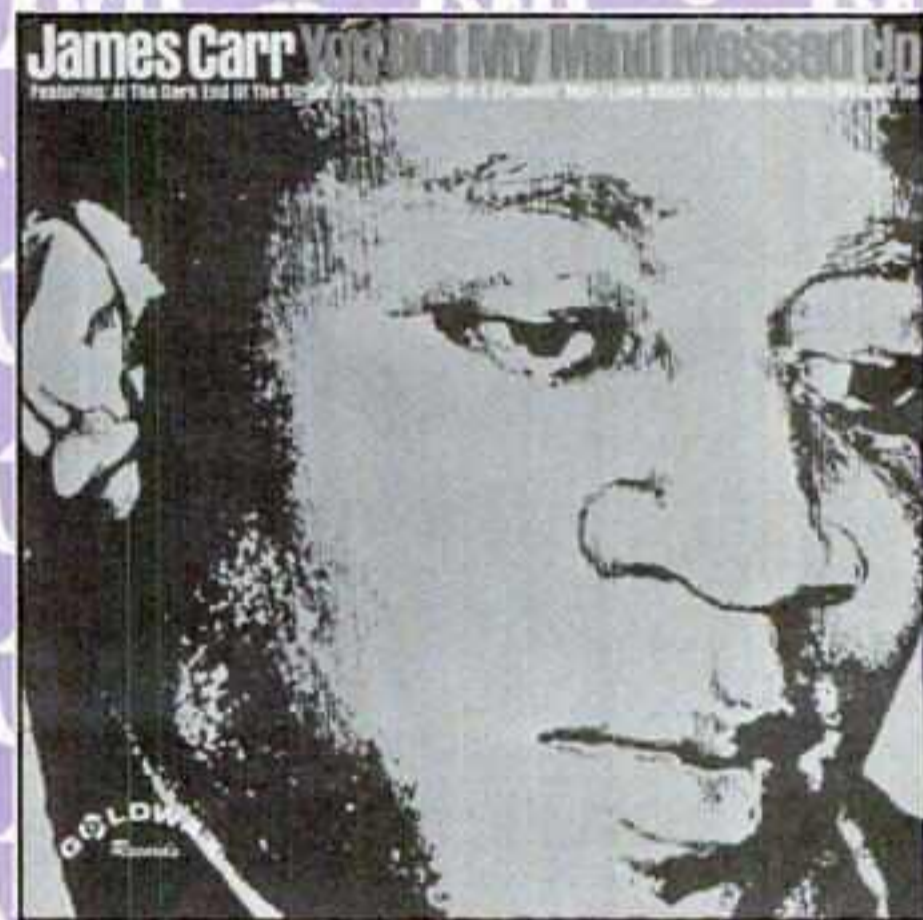
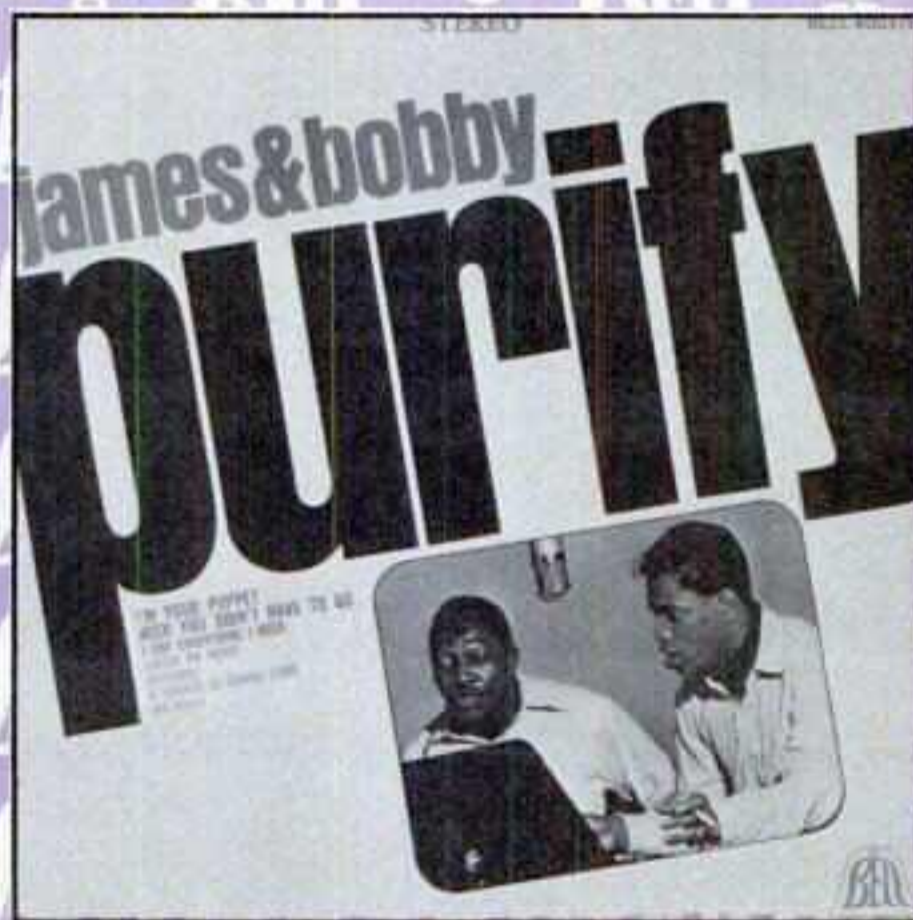
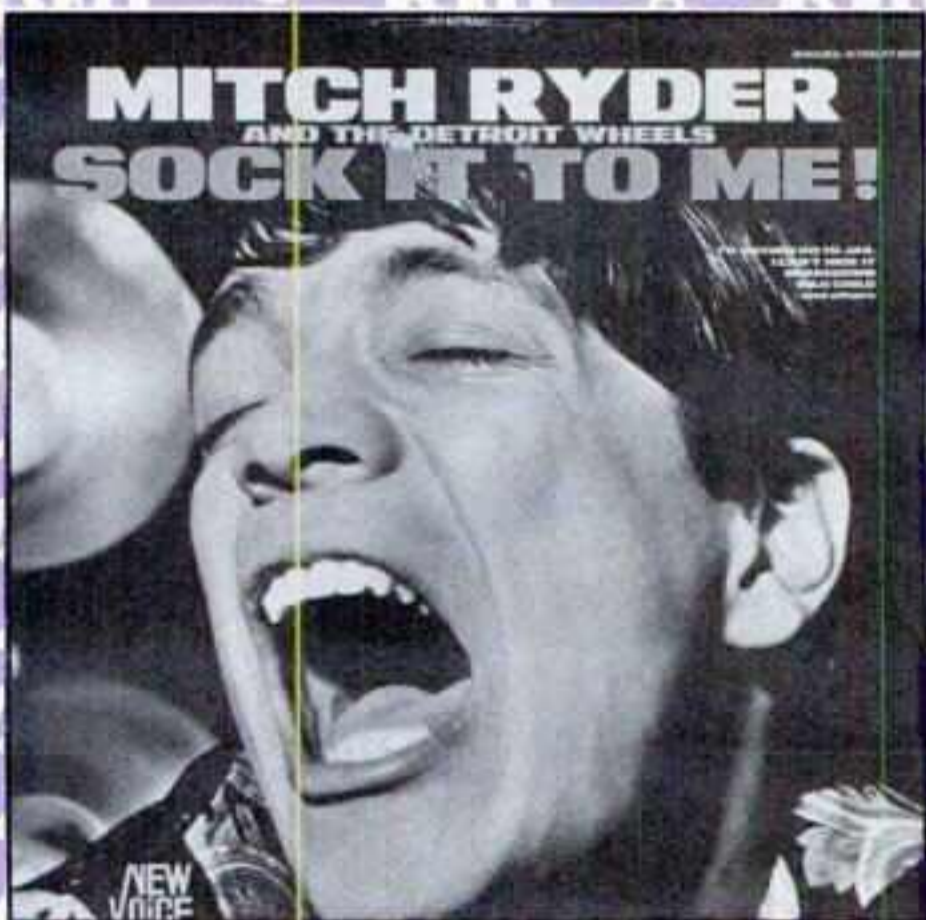
*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

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



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Speaking of records, Mickey Kapp, who's at the helm, has a past record of a hit or two himself. Who knows, we could be starting a whole new generation of hits.

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"AIN'T NO SOUL"†

KENNY BERNARD

CO-7002

*published by Mills Music
†published by T. M. Music

"GREY EYES WATCHING"

b/w

"NOBODY'S CHILD"

STEPHEN SARGENT & THE PRIDE

CO-7001

published by Mills Music



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COMPASS RECORDS, INC.
(212) 581-0210

ALBUM REVIEWS

Continued from page 43

JAZZ SPECIAL MERIT

BROTHER JACK McDUFF'S GREATEST HITS

Prestige PR 7481 (M); PRST 7481 (S)

Some excellent jazz works in this "greatest" LP that should be a must for McDuff's fans. Tunes include "Rock Candy" and "The Honeydripper."



FOUR-STAR ALBUMS

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

SOUNDTRACK

THREE BITES OF THE APPLE Soundtrack. MGM E4444 ST (M); SE 4444 ST (S)

POPULAR

MANCINI '67
Henry Mancini & His Ork. RCA Victor LPM 3694 (M); LSP 3694 (S)

THE BEST ORIGINAL SOUNDTRACKS
Various Artists. United Artists UAL 3570 (M); UAS 6570 (S)

DUKE ELLINGTON'S GREATEST HITS
Reprise R 6234 (M); RS 6234 (S)

THE SAME OLD YOU
Ike Cole. United Artists UAL 3569 (M); UAS 6569 (S)

TRAVELIN' MAN
The Astronauts. RCA Victor LPM 3733 (M); LSP 3733 (S)

BIRTH OF A SOUND
Charlie Underwood Glide Band. Warner Bros. W 1675 (M); WS 1675 (S)

LOW PRICE POPULAR

SIMON & GARFUNKEL
Pickwick PC 3059 (M); SPC 3059 (S)

HEART OF MY HEART
Living Trio. RCA Camden CAL 2124 (M); CAS 2124 (S)

LOW PRICE CLASSICAL

TCHAIKOVSKY/GLINKA BORODIN-RUSSIAN ORCHESTRAL MASTERPIECES
Czech Philharmonic Orch. (Ancerl). Crossroads 22 16 0085 (M); 22 16 0086 (S)

DES PRES: MISSA L'HOMME
Prague Madrigal Singers Musica Antiqua, Vienna (Venhoda). Crossroads 22 16 0093 (M); 22 16 0094 (S)

JAZZ

THIS IS CRISS!
Sonny Criss. Prestige PR 7511 (M); PRST 7511 (S)

RHYTHM & BLUES

ROOTS: RHYTHM AND BLUES
Various Artists. RBF 20 (M)

FOLK

GORDON BOK
Verve Folkways FT 3016 (M); FTS 3016 (S)

THE FIRST OF THE IRISH ROVERS
Decca DL 4835 (M); DL 74835 (S)

BLUES

THE ATLANTA BLUES
Various Artists. RBF 15 (M)

BLUES ROOTS/MISSISSIPPI
Various Artists. RBF 14 (M)

RELIGIOUS

A YOUNG BOY'S PRAYER
Steve Sanders. MGM E 4420 (Ms); SE 4420 (S)

LOW PRICE CHILDREN'S

CURIOUS GEORGE
Jimmy Blaine. Leo the Lion CH 1033 (M)

THE WONDERFUL WORLD OF CHILDREN'S SONGS
Rosemary Rice & Children's Chorus. Camden CAL 1079 (M); CAS 1079 (S)

THE GINGERBREAD BOY
Various Artists. Leo the Lion CH 1032 (M)

INTERNATIONAL

THE REAL CALYPSO: 1927-1946
Various Artists. RBF 13 (M)

THE LATIN SOUND OF JOHNNY ZAMOT
Decca DL 4838 (M); DL 74838 (S)

New Album Releases

ANGEL

A REGINE CRESPIN Song Recital; 36405, S 36405
ELGAR: POMP & CIRCUMSTANCE MARCHES OP. 39—New Philharmonic Orch. (Barbirolli); 36403, S 36403
HANDEL: MESSIAN—Soloists & Ambrosian Singers (Mackerras); 36409-10-11, S 36409-10-11
HAYDN: SYMPHONY NO. 100 IN G—New Philharmonia Orch. (Klemperer); 36364, S 36364
OFFENBACH: TALES OF HOFFMAN—HIGHLIGHTS—Various Artists/Paris Conservatoire Orch. (Cluytens); 36413, S 36413
HUGO WOLF: SONGS FROM THE ROMANTIC POETS—Elisabeth Schwarzkopf & Gerald Moore; 36308, S 36308

ASCH

VARIOUS ARTISTS—Asch 1939-1945; AA 3/4

ATCO

DICK ORKIN/JANE ROBERTS/JIM RUNYON—The Best of Chickenman; 33-207
SONNY & CHER—In Case You're in Love; 33-203, SD 33-203
SOUND TRACK—The Game Is Over; 33-205, SD 33-205

CAPITOL

DAVID CURRY—My Ireland; T 10028, DT 10028
AL MARTINO—This Love for You; T 2654, ST 2654
Presenting RUBIN MITCHELL; T 2658, ST 2658
SEEKERS—Georgy Girl; T 2431, ST 2431
The Best of MERLE TRAVIS; T 2662, DT 2662
Aloha From Tennessee ERNIE FORD; T 2681, ST 2681
STAN KENTON Plays for Today; T 2655, ST 2655
JACKIE GLEASON—A Taste of Brass for Lovers Only; W 2684, SW 2684
ELLA FITZGERALD—Brighten the Corner; T 2685, ST 2685
TONY SANDLER & RALPH YOUNG—On the Move; T 2686, ST 2686
GRACE MARKAY; T 2687, ST 2687
JAY McSHANN—McShann's Piano; T 2645, ST 2645
CHARLIE LOUVIN—I'll Remember Always; T 2689, ST 2689
JEAN SHEPARD—Heart, We Did All We Could; T 2690, ST 2690
RED SIMPSON—Truck Drivin' Fool; T 2691, ST 2691
VARIOUS ARTISTS—Country Song Round-Up; T 2692, ST 2692

CAPITOL IMPORTS (Argentina)

RAMONA GALARZA—Cancionero Guarani; SLD 75
MARIANO MORES; SLD 881
VARIOUS ARTISTS—Figuras De Tango; SLD 226

CAPITOL OF THE WORLD

ADOLFO GARZA DE MEXICO; T 10460, ST 10460
LAS FUENTES DE MEXICO; T 10461, ST 10461
FIESTA JAROCHA; T 10464, ST 10464
FIESTA RANCHERA; T10465, ST 10465

COLUMBIA

E. POWER BIGGS—Buxtehude at Luneburg; ML 6344, MS 6944
MILES DAVIS—Miles and Miles; CL 2601, CS 9401

COMMAND

WARREN KIME—Brass Impact; RS 910 SD

COUNTRY

RAY & INA PATTERSON—Old Time Ballads & Hymns; 708
VARIOUS ARTISTS—Texas Fiddle Favorites; 707

CROSSROADS

BRAMMS: VIOLIN SONATAS 2 & 3—Joseph Suk/Jim Panenka; 22-16-0087, 22-16-0088
DEBUSSY: LA MER—Czech Philharmonic Orch. (Fournet); 22-16-0091, 22-16-0092
DES PRES: MISSA "L'HOMME ARME"—Prague Madrigal Singers Musica Antiqua, (Venhoda); 22-16-0093, 22-16-0094
DVORAK: QUARTET IN E MAJOR—Dvorak Quartet; 22-16-0089, 22-16-0090
TCHAIKOVSKY/GLINKA/BORODIN - RUSSIAN ORCH. MASTERPIECES—Czech Philharmonic Orch. (Ancerl); 22-16-0085, 22-16-0086

DATE

PEACHES & HERB—Let's Fall in Love; TEM 3004, TES 4004

DECCA

BRITTEN: LES ILLUMINATIONS—Princeton Chamber Orch. (Harsanyi); DL 10138, DL 710138
DVORAK: CZECH SUITE—Musica Aeterna Orch. (Waldman); DL 10137, DL 710137

(Continued on page 48)

His smile is a hit wide!

BOBBY VINTON

**“FOR HE’S A
JOLLY GOOD FELLOW”**

5-10136



EPIC Marca Reg. T.M. PRINTED IN U.S.A.

New Album Releases

Continued from page 46

DOT

THE MILLS BROTHERS Live at Tivoli Gardens; DLP 3783, DLP 25783
FRANKIE CARLE; DLP 3789, DLP 25789
MYRON FLOREN—Shall We Dance?; DLP 3787, DLP 25787
EDDIE FISHER—His Greatest Hits; DLP 3785, DLP 25785
DON TIARE & THE ALOHAS—Soft Hawaiian Sounds; DLP 3784, DLP 25784
ART COATES—Whistling Like the Birds; DLP 3781, DLP 25781

EPIC

NANCY AMES—Spiced With Brazil; LN 24238, BN 26238
THE CANADIAN SWEETHEARTS — Side By Side/Pop and Country; LN 24243, BN 26243
DAVE CLARK FIVE — 5 x 5; LN 24236, BN 26236
LOS MELODICOS—Tu Me Bas De Querer; LF 18054, BF 19054
ZOOT MONKEY'S Big Roll Band at Klook's Klook; In 24241, BN 26241
BILLY SHERRILL QUINTET — Classical Country; LN 24232, BN 26232
STAPLE SINGERS—Pray On; LN 24237, BN 26237

FOUR CORNERS OF THE WORLD

FRANCOISE HARDY—Je Vous Aime; FCL 4238, FCS 4238

KAPP

GENO WASHINGTON & THE RAM JAM BAND — Hand Clapping Foot Stompin' Funky-Butt . . . Live; KL 1515, KS 3515

LIFE

ARTHUR LYMAN—Ilkai; L 1035, SL 1035
GLORIA LYNN'S—Greatest Hits; 441, S 441

MACE

BACH: SONATA & PARTITA FOR VIOLINS UNACCOMPANIED, VOL. III; MCM 9058, MCS 9058
Baroque Music for the Cello—Vienna State Folk Opera Orch. (Mainardi); MCM 9077, MCS 9077
PAUL BERNARDI — Spanish Organ Music; MCM 9059, MCS 9059
Chamber Music for Voices — Klagenfurt Madrigalchor Chorus (Mittergradneger); MCM 9078, MCS 9078
German Opera Overtures — Vienna State Opera Orch (Bauer-Theusel); MCM 9037, MCS 9037

GRIEG: CONCERTO IN A MINOR OP. 16—Bavarian Radio Orch. (Gruner-Hegge); MCM 9064, MCS 9064
Orchestral Music From the Mannheim School—Northern Sinfonia Orch. (Brott); MCM 9069, MCS 9069
Serenades for Wind Instruments—Northern Sinfonia Orch (Brott); MCM 9065, MCS 9065

MELODIYA

SHOSTAKOVICH: KATERINA ISMAILOVA — Drama Theater Chorus & Orch. (Provatov); 40006-7-8, S 40006-7-8
TCHAIKOVSKY: CONCERTO IN D MAJOR OP 35—Moscow Philharmonic Symphony Orch. (Oistrakh); R 40009, SR 40009

MERCURY

TONY RANDELL—Vo Vo, De, Oh Doe; MG 21108, SR 61108

MOMENTUM

TOM WEST; MLP 101

NORTENO

Max-Baca Y Su Conjunto Norteno; Q 349, QQ 12

PRESTIGE

SONNY CRISS—This is Criss!; PR 7511, PRST 7511
BROTHER JACK McDUFF'S Greatest Hits; PR 7481, PRST 7481
SHINIEHI YUIZE—The Romance of Japan; PR 7505
SHINIEHI YUIZE—The Artistry of Japan; PR 7504

RCA CAMDEN

HANK SNOW—The Last Ride; CAL 782, CAL 782 S

RBF

VARIOUS ARTISTS—Blues Roots/Mississippi; 14

SEECO

JOE CUBA SEXTET—Breakin' Out; SCLP 9292, SCLP 9292D

SERAPHIM

BEETHOVEN: THE COMPLETE STRING QUARTETS, VOL. I—Hungarian Quartet The Early Quartets; IC 6005, SIC 6005
BEETHOVEN: THE COMPLETE STRING QUARTETS VOL. II The Middle Quartets—Hungarian Quartet; IC 6006, SIC 6006

BREAKOUT SINGLES

NATIONAL BREAKOUTS

DEDICATED TO THE ONE I LOVE

Mama's & the Papa's, Dunhill 4077 (Trousdale, 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.

WHO DO YOU LOVE . . .

Woolies, Dunhill 4052 (Arc, BMI) (Detroit)

SHE'S LOOKING GOOD . . .

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

THAT ACAPULCO GOLD . . .

Rainy Doze, UNI 55002 (Clariage, ASCAP) (San Francisco)

WHAT YOU'RE DOIN' TO ME . . .

Roscoe Robinson, Wand 1149 (Scoe/Flomar, BMI) (Washington)

I DON'T WANT TO LOSE YOU . . .

Jackie Wilson, Brunswick 55309 (Jalynne/BRC, BMI) (Miami)

SPACE ROCK—PT. 2 . . .

Baskerville Hounds, Tema 128 (Tema, ASCAP) (Cleveland)

STORMY WEATHER . . .

Magnificent Men, Capitol 5812 (Arko, ASCAP) (Philadelphia)

BAREFOOTIN' . . .

Willie Mitchell, Hi 2119 (Bonatemp, BMI) (New Orleans)

WHY NOT TONIGHT . . .

Jimmy Hughes, Fame 1011 (Fame, BMI) (Miami)

YOU ALWAYS HURT ME . . .

Impressions, ABC 10900 (Chi-Sound, BMI) (Washington)

MR. FARMER . . .

Seeds, GNP Crescendo 383 (Neil/Purple Bottle, BMI) (San Francisco)

THEME FROM WILD ANGELS . . .

Ventures, Dalton 327 (Dijon, BMI) (Dallas-Fort Worth)

MAIRZY DOATS . . .

Innocence, Kama Sutra 222 (Miller, ASCAP) (Memphis)

WHERE DOES THE GOOD TIMES GO . . .

Buck Owens, Capitol 5811 (Blue Book, BMI) (Houston)

BEETHOVEN: THE COMPLETE QUARTET VOL. III The Late Quartets—Hungarian Quartet; ID 6007, SID 6007

BENIAMINO GIGLI—Italian Songs; IB 6008

BENIAMINO GIGLI—Sacred Songs; 60036

COLIN DAVIS—Mozart: Nine Opera Overtures—Royal Philharmonic Orch. 60037, S 60037

SURE

The World Renowned FERKO STRING BAND Plays Sousa; SS Vol. 27

USA

BUCKINGHAMS—Kind of a Drag; 107

VIVA

THE MIDNIGHT STRING QUARTET—Spanish Rhapsodies for Young Lovers; V 6004, V 36004

ASCAP's Mancini, BMI Reach a Deal

NEW YORK — BMI has reached an agreement with Henry Mancini, an ASCAP writer on the assignment of performing rights. Under the contract, half of the music composed by Leslie Bricusse of BMI and Mancini for any motion picture or musical theater production shall be licensed by BMI. Separate musical selections and incidental music contained in these scores will be

allocated to BMI by the writers.

If these scores contain an odd number of works, the odd compositions will be licensed by BMI on an alternating arrangement. Title songs in scores composed by the team will also be licensed through BMI on an alternating basis.



NO MAN IS ABOVE THE LAW!

ESTHER JAMES

ANSWERS I HAVE KEPT THE FAITH

From This Album—

A Hit Single!
Faith 101

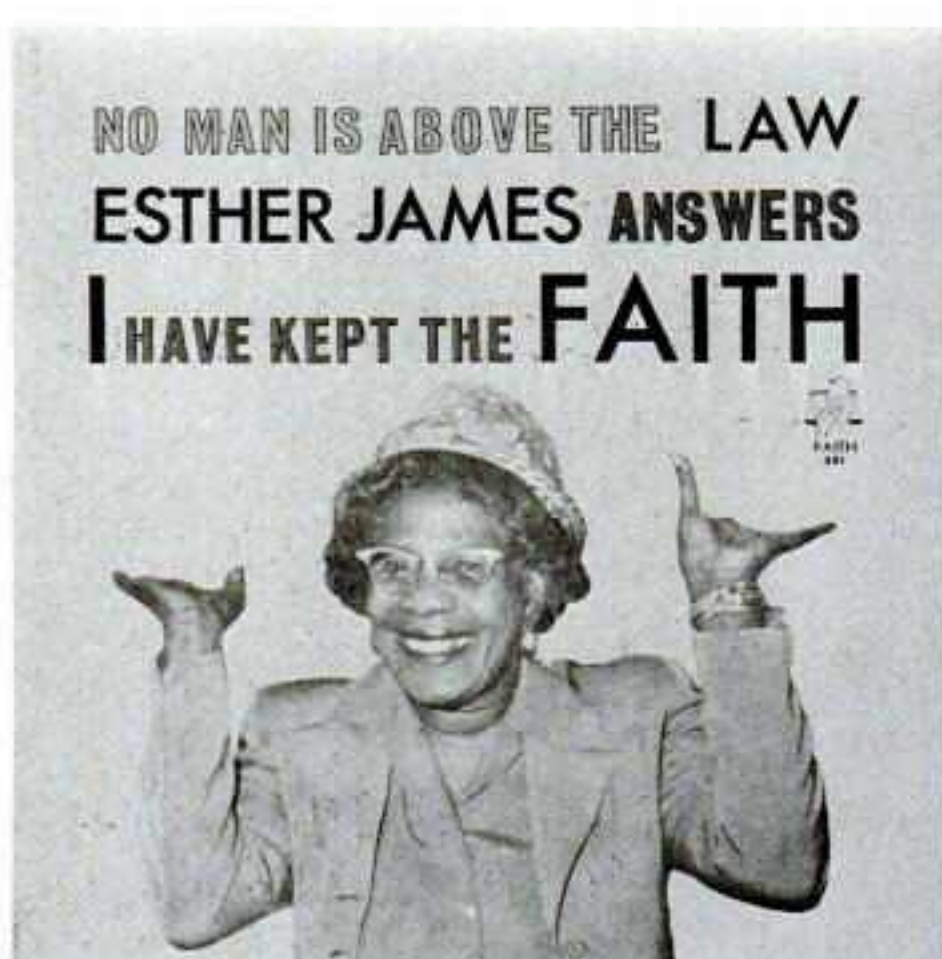
Adam Smart-Esther Smarter
Fate Music (BMI)

HOLD THE DOUGH
Fate Music (BMI)

Once was a lady
Named Esther James
A guy named Adam
Called her nasty names
Judge said to pay
But he came up short
Now he's got himself
A contempt of court
That man, Adam Clayton
Hold the dough
He ain't legislatin'
Hold the dough
While Esther's still waitin'
Hold the dough
Adam left Harlem
Immediately
Took a little trip
Down to Bimini
While he was sailin'
Out in the sun
They grabbed his seat
Down in Washington
That man, Adam Clayton
Hold the dough
He ain't legislatin'
Hold the dough
While Esther's still waitin'
Hold the dough
Hold the dough
Hold the dough
Hold the dough
And give it up slow
Hold the dough
Hold the dough
Hold the dough
He sure likes to owe
Everybody say it
Hold the dough
Republicans won't pay it
Hold the dough
Democrats, maybe
Hold the dough
Keep the faith, baby
Hold the dough

Adam was the very first man
They say
There is another Adam today
He tasted a forbidden fruit
Instead of an apple
It's a libel suit
He called a lady
Some things real bad
Which got her very, very mad
The lady's name was Esther
Instead of Eve
Now it's Harlem, not Eden
That he had to leave
That's right
Esther is smarter
That's right
Esther is smarter
That's right
Esther is smarter
That's right
Esther is smarter
That's right, that's right

Samson was the strongest man
In history
Adam Clayton thought
That so was he
He went into court
And he got beat
Instead of his hair
He lost his Congressional seat
In politics, he was very strong
'Til Esther, not Delilah, came along
Chairman of a committee
He was like a king
Now he's not a chairman
Of anything
That's right
Esther is smarter
That's right
Esther is smarter
That's right
Esther is smarter
That's right
Esther is smarter
That's right, that's right



Faith 501

FAITH RECORDS

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"WITH THIS RING"

MUSICOR 1229

THE PLATTERS

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THAN "LOVE YOU
1000 TIMES"**

**TAKING OFF WITH
STATION PICKS AT**

Philadelphia—WIBG, WFIL, WHAT, WDAS

Baltimore—WWIN, WCAO, WEBB, WSID

Washington—WOL, WOOK, WUST

Chicago—WVON

Detroit—WCHB, WJLB, WXYZ

Cleveland—WJMO, WABQ

New York—WMCA, WWRL, WOR

Cincinnati—WCIN, WLOU

Atlanta—WIGO, WERD, WAOK

Hartford—WDRC, WPOP

Miami—WAME

Charlotte—WGIV

San Francisco—KFRC, KSOL, KDIA, KXOA

Providence—WPRO, WICE



Left to right, **HERB REED**, founder **DAVID LYNCH**,
SONDRA DAWN, **NATE NELSON**, **SONNY TURNER**, lead singer



COUNTRY MUSIC

Country Ready to Pop: Clement

By HERB WOOD

NASHVILLE — It may soon be much easier to break a country record into the pop market, believes Jack Clement, one of the hottest independent producers in the music business. Clement has attained his stature by creating a solid roster of country artists, performers who consistently make the charts by selling a goodly share of the market's country product. Three Clement-produced records are currently on the Billboard country chart, and two more were recent Spotlight picks.

Leading Clement's roster is Country Charlie Pride, the talented Negro country singer whose "Just Between You and Me" single on RCA Victor jumped into the Top 10 on the singles chart last week. Clement first cut a Pride disk when the singer lived in Montana and sold the master to Victor The single, "Snakes Crawl at Night," gave Pride the impetus to pursue his career in country music.

Modern Country

Clement's success stems from his ability to create a "sound" for modern country music. Although he claims an affinity for

the bluegrass idiom, which he says influences his productions, Clement creates a modern background for the bluegrass banjo sound, resulting in a more sophisticated sound suitable for "town and country" programming.

Besides producing Charlie Pride's disks, Clement also cuts the Stoneman Family, Hank Williams Jr., Tompall and the Glaser Brothers, Sheb Wooley (Ben Colder), the Willis Brothers and Murv Shiner. Currently he is producing a session for Bob Beckham and is negotiating with Guy Mitchell for a session with Starday.

Clement's background in the industry is varied. He has produced many Top 40 groups for Sun Records in Memphis, where Elvis Presley got his start, and will continue to cut some rock 'n' roll sessions in Nashville. "Country music," says Clement, "is getting closer to pop music every day, and pop is getting closer to country. Soon it will be easier to break a country disk in the pop field."

Likes Bluegrass

In foreseeing a possible trend in country music, Clement believes bluegrass could make a commercial comeback with some slight revisions. Clement feels the songs need more sophisticated lyrics and more modern instrumentation to be commercially acceptable in today's market. Revealing his feelings for the sound Bill Monroe made famous, Clement said: "If I cut what I'd like to cut, I'd cut blue-



THE NEW BEACON CLUB, a country music nitery, opened last week in the Boston area at Everett, Mass. Columbia Records artist Ray Price was the headliner, and the club had to turn away more than 250 guests. Standing is owner Darr Mattuchio, left, and club director Bob Riley, the artist-promoter who campaigned for the club. Ray Price is sitting in the center with two members of his group.

U. S. Overseas Push On C&W, Nashville

• Continued from page 1

will invite people to Nashville underscoring the city's pride in the "Nashville Sound" and list several of the area's tourist attractions.

Singleton said the record will eventually be distributed to prospective visitors from overseas through U. S. Travel Service offices in London, Paris, Rome, Frankfurt, Amsterdam, Stockholm, Sao Paulo, Caracas, Mexico City, Sydney and Tokyo.

Deejays around the world and travel bureaus will receive copies of the record. In addition,

copies will be sent to newspapers with a release from the government.

The Government is now seeking to line up country music artists who will, during their overseas tours, do promotions on behalf of the U. S., encouraging tourists to visit Nashville. A project spokesman contacted the Lucky Moeller talent agency in Nashville last week.

Singleton will produce the music background for the record and is now lining up the personnel to narrate the message.

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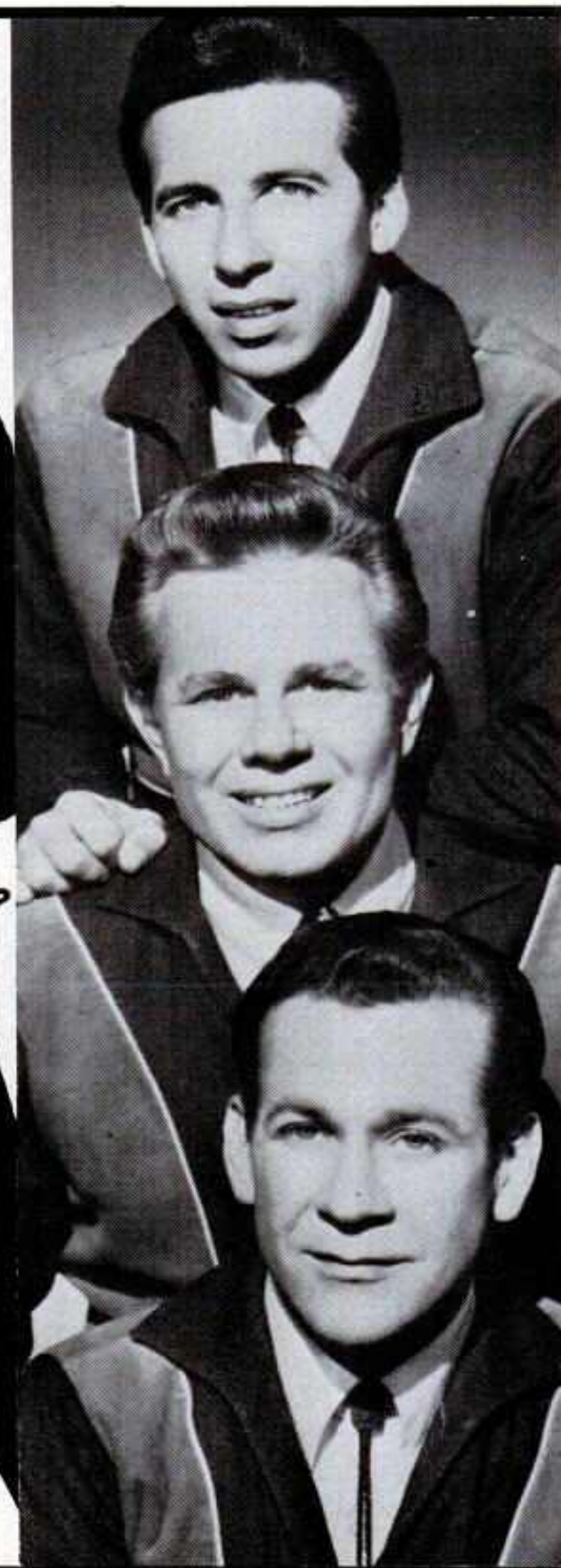
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Billboard SPECIAL SURVEY for Week Ending 2/25/67

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		WHERE DOES THE GOOD TIMES GO ... 7 Buck Owens, Capitol 5811 (Bluebook, BMI)	7	39	42	NO TEARS MILADY ... 4 Marty Robbins, Columbia 43845 (Mojave/Noma, BMI)	4
2	3	I'M A LONESOME FUGITIVE ... 11 Merle Haggard, Capitol 5803 (4 Star, BMI)	11	40	41	ALL OF ME BELONGS TO YOU ... 4 Dick Curless, Tower 306 (Bluebook, BMI)	4
3	6	LOSER'S CATHEDRAL ... 10 David Houston, Epic 10102 (Gallico, BMI)	10	41	50	DRIFTING APART ... 3 Warner Mack, Decca 32082 (Page Boy, SESAC)	3
4	4	THERE GOES MY EVERYTHING ... 19 Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	19	42	63	I COME HOME A DRINKIN' ... 3 Jack Webb, Decca 32087 (Sure Fire, BMI)	3
5	2	DON'T COME HOME A DRINKIN' ... 16 Loretta Lynn, Decca 32034 (Sure Fire, BMI)	16	43	51	HE'S GOT A WAY WITH WOMEN ... 4 Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	4
6	15	I WON'T COME IN WHILE HE'S THERE ... 6 Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	6	44	52	I DIDN'T JUMP THE FENCE ... 2 Red Sovine, Starday 794 (Southtown, BMI)	2
7	7	HAPPY TRACKS ... 10 Kenny Price, Boone 1051 (Pamper, BMI)	10	45	45	I CAN'T TAKE IT NO LONGER ... 10 Hank Williams Jr., MGM (Ly-Rann, BMI)	10
8	19	WALK THROUGH THIS WORLD ... 6 George Jones, Musicor 1226 (Glad, BMI)	6	46	59	YOU CAN HAVE HER ... 4 Jim Edward Brown, RCA Victor 9077 (Harvard-Big Billy, BMI)	4
9	10	JUST BETWEEN YOU AND ME ... 13 Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	13	47	66	WALK ME TO THE STATION ... 4 Stu Phillips, RCA Victor 9066 (Acuff-Rose, BMI)	4
10	9	I NEVER HAD THE ONE I WANTED ... 14 Claude Gray, Decca 32039 (Vanjo, BMI)	14	48	53	SWEET MISERY ... 2 Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	2
11	11	GREEN RIVER ... 11 Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	11	49	39	WHERE COULD I GO (But to Her) ... 12 David Houston, Epic 10102 (Gallico, BMI)	12
12	5	ONCE ... 13 Ferlin Husky, Capitol 5775 (Harbot, SESAC)	13	50	60	THE TOWN THAT NEVER SLEEPS ... 5 Charlie Walker, Epic 10118 (Tree, BMI)	5
13	16	GET WHILE THE GETTIN' GOOD ... 7 Bill Anderson, Decca 32077 (Stallion, BMI)	7	51	69	I DON'T WANT TO BE WITH YOU ... 2 Conway Twitty, Decca 32081 (Wilderness, BMI)	2
14	14	A WANDERIN' MAN ... 11 Jeannie Seely, Monument 987 (Pamper, BMI)	11	52	74	LIFE TURNED HER THAT WAY ... 2 Mel Tillis, Kapp 804 (Wilderness, BMI)	2
15	22	STAMP OUT LONELINESS ... 4 Stonewall Jackson, Columbia 43966 (4 Star, BMI)	4	53	57	DON'T PUT YOUR HANDS ON ME ... 8 Lorene Mann, RCA Victor 9045 (Navahaminjo, BMI)	8
16	21	TEARS WILL BE A CHASER FOR YOUR WINE ... 11 Wanda Jackson, Capitol 5789 (Tree, BMI)	11	54	55	MAMA'S LITTLE JEWEL ... 9 Johnny Wright, Decca 32061 (Moss-Rose, BMI)	9
17	17	OH WOMAN ... 8 Nat Stuckey, Paula 257 (Stuckey, BMI)	8	55	67	LOVE MAKES THE WORLD GO ROUND ... 2 Kitty Wells, Decca 32088 (Wells, BMI)	2
18	8	HURT HER ONCE FOR ME ... 16 Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	16	56	—	NEED YOU ... 1 Sonny James, Capitol 5833 (Bibo, ASCAP)	1
19	25	COLD HARD FACTS OF LIFE ... 5 Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	5	57	—	MY KIND OF LOVE ... 1 Dave Dudley, Mercury 72655 (Vector, BMI)	1
20	13	BEAR WITH ME A LITTLE LONGER ... 16 Billy Walker, Monument 980 (Hill & Range, BMI)	16	58	58	OFF AND ON ... 10 Charlie Louvin, Capitol 5791 (Stallion, BMI)	10
21	18	BURNING BRIDGES ... 12 Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	12	59	61	APOLOGIZE ... 7 Buddy Cagel, Imperial 66218 (Metric, BMI)	7
22	32	URGE FOR GOING ... 6 George Hamilton IV, RCA Victor 9059 (Gandolf, BMI)	6	60	64	WALKER'S WOODS ... 7 Ed Bruce, RCA Victor 9044 (Combine, BMI)	7
23	20	YOU BEAT ALL I EVER SAW ... 10 Johnny Cash, Columbia 43921 (Southwind, BMI)	10	61	71	HARDLY ANYMORE ... 2 Bob Luman, Hickory 1430 (Acuff-Rose, BMI)	2
24	27	GONE ON THE OTHER HAND ... 9 Tompall & the Glaser Brothers, MGM 13611 (Jack, BMI)	9	62	68	DON'T WIPE THE TEARS THAT YOU CRY FOR HIM ... 3 Tommy Collins, Columbia 53972 (Seashell, BMI)	3
25	12	MISTY BLUE ... 18 Wilma Burgess, Decca 32027 (Talmont, BMI)	18	63	65	THE ONLY THING I WANT ... 5 Cal Smith, Kapp 788 (Sure Fire, BMI)	5
26	26	HULA LOVE ... 12 Hank Snow, RCA Victor 9012 (Nom, BMI)	12	64	—	SWEET THANG ... 1 Ernie Tubb & Loretta Lynn, Decca 32091 (Su-Ma/Stuckey, BMI)	1
27	40	FUEL TO THE FLAME ... 5 Skeeter Davis, RCA Victor 9058 (Combine, BMI)	5	65	—	FLY BUTTERFLY FLY ... 1 Marty Robbins, Columbia 43845 (Mariposa, BMI)	1
28	30	MABEL ... 8 Skeets McDonald, Columbia 43946 (Central, BMI)	8	66	—	IT'S SUCH A PRETTY WORLD TODAY ... 1 Wynn Stewart, Capitol 5831 (Freeway, BMI)	1
29	31	COUNTRY BOY'S DREAM ... 11 Carl Perkins, Dottie 505 (Cedarwood, BMI)	11	67	—	BUT WAIT THERE'S MORE ... 1 Justin Tubb, RCA Victor 9082 (Tree, BMI)	1
30	24	FUNNY, FAMILIAR, FORGOTTEN FEELINGS ... 17 Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	17	68	70	STOOD UP ... 2 Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	2
31	38	WORDS I'M GONNA HAVE TO EAT ... 6 Bill Phillips, Decca 32074 (4 Star, BMI)	6	69	—	BOB ... 8 Willis Brothers, Starday 796 (Jack, BMI)	8
32	34	SOMEONE TOLD MY STORY ... 9 Merle Haggard, Capitol 5803 (Bluebook, BMI)	9	70	72	JUST TO BE WHERE YOU ARE ... 3 Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	3
33	47	DUMB BLONDE ... 6 Dolly Parton, Monument 982 (Tree, BMI)	6	71	73	LITTLE THINGS EVERY GIRL SHOULD KNOW ... 3 Claude King, Columbia 43867 (King, BMI)	3
34	44	DROPPING OUT OF SIGHT ... 7 Jimmy Newman, Decca 32067 (Newkeys, BMI)	7	72	—	FISHING ON THE MISSISSIPPI ... 1 Bob Morris, Tower 307 (Bluebook, BMI)	1
35	23	WHAT'S COME OVER MY BABY ... 11 Dottie West, RCA Victor 9011 (Tree, BMI)	11	73	75	INSTANT LOVE ... 2 Mitchell Torok, Reprise 0541 (Smooth/Noma, BMI)	2
36	36	THE REAL THING ... 9 Billy Grammer, Epic 10103 (Newkeys, BMI)	9	74	—	KICKIN' TREE ... 1 Bonnie Guitar, Dot 16987 (Sun-Vine, BMI)	1
37	54	LONELY AGAIN ... 2 Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	2	75	—	YOUR HANDS ... 1 Johnny Dollar, Dot 16990 (Yonah, BMI)	1
38	46	HEART WE DID ALL WE COULD ... 5 Jean Shepard, Capitol 5822 (Central Songs, BMI)	5				

Billboard SPECIAL SURVEY for Week Ending 2/25/67

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1		THERE GOES MY EVERYTHING ... 7 Jack Greene, Decca DL 4845 (M); DL 74845 (S)	7
2	2	OPEN UP YOUR HEART ... 6 Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	6
3	7	TOUCH MY HEART ... 5 Ray Price, Columbia CL 2606 (M); CS 9406 (S)	5
4	4	NASHVILLE REBEL ... 8 Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	8
5	5	SOMEBODY LIKE ME ... 10 Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	10
6	3	THE BEST OF SONNY JAMES ... 13 Capitol T 2615 (M); ST 2615 (S)	13
7	6	SWINGING DOORS ... 18 Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	18
8	13	NAT STUCKEY SINGS ... 19 Paula LP 2192 (M); LPS 2192 (S)	19
9	10	YOU AIN'T WOMAN ENOUGH ... 21 Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	21
10	8	ALL'S FAIR IN LOVE 'N' WAR ... 16 Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	16
11	12	WITH ALL MY HEART AND SOUL ... 4 Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	4
12	11	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" ... 16 George Jones, Musicor MM 2106 (M); MS 3106 (S)	16
13	17	LEAVIN' TOWN ... 17 Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	17
14	15	TWO FOR THE SHOW ... 4 Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	4
15	9	WHERE IS THE CIRCUS ... 15 Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	15
16	16	HAPPINESS IS YOU ... 16 Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	16
17	14	BORN TO SING ... 18 Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	18
18	21	MY HEART'S IN THE COUNTRY ... 6 Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	6
19	18	I'LL TAKE THE DOG ... 13 Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	13
20	19	BAD SEED ... 11 Jan Howard, Decca DL 4832 (M); DL 74832 (S)	11
21	20	BIG BEN STRIKES AGAIN ... 10 Ben Colder, MGM E 4421 (M); SE 4421 (S)	10
22	22	LOOK INTO MY TEARDROPS ... 9 Conway Twitty, Decca DL 4828 (M); DL 74828 (S)	9
23	23	COUNTRY GENTLEMAN ... 3 Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	3
24	24	YOURS SINCERELY ... 12 Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	12
25	26	TEARDROP LANE ... 5 Ned Miller, Capitol T 2586 (M); ST 2586 (S)	5
26	29	THIS I BELIEVE ... 3 Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	3
27	28	OUR KIND OF COUNTRY ... 7 Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	7
28	27	GREAT COUNTRY SONGS ... 11 Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	11
29	25	FREE AND EASY ... 13 Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	13
30	39	THE DRIFTER ... 7 Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	7
31	35	COUNTRY CHARLIE PRIDE ... 17 RCA Victor LPM 3645 (M); LSP 3645 (S)	17
32	34	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS ... 31 Capitol T 2556 (M); ST 2556 (S)	31
33	37	ALMOST PERSUADED ... 26 David Houston, Epic LN 24213 (M); BN 26213 (S)	26
34	—	UNMITIGATED GALL ... 1 Faron Young, Mercury MG 21110 (M); SR 61110 (S)	1
35	31	IF THE WHOLE WORLD STOPPED LOVIN' ... 13 Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	13
36	36	DON BOWMAN RECORDED ALMOST LIVE ... 2 Don Bowman, RCA Victor LPM 3646 (M); LSP 3646 (S)	2
37	38	ALL OF ME BELONGS TO YOU ... 2 Bonnie Owens & the Strangers, Capitol T 2660 (M); ST 2660 (S)	2
38	32	THE SEELY STYLE ... 20 Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	20
39	40	HERE'S WHAT'S HAPPENING ... 2 Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S)	2
40	—	BEST OF HANK THOMPSON, VOL. II ... 1 Capitol, T 2661 (M); DT 2661 (S)	1

IT'S GROWING!

IT'S GROWING!

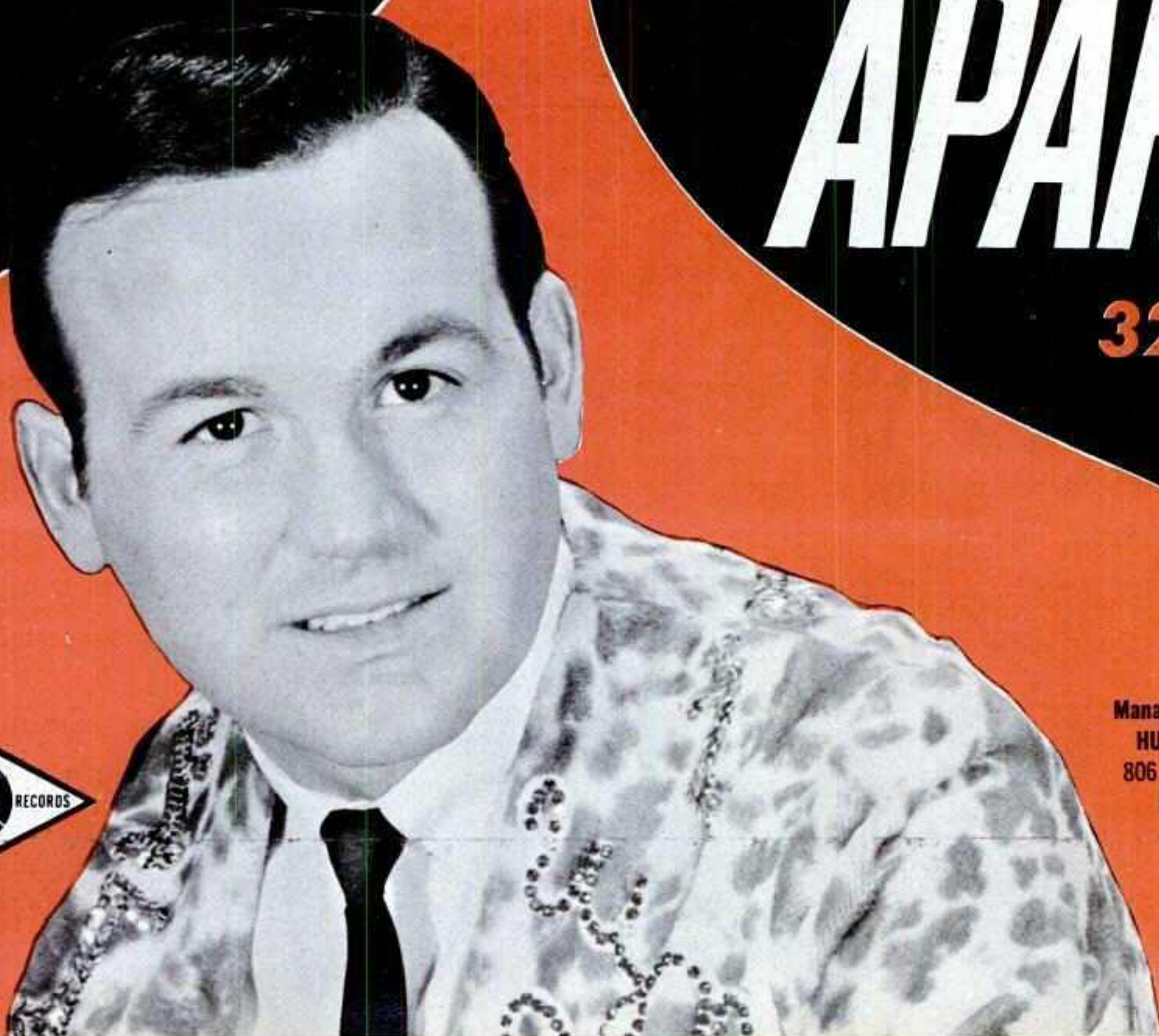
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Nashville Scene

By HERB WOOD

Music City is humming with hot new hits this week in both country and pop fields. **Sonny James'** "Need You" is a favorite with major market deejays, and Capitol's up-and-coming young talent, **Wynn Stewart**, has a hot one in "It's Such a Pretty World Today." Kapp's **Mel Tillis** going strong in Atlanta with his "Life Turned Her That Way," while his label-mate, **Hugh X. Lewis**, debuts his latest, "Tender-Hearted Me." In the pop scene, Nashville's **Sandy Posey** has her third straight hit with **John D. Loudermilk's** tune, "What a Woman in Love Won't Do," while Music City's favorite son, **Roy Orbison**, has himself a sure chart-buster in "So Good." . . . Speaking of new disks on the market, **Merle Haggard** has a sure smash to follow his "Fugitive" winner. His Capitol single of "I Threw Away the Rose" should be in deejay

hands this week. . . . **George Christie**, a wax-spinner at KAYO, Seattle, visited fellow air personality **Ralph Emery** at WSM Radio here last week. Christie, in addition to his duties at all-country KAYO, produces the disk sessions for **Bonnie Guitar**. . . . Also dropping in at Emery's "Opry Star Spotlight" broadcast was Columbia's **Little Jimmy Dickens**. Jimmy brought along his latest Columbia novelty tune, "Country Music Lover." The cute, clever lyric should demand as much airplay attention as Jimmy's smash hit last year of "May the Bird of Paradise, etc." . . . MGM's **Johnny Tillotson** in town for sessions at the RCA studios. The singer's new single release is "Tom Jones Is Back in Town." . . . **Bill Phillips** also back in town after playing a date in Florida last weekend. Not so lucky were **Sonny James**, **Charlie Louvin** and **Stonewall Jackson**, who were booked last week in cold, snowy Canada. Louvin is currently working on a project to gather old **Tex Ritter** disks, which he will present to the popular country star. Charlie says he is particularly interested in obtaining Tex's early LP, "The Border Affair," and any others that Tex's myriad fans may have collected over the years. Send your Ritter collector's items to **Charlie Louvin**, Capitol Records, 804 16th Avenue, South, Nashville. . . . Decca's **Webb Pierce** has a hot single to replace his "Where'd Ya Stay Last Night" winner. His just-released "Goodbye City, Goodbye Girl" disk is everyone's pick hit. Webb also has a Spotlight LP out with the title, obviously, "Where'd Ya Stay, etc." . . . **Billy Walker** should return to the top of the chart quickly with his latest Monument outing, "Anything Your Heart Desires." Billy's headed for his third straight smash with the

new single. . . . Veteran country program director, **Jack Gardner**, has gone from powerful WPLO, Atlanta, to KBOX, Dallas, which has switched from Top 40 to all-country programming. Jack should do an exceptional job in getting KBOX top ratings as c.&w. station. **Red Jones**, former p.d. at pop outlet WQXI, Atlanta, will fill Jack's slot at WPLO. Red has a solid country music background, and even managed to spin some country disks on WQXI from time to time. Good luck to both Red and Jack. . . . Capitol's **Wade Pepper** reports the label is rushing out **Jean Shepard's** "Heart We Did All That We Could" LP in response to the sales action generated by Jean's single. Should be a big one. . . . **Dallas Frazier** in town this week to record some more sides for Capitol. The soul-voiced singer was in town two weeks ago for the same purpose. . . . RCA Victor artist-comedian **Archie Campbell** has come to terms with the **Jimmy Klein Agency**, who will handle all of Archie's bookings. The firm presently handles **Connie Smith**, **Lonzo and Oscar**, **Harold Morrison** and the **Blue Boys**. . . . The following headline, which recently appeared in The New York World Journal Tribune, scared many of the country fans in the area. However, "Bobby Bares Secret Viet Talks" referred to Senator Bobby, not the RCA Victor recording star.

Ready to Pop

• Continued from page 50

time searching for the right material with the artists. Clement bases his success on the fact that he has built his production firm on a foundation of country artists. He feels that producing country music is much more stable than producing pop groups whose career-span is indeterminate. With more than six hot country acts on his roster,

WTID's 'Battle of Bands' Kicking Off Stage Shows

NEWPORT NEWS, Va. — The success of a "battle of the bands," country music style, staged by WTID here Feb. 1-5, has snowballed into a regular live stage show. The first show of the Brand New Opry will be held next Friday (24) at the James Theater here featuring mostly local groups. Shows will be held both Friday and Saturday nights in the 750-seat movie theater.

Operations manager Glenn C. Lewis, who will produce the shows, said that guest name artists will be scheduled, but the two-hour show will hinge on local artists.

The battle of the bands that started the whole idea was won by Chuck Mooney and the Arkansas Travellers. Among the

15 groups also appearing on the five-day event were the Country Swingers, the Lazy Valley Boys, Curt Hammett and the Swingmasters, the Four Kings and a Queen and the Rimshots.

WTID has been in a country music format about 10 months and "all indications we have show that modern country radio has been highly accepted by our Tidewater, Va. listeners," said Lewis. Lewis, who uses the alias of Voice of the Turtle, had a country music group in Germany and recorded for MCE Records. Another deejay on the station, Bill (Wagonwheel Willie) Sellers, is also a performer. All deejays will participate as emcees of the weekend shows, which Lewis said would be patterned after the Grand Ole Opry as much as possible.

Brenda Lee to Awards Fete

NASHVILLE — Brenda Lee, Decca recording star, will perform at the ninth annual Grammy awards presentation at the Hillwood Country Club here March 1. Bill Denny, president of the local chapter of the National Academy of Recording Arts & Sciences, said Owen Bradley and his orchestra will provide the music for the affair.

Archie Campbell, comedian who records for RCA Victor, will emcee the awards presenta-

Clement should continue to have outstanding success as an indie producer.

tion, with top personalities on hand to present the Grammys to Nashville winners.

John D. Loudermilk, general chairman for this year's NARAS banquet, has scheduled the events for the evening, which include cocktails at 6:30, dinner at 7:30 and the awards presentation beginning at 8:30.

Other industry leaders working on the Nashville NARAS dinner include George Hamilton IV, Frances Preston, Buddy Killen, Jack Stapp, Charlie Lamb, Don Light, Red O'Donnell, Owen Bradley, Jim Malloy, Harold Bradley and Bill Hudson.

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Guess Who, Other Foreigners Invade U.K. in Success Drive

By DON WEDGE

LONDON—Despite the returning influence of American artists on the British record scene, many foreign acts are still looking for success here to strengthen their careers at home.

Due here this week was a Canadian group, Guess Who, which has just had a single, "His Girl," issued by King in Britain. It was an unusual production. Written by members of the group, it was recorded last August in Minneapolis,

nearest studio facility to the group's Winnipeg home base.

But King was commissioned by the group to add an additional backing track of strings and rhythm to give it a "London sound." This version of the disk was released by Quality in Canada in mid-December and by Larry Ural's Amy label in the U. S. at the end of last month. It has also been licensed by King to Philips' Fontana label for the continent.

Expected in U. K.

The group was expected in Britain Tuesday (21) for a three-week ballroom tour which is also to include recording sessions with King's producer, John Edward.

Ahead of its visit, Ray Levin of Trans-Continental Promotions, Winnipeg, group's manager, was here to set up the itinerary and sessions.

Noting that the group was among Canada's biggest attractions and that it has had success in the U. S., Levin emphasized that "if a record goes in England, it's going to be helped in the States and elsewhere." He cited the lengths Guess Who had gone to get an adequate record for the British market.

"There seems to be something lacking in Canadian production

CTL Into Consumer Market With 6 RCA Album Releases

TORONTO — The Canadian Talent Library, a Canadian-talent transcription library for radio stations, moves into the consumer market in April with six album releases on the RCA Victor label.

The move is in response to building public demand for the records, and is in line with the CTL aim to promote Canadian talent, but the transcription library concept will be retained.

CTL subscribers will receive all albums at least one month prior to their release on RCA Victor, and the Victor releases will carry a special warning that public performance and broadcast rights are held by CTL and non-subscribing stations will not be permitted to air the material.

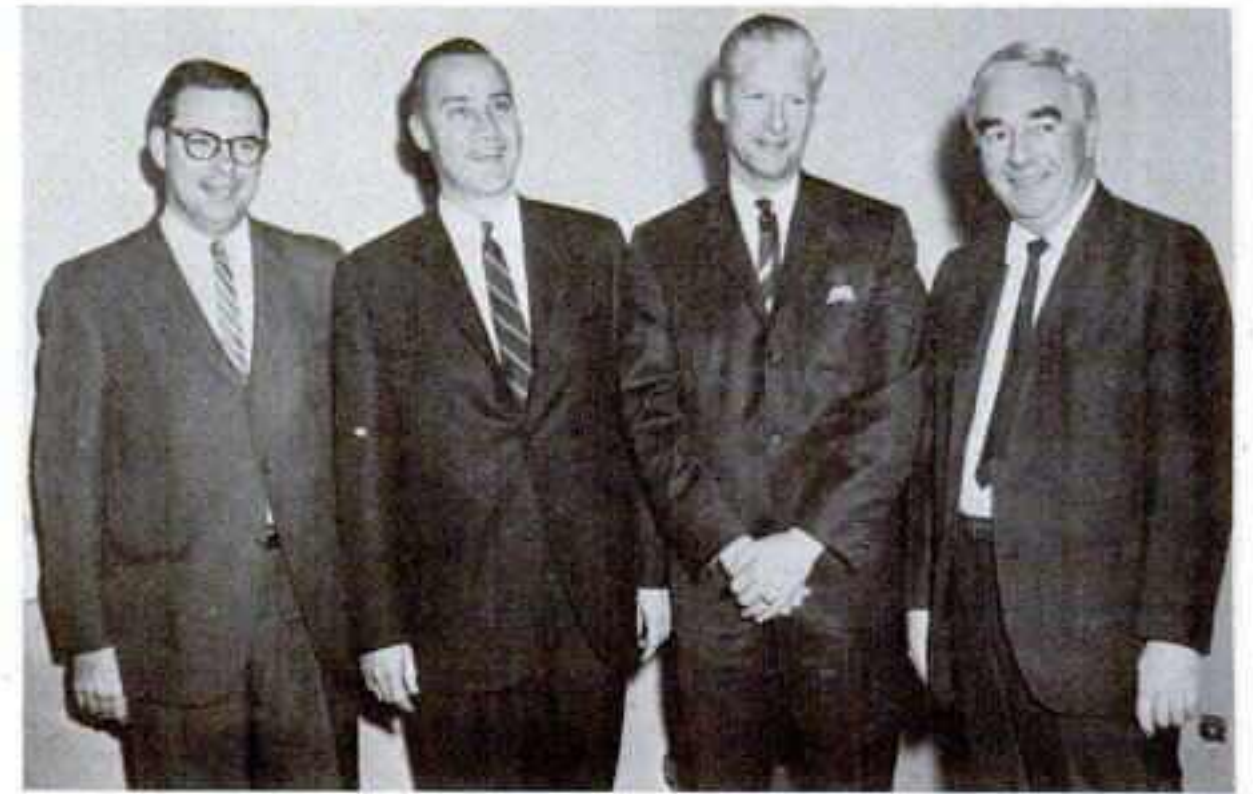
All royalties accruing to CTL from sales to the public will go into the financing of future productions.

RCA Victor's initial release will consist of albums by conductor-composer and arranger Ben McPeck and a 27-piece orchestra; Jim McHarg and His Metro Stompers; the Al Baculis Singers; organist Lloyd Burry; pianist Art Maiste and his group; and Eddie Graf and orchestra. Soon to follow will be an album by vocalist Mary Lou Collins.

The Canadian Talent Library was created in October 1962 by J. Lyman Potts, its general manager, as a project of radio stations CFRB, Toronto, and CJAD, Montreal, and now has 64 subscriber stations from

(Continued on page 62)

(Continued on page 60)



SMILING EXECUTIVES—After the signing of contracts making Capitol Records (Canada) Ltd. distributors of Disneyland and Buena Vista Records in Canada are, from left, J. R. Elliott, national sales manager of Walt Disney Music Co. of the United States; W. Bruce Butler, vice-president of the newly formed Walt Disney Music Co. of Canada, Ltd.; G. Edward Leetham, vice-president and general manager of Capitol Records (Canada), Ltd., and J. A. Johnson, president of Walt Disney Music Co. of the United States.

Philips-Sonora to Launch Rack Jobbing in Sweden

By ESPEN ERICKSEN

STOCKHOLM—New methods of selling records are rapidly finding a place in Scandinavia. Rack jobbing will be introduced in the Swedish market this year on an experimental scale initially by Philips-Sonora, one of the country's largest record firms. At first it will be confined to the southwest area centered on Gothenberg.

The idea behind the scheme is to concentrate low-price LP's in the rack outlets, enabling existing record retailers to reduce their stocks of these lines and devote their selling activities to the standard repertoire. Philips claims that this re-arrangement should enable dealers to give even better service to their customers.

Record distribution in Scandinavia is operated by the disk firms acting as wholesalers. A few outsiders, not members of the various record unions, have attempted direct imports and racking in supermarkets, but with little success.

The racking scheme has been prompted by the notable success of low-price LP's in Sweden. A current example is the "Well Respected Kinks" LP on the Marble Arch label, which has qualified for a gold disk award with sales of 25,000.

Norway is watching the situation, although nobody has announced definite racking plans yet.

"Customers may buy a cheap record on impulse at the supermarket, and thus get interested in music," said Norsk Phonogram sales director Helge Buen, "but one day they'll want a big LP hit like 'The Sound of Music.'"

The Arne Bendiksen firm is planning a mail-order system soon. This stems from its release of 20 EP's of favorite Norwegian fairy tales read by popular actors just before Christmas. The big book publishers refused to handle the EP's in their house-to-house sales service, and Bendiksen has hoped for mail order to circumvent the problem.

U. K. Record Labels—Share of Market

ALBUMS		SINGLES	
17.5%	NO. OF RECORDS 7 RCA VICTOR	12.1%	RECORDS IN CHART 19 COLUMBIA
9.1%	NO. OF RECORDS 9 DECCA	11.6%	RECORDS IN CHART 10 FONTANA
8.4%	NO. OF RECORDS 2 PHILIPS	11.0%	RECORDS IN CHART 11 DECCA
8.3%	NO. OF RECORDS 4 PYE	9.4%	RECORDS IN CHART 10 TAMLA-MOTOWN
8.1%	NO. OF RECORDS 3 CAPITOL	5.7%	RECORDS IN CHART 5 PHILIPS
7.0%	NO. OF RECORDS 4 PARLOPHONE	5.5%	RECORDS IN CHART 4 RCA VICTOR
5.9%	NO. OF RECORDS 4 FONTANA	5.4%	RECORDS IN CHART 6 PARLOPHONE
5.0%	NO. OF RECORDS 5 COLUMBIA	5.1%	RECORDS IN CHART 7 PYE
4.0%	NO. OF RECORDS 2 HMV	5.0%	RECORDS IN CHART 7 ATLANTIC
3.2%	NO. OF RECORDS 2 STATESIDE	4.7%	RECORDS IN CHART 4 LONDON

The charts above, prepared by Record Retailer and Music Industry News, British trade publication, depict the share of market for albums and singles in the United Kingdom for the last quarter of 1966. The percentage share of market for each label is indicated in the bar. The number of records on the charts for the period is indicated in the white space to the right of the bar. With 17.5 per cent, RCA Victor is the leader in albums. Columbia, with 12.1 per cent of the market, is singles leader.

Two Singles Mark Debut of Noella, a Canadian Firm

TORONTO — Two singles mark the debut of a new Canadian record company, Noella Recordings Ltd. The company also encompasses a publishing company, Power Music Publishers, two recording studios with 4-track facilities, and two promotion companies which also seek new talent.

Noella's executive vice-president is Joseph Royale, an American who has other business interests in Canada. A. G. Pinner, vice-president in charge of product and promotion, and Ivan Bradley, vice-president in charge of engineering and facilities, formerly headed Dominion Records, and Larry Weiner, vice-president, a&r, who is in charge of the New York office, formerly headed Power Records.

The company's musical director and arranger is well-known Toronto musician-composer Len Moss, and audio director is Marshall Shapiro. The company has four labels: Power, for r&b and rock; Mustang, for country

music; Swinger, for big band sounds; and Noella, for fine recordings. Canadian distributor is Caravan Record Sales.

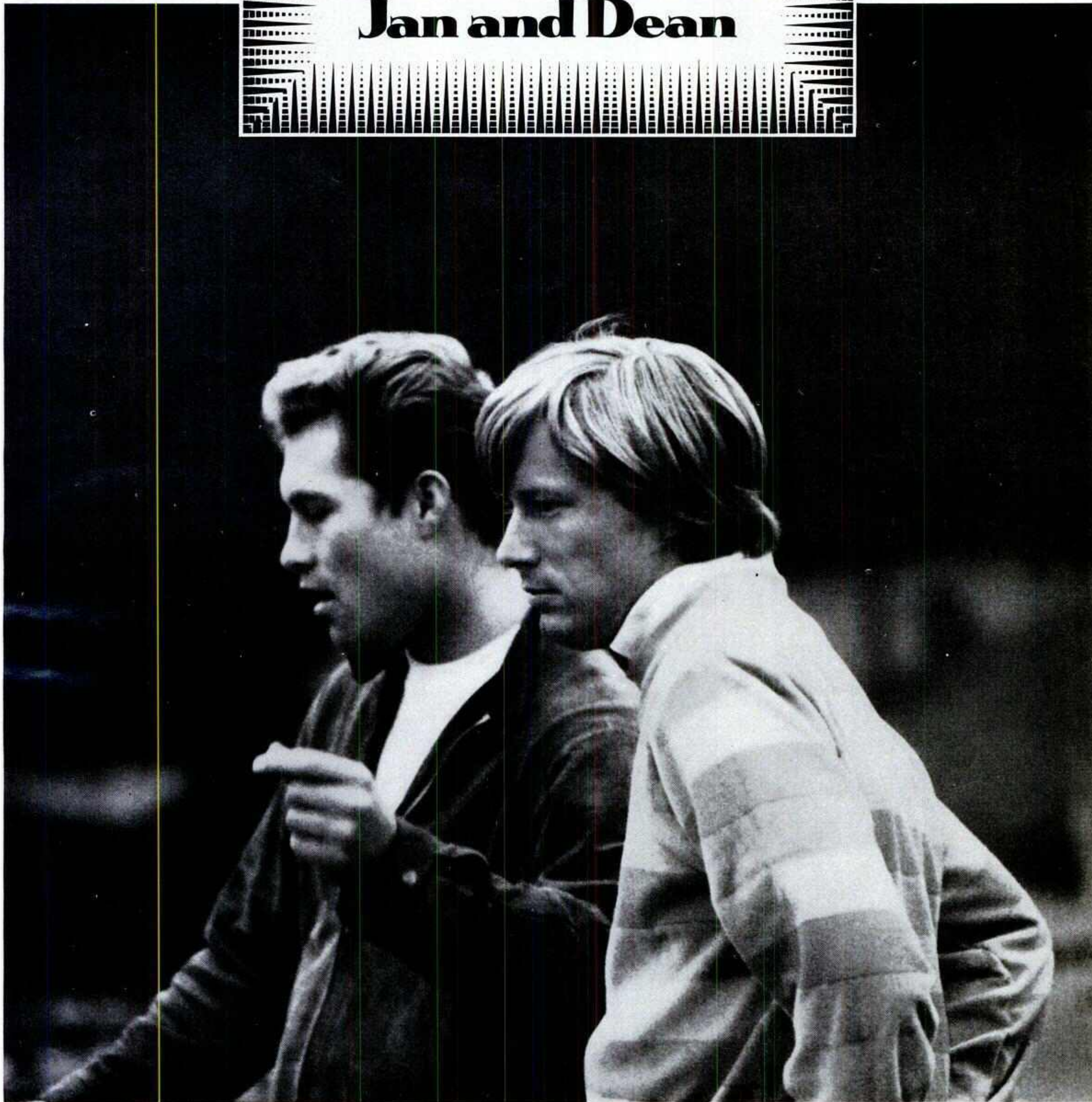
Initial records planned for release in the U. S. in mid-February are "My Soldier Boy Over There," a protest against the draft, by La Shell and the Shellettes, a femme trio from New York, on Power, and "I Dit It" and "Just Because" by a country group, the Whippoorwills, from southwestern Ontario, on Mustang.

Camp Set Up by Berry & Polydor

LONDON—Camp Records is being launched by Roy Berry, head of the Campbell-Connelly music publishing group, in conjunction with Polydor Records. The first release is slated for early next month by a group called Dead Sea Fruit. Campbell's Mike Collier and Polydor's

(Continued on page 62)

WELCOME
Jan and Dean



and their welcome new single
“Yellow Balloon”
c/w “Taste of Rain”

On COLUMBIA RECORDS
Where the Counter ACTION Is....



THE SONET GRAMMOPHON GROUP, Scandinavia award winners, line up for a picture. Left to right are Arne Bendeksen, Oslo singer Kirsti Sparboe, Gunnar Bergstrom, Karl-Eniel Knudsen and Dag Haeggquist. Miss Sparboe took the Norway trophy award.



PORTUGUESE SINGER Amalia Rodriguez is shown with her manager.



PETULA CLARK chats with Karel Gott, Czech singer, and Dr. Cabalka, on her right, Gott's personal manager, at MIDEM.



ED BARCLAY, president of Barclay Records, and his wife, Marie-Christine, at MIDEM.

From The Music Capitals of the World

• Continued from page 26

miered a new work by Charles Ives at Orchestra Hall last Saturday. It's this combination of composer, conductor and orchestra that copped two Grammy Award nominations, for best-engineered classical recording and best classic album of the year. The work is Ives' "Symphony No. 1 in D Minor." . . . The Lyric Opera has issued an appeal for tenors, baritones, altos, mezzos and basses to fill out its 1967 chorus. Those interested should call FI 6-6111, Chicago. . . . Jerry Bishop has moved into Jim Runyon's morning slot at WCFL Radio. He comes from WKYC Radio, Cleveland. . . . WBBM Radio general manager E. H. Shomo has been selected chairman of the Chicago Creative Screening Panel for the International Broadcasting Awards. . . . Mercury's associate publicity director Jere Real has gone back to the books and the University of Virginia to tie up loose ends on his Ph.D. in literature and Ronnie Oberman is coming in from Washington, D. C. as John Sippel's assistant.

Clea Bradford, Johnny Janis, Carolyn Daye and Sandy Mann are singing at the Playboy Club through March 5. . . . Barbara Rinehart is reportedly talking with Mercury. . . . Know Youth Market Services has been formed, located at 144 E. Ontario here, to provide "consultation and advisement services for companies interested in the youth market." . . . The Meadows' new show features Rhetta Hughes, Tension Stephens and his Trio, Bobby Baxter, Orlando White and the Abstractions. . . . Dunwich Productions has released a new single by the Shadows of Knight. Featured is drummer Tom Schiffour singing "Willie Jean." It's Tom's first vocal effort—and a good one. . . . Tom Saun-

ders and His Dixieland Band at Frank Gagen's in Detroit are currently doing the form proud. . . . The Berry Brothers are mixing a lot of rock with their country at the Chalet, Council Bluffs, Iowa's top club. . . . The Id brings its "inner sounds" to the Pussycat Wednesday (22). Group includes Jerry Cole, Don Dexter, Glenn Cass, Rich Cliburn and Norman Cass. . . . Barbara Carroll comes to the London House Tuesday (21) followed by Quartette Tres Bien on March 15. RAY BRACK

CINCINNATI

The Fabulous Fakes, rock 'n' roll group whose six members hail from this area, are working on promotions for the Hazel Bishop cosmetics firm to push the company's new false fingernails called Fabulous Fakes. Lou Spencer manages the unit. His daughter, Vicki, is the only fem member of the group. . . . Taft Broadcasting has announced the appointment of Terry Amor as executive producer of action programs in its stations' six markets, covering Cincinnati; Columbus, Ohio; Kansas City, Mo.; Birmingham, Ala.; Scranton, Pa., and Buffalo, N. Y.

Bob Braun, who recently relinquished his "Bandstand" platter show on WLW-T here and affiliate stations to man his own daily color seg on WLW-T, this week passes the reins on the latter show to Vivienne Della Chiesa to permit him to give full-time to the daily 90-minute simulcast, "50-50 Club," heard via WLW and WLW-T in Cincy; Dayton and Columbus, Ohio, and Indianapolis. Braun, long a feature on "50-50 Club," takes over from Ruth Lyons, recently resigned after many years as standard-bearer of the "50-50 Club."

(Continued on page 60)

German Firms Study Stepping Up Sales Infiltration Into E. Europe

By OMAR ANDERSON

BONN — German record companies are studying ways to increase the sale of German records in Eastern Europe.

Industry executives believe that the Bonn government's drive to establish diplomatic relations with Eastern European countries, and to boost trade and strengthen cultural ties should be exploited by the German record producers.

An example has been provided by the German film industry, currently negotiating with Romania for co-productions. Another example is the Volkswagen company, which is negotiating with Bulgaria to build an assembly plant in that country.

Black Market

All Communist governments now sanction most forms of Western music, and official opposition is no longer a barrier to the sale of Western music. The demand for Western records is tremendous all through Eastern Europe, as can be gleaned by their black market prices. In Romania, a domestic

record costs 30-50 lei; and a Western record 200 lei on the black market in Bucharest. In Poland, Western jazz records are about 10 times more expensive than in Western countries. In Czechoslovakia, a local record costs about 12 crowns; a Western disk about 100 crowns.

The appetite of German disk companies for sales in Eastern Europe has been whetted by the increasing number of Communist musicians permitted to take part in Western music festivals. Poland's Adrzej Trzaskowski quintet played at Newport in 1962. The Polish Radio's Big Band of Andrzej Kurylewicz and the Ptaszyn Wroblewski quartet tours widely in Western Europe. There are now about 30 professional groups and a few hundred amateur combos in Poland.

Czechoslovak groups often travel abroad. Some of the biggest names are Gustav Brom's Big Band, which won praise at last year's Nuremberg festival; Karel Krautgartner's Band, which often comes West; and the Study Group of Traditional Jazz, which participated in the Zurich festival last year. Hun-

garian jazz also has won attention in Western Europe. Hungarian pianist Dr. Attila Garay and Bulgarian flutist Shterev were acclaimed the best soloists of last year's Nuremberg festival.

Picture Bright

Hopes for the sale of Western records in Eastern Europe appear especially bright because of the increasing travel by Western musical groups to these countries. A number of Western groups have appeared at Black Sea holiday resorts. The 1966 Prague festival drew 150 artists from 18 Western countries, including the U. S.

Jazz, once banned and assailed in Communist Eastern Europe, is now officially approved from Moscow to Belgrade. In Poland, Minister of Culture Lucjan Motyka often visits celler jazz clubs. In the Soviet Union the Communist Party youth organ, Komsomolskaya Pravda, called for the opening of jazz departments in Soviet educational establishments. And foreign groups are frequent guests at Czechoslovak jazz festivals.

Karajan Tapped for Two Big Fests

HAMBURG — Deutsche Grammophon's Herbert von Karajan will have major roles in two big European music festivals this season.

Karajan will conduct and also be pianist at the Lucerne music festival from Aug. 16 to Sept. 7; and he will conduct at the Florence music festival beginning March 25—the 30th "Maggio Musicale Fiorentino," which this year will commemorate the centennial of the birth of Arturo Toscanini.

At Lucerne, Karajan will conduct the Cleveland Symphony Orchestra and be piano soloist for works of Shostakovich and Mozart. The Lucerne festival orchestra will be conducted by Istvan Kertesz, Joseph Keilberth, Charles Dutoit and Rafael Kubelik; and the Paris Orchestre National de l'ORTF by Maurice le Roux, Igor Markevitch and Georg Solti.

Young Artists

Chamber music at Lucerne will feature the Orchestra of

Festival Strings Lucerne with old music and first performances of new works. Young artists taking part at Lucerne will include the Polish violinist, Konstanty Kulka, and the Swiss baritone, Kurt Widmer. Special piano concerts will be given by Van Cliburn and Geza Anda.

Dietrich Fischer-Dieskau, another artist from Deutsche Grammophon, will be featured in an evening of Schubert lieder. Also on the Lucerne festival pro-

(Continued on page 60)

Iramac Reshuffles Posts; Maps Promotional Drives

AMSTERDAM—In executive changes and expansion moves at Iramac, Willem Duys has succeeded Sylvio Samama as managing director. Duys formerly headed the a&r department. H. C. Majoor, Iramac sales manager, becomes head of the company's administration. Samama will now act as general adviser to the company.

Duys plans expansion of Iramac's local activities, and also its functions on behalf of American, British and German labels in the Dutch market. Iramac publicity manager Harry Knipschild has launched an intensive

promotion campaign for the Starday label, the Dover and Wego labels are boosting Iramac's own repertoire on the classical side.

Iramac repertoire is now achieving good results in America, Britain, Germany, Austria, Belgium, France and Switzerland, and the company hopes to penetrate South American, Japanese and South African markets this year. Meanwhile, it has launched the Soul Sound label here, the only one in Holland specializing in rhythm and blues.

Canadian Record Store Mgr. Forms a Firm With 2 Labels

TORONTO—A new company, Bomark Productions, with two labels, Bomark and Star Shot, has been formed by Sam Bornstein, manager of the A&A Record Store, one of the two largest record outlets in Toronto. Vice-president in charge of production is Lou Shafir, top sales clerk at A&A.

First release on the Star Shot label is a re-release of Jackie Shane's "Money," being distributed by Caravan Record Sales. Upcoming early next month is a single by folk singer Alan MacRae, "Man From Galilee," his own composition, in the

folk-rock idiom but with backing by such classical instruments as oboe, bassoon, French horn, etc.

An off-beat item for which Bornstein has noted considerable demand by schools, military and veterans organizations is a Canadian version of reveille and last post, coming on Bomark with the trumpet solos performed outdoors on one side, indoors on the other.

Other Toronto artists signed to record for Bomark Productions are popular r&b artists Jack Hardin and the Silhouettes, Shirley Matthews, and Eddie Spencer.



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Electrola Strikes Gold in 'Mining' Lost & Old Music

COLOGNE — For Electrola, music like gold is where you find it.

And in fact, Electrola, exploiting the classical baroque boom, has found that its series of classical productions "Music in Old Cities and Residences," is a rich lode which the EMI German subsidiary is industriously mining—so rich that Electrola now has at least four competitors.

The idea behind "Music in Old Cities and Residences" is simply that a great deal of valuable music written in Europe between the 15th and 18th centuries which was never published or which became lost or which never received the recognition it deserves.

Operating on this premise, Electrola has been scouring the libraries, the palaces, the stately homes, and the universities of Europe for baroque nuggets.

Electrola's LP series "Music in Old Cities and Residences" has now grown to 19 LP's and apparently the series can go on ad infinitum. Production costs are relatively low, and the series has returned a worthwhile profit.

Moreover, it has provided Electrola with great prestige in

scholarly music circles for its research and production. Proof is the use of "Music in Old Cities and Residences" as teaching materials in schools in the U. S., Japan, and other countries.

Disks from the series have been presented to dignitaries around the world, among them General de Gaulle and former Chancellor Ludwig Erhard, all of whom have been appreciative recipients.

Erhard is especially enthusiastic about the "Old Cities" LP "At the Court of Frederick the Great"—a baroque music profile of Potsdam.

The idea of doing research into music with historical background and compiling an anthology of little-known works from the baroque period originated with musicologist Gerd Berg, 39. Berg made the proposal to the Electrola management in 1959. His idea was to use geography as the theme for the series.

Working from this theme, Berg proposed compiling a music history of Europe in the baroque era, and with special attention to the sociological structure of European society in this period, moving from geographic area to area.

Ofarims' LP Success Spurs Philips to a Single Release

HAMBURG—The Philips recording artists Esther and Abi Ofarim have reversed the usual process of building LP's from singles successes.

The runaway sales success of the Ofarims' LP, "Das Neue Esther und Abi Ofarim Album," has prompted Philips to issue as a single the tune "Die Wahrheit," which appears on the LP.

The song stirred tremendous interest on the LP, which has sold around 100,000 copies in three months. Philips is giving heavy promotion to the fact that the Ofarims not only sell LP's at singles tempo, but that

they also win top artistic awards in the process.

The Ofarims have not only received two gold disks denoting sales of their records in the hundreds of thousands, but they have also received a series of awards for artistic quality of their records, including the Edison Prize and the Grand Prix du Disque, the most coveted award in European music.

Esther was voted the best German-language singer for 1966 by German music critics, beating out Caterina Valente and Hildegard Knef.

Fest Test: Built-In Audience

DUSSELDORF — German record companies believe that an "instant financing" scheme now being tested here may be the answer to the problem of developing young pop music talent.

The plan is being tested for the staging of West Germany's "First Annual Amateur Beat

Festival," in the Rheinhalle here this month. It requires each contestant to bring 100 paying guests. This applies to beat bands as well as to individual contestants, the majority of which are "protest" singers.

There are 20 contestants—bands and singers. Therefore the festival is guaranteed a paid attendance of at least 2,000.

The festival committee reports that the plan has been well received by the contestants, who thus are guaranteed a clique. Festival winners will receive recording contracts and cash prizes.

German record companies are conducting a drive for young pop music talent.

Remo Songs Out of Tune With Buyers

MILAN—The songs of the 1967 San Remo Festival, somewhat out of step with current Italian tastes and trends, are not enjoying their usual success.

This fact emerges clearly from immediate post-Festival disk sales. According to several industry leaders, the majority of the San Remo song repertoire is not appealing to the buying public, and that includes the winning song, "Non Pensare a Me."

Disks unconnected with San Remo have not been overshadowed or inhibited sale-wise this year as before, either. It is even predicted that San Remo songs may lose all their sales impetus, such as it is, within two or three weeks, and steady action on non-Remo repertoire will not prevent February's sales figures being markedly lower than those of last year.

Best selling Remo numbers are: "Cuore Matto," by Little Tony (Durium); "Pietre," by Antoine (Vogue - Saar), and "Proposta," by Giganti (Rifi).

Miller Pitch On Somerset And Europa

HAMBURG—With construction moving along of its new plant at Quickborn, near here, Miller International is launching a high-voltage sales promotion campaign for its Somerset and Europa labels.

Miller has expanded and reorganized its artists promotion and press department, placing in charge Bert Varel, former artists promoter for Philips.

Miller announced that it was overhauling its distribution system to reflect the soaring sales for its two labels. Varel will have charge of disk promotion for press, radio and television.

Miller has launched a big sales promotion campaign in the German press for its Europa budget line. Priced at \$1.25, these disks have caused a sensation on the German market, where the lowest price for budget LP's is \$2.45.

Europa titles at \$1.25 include "Yellow Submarine," "Black Is Black," "Winchester Cathedral," "Gospel and Spirituals," "Country and Western" and "Mexico Party," with the Tijuana sound, and the tunes "What Now, My Love" and "A Taste of Honey."

Lewis Woos Monkees

LONDON—Vic Lewis, a director of Brian Epstein's NEMS Enterprises, flew to the U. S. last Wednesday (15) for negotiations which will include talks in Los Angeles with Monkees' manager Bert Schneider on the group's availability for an England visit in late summer or early autumn. NEMS is step-

From The Music Capitals of the World

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The Bavarians, versatile seven-piece instrumental group who run the gamut from Swiss and Bavarian through c&w, Hawaiian and Dixieland, were the features at the Union Printers' Tri-State Bowling Tournament at the Kentucky Hotel, Louisville, Feb. 11-12. The group, which hails from Greenville, Ind., works in Bavarian costume and bids fair to land a recording pact soon. In the group are Brownie Krupski, leader; Gretchen Bauer, Sonny Lunsford, John Wood, Dorothy Dee, and Katrinka Smaltz.

Country and western star Buck Owens brings his Buckeroos, plus Jim Edward Brown, Don Bowman, Dick Carliss and Molly Owens to Music Hall here March 8 for a single performance, set by Steve Kirk Productions. Kirk has Sonny and Cher booked for the same spot March 22. . . . Liberace shows his wares in a two-hour concert at Taft Auditorium here March 10, with ducats scaled from \$3 to \$6. . . . Peter, Paul and Mary, who established a record at Music Hall on their last appearance here a year ago, make a return visit to the same spot March 17.

BILL SACHS

HAMBURG

Ariola-Eurodisc in Gutersloh, in conjunction with the Bild und Funk and Bunte Illustrierte magazines, has released four LP's at normal prices. . . . Polydor producer Hans Bertram had a very good 1966, via his recordings with Roy Black, the Gunter-Kallmann Choir, Medium Terzett, Willi Millowitsch, and Franz Beckenbauer. The Kallmann Choir sold more than 100,000 copies of its "Elizabethan Serenade" in the U. S., Millowitsch LP's topped 20,000 and his singles reached 15,000. Beckenbauer achieved 90,000 sales with his first recordings, and Roy Black's first LP passed the 60,000 mark. . . . CBS is releasing the soundtrack music of the film "Zartliche Haie" with the main song "Anna Karina" sung by Peter Bell. . . . Conny Froboess has joined Polydor, and cuts her first single under the deal with producer Otto Demler next month. . . . The film, "Last of the Secret Agents," starring Nancy Sinatra, has started here. The second TV network's "Hot and Sweet" show has Del Shannon, Sonny and Cher (Atlantic), Udo Juergens (Vogue), Johnny Rivers (Electrola), and Linda Laine (Polydor) lined up for

Karajan Tapped for 2 Big Fests

• Continued from page 58

gram are a cello evening with Enrico Mainardi; a Brahms sonata evening with Wolfgang Schneiderhan, violin, and Walter Klien, piano.

The piano competition for young artists—the "Concours Clara Haskil"—will be held in Lucerne from Aug. 5-13. The traditional "master's courses" (Meisterkurse), a festival highlight, will have Geza Anda, piano; Wolfgang Schneiderhan, violin; Enrico Mainardi, cello; and Franziska Martiensen and Paul Lohmann, singing.

Master Courses

The "master courses" will be enhanced this year for the first time with a course by Martha Moedl for dramatic staging of

Wagner roles. The Lucerne Municipal Theater will present a premiere of Bert Brecht's "Herr Puntilla und sein Knecht Matti" with music to accompany by Paul Dessau.

The Florence festival will open with the "Requiem" by Verdi conducted by Claudio Abbado. Other artists participating will include Isaac Stern and Leonid Kogan, violinist, and Eugen Mravinsky and Leonard Bernstein.

The East Berlin State Opera Co. will present the opera at Florence the premiere of Brecht's "Herr Puntilla und sein Knecht Matti." The Florence festival program also will include music from Beethoven's "Egmont" by Lucchino Visconti under Gianandrea Gavazzeni.

Other Foreigners Invade U. K.

• Continued from page 56

that prevents it being accepted on a world basis," he said. "It's not the artists. There's an abundance of talent in Canada. But we seem to be missing arrangers and producers that can add that extra to a record.

"Although we are here to do all we can to promote British release of the disk, we will also be looking for British songwriting talent which is probably the greatest strength of all that Britain can offer a recording act at the present time."

Similar Case

The effort by the Canadian

ping up its presentation activities, recently bringing over the Four Tops for concerts.

Lewis was in New York for Tony Bennett's Copacabana closing, and will complete the singer's May visit to Britain.

He will also see Johnny Mathis for talks on his autumn tour of Europe, discuss TV projects with Nelson Riddle and Henry Mancini and discuss film music plans in Hollywood for the British arrangers he represents, Ken Thorne, Johnny Keating and Johnny Spence.

group is somewhat similar to the experience of another commonwealth act, Australian Normie Rowe. His label, Sunshine Records, felt that Rowe had gone as far as possible at present in Australia, and arranged for him to come to Britain last August. A pact was subsequently set with Polydor for his release here, and the original intention was to issue some of his big Australian hits with Rowe on hand to promote them.

Despite their enormous Australian success, the records were judged not suitable for the British market. After three months of both searching for material and Rowe's becoming adjusted to the British scene, a single was issued with one of the biggest publicity build-ups of the year.

Though the publicity worked, the disk didn't take off. Meantime, "Ooh-la-la," a record which Rowe had made in London to maintain his Australian output, clicked there. Polydor judged that it couldn't ignore the Australian success with a London-made record, and has issued it here with an even stronger publicity build-up.

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INTERNATIONAL NEWS REPORTS

one edition. . . . Swiss star **Vico Torriani** opens in the "White Horse Inn" operetta in Berlin on March 9. . . . Philips will record a cast album during next month. . . . Jazz disk jockey **Joachim Ernst Behrendt** from Baden-Baden has been invited by the Indonesian Government to assemble an "Indonesian All-Stars" concert group. . . . **Nino Rosso's** "Il Slenzio" (Ariola) has passed the million sales mark.

Robert Stigwood, David Shaw and **Brian Epstein** will visit Germany to tell the press about the aims of the newly formed **Robert Stigwood International**. . . . **Klaus Doldinger** (Philips) has been touring through France and Belgium with his jazz group. . . . Polydor has recorded a single by **Violetta Ferrari** of two songs from the new German musical, "Millions for Penny" by **Lotar Olias**.

WOLFGANG SPAHR

LONDON

Ted Allbeury, managing director of Radio 390 has quit to join Britain Radio, which observers consider has a better chance of survival than land-based stations like 390. After 390 had been found guilty of illegal broadcasting, the station allegedly resumed broadcasting in defiance of the court's decision. Now all the directors of the station's operating company have been served with summonses, alleging illegal broadcasts on four days in January.

RCA Victor has signed **Ron Grainer** and the **Les Williams Orchestra** leaders in its latest expansion moves. RCA (Great Britain) next week moves to its new headquarters, RCA House on Curzon Street. Next to big buildup set is a major drive to push its country catalog here, kicking off with a **Hank Locklin** single March 17. . . . **Leroy Van Dyke** flew in last Wednesday (15) to promote his new Warner Bros. single, "Almost Persuaded." . . . Profits from the Disney organization's first Buena Vista LP, "The Music of Walt Disney," are to be split in Britain between Calarts and Britain's Spastics Society. EMI is distributing the album here at cost. . . . Decca has set two special album releases in March for **Tom Jones'** "Green, Green Grass of Home" collection and **Cat Stevens'** first LP, "Matthew and Son." Stevens is currently one of the hottest teen writers here. In addition to the major CBS hit by the **Tremeloes**, "Here Comes My Baby," he has also written new singles by **Paul and Barry Ryan**, and **David Garrick**.

Pye has licensed "One Day," by the **Sands of Time**, to Warner Bros. . . . The BBC's morning radio request show, "Housewives Choice," racks up its 21st anniversary next month. In addition to new releases, the show uses a lot of pop standards and middle-of-the-road material and has a strong pull on the slowly growing adult record market in U. K.

Tony Hatch flew to Milan to record an English-language version by **Little Tony** of his current Italian hit on Durium, "Ridera." . . . Decca has scheduled a single on London acquired from Challenge in the U. S. featuring **Mickey Dolenz** of the **Monkees** singing "Don't Do It." Coupling is by a different act, the **Finders Keepers**, with "Lavender Blue." . . . Decca has recorded another overseas group following **Los Bravos** from Spain and the **Bats** from South Africa. Latest overseas outfit is the **Sea-ders**, a Lebanese group recorded by **Dick Rowe**.

GRAEME ANDREWS

LOS ANGELES

Campi Editore, the giant Rome music-film-magazine empire, has secured disk-publishing rights to product by the **Fenwyck**, a male quartet being released domestically on the **Progressive Sounds of America** label. **Jay Bonner**, general manager of the label, said the quartet's works will be released on Campi's new pop label, Det, in Europe, the Middle East and Africa. Group leader **Pat Robinson** is chief writer and is under contract to Bonner's Jan Gar publishing company. Their debut single on Progressive is "I Wanna Die" backed with "Iye." Bonner's offices are at 14921 Ventura Boulevard, Sherman Oaks. . . . Songwriters **Dan Shapiro** and **Ben**

Oakland have written "Los Angel Los Angeles," which has been presented to Mayor **Sam Yorty**. Oakland says the song will become the city's official tune. The song was debuted at a recent ball. **Tony Martin, Hanna Arona** and **Jimmy Durante** performed at the celebration in the Ambassador Hotel.

"Acapulca Gold," UNI's first disk by the **Rainy Daze**, has gone past 5,000 orders in San Francisco, according to national sales chief

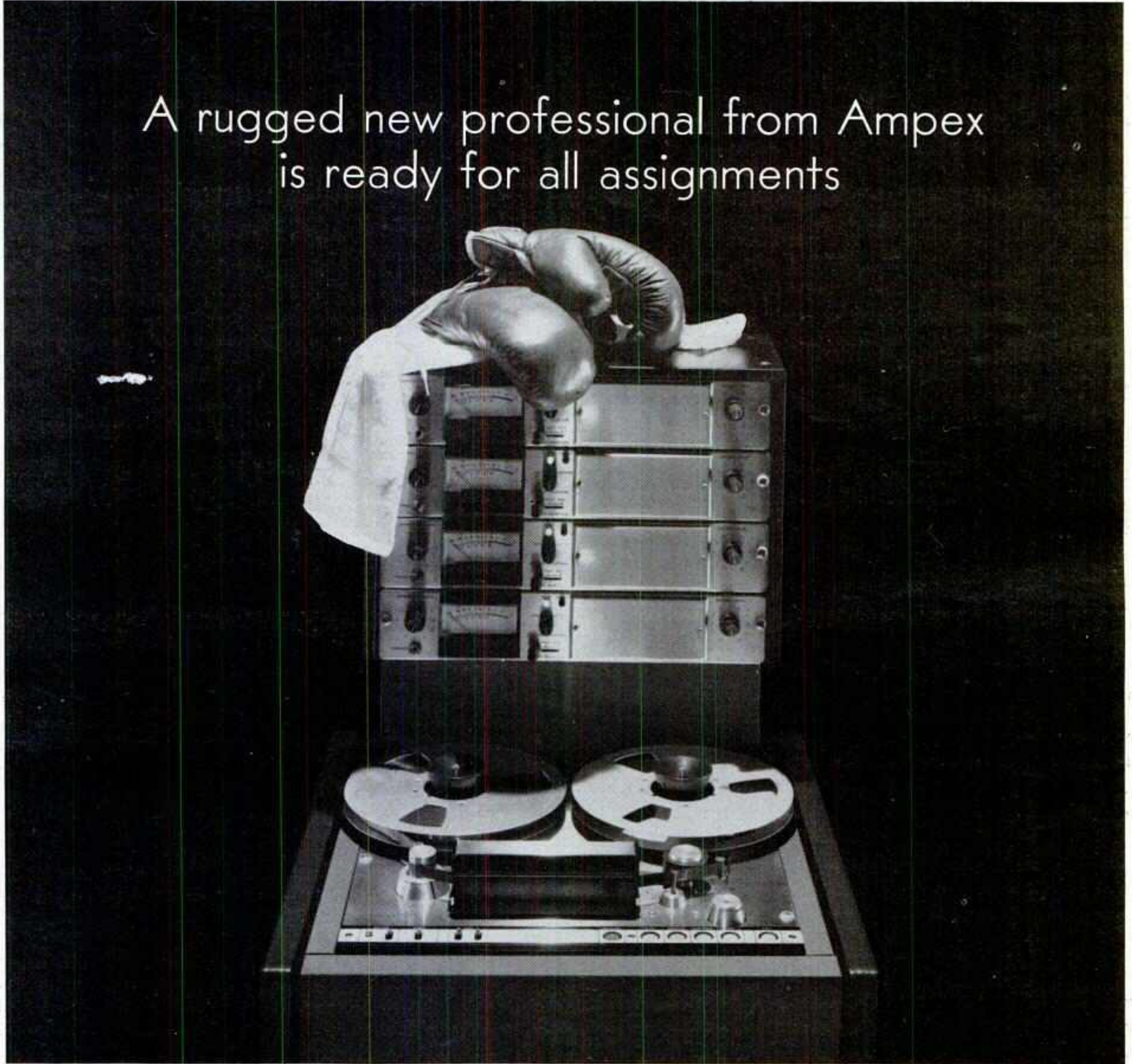
Gene Block. . . . **Vic Mizzy** is scoring Universal's "Perils of Pauline" toplined by **Pat Boone**. . . . **John Barry** is writing an original score in London for the Warners film, "The Assignment." . . . The Spare Room is the Valley's latest nitery, booking such names as **Gus Bivona, Buddy Lester, Don Cherry, Kirby Stone Four** and **Roberta Sherwood**. Club is located in Studio City. . . . The Ice House in Glendale has been spotlighting the **Standells** and **Hearts and Flowers**,

with folk singers **John Hore** (of Australia) and **Carol Hedin**, working the Pasadena counterpart. . . . **Bill Justice** arranged **Barbara Eden's** debut Dot disk. . . . **Bobby Sherman** has been named associate producer for "Colors of the Rainbow" new color pilot being filmed at KCOP-TV.

The Greek Theatre's lease with the LA Parks Commission has been extended for another 10 years. GTA will pay off its \$50,000 back rental fee as part of

a refurbishing program over the next few years. The city is also interested in buying the defunct Valley Music Theatre in Woodland Hills. Yorty leads the campaign to buy the 2,865-seater and lease it out to acts. . . . KMPC will have a new home now that Golden West Broadcasters has bought the Paramount Picture's Sunset Boulevard property near the station. The station will move to expanded quarters following a six-month modernization. **ELIOT TIEGEL**

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AUSTRALIA

**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	FRIDAY ON MY MIND—	*Easybeats (Parlophone)—Alberts
2	2	GREEN, GREEN GRASS—	Tom Jones (Decca)—Castle
3	4	BIG TIME OPERATOR—	*The Id (Spin)
4	6	MELLOW YELLOW—	Donovan (Epic)—Southern
5	10	IN THE COUNTRY—	Cliff Richard (Columbia)
6	3	GOOD VIBRATIONS—	Beach Boys (Capitol)—Alberts
7	—	KISS ME NOW—	*Johnny Young (Clarin)
8	8	VILLAGE TAPESTRY—	*Marty Rhone (Spin)
9	9	MILK TODAY (NO)—	Herman's Hermits (Columbia)—Connelly
10	7	SORRY—	*Easybeats (Parlophone)—Alberts

BRITAIN

(Courtesy Record Retailer)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	8	THIS IS MY SONG—	Petula Clark (Pye)—Leeds-Ernie Freeman
2	1	I'M A BELIEVER—	Monkees (RCA)—Screen Gems-Jeff Barry
3	3	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY—	*Rolling Stones (Decca)—Mirage/Mirage-Andrew Oldham
4	12	RELEASE ME—	*Englebert Humperdinck (Decca)—Burlington-Charles Blackwell
5	2	MATTHEW AND SON—	*Cat Stevens (Deram)—Cat-Mike Hurst
6	5	I'VE BEEN A BAD BOY—	*Paul Jones (HMV)—Leeds-John Burgess
7	4	NIGHT OF FEAR—	*Move (Deram)—Essex, Denny Cordell
8	10	SUGAR TOWN—	Nancy Sinatra (Reprise)—Criterion, Lee Hazlewood
9	14	SNOOPY VS. THE RED BARON—	Royal Guardsmen (Stateside)—Copyright Control, Phil Gernhard
10	24	HERE COMES MY BABY—	*Tremeloes (CBS)—Angus-Mike Smith
11	17	PEEK-A-BOO—	*New Vaudeville Band (Fontana)—Hournew-Geoff Stephens
12	7	GREEN, GREEN GRASS OF HOME—	*Tom Jones (Decca)—Burlington-Peter Sullivan
13	15	I WON'T COME IN WHILE HE'S THERE—	Jim Reeves (RCA)—Metric-Chet Atkins-Bob Ferguson
14	6	HEY JOE—	*Jimi Hendrix (Polydor)—Yamata-Yamata
15	11	LET ME CRY ON YOUR SHOULDER—	*Ken Dodd (Columbia)—Dominion-Norman Newell
16	9	I'M A MAN—	*Spencer Davis Group (Fontana)—Island-Island
17	37	MELLOW YELLOW—	*Donovan (Pye)—Donovan-Mickie Most
18	22	IT TAKES TWO—	Marvin Gaye and Kim Weston (Tamla-Motown)—Carlin-Stevenson/Cosby
19	19	SINGLE GIRL—	Sandy Posey (MGM)—Mecolico-Chips Moman
20	40	EDELWEISS—	*Vince Hill (Columbia)—Williamson-Johnny Arthey
21	35	INDESCRIBABLY BLUE—	Elvis Presley (RCA)—Carlin
22	13	STANDING IN THE SHADOWS—	Four Tops (Tamla-Motown)—Carlin-Holland and Dozier
23	27	LAST TRAIN TO CLARKSVILLE—	Monkees (RCA)—Screen Gems-Boyce/Hart
24	26	98.6—	Keith (Mercury)—Screen Gems-Gerry Ross
25	39	RUN TO THE DOOR—	*Clinton Ford (Piccadilly)—Carlin-John Schroeder
26	44	STAY WITH ME BABY—	*Walker Brothers (Philips)—Essex-Johnny Franz
27	16	I FEEL FINE—	*Cream (Reaction)—Dratleas-Robert Stigwood
28	20	SITTING IN THE PARK—	*Georgie Fame (Columbia)—Jewel-Denny Cordell
29	38	I'VE PASSED THIS WAY BEFORE—	Jimmy Ruffin (Tamla-Motown)—Carlin-Dean/Weatherspoon
30	25	YOU ONLY YOU—	*Rita Pavone (RCA)—Chappell-Norman Newell
31	18	PAMELA PAMELA—	*Wayne Fontana (Fontana)—Hournew-Fontana

32	48	THERE'S A KIND OF HUSH—	*Herman's Hermits (Columbia)—F.D.&H.-Mickie Most
33	23	MORNINGTOWN RIDE—	*Seekers (Columbia)—Compass-Tom Springfield
34	—	ON A CAROUSEL—	*Hollies (Parlophone)—Gralto-Don Richards
35	46	BEAT GOES ON—	Sonny and Cher (Atlantic)—Carlin-Carlin-Sonny Bono
36	21	HAPPY JACK—	*Who (Reaction)—Fabulous-Kit Lambert
37	34	SUNSHINE SUPERMAN—	*Donovan (Pye)—Southern-Mickie Most
38	—	DETROIT CITY—	*Tom Jones (Decca)—Southern-Peter Sullivan
39	30	WHAT WOULD I BE—	*Val Doonican (Decca)—Marvel-Ken Woodman
40	42	MICHAEL—	*Geno Washington (Piccadilly)—Jewel-John Schroeder
41	31	CALL HER YOUR SWEETHEART—	Frank Ifield (Columbia)—Acuff-Rose-Wesley Rose
42	—	GIVE IT TO ME—	*Troggs (Page One)—Dick James-Larry Page
43	32	HEART—	*Rita Pavone (RCA)—Screen Gems-Norman Newell
44	29	ANYWAY THAT YOU WANT ME—	*Troggs (Page One)—Dick James-Larry Page
45	—	HIS GIRL—	*Guess Who (King)—Fanfare-Bob Burns and John Edwards
46	28	IN THE COUNTRY—	Cliff Richard (Columbia)—Shadam-Norrie Paramor
47	36	NASHVILLE CATS—	Lovin' Spoonful (Kama Sutra)—Robbins-Eric Jacobsen
48	—	MY WAY OF GIVING IN—	*Chris Farlowe (Immediate)—Carlin-Mick Jagger
49	50	WORDS OF LOVE—	Mama's and the Papa's (RCA)—Dick James-Lou Adler
50	47	TRY A LITTLE TENDERNESS—	Otis Redding (Atlantic)—Campbell Connelly-Staff

DENMARK

(Courtesy Danish FPI)

This Week	Last Week	Title	Artist
1	1	OH, OH WHAT A KISS—	Rocking Ghosts (Metronome)—Multitone
2	3	JEG HAR ALDRIG FAET NOGET—	Defenders (Sonet)—Copyright Control
3	7	SAD'N VAR DET IKKE I HALVFEMSERNE—	Matadorene (Metronome)—Copyright Control
4	2	EN TUSINDFRYD I MIN HAND—	Keld & The Donkeys (HMV)—Imudico
5	13	PEOPLE GET READY—	Red Squares (Columbia)—Ivan Mogul
6	4	NO MILK TODAY—	Herman's Hermits (Columbia)—Wilh. Hansen
7	11	SOMEWHERE MY LOVE—	Connie Francis (MGM)—Mork
8	—	I'M A BELIEVER—	Monkees (RCA)—Screen Gems
9	9	DER ER LYS I LYGTEN—	Defenders (Sonet)—Wilh. Hansen
10	5	VED LANDSBYENS GADEKAER—	Keld & The Donkeys (HMV)—Warny

EIRE

(Courtesy New Spotlight, Dublin)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER—	Monkees (RCA)—Screen Gems
2	—	HOUSE WITH THE WHITEWASHED GABLE—	*Drifters (Pye)—Copyright Control
3	3	MATTHEW AND SON—	Cat Stevens (Deram)—Cat Music
4	8	STEP IT OUT, MARY—	*Danny Doyle (Major)—Copyright Control
5	2	GREEN, GREEN GRASS OF HOME—	Tom Jones (Decca)—Burlington
6	4	MUIRSHEEN DURKIN—	*John McEvoy (Pye)—Segway
7	10	NIGHT OF FEAR—	The Move (Deram)—Essex
8	6	MORNINGTOWN RIDE—	Seekers (Columbia)—Compass
9	—	GENTLE MOTHER—	Big Tom McBride (Emerald)—Hyde Park Music
10	9	HOME, BOYS, HOME—	Dermot O'Brien (Envoy)—Teepee

FRANCE

**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	INCH' ALLAH—	*Adamo (Voix de son Maitre)—Pathe-Marconi
2	2	PARIS EN COLERE—	*Mireille Mathieu (Barclay)—Salabert
3	4	IL FAUT RANGER TA POUPEE—	*Hugues Aufray (Barclay)—La Compagnie
4	3	KILIMANJARO—	*Pascal Danel (A.Z.)—Le rideau rouge
5	9	LES PLAY BOYS—	*Jacques Dutronc (Vogue)—Alpha
6	10	J'ATTENDRAI—	*Claude Francois (Philips)—Meridian
7	—	LA BLANCHE CARAVELLE—	*Hugues Aufray (Barclay)—La Compagnie
8	6	SI J'ETAIS UN CHARPENTIER—	*Johnny Hallyday (Philips)—France Melodie
9	8	LES CACTUS—	*Jacques Dutronc (Vogue)—Alpha
10	15	PAR AMOUR PAR PITIE—	*Sylvie Vartan (R.C.A.)—Labrador

ITALY

(Courtesy Musica e Dischi, Milan)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	PROPOSTA—	*Giganti (Ri Fi)—Cicogna
2	2	CUORE MATTO—	*Little Tony (Durium)—Durium
3	6	IO, TU E LE ROSE—	*Orietta Berti (Polydor)—Nazionale
4	3	PIETRE—	*Antoine (Vogue)—Sciascia
5	5	L'IMMENSITA'—	*Don Backy (Clan)—Clan
6	7	CIAO AMORE, CIAO—	*Luigi Tenco (RCA)—RCA-R.R. Ricordi
7	4	BISOGNA SAPER PERDERE—	*Rokes (Arc)—RCA
8	10	NON PENSARE A ME—	*Claudio Villa (Cetra)—Mascotte
9	9	LARA'S THEME FROM "DR. ZHIVAGO"—	Bob Mitchell (Variety)—Curci
10	11	UN UOMO, UNA DONNA—	Soundtrack (UA)—Southern

JAPAN

**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	YUME WA YORU HIRAKU—	*Sono Mari (Polydor); *Midorikawa Ako (Crown)—JASRAC
2	2	KONYAWA ODOROU—	*Araki Ichiro (Victor)—JASRAC
3	3	KOBOROBANA—	*Ishihara Yuujiro (Teichiku)—JASRAC
4	4	SHINJITE ITAI—	*Nishida Sachiko (Polydor)—JASRAC
5	5	YUUHIGA NAITEIRU—	*The Spiders (Philips)—Shinko
6	6	NEONGAWA—	*Bob Stake (King)—JASRAC
7	8	KAERITAKU NAINO—	*Sono Mari (Polydor)—JASRAC
8	10	KANASHII SAKE—	*Misora Hibari (Columbia)—JASRAC
9	—	ONNANO TAMEIKI—	*Mori Shinichi (Victor)—JASRAC
10	9	YOGIRI NO BOJOU—	*Ishihara Yuujiro (Teichiku)—JASRAC

MALAYSIA

(Courtesy Radio Malaysia)

This Week	Last Week	Title	Artist
1	2	EAST WEST—	Herman's Hermits (Columbia)
2	1	GOOD VIBRATIONS—	Beach Boys (Capitol)
3	3	IN THE COUNTRY—	Cliff Richard (Columbia)
4	6	RAIN ON THE ROOF—	Lovin' Spoonful (Pye)
5	4	MY MIND'S EYE—	Small Faces (Decca)
6	7	DISTANT DRUMS—	Jim Reeves (RCA)
7	5	MORNINGTOWN RIDE—	Seekers (Columbia)
8	—	GOOD-DAY SUNSHINE—	Beatles (Parlophone)
9	—	KNIGHT IN RUSTY ARMOUR—	Peter & Gordon (Columbia)
10	8	ANOTHER TEAR FALLS—	Walker Bros. (Philips)

MEXICO

(Courtesy Audiomusica)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	BATIJUGANDO—	*Sonia Lopez (CBS)—Mundo Musical

2	3	ME DA VERGUENZA—	*Sonia Santanera (CBS)—Emma
3	5	BRASILIA—	Tony Mottola (Command)—Pending
4	2	WINCHESTER CATHEDRAL—	John Smith (Gamma); The New Vaudeville Band (Philips)—Pending
5	6	EL BOTONES—	*Sonora Santanera CBS)—Mundo Musical
6	4	FUISTE A ACAPULCO—	*Apson (Peerless)—Brambila
7	7	EL ULTIMO BESO (The Last Kiss)—	*Polo Peerless)—Pending
8	9	I AM A BELIEVER—	The Monkees (RCA)—Pending
9	8	STRANGERS IN THE NIGHT—	Frank Sinatra (Reprise)—Mundo Musical
10	10	SENZA FINE—	The Brass Ring (RCA)—Mundo Musical

NEW ZEALAND

(Courtesy Radio New Zealand)

This Week	Last Week	Title	Artist
1	1	BEND IT—	Dave Dee, Dozy, Beaky, Mick and Tich
2	2	GREEN, GREEN GRASS OF HOME—	Tom Jones
3	6	RAIN ON THE ROOF—	Lovin' Spoonful
4	5	DEAD END STREET—	The Kinks
5	4	HOORAY FOR HAZEL—	Tommy Roe
6	7	OOH-LA-LA—	Normie Rowe
7	12	GIRL ON A SWING—	Gerry & the Pacemakers
8	—	I'M A BELIEVER—	The Monkees
9	8	SORRY—	The Easybeats
10	3	GOOD VIBRATIONS—	The Beach Boys

NORWAY

(Courtesy Verdens Gang)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER—	Monkees (RCA Victor)—Screen Gems
2	2	GREEN, GREEN GRASS OF HOME—	Tom Jones (Decca)—Palace Music
3	3	LET'S SPEND THE NIGHT TOGETHER—	Rolling Stones (Decca)—Essex
4	5	INATT JAG DROMDE—	Hep Stars (Olga)—Sonora (Polydor)
5	4	HAPPY JACK—	Who (Polydor)
6	6	VID DIN SIDA—	Sven-Ingvars (Svensk-American)—Sven Bros.
7	7	NASHVILLE CATS—	Lovin' Spoonful (Kama Sutra)
8	8	NO MILK TODAY—	Herman's Hermits (Columbia)—Reg Connelly
9	10	IN THE COUNTRY—	Cliff Richard (Columbia)
10	9	HULDRESLATTEN—	*Ole Ellefsaeter (Odeon)—Carl M. Iversen

PHILIPPINES

(Courtesy O Globo)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	LAND OF 1000 DANCES—	Wilson Pickett (Atco)—Mareco, Inc.
2	2	KEEP ON DANCING—	The Gentrys (MGM)—Mareco, Inc.
3	3	SPANISH NIGHTS AND YOU—	Connie Francis (MGM)—Mareco, Inc.
4	5	TOGETHER AGAIN—	Buck Owens (Capitol)—Mareco, Inc.
5	6	HOMEWARD BOUND—	Simon and Garfunkel (CBS)—Mareco, Inc.
6	4	I CALL YOUR NAME—	The Mama's & The Papa's (RCA)—Filipinas Record Corp.
7	9	I'M A BELIEVER—	The Monkees (RCA)—Filipinas Record Corp.
8	7	SOMEWHERE MY LOVE—	Connie Francis (MGM)—Mareco, Inc.
9	8	YOU DON'T HAVE TO SAY YOU LOVE ME—	Vic Damone (RCA)—Filipinas Record Corp.
10	10	WINCHESTER CATHEDRAL—	New Happiness (CBS)—Mareco, Inc.; Palm Beach Band Boys (RCA)—Filipinas Record Corp.

RIO DE JANEIRO

(Courtesy O Globo)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	1	MASCARA NEGRA (Black Mask)—	*Ze' Keti (Mocambo); Dalva de Oliveira (Odeon)—SBACEM
2	2	LINDA MASCARADA (Beautiful Lady With a Mask)—	*Joao Dias (Odeon)—Vitale

3	—	COLOMBINA YE-YE-YE—	*Roberto Audi (Copacabana)—Vitale
4	5	MAE-NHE (Mammy)—	*Osvaldo Nunes (Equipe)—Euterpe
5	4	O CHORAO (The Weeper)—	*Paulo Diniz (Copacabana)—Vitale
6	9	A NAMORADINHA DE UM AMIGO (My Friend's Cuite)—	*Roberto Carlos (CBS)—Vitale
7	7	I'VE GOT YOU UNDER MY SKIN—	4 Seasons (Philips)—UBC-ASCAP
8	6	PLEASE PLEASE LOVE ME—	Michel Polnareff (Fermata)—Fermata
9	3	CATEDRAL DO AMOR (Winchester Cathedral)—	Ronnie Van (Polydor)—AM-Vitale
10	—	GATINHA MANHOSA (Weepy Little Cat)—	*Erasmo Carlos (RGE)—Fermata

SINGAPORE

(Courtesy Radio Singapore)
**Denotes local origin*

This Week	Last Week	Title	Artist
1	3	YOU KEEP ME HANGING ON—	Supremes (Motown)
2	1	BUT SHE'S UNTRUE—	Crispian St. Peters (Decca)
3	4	GOOD-DAY SUNSHINE—	Beatles (Parlophone)
4	6	ROLLER COASTER MAN—	*Quests (Columbia)
5	8	KEEP IN TOUCH—	Sandie Shaw (Pye)
6	7	IT'S LOVE—	Ken Dodd (Columbia)
7	9	SUGAR TOWN—	Nancy Sinatra (Reprise)
8	—	GOOD VIBRATIONS—	Beach Boys (Capitol)
9	—	MATTHEW AND SON—	Cat Stevens (Durium)
10	2	THE RACE IS ON—	Jack Jones (Kapp)

SOUTH AFRICA

(Courtesy Radio South Africa)

This Week	Last Week	Title	Artist
1	2	I'M A BELIEVER—	The Monkees (RCA)
2	1	GREEN, GREEN GRASS OF HOME—	Tom Jones (Decca)
3	3	RAMBLIN' BOY—	Des Lindberg (CBS)
4	4	CRY SOFTLY—	Nancy Ames (CBS)
5	5	IF I WERE A CARPENTER—	Bobby Darin (Atlantic)
6	6	GOOD VIBRATIONS—	The Beach Boys (Capitol)
7	8	MELLOW YELLOW—	Donovan (CBS)
8	7	PAINT ME A PICTURE—	Gary Lewis and the Playboys (Liberty)
9	14	REMEMBER WHEN—	Max Bygraves (Pye)
10	9	HOORAY FOR HAZEL—	Tommy Roe (ABC-Paramount)

CTL Releases

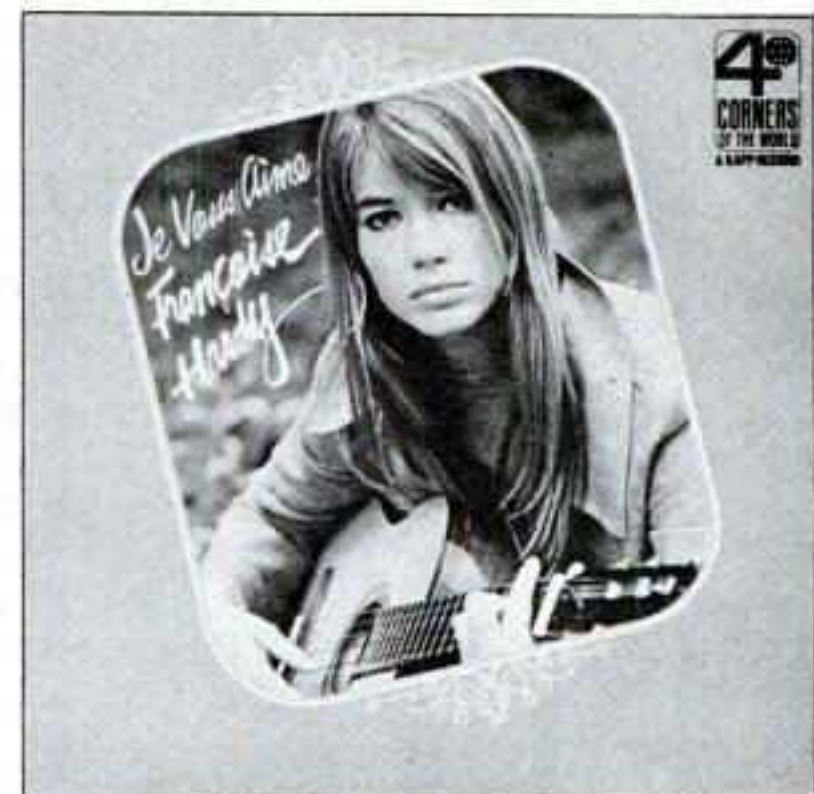
**Continued from page 56*

coast to coast. It has been acclaimed as the biggest single influence in increasing the Canadian-talent content of Canadian radio. It had produced 79 albums, from jazz to light classics, from organ and piano duo to 27-piece orchestra, under an AFM transcription agreement, before becoming a signatory to the AFM's phonograph record agreement last August in preparation for the current move to general release to the public. CTL also looks forward to the release of its albums abroad through RCA Victor's international affiliates. Any albums not chosen for release by RCA will be made available to other record companies.

Six new chartthrobs from Kapp.



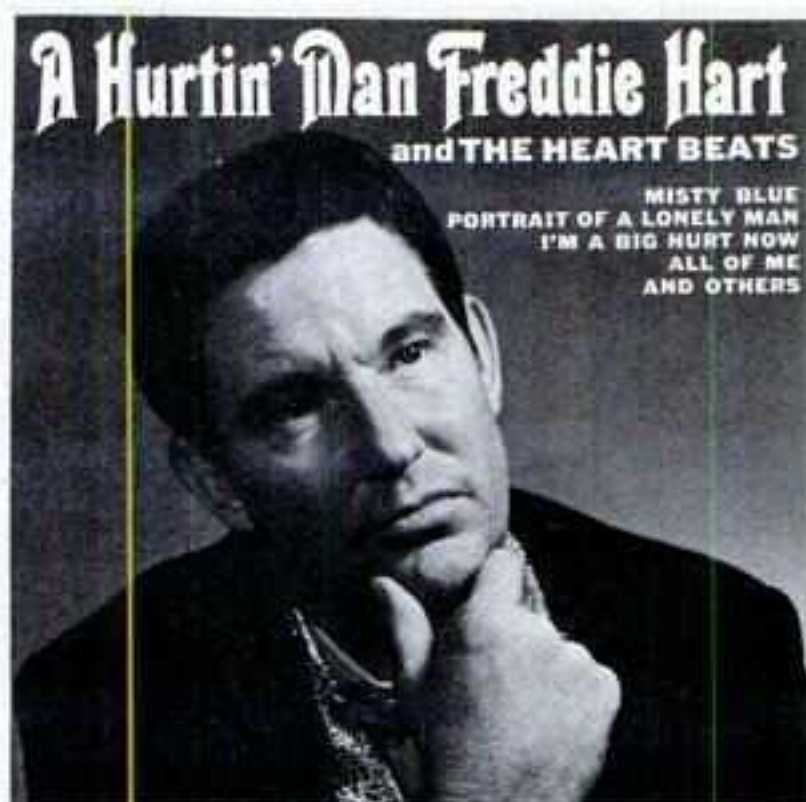
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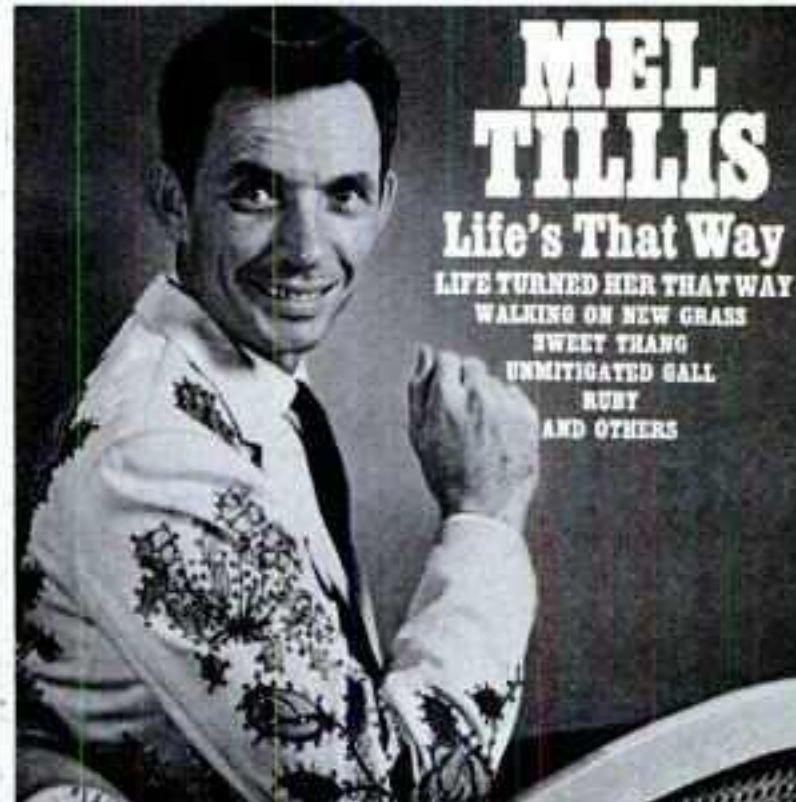
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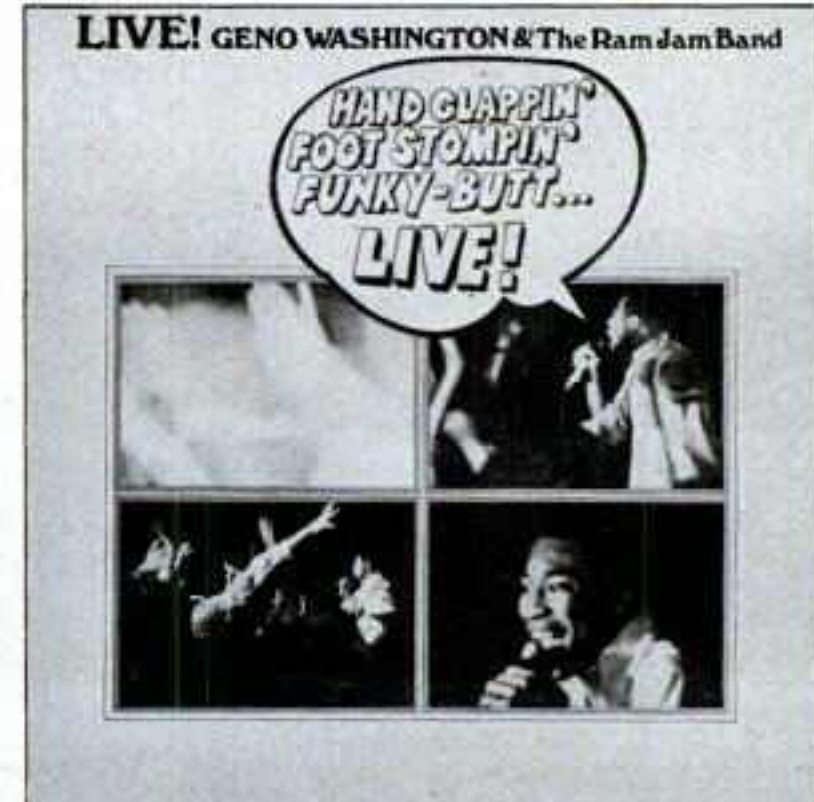
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Kapp Records



Varitone Sax Vies for Lead Among Electronic Instruments

By JERIANNE ROGINSKI

ELKHART, Ind.—The saxophone is now vying with the guitar for the lead position among electronic instruments—thanks to H. & A. Selmer, Inc., here. Selmer's Varitone electronic saxophone, introduced at the Music Show last July, offers 60 different instrumental effects through a pre-amp electronic "tone prism."

Unique among the effects which can be produced by the electronic woodwind is the Octamatic sub-octave coupler which adds the accompaniment of "a phantom" player as either the principal or a subdued second voice. Through this control, a performer can play loudly almost drowning out the sub-octave or allow the lower tone stand out—creating the sound of two different instruments.

Other controls can permit the performer to make the instrument's normal tone brighter or darker or apply tremolo and echo effects.

The tremolo network of the Varitone is based on an effect as close as possible to that of the performer's own vibrato and can be varied from that. This is approximately four cycles per sec-

ond as compared to an organ tremolo of about eight cps.

Ceramic Mike

Through the use of miniaturized components, the weight and physical appearance of the electronic horn have been altered only slightly. A compact variable control unit, about the size of two cigarette packages, is mounted on the right side of the instrument, leaving the players left hand free for fingering.

In order to withstand high sound pressure and high moisture level, a ceramic microphone was developed and fitted into the neck of the instrument. It is approximately 3/4 in. in diameter and 1/2 in. thick and does not affect normal playing technique. The microphone picks up the tone from inside the instrument and runs it through the built-in control box. Electro-Voice developed the device for Selmer.

The electronic equipment on the instrument has been designed not to affect the basic playing technique or quality. A musician has the prerogative to turn them off and play regular sax. Both the instrument and equipment are said to be rugged enough to withstand travel and regular playing conditions.

Controls include three knobs and four tab switches, similar to organ tabs. Over-all volume, echo and loudness can be adjusted by rotating knobs.

A separate cabinet houses the pre-amp, power amplifier and speaker for the Varitone which is placed on stage near the per-

former as a guitar amp. A circuitry for echo, tremolo and sub-octave effects are included in the pre-amp. It produces power output of one volt to the power amplifier.

Both alto and tenor Varitone electronic saxophones are available, ranging in price from \$1,020 to \$1,295. Other Selmer saxophones can be converted to the electronic operation at costs beginning at \$530 and running to \$730.

National advertising programs have been launched by Selmer to assist dealers in promoting the Varitone.

Scanning The News

Califone-Roberts Division of Rheem Manufacturing Co. announced the leasing of larger quarters in Carteret, N. J., to serve as warehousing and service center for the mid-Atlantic and Northeast markets. . . . 3M Co. reported that its 1966 sales were up 15 per cent over 1965, giving them a record year. . . . King Karol store of New York City opened a new mezzanine floor which contains over 25,000 different tapes. . . . A charter has been received by Car Stereo International, Inc., Youngstown, Ohio, to conduct stores in dealing with installation and retail and wholesale sales of their products. They handle hom and car stereos, tape cartridges, radios, TV's and other electronic equipment. . . . Articles of incorporation have been filed by Northwest Stereo & Tape Distributors, Inc., for the sale, rental, and installation of stereo, radio and electronic equipment. . . . Statistics show teenagers spend more of their personal money on records than any other commodity. The average buyer maintains a collection of 55 single records. . . . Tampa Radio Sales of Florida opened a new store recently which features a listeners' stereo room. . . . Rich Little, recording star for Columbia Canada, has scheduled the following concerts: Feb. 8-10, Edmonton, Alta.; Feb. 17-18, Charlottown, P.E.I.; March 9, University of Alberta, Edmonton; March 13-April 1 and April 10, York Hotel, Toronto; April 27-May 10, Copacabana, New York, and April 30, the Ed Sullivan show. . . . Acoustic Research, Inc., announces the avail-

(Continued on page 66)

Selmer Plans Electric Future for Wind Line

(Fourth in a series on amplified instrument sources for dealers interested in this exploding market.)

ELKHART, Ind.—In addition to the Varitone saxophone, H & A Selmer, Inc., manufactures a wide range of wind instruments, many of which in the near future may be made electronic, according to president of the company Jack F. Feddersen.

The Indiana firm was founded by a New York Philharmonic clarinetist, Alexandre Selmer, in the early 1900's and since that time has built a strong reputation in manufacturing woodwinds and brasses. Such well known as Benny Goodman and Rosario Mazzeo, clarinetist with the Boston Symphony Orchestra, have been consultants and contributors to the Selmer line.

Selmer's Bundy clarinet models are designed to provide good, inexpensive instruments for school music education programs. For the first time, a thermo-setting plastic was used in this line in replacement of wood. The Bundy clarinets became the largest selling in the world. Among the clarinets offered are the B^b, the E^b soprano, E^b alto, B^b bass, and the E^b contrabass.

Brass instruments have been part of the Indiana firm's product line since the 1950's. Produced also primarily for the school band market, the Bundy brass instruments offer quality at economical prices. Selmer employs several instructors to assist music educators throughout the country.

In-between-models for more advanced students are provided in Selmer's Signet clarinets and brasses. Signets offer more challenge for the blooming musician who is almost ready for a professional model. Under the Selmer name, the company's Paris plant produces very high-class woodwinds and brasses, developed especially to meet the demands of professional musicians. These are the original and most expensive models of the company.

Buescher C melody saxophones were first manufactured by Selmer in the 1960's. Since that time, they have added the Aristocrat, the "400" and the Varitone to their sax line. Electronic equipment is available for attaching to all Selmer saxophone models.

In accessory equipment, the Elkhart company provides more than 200 different mouthpieces to be used on their brass instrument lines. Reeds, batons, music stands, all types of instrument care materials, in fact several hundred items related to music instruments are manufactured by the firm.

CM Introduces 3 FM Antennas

CHICAGO—Channel Master has introduced three Stereo-Probe FM antennas which are designed to overcome the critical sound intensity loss in multiplex reception which previously has limited fringe area listeners to monophonic reception only.

The company reports that complex harnesses and matching stubs frequently found on FM antennas have been eliminated in their models to provide an economical high-grain antenna.

Models are priced as follows: Stereo-Probe 9, \$29.95; Stereo-Probe 6, \$24.95, and Stereo-Probe 4, \$14.95.

GE Info Available

UTICA, N. Y. — Retailers handling General Electric radios, Show 'N Tell, portable phonographs, portable tape recorders, intercoms, and citizen's band transceivers can receive complete service information on the products by subscription from GE Radio Receiver Department.

Two plans are available: Plan A, priced at \$6.50, provides service information, technical diagrams and parts price list on all 1967 models. Plan B, selling for \$14.50, includes the above plus four radio service guides covering all GE radios made between 1946 and 1967. Separate past radio guides are also available.



THE 'NOW' GENERATION of teen-age girls may buy mod fashions, hear hit records on the jukebox and buy the records, all in the clothing department of the H. C. Prange Department Store in Green Bay, Wis. (Note browser rack at right.) Clothing and record department managers are delighted, as is jukebox operator Roger Bockmeier.

Cap. Hi-Fi In Wash.

• Continued from page 8

Weathers points out that his three-channel solid state FM receiver plus three-channel speaker system provides a third "special bass" speaker that "captures every rich tonal phrase," so the music seems to come from all directions.

Weather now operates as president of his new Weather Research and Development company which will sell receiving and transmitting equipment—he believes his type of three-channel sound will replace present two-channel stereo in radio station as well as in home audio systems.

Video-tape playback units pulled tremendous crowds particularly with the optional camera facilities. The play-backs can not only repeat a favorite TV program at the owner's convenience, but can be used to produce home-video shows, or playback immediately that party, wedding, school show, athletic practice session, or whatever. Pricing was being pushed down to under \$1,000 by Sony, and just over by General Electric.

The do-it-yourself went all out for the Heath four rooms of equipment kits, but the show stopper this year was the electric guitar kit.

In live performance, opera star Rise Stevens drew crowds that "just wouldn't move on," Mrs. Rogers reports, as did station WGMA AM-FM during its extensive live broadcasts from the lobby floor of the exhibit.

Plans are already being drawn up with industry co-operation for the 1968 Philadelphia Hi-Fi show which is tentatively scheduled for Feb. 15-19 in the Benjamin Franklin Hotel.

Small Gains Cited for '67

CHICAGO—A research report on retail sales released by Paine, Webber, Jackson & Curtis predicts only a 5-6 per cent gain in retail sales for 1967 with 1-2 per cent resulting from price increases. "There appears to be a tendency among consumers to save more, restrict credit buying somewhat, trade down in some areas, and delay 'big ticket' purchases"—the nationwide investment firm observed.

Retail earnings are currently caught "in a squeeze between accelerating costs and declining consumer confidence," the company reported. Tax raises on all levels will contribute to the tight year. Social security, property and State taxes, possibly federal corporate taxes, are going up along with interest costs and construction and labor rates.

Despite the high level of economy and increased government spending, these factors will make it tougher for retailers to increase markups, lengthen the time it takes for new stores to break even, and lessen store for store gains, the firm forecasted.

Norelco Cuts Radio Prices

NEW YORK—Norelco has cut prices on two radio models, effective immediately.

The suggested list price for Model L254, a camera-size, four-band portable, has been reduced from \$69.95 to \$59.95.

Model C067, a "big sound" portable, formerly at \$22.95, now carries a \$21.95 suggested list.



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OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct to-you low prices.

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THE PALM BEACH XII DPS-25

Deluxe four speed manual phonograph—Front firing 4" speaker and control panel—Solid state amplifier—Foam rubber turntable mat and turn over cartridge—Available in Silver, Coral and Gold.

\$1995

Suggested List Price



THE SEAFORD XI DP-599

Deluxe four speed manual phonograph—Solid state amplifier—Two piece cabinet with removable lid—Volume and tone controls—Turn over cartridge available in Simulated Walnut and Oak—Can be played with the lid attached or detached.

\$2495

Suggested List Price



THE MORRISON II DP-484

Deluxe four speed manual portable phonograph—Solid state amplifier—Battery or AC operation—Attache Case styling—Available in Charcoal Grey and Saddle Tan.

\$2995

Suggested List Price



THE SUMMIT III DP-862

Full stereo automatic component system phonograph—Solid state amplifier—Five controls—Increased power output to 10 watts—Two input jacks for tape or tuner—Selector Switch to play new tape cartridge attachment through amplifier.

\$8995

Suggested List Price



THE BAXTER II DP-672

Deluxe full stereo high fidelity automatic portable—Solid state amplifier—Garrard changer, manual or automatic play—Diamond needle—Two-toned cabinet.

\$9995

Suggested List Price



THE MONITOR III DP-617

Automatic component and demonstration system—Deluxe full stereo—Solid state amplifier—Deluxe Garrard changer with 11" turntable, manual or automatic play—Four speakers—Diamond needle—Five controls—10 watt output—Two tape and two tuner input jacks—Two output jacks for regular speaker—Two additional jacks for auxiliary speakers—Plastic dust cover—Tape cartridge adaptable.

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Suggested List Price

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CLASSIFIED MART

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ATTENTION, INDEPENDENT RECORD COMPANIES. Overseas distributor needs rhythm and blues recording for foreign release. Write: Buhl, Box 34, Princeton, Florida.

MASTERS PRODUCED FOR SALE OR LEASE. Rock 'n' Roll. Soft Rock. Suwanee Productions, A St. & Broadway, Lenoir City, Tenn. 37771.

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RELIABLE CONTACT MAN WANTED in Nashville area by folk, country and western publisher. Quincy Music Publications, 131 Farrington St., Wollaston 70, Massachusetts.

SEEKING SALES REPRESENTATIVES—for 24-track compatible car stereo players that fits 4 different type cartridges. Most territory opened except Calif. & Texas. Write: Associated Importers, 34 Dore St., San Francisco, for sales appointment.

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LARGE SELECTION OF OLDIES BUT Goodies, late Hits, Rare Oldies, etc., available from 20¢ each up, wholesale & retail. Write for large lists. Thunder Enterprises, Box 271, Jenkintown, Pa. 19046.

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in Billboard**

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READ "SONGWRITER'S REVIEW" magazine, 1697-B Broadway, N.Y.C. 10019. \$3 year; 35¢ sample. Guiding Light to Tin Pan Alley. Est. 1946.

TOP C/W ARTISTS, KENNY ROBERTS and Kathy Dee setting summer show-fair dates. B-W Management, Box 337, Wooster, Ohio 44691.

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Special introductory offer for a limited time only! 2 songs mastered; one-step processing; two-hour maximum of studio time; 2-color record labels; 200 records (45 RPM). The finest recording facilities available! Ampex, Scully, RCA, Newman, Telefunken; complete multi-track equipment; two natural echo chambers; perfect sound studios; top-notch technicians and A&R. All this for only \$229! Gigantic Recording Studios, a division of Evansville Music International, 113 Garfield Ave., Evansville, Ind. 47710. Phone (812) 425-8155.

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WILL PURCHASE NEW OR USED EDITION American Ballads and Songs by Louise Pound. Any reasonable amount. Zachary Quill, c/o Billboard Magazine, 9000 Sunset Blvd., Los Angeles, Calif. 90069. Tel.: 273-1555.

INTERNATIONAL EXCHANGE

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ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all-new 14-track album, mono/stereo, \$6.15 airmailed on release day. 300-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records, John Lever, Gold St., Northampton, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

"BETWEEN THE BUTTONS" STONES' latest English album of 12 brand new cuts. "Oldies But Goodies" Beatles' 16 hits album or any other British album; mono or stereo, \$6 air mailed. Stones "Poison Ivy" E.P., \$2.20. Pop catalog, \$2. Record Centre Ltd., Nuneaton, England.

GERMANY

GOOD STAMPS, GERMANY & WORLD, 200 for \$2. 33 orig. Russian LP's, \$3 each; EP, \$2. Send at once! W. Ramonet, 224 Heide, Rektor-Marten 17, Germany.

UNITED STATES

BRAND-NEW 45 RPM'S

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\$5 per hundred—\$50 per thousand

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2909 Broadway Chicago, Illinois

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International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

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PHONOGRAPH NEEDLES were the subject of a recent market survey conducted by the IBM computer in the background. Results showed that only 39 needles out of a 100 account for 91 per cent of all phonograph needles sold in the U. S. Gilbert W. Matthies (left), special products merchandising manager of Capitol Records Distributing Corp., and Stephen Nester, president of Duotone Phonograph Needle Co., look over the results.

Scanning The News

• Continued from page 64

ability of a brochure on the "Stylus Force Requirement for Current (needle) Cartridges." The report gives important information of the measured pressure of different needles which would be of much interest to all hi-fi consumers. . . . Despite the popular opinion that teen-agers are strictly rock fans, a recent survey shows that more than one-fourth of America's 492 symphony orchestras are made up of teen-age musicians. . . . The Blue Magoos announce the following concerts: Feb. 17, Kenyon College, Gambier, Ohio; Feb. 18, Tampa, Fla.; Feb. 25 and March 11, Chicago; March 3, Montgomery, Ala.; March 4, Birmingham; March 5, Greensboro, N. C.; March 25-26, Atlantic City. . . . PERSONNEL CHANGES: George A. Schupp becomes assistant to vice-president N. W. Aram for Zenith Radio Corp. . . . Admiral's Herbert Natin moves up to the new post of cabinet division manager. . . . Gordon L. Thorburn has been appointed national sales manager for Viking Tape Recorders. . . . William H. Winn has joined Philco-Ford as marketing specialist on the Consumer Products Group staff. . . . Gregory Amplifier Corp. announces three new representatives—B. L. Cahn Associates, San Francisco; H. K. Dewees Co., Inc., Atlanta, and Gerald Tugman Associates, Detroit. . . . Donald J. Cameron has been appointed vice-president-manufacturing for Symphonic Electric Corp. . . . Henri Milano becomes national sales

GE Adds 'Talkie'

UTICA, N. Y. — General Electric's newest solid-state Citizen's Band transceiver can transmit and receive up to 10 miles, depending on terrain and conditions. Retailing for \$125 a pair, the compact walkie-talkies measure only 7½ inches high and 3¼ inches wide.

Power source flexibility is a special feature of the model. It can be operated with standard "AA" penlight batteries or with rechargeable nickel cadmium batteries which are optional. An AC house current, a car cigaret lighter or a 12-volt storage battery can be used with optional accessories.

G.E. Adds Six New Portables

UTICA, N. Y.—Four miniature and two multi-band portable radios have been added to the General Electric 1967 line. Two of the new models are 8 transistors in "horizontal" styling at \$9.25 suggested retail. Two new 10-transistor miniatures are offered at \$12.25 suggested list, a multi-band portable has been added at \$24.95 and carrying the same retail prices is a new marine band portable.

manager for Estey Musical Instrument Corp. . . . Entertainment Products Corp., a subsidiary of Sylvania Electric Products, Inc., named George I. Heffernan vice-president-merchandising.

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BUT ONLY IF YOU USE IT.

COIN MACHINE news

MOA Preparing for Senate Showdown



SEEBURG EXECUTIVES greet Georgia operator W. L. Groover during two-day open house at newly opened South Atlantic Distributing Co. headquarters. From left, Robert Breither, sales manager vending division; Groover; Seeburg national promotion manager Stanley Jarocki, and Seeburg vice-president Joe Fitzpatrick, president of the new Atlanta branch.

Selecting Witnesses, Forming Arguments for March 17 Hearing

CHICAGO—The Music Operators of America is doing the most careful homework in its 16-year history in preparation for its testimony before the Senate Copyright subcommittee in Washington March 17.

MOA witnesses, it was announced last week, will appear before the subcommittee, chaired by Sen. John L. McClellan (D., Ark.), the morning of the group's third day of hearings on the Copyright Revision Bill. Jukebox manufacturer witnesses are scheduled to testify the afternoon of the same day.

At stake for the MOA and the music machine industry is the half-century-old exemption operators have been granted from payment of performance royalties on jukebox play.

Senator McClellan, an outspoken advocate of jukebox exemption repeal, will reportedly defer chairmanship to Sen. Quentin Burdick (D., N. D.) after the March 15-16 sessions because of the press of other Senate matters. The initial two days' hearings will reportedly be devoted to testimony by author

and publisher groups, some of which have stated demand for as much as \$60 annually performance fee payment per jukebox.

A House copyright subcommittee version of the Copyright Revision Bill, made public just before it died with the close of the last congressional session called for an average fee, based on record inventory and legislatively limited, of about \$19 per machine.

In the wake of that subcommittee proposal, the MOA expanded upon an earlier offer of 2 cents per side mechanical royalty fee. The new MOA proposal is considered a stronger position and will form the nucleus of MOA testimony March 17. The four-point MOA position in brief, is this:

1. MOA insists on a full hearing on the jukebox royalty question before the House Copyright subcommittee.

2. MOA objects to the stipulations of section 116 of the House Copyright Revision Bill draft (that section concerns itself with jukebox royalties) because "a new jukebox royalty has not been justified," and the House subcommittee's proposed means of fee determination and collection are "unworkable."

3. MOA insists that any jukebox royalty fee, if justified, be based on record purchase.

4. MOA seeks a hearing before the Senate Copyright Subcommittee to urge retention of the exemption or, if its justification is demonstrated, adoption of the 2-cent-per-side-on-acquisition proposal by MOA in late 1965 as the best solution to the royalties question.

The MOA is now selecting its witnesses for the March 17 hearings, which follow closely the annual Washington board meeting of the association March 5-7. While in the capital, board members will call upon their Senators and representatives to fully acquaint them with the industry's copyright position.

According to MOA executive vice-president Fred Granger, some of the witnesses before the House subcommittee hearings in 1965 will again testify. Witnesses in 1965 were: Clinton

(Continued on page 75)

MOV Members Busy at State Political Level

RICHMOND, Va.—Although the State Legislature is not in session here this year, the Music Operators of Virginia are just as interested in matters legislative as those associations in States where lawmakers are now busy. At an MOV meeting last week, executive vice-president Jack Bess explained the need for taking an active part in the upcoming primaries and becoming acquainted with any new candidates.

"We're electing our constitutional officers this year," said Bess, who also is executive director of the Virginia Automatic Merchandising Association. "This means our sheriffs, county collectors, treasurers and officials like this and also our complete House and Senate on the State level. Our primaries are in April but candidates must file 90 days prior to this time so there's plenty of activity right now."

Virginia operators, Bess pointed out, have been unusually successful in implementing legislation favorable to the coin machine industry, indicating that preliminary political spadework pays off. "Our next meeting will

be in April," he said, "and we will be appointing a legislative committee to follow through on the political situation."

MOV's concern for legislation on the national level also was manifested at the meeting here as Bess outlined the Music Operators of America's approach to the impending change in the copyright laws sure to affect the royalty exemption which music operators have traditionally enjoyed.

Four members of MOV are also directors and will be at the national association's board meeting in Washington, D. C., March 5-7. These are Bess, MOV president Dick Lumpkin, secretary-treasurer K. A. O'Connor, and M. L. Holland, first vice-president.

In other matters brought before members here, the bylaws committee reported out a resolution to make the offices of MOV secretary and treasurer separate posts. K. A. O'Connor, prominent Richmond operator, now holds both offices. "Our intention is to bring another good man into the official family of the association," said Bess, "and to make both jobs a little easier."

Location Contract Advice a Mo. Association Service

MOBERLY, Mo.—The Missouri Coin Machine Council is increasing its services to operators in an effort to build the 20-year-old association. Meeting here last week it heard speakers describe a location contract program and the Music Operators of America Variable Pension Plan.

President John Masters, suburban Kansas City operator, said

he plans to visit operators around the State and present the location contract program as the first of a series of association services.

Assisting Masters will be Red Howe, a prominent Kansas City operator who just joined the out-State organization and who has had considerable experience with location contract implementa-

(Continued on page 72)



MISSOURI OPERATORS pose for photograph following recent meeting of the Missouri Coin Machine Council in Moberly. From left seated are Charlie Lammers, Boonville; Bill Welch, Trenton; John Fling, president emeritus, Kansas City; John Masters, president, Lee's Summit; Red Howe, Kansas City; back row from left, Russell Black, Mexico; Harley Tripp, Brookfield; Ivan Nelson, Mexico; J. B. Storts, Bowling Green; Jack Couch and Don Skinner, Moberly; Russ Smith, Columbia.

Cigaret Taxes Today—A National Survey

CHICAGO—Federal, State and local taxes on cigarettes serve to double the per-pack price today. Federal tobacco excises were initiated in 1863 and grossed \$2.1 billion last year, 96 per cent of which accrued from the 8-cent-per-pack cigarette excise. State cigarette taxes came on the scene in 1921 and last year grossed \$1.6 billion. State rates range from 2½ cents to 11 cents per pack. Local cigarette taxes were first imposed in the late 20's, are confined to 279 cities, towns and counties in 11 States, and brought in about \$65 million last year.

Here are capsule tax reports on each State:

ALABAMA has a 7-cent-per-pack tax rate and a 4 per cent sales tax that adds a penny cost per pack. Average pack price is 31.6 cents of which 47.5 per cent is tax.

ALASKA collects 8 cents per pack tax. The

average pack price is 35.7 cents of which 44.8 per cent is tax.

ARIZONA has a 6.5 cent per pack rate and collects a penny per pack sales tax based on a 3 per cent rate. The average price per pack is 29.2 cents and tax makes up 49.7 per cent of it.

ARKANSAS collects 8 cents per pack tax. The average pack price is 30.4 cents: 52.6 per cent of this is tax.

CALIFORNIA's rate is currently 3 cents per pack (see story elsewhere) and the 3 per cent sales tax adds a penny per pack. Of the 26-cent average price, 42.3 per cent is tax.

COLORADO has a 5-cent tax rate. Its 28.2 cent average pack price is 46.1 per cent tax.

CONNECTICUT collects 8 cents per pack. Average pack price in the State is 31.1 cents.

(Continued on page 68)

'Operation Alert' Revived

CHICAGO — An old problem is badly haunting cigarette vendors, according to National Automatic Merchandising Association executives who have announced resumption of "Operation Alert," a campaign to protect operators from anti-tobacco forces.

"The emphasis of anti-tobacco groups now is more than ever

(Continued on page 74)

BULLETIN

CHICAGO—A massive mailing from the offices of the Music Operators of America here will go out to the nation's operators this week urging that they contact their local State Employment Service officials to indicate how many trained coin machine mechanics they now need. These operator "statements of manpower need" are required by the Manpower Training division of the Department of Health, Education and Welfare before funds for coin machine mechanic training can be appropriated on a national basis. Watch for a full report next week.

Cigaret Taxes Today—A National Survey

• Continued from page 17

of which 51.4 per cent is State and federal tax. **DELAWARE** gets 7 cents per pack. Average pack price is 39.7 and 48.9 per cent of that price is made up of tax.

DISTRICT OF COLUMBIA collects 3 cents per pack and a 3 per cent sales tax adds another penny per pack. State and Federal taxes comprise 42.8 per cent of the pack price.

FLORIDA has an 8-cent per pack tax fee and a 3 per cent sales tax adds another penny to the price. Of the 30.2 cent average pack price, 53 per cent is tax.

GEORGIA also levies an 8-cent tax with a 3 per cent sales tax tacking another cent on the price. The average pack price is 31.5 cents and 51.8 per cent of this is tax.

HAWAII is now up to an 8-cent per pack rate. Its average pack price is 31.1 cents and 51.4 per cent of this is tax.

IDAHO collects 7 cents per pack and another penny per pack due to a 3 per cent sales tax. The average pack price is 30.1 cents, of which 49.8 per cent is tax money.

ILLINOIS is getting 7 cents per pack in taxes

plus the penny per pack resulting from a 3½ per cent sales tax. The average pack price is 30.1 cents and 49.8 per cent of this is tax.

INDIANA has a 6-cent pack rate but is talking more. A 2 per cent sales tax adds a penny to per-pack prices. This price on the average is 29.1 cents of which 48.1 per cent is tax.

IOWA has an 8-cent rate and grosses another penny per pack from its 2 per cent sales tax. Half of its 32-cent average pack price may be traced to taxes.

KANSAS carries an 8-cent per pack rate and a 3 per cent sales tax that adds another cent to price. The average pack price is 31 cents of which 61.6 per cent is tax.

KENTUCKY has a low 2.5-cent pack rate but a 3 per cent sales tax adds a penny per pack. The average pack price in the State is only a quarter, of which 42 per cent is tax.

LOUISIANA collects 8 cents per pack taxes and a 2 per cent sales tax that boosts the price a cent. The average pack price is 31.5 cents and 50.8 per cent of this is tax.

MAINE has an 8-cent per pack tax rate. Average pack price is 30.3 cents, of which 52.8 per cent is tax.

MARYLAND is a 6-cent per pack tax State. Her average pack price is 29.4 cents, 47.6 per cent of which is tax.

MASSACHUSETTS gets a dime per pack tax. Average pack price is 33.6 cents (fourth highest in the nation), of which 53.6 per cent is tax.

MICHIGAN levies a 7-cent per pack tax and a 4 per cent sales tax adds a penny to the pack price. Half of the 30-cent average pack price is tax.

MINNESOTA gets 8 cents tax for every pack. The average pack price is 30.9 cents and 51.8 per cent of this is tax.

MISSISSIPPI collects 9 cents per pack tax and its 3½ per cent sales tax adds another penny to the pack price. Average pack price is 31.6 cents and 53.8 per cent of this is tax.

MISSOURI has a low, 4-cent rate per pack but a 3 per cent sales tax means another penny per pack on price. Average pack price is 27.5 cents (higher in some municipalities with their own taxes) and 43.6 per cent of the pack price is tax.

MONTANA gets 8 cents per pack tax. Its average pack price is 31.3 cents, 51.1 per cent of which is tax.

(To be concluded next week)

Festive Weekend Planned by California Vending Group

LOS ANGELES — The California Automatic Venders Council (CAVC) a State council of National Automatic Merchandising Association, will hold its 11th annual installation meeting March 10-12 in Palm Springs.

Sid Kallick, executive secretary of CAVC and western manager and counsel for the National Automatic Merchandising Association, said the installation meeting-conference will begin Friday with registration and a public relations committee meeting.

On Saturday, the organization has scheduled a golf tournament

at the San Jacinto Country Club, a pool-side luncheon to honor Mrs. John Lumpp, retiring president's lady of California Council of the NAMA and a cocktail reception followed by a dinner-dance installation ceremony at the Convention Center.

The CAVC board of directors will meet on Sunday, followed by an informal get-together and lunch.

Clarence Landis of Millbrae will be installed as president of CAVC, replacing retiring president John Lumpp of Los Angeles. To be installed with Landis are Richard Goeglein of Los Angeles, vice-president; Claude Witbeck of San Francisco, vice-president, and William

Goods & Services

W. Dennin of Los Angeles, secretary-treasurer.

The board of directors: Lowell Adelson, Tony Capers, Richard Paring and Dixon Poole, all of San Francisco, Marlon Foote, Jack Nutter, Harry Robb, Barney Ross, E. F. Stanton Sr., Edward Wachter, Albert Weymouth, Tom Young, all of Los Angeles, Albert Schroeder of Long Beach; Jay Scherer and Rick Jacobs, both of Oakland; Joseph Kitts of San Bernardino; Robert Natoli of San Diego; W. R. Patton of Modesto and Armand Clavere of Sacramento.

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Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red87
Pistachio Nuts, Jumbo Queen, White82
Afghan Crown Red Lip Pistachio Nuts58
Afghan Prince Red Lip Pistachio Nuts52
Indian Nuts, 5 lb. bag, per lb. ... 1.25
Cashew, Whole80
Cashew, Butts72
Peanuts, Jumbo45
Spanish42
Mixed Nuts60
Baby Chicks35
Rainbow Peanuts32
Bridg Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems48
M & M, 500 ct.48
Munchies, 16-lb. carton, per lb. .39
Hershey-ets47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. \$14.00
Rain-Blo Ball Gum, 1800 per ctn. 6.25
Rain-Blo Ball Gum, 1800 printed per carton 6.40
Rain-Blo Ball Gum, 5250 per ctn. 8.35
Rain-Blo Ball Gum, 4250 per ctn. 8.35
Rain-Blo Ball Gum, 3500 per ctn. 8.35
Malfettes, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
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Note: The description of new bulk vending products listed here is based upon the item as viewed by Billboard. Any delivery date or availability mentioned has been supplied by the manufacturer. Please notify Billboard's Bulk Vending editor in New York if there is any discrepancy between the availability or promised date indicated and that as told to you by the manufacturer.—Ed.

KARL GUGGENHEIM

NEW 10-CENT MIXES, each featuring display cards with updated combinations of items. No. 10/23 includes rings, bracelets, brooches in a combination including a pair of magnetic dogs and kissing dolls. No. 10/24 is dominated by a plastic snake with jewelry items abounding as well. No. 10/25 has four chain-link jewelry items, pins, rings and a necklace. No. 10/26 has a plastic alligator, two key chains, toy locks, knife, rings and medals.

FIVE-CENT MIXES. Another series of 5-cent mixes with display fronts is now available from Karl Guggenheim, Inc. No. 5/2 mix includes 18 different rings. No. 5/10 is titled "Fun Box" with a display piece showing 11 different plastic creepers and crawlers. No. 5/22 includes a puzzle, miniature playing cards,

SACRAMENTO, Calif. — A new firm here called the Golux Corp., will operate amusement machines. Company owners are Robert Hornbeck, Elizabeth Holden and Shirley Hornbeck, all from Sacramento.

New Products

a wrist watch, comic name cards, rings and pins. No. 5/21 called "Surfin' Fool," has a pair of whistles, the familiar troll doll, four comic name cards, rings, and two plastic dolls among its assortment.

RANDOM BACKGROUNDS: Karl Guggenheim is introducing two 5-cent and two 1-cent mixes with display cards featuring different colored backgrounds to give constant variety to machines. Mix No. 5/23 and 5/24 include over 15 different 5-cent items. The two penny mixes, Sure Shot #1 and Sure #1, features over 20 charm items.

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.

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Third Annual Bulk Vending Industry Survey, Cont.

Part four of our annual report on the state of the bulk vending industry.

CHICAGO—One of the major questions asked of operators in Billboard's Third Annual Bulk Vending Industry Survey was "Where Are the Machines?"

The answer: 29.4 per cent of the typical venders are in supermarkets, 24 per cent are in small food shops, 15.4 per cent are in automobile service stations, 12.1 per cent are in discount and variety stores, 10.1 per cent are in drugstores, 5 per cent are in restaurants,

2.1 per cent are in taverns, 1.1 per cent are in transportation terminals and the remainder are scattered among other types of spots such as stadiums, amusement parks and public buildings of all sorts.

These statistics indicate the continuation of a trend toward clustering of the nation's bulk vending machines in chain outlets such as supermarkets, department stores and auto service stations. The growth of several national and semi-national operating firms complements this trend.

The machine-location breakdown for the typical operator last year looked like this:

LOCATION	PERCENTAGE OF MACHINES
Supermarkets	27.5
Small Food Stores	24.9
Service Stations	15.0
Drugstores	10.3
Discount Stores	10.1
Restaurants	6.6
Taverns	2.6
Travel Terminals	.7
Others	2.3

(To be continued next week)

CALIF. CIGARET CAPER

Will Venders Ask 50c Per Pack?

By BRUCE WEBER

LOS ANGELES — Gov. Ronald Reagan's squabble with the vending and tobacco industries took a turn in the Governor's favor when a bill by Assemblyman John C. Veneman (R-Modesto) was introduced to the Legislature.

The new cigarette tax levy proposal by Veneman, chairman of the Assembly Revenue and Taxation Committee, tied in to a \$1.15 billion tax package bigger than anything introduced by

Governor Reagan. Included in the tax package is a 5-cent-a-pack increase in the present 3-cent-a-pack cigarette tax.

The Governor also gained other support in his drive to hike the State cigarette tax. Assemblyman Frank Lanterman (R-La Canada) introduced a bill to put a ceiling of 4 cents on cigarette taxes in which local city governments could tax the tobacco and vending industries.

Chartered Cities

Some chartered cities, such as Los Angeles, already levying a 4-cent tax on cigarettes, would be stopped from raising the tax under the Lanterman bill. Residents of chartered cities pay an extra tax above the basic 3 cents levied by the State.

Lanterman's proposal would permit general law cities (as contrasted with charter cities) and all counties to levy a cigarette tax not to exceed 4 cents. Counties, under present law, can't tax cigarettes, Lanterman said.

The State has had a 3-cent-a-pack tax on cigarettes since 1959, and in the 1965-1966 fiscal year, the levy brought to the State about \$74.5 million.

Sen. George Miller Jr. (D-Contra Costa), chairman of the powerful Senate Finance Committee, has scheduled budget hearings on the cigarette tax levy to open March 6.

Already lined up in Governor Reagan's corner on the tax levy, Senator Miller said:

"If I have anything to do with it there'll be a 5-cent-a-pack tax hike on cigarettes. We pipe smokers are willing to pay our fair share, too."

He favors a boost in the 3-cent-a-pack cigarette tax to 8 cents, with some of the revenue to be split with local governments. "I'd be very much surprised if a cigarette tax bill didn't pass the Legislature," Miller said.

Miller, like many other legislators who favor a tax on cigarettes and liquor, has labeled the proposed bill the "sin tax." "The so-called 'sin taxes' on liquor and cigarettes will net California \$170.8 million — at least — during fiscal 1967-1968," he said.

The tally could be higher, but Californians apparently are heeding health warnings against the use of cigarettes. Governor

Reagan said in his message to the Legislature that per capita cigarette consumption fell by .7 a pack in 1966. The per capita consumption is expected to be 134 packs in 1967 and 132.5 packs in 1968, a further drop.

Vending machine distributors and operators promise the hike in the cigarette tax would force a price increase in cigarette machines throughout the State. The price might go to 50 cents per pack.

While many cigarette vending machines in the State are priced at 35 cents per pack, vendors report, there are sections of the State where vending machine operators are forced to charge as much as 40 and 45 cents per pack. Since Los Angeles enacted a cigarette levy last July most machine here are priced at the 40-cent-per-pack mark.

The vending executives say that if cigarette taxes are raised, and they believe they will be, the bite on the smoker's pocketbook will depend on where he buys his favorite pack.

City cigarette taxes range from 2 to 4 cents in addition to the basic State levy.

An increase in taxes would raise an interesting situation

(Continued on page 76)

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N. Y. Bulk Vendors to Meet

NEW YORK—Members of the New York Bulk Vendors Association will meet tonight (20) at the Sheraton-Tenny Inn, here.

A smorgasbord dinner in the New Amsterdam Room begins at 6:15 p.m. with the regular meeting getting under way at 8 p.m. in the Knickerbocker Room.

The association members will be dinner guests of Acorn Sales and Northwestern Manufacturing Co. Irwin Nable, representing Acorn through Schoenbach Dist. Co., and Moe Mancell, acting as host for Northwestern through Northwestern Sales & Service Co., will preside.

Both sponsors will conduct a seminar on sanitation with emphasis on the Board of Health regulations. A mechanical service session on machines will also be held.

The association will be additionally drawing up plans for its late spring testimonial dinner and its annual journal. Members will also be discussing arrangements for a joint meeting with the New York Automatic Vending Association at Lake George in the Sagamore Hotel June 2.

Gordon Named

CHICAGO — J. Cameron Gordon, who became president of Scopitone, Inc. late last year, was named chief executive officer of the company at a meeting of the board of directors of Tel-A-Sigh, Inc. (Scopitone parent company) Feb. 11. The move expands Gordon's control over all sales, manufacturing, film production for Scopitone. Gordon, a 20-year industry veteran, is a past president of the Seeburg Corp.

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Surge in Game Exports Puts '66 Ahead of '65 9-Mo. Pace

WASHINGTON—Coin machine export figures issued by the U. S. Department of Commerce show that on the strength of hefty game exports the amusement machine total for the first nine months of 1966 well exceeded that of the same 1965 period. Export figures for the last quarter of 1966 have not yet been published.

Dollar volume of both jukeboxes and games shipped from U. S. factories during the first nine months of 1966 totaled \$30,851,758. The 1965 total was \$27,218,157. Games contributed \$21,862,224 to the 1966 total and \$8,989,534 worth of jukeboxes made up the balance. In 1965 for the first nine months, games valued at \$15,977,816 and music machines worth \$11,240,341 were shipped. Note the sizable drop in jukeboxes

during 1966's first nine months.

During the first six months of 1966 the combined jukebox-game export dollar value was \$21,196,004, divided this way: \$6,569,519 worth of jukeboxes and \$14,626,485 for games. This compares to \$7,977,377 worth of jukeboxes and \$10,186,130 worth of games shipped during the first six months of 1965 for a total of \$19,163,507.

West Germany

West Germany led all nations in reception of U. S.-made coin machines during the first nine months of 1966. Its combined music-game import total of \$7,033,619 for the period last year compares remarkably with a \$7,004,546 combined figure for 1965. During the first nine months of 1966 West Germany imported \$2,778,724 worth of jukeboxes compared to \$3,876,-

636 for the preceding year's period. The game totals respectively were \$4,254,895 and \$7,004,546.

Running second was the United Kingdom with a large percentage of game imports. For the first nine months of 1966 the UK imported \$4,364,537 in games and \$644,942 worth of jukeboxes for a total of \$5,009,479.

The three comparable figures for 1965 respectively were \$4,143,149, \$585,199 and \$4,738,348.

Here are the nine-month totals for all nations importing U.S.-made jukeboxes and games during 1965 and 1966:

JUKEBOXES

	1966	1965
Canada	\$ 399,097	\$ 757,772
Mexico	35,873	47,258
Guatemala	13,546	11,812
Salvador	12,364	11,383
Honduras	16,728	15,509
Nicaragua	43,552	69,071
Costa Rica	25,065	100,494
Panama	70,690	92,602
Bahamas	25,225	40,660
Jamaica	33,257	92,189
Trinidad	12,383	12,346
Venezuela	118,287	147,772
Peru	215,909	96,398
Argentina	19,890	22,608
Sweden	83,138	69,703
Finland	103,530	116,410
United Kingdom	664,942	585,199
Netherlands	97,905	189,796
Belgium	1,558,424	2,667,710
France	385,631	426,886
West Germany	2,778,724	3,876,635
Austria	119,172	143,024
Switzerland	320,369	376,491
Italy	318,261	176,272
Greece	23,197	36,529
Philippines	19,406	22,915
Hong Kong	239,615	No report
Japan	941,436	815,339

GAMES

	1966	1965
Canada	\$ 394,458	\$ 602,909
Panama	73,876	226,632
Bermuda	25,863	183,995
Bahamas	31,438	141,611
Venezuela	246,916	31,822
Sweden	173,403	233,737
Norway	21,052	70,652
Finland	20,739	78,455
Denmark	422,677	332,673
United Kingdom	4,364,537	4,153,149
Ireland	40,290	56,513
Netherlands	94,851	176,938
Belgium	789,467	693,511
France	2,762,984	3,508,738
West Germany	4,254,895	3,127,910
Austria	72,706	64,841
Switzerland	3,844,789	438,360
Spain	68,298	28,193
Italy	2,078,536	113,882
Yugoslavia	51,681	No report
Turkey	21,100	13,845
Lebanon	16,500	17,813
Thailand	97,001	66,245
South Vietnam	373,516	51,881
Malaysia	11,440	23,564
Philippines	73,860	51,283
Taiwan	15,828	13,594
Japan	668,906	873,052
Australia	97,360	122,793
Canary Islands	18,377	18,900
Ethiopia	10,890	20,770
South Africa	26,961	16,200

Several striking facts emerge from the comparison of 1966 with 1965 game export figures for the first nine months. For example, Switzerland imported a remarkably greater number of games—\$3,844,789 worth—in 1966 than the \$438,360 worth it brought in from the United States in 1965.

Also the relaxing of prohibitive laws in Italy was reflected in the importing of more games, \$2,078,536 in dollar volume for the first nine months of 1966 compared to only \$113,882 for the same 1965 period, a dramatic jump in one year.

Sale of U. S.-made coin machines got a foothold behind the Iron Curtain for the first time in a number of years, with \$51,681 worth of games going to Yugoslavia during the first nine months of 1966.

And in the war zone, the demand for games soared. During the first nine months of last year \$373,516 worth of games were shipped to South Vietnam compared to \$41,881 during the same 1965 time span.

Can the U.K. Handle 2 Shows?

By CHRIS CHANDLER

LONDON—The question whether the British coin machine industry can support two shows is wide open following last month's sixth Northern Amusement Equipment and Coin-Operated Exhibition, held at Blackpool.

Attracting a record number of exhibitors and visitors NAECOM indicated that a post-Christmas timing is the most suitable date for the trade.

The problem of clashing dates for the London-held Amusement Trades Exhibition and Blackpool's NAECOM (Billboard, Feb. 4) was partly resolved by the latter's organizer, Jack Rose, who announced the 1968 NAECOM will be held from Feb. 27-29, a few weeks after ATE's Jan. 16-18 dates.

This still leaves exhibitors with the anxiety of choosing either of the shows, or having to travel practically the length of England to appear at both.

Opinions Divided

A Billboard survey at Blackpool showed that opinions among manufacturers, distributors and operators were sharply divided on the best place and most favorable timing for coin machine shows. While manufacturers prefer the longest possible post-order time for production, operators tend to hang on until the last minute in order to see the latest equipment and also presenting themselves with a prolonged post-season rest. Distributors are left to hustle both factors for maximum trading progress.

Succinct comment on this from Ray Seabrook, who handles the popular coin-operated, battery-driven Baby Kart. "We don't know whether to order in hundreds or thousands from the manufacturer," he said.

"Once initial orders are met operators seem to delay until almost the beginning of the season. Come Easter, orders will probably flood in and the makers will be hard pressed to meet the demand."

Mick Barron, distributor for the British-built Moonraker penny-play machine, was depressed regarding a late-February show. "It doesn't give much opportuni-

ty for meeting orders in time for the new season," he told Billboard.

"Operators tend to window-shop at the first show and make their purchases at the second," he said. "One show before Christmas and the other in the new year should serve the needs of all concerned."

Whatever the outcome, and only the 1968 shows will produce an effect, extensive lobbying will have to be done throughout the coming year by the two organizers.

Squitero Dies

WASHINGTON—Roger J. Squitero, secretary-treasurer and general manager of Hirsch Coin Machine Corp. here, died in Holy Cross Hospital recently after sustaining a heart attack. Squitero, associated with the vending and jukebox company for 16 years, was 49. He is survived by his widow, Martha; a son, Roger Joseph; a daughter, Patricia Ann; his parents, sister and two brothers.



DAVID C. ROCKOLA, president and founder of Rock-Ola Manufacturing Corp., Chicago, is seen at center helping himself to buffet during a reception at the Rock-Ola plant for visitors from the United Kingdom. Rock-Ola's music sales manager Les Rieck is at left, background.

Australia Emerges as Steady Export Market

LOS ANGELES—Although Australia is not the newest frontier for American coin machine exporters, it is one of the steadiest and most profitable.

While several major U. S. manufacturers have companies and representatives in the Australian market, it still remains an active port for distributors on the West Coast.

Joseph S. Duarte, secretary-treasurer of the Badger Sales & Vending Co., Los Angeles, and president of an independent export firm in Los Angeles, believes the Aussie market is merely "an extension of the U. S. market," despite a high duty placed on goods by the Australian government.

"The high duty is not really a handicap, especially if you limit your used games and jukebox shipments to the \$300 bracket," Duarte said. "Because it is not a problem market, the export distributor here is likely to discover an excellent market for his used equipment."

"A booming and stable economy enables the exporter to realize a steady profit margin. Although the population is centered in three major cities, Sydney, Melbourne and Brisbane, the Aussies enjoy American

products and games. They're very Americanized," Duarte said.

Investment

Direct United States investment Down Under rose from \$1.7 billion to \$2 billion last year, and the 1,700 American firms that do business there, including several major coin and vending manufacturers, are expected to expend \$2.5 billion this year.

Duarte also said the American population in Australia—8,000, including 5,744 emigrants the last three years—assists in building the American coin machine market there.

"While Melbourne is restricting pinball machines," Duarte said, "there is an active interest in phonographs, games and pinball machines in Sydney and Brisbane. Melbourne is an excellent market for jukeboxes and arcade-type games."

"Brisbane is an excellent market for arcade-type equipment because of its resort atmosphere, while Sydney, Australia's most populated city, is wide open."

Dominated by American equipment, the economic impact and growth of Australia makes it an important country for the American businessman, Duarte said.

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U. K. Industry Will Carry Coinage Plea to Parliament

LONDON—Widespread lobbying of Parliament is to be carried out by coin-machine industry associations as part of their campaign to reverse the government's decimal coinage proposals. They prefer a basic 10 shilling unit, instead of the government's intended pound.

Incensed at the apparent disregard for their case shown in a recent statement by Lord Halsbury, chairman of the government's Decimal Currency Committee, industry's representatives are preparing to step up their protests.

"We shall do whatever needs to be done to reverse this decision," said John Singleton, secretary of the Amusement Caterers' Association immediately after hearing the committee's recommendations.

Objections

He was supported by George

Cooper, chairman of the Automatic Vending Machine Association. AVMA has drawn up an eight-page brochure detailing objections to the proposed pound-cent system. "We are sending this to every member of Parliament," he told Billboard, "and will seek other ears to supplement political lobbying."

In attention to presenting a case for retention of current coin sizes, AVMA strongly contests the plan to restrict compensation payments. Lord Halsbury's estimates of machine conversion costs, they say, were made 3½ years ago and are now outdated.

Presenting his committee's reasoning for the pound-unit recommendation at a London conference, Lord Halsbury came under fire from several quarters including the Consumer Council and retail trade representatives.

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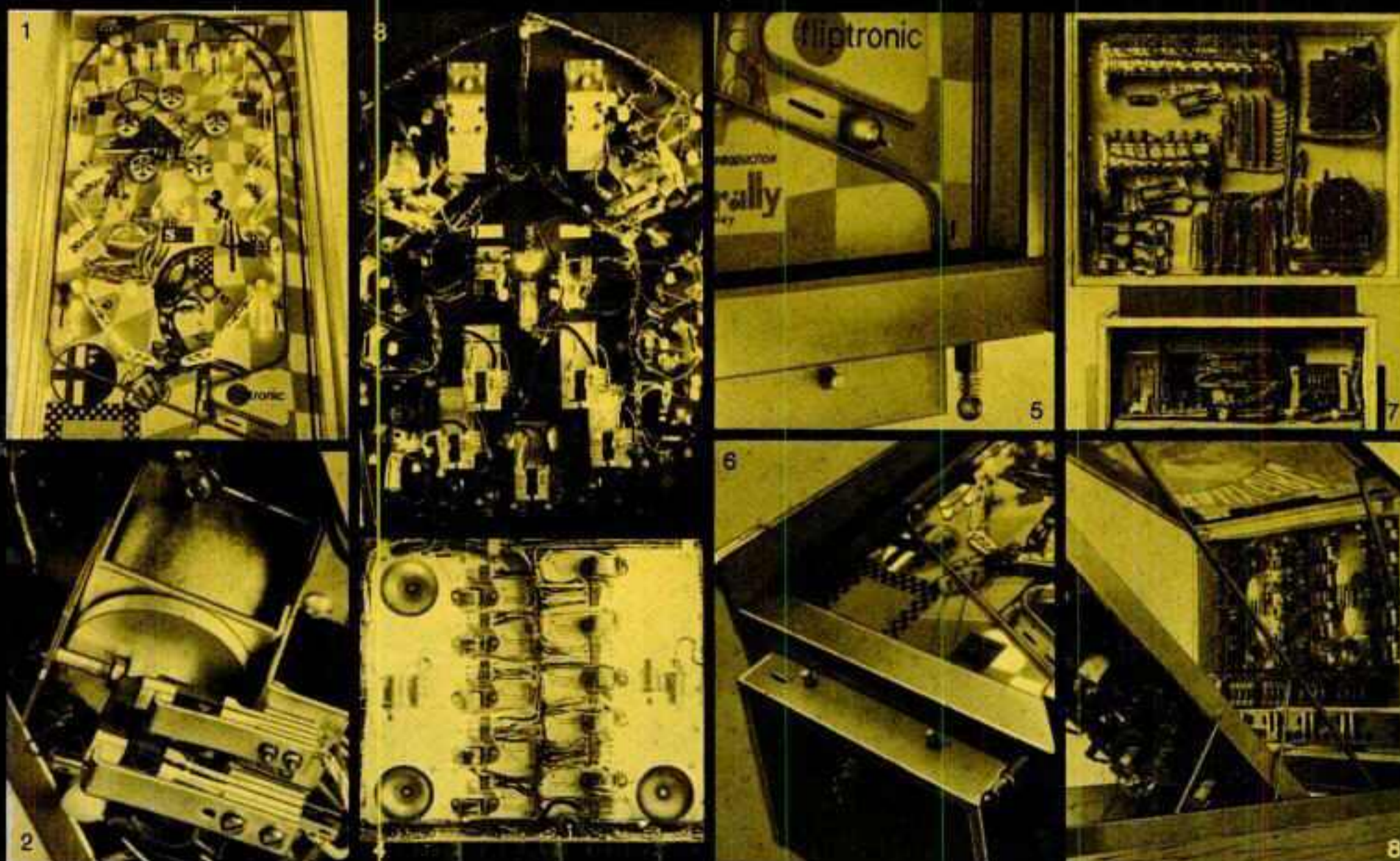
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Location Contract Advice a Mo. Association Service

• Continued from page 67

tion. Howe addressed the group at the meeting.

Also heard at the meeting was Warrenton, Mo., insurance expert A. L. Pekarck who described the MOA's pension plan. Masters, who will attend the MOA director's meeting in Washington, D. C., March 5-7, indicated he will help make Missouri operators more aware of the importance of MOA and its

many services during the stepped-up plans to bolster the association here.

Amazed at Interest

The idea to promote a location contract program throughout the State grew out of the meeting here where Howe reported he was amazed at the interest generated by operators. "I've been using contracts for years and have been about the only operator working this way," said Howe, widely regarded as an authority on legal matters. "I didn't think other operators were this interested."

If operators have been operating minus locations contracts for all these years why a sudden interest in contractual matters? The question didn't cause Howe a second's hesitation.

"Inflation," he said. "There's no way operators can stop these increasing prices in equipment and services. I guess they're waking up. It used to be you'd have maybe \$800 worth of equipment in a spot at the most but now it's nothing to have \$4,000 or \$5,000 invested in a location without event regarding the loan.

"I wouldn't myself think of operating without a contract. 'It's time we acted like businessmen and a contract is just good business. We only have to look as far as our bigger competitors, the large national vendors and you see immediately that they always work on a contract basis, especially on off-street accounts.'"

Route Value Increased

Howe, who advocates one contract for what he terms coin-operated amusement devices and another instrument for vending machines, reminded Missouri operators of another, though perhaps often unrecognized, value of contracts.

"A properly conceived contract is actually collateral to the operator," Howe said. "You can actually take it to a bank and borrow against it because even should the operator run into financial trouble the bank can assign the contract to another operator."

"The value of the route 'is greatly increased when the operator has his location under contract. These are points to remember when selling the contract idea to locations who might wonder why you're suddenly

THE COMERS

New S. D. Association President Brings Fresh Ideas to Industry

By EARL PAIGE

SIoux FALLS, S. D.—Members of the South Dakota Music and Vending Association can expect some exciting leadership from their new president, Mac Hasvold, who has implemented many innovations in his own Musivend, Inc., operation here since taking over the firm two years ago.

Among the first association services Hasvold is suggesting is a uniform checkout sheet for all members to use in tabulating location revenue and commissions. "I think this would be another step in creating a better public image for the industry," he said.

As Hasvold envisions the standardized receipt forms, they would each carry lettering to the effect that the operator is a member of the South Dakota

Music and Vending Association. He expects to appoint a committee soon to set up the design of the form for presentation at the next meeting in late April at Salem where Herman Warn will host the association.

Hasvold is a great believer in new methods to speed up, streamline and promote efficiency in route checking. "This is where your men can spend 50 per cent of their time if you're not careful and it's dead time," Hasvold contends.

Automated System

At Musivend, Inc., Hasvold had initiated a completely automated location checkout process and believes this will ultimately be adopted by other operators. "It just takes a little guts," Hasvold noted, "to change the normal routine around a little."

Hasvold's route checkers take the money directly from the ma-

chine to the route truck outside which is equipped with a sorter-counter. "My men all carry an extra bank of pre-wrapped coin so the location can receive either wrapped coin or a commission check," he said. "Slowly, we're weaning them off wrapped coin to accepting a check," Hasvold said.

"After all, they (the location) have to go to the bank every day anyway and we only come around every other week. So what's so great about the feeling they have to catch us for change?" he asked.

State-Wide Tournaments

Still another innovation Hasvold hopes to launch in the State is a series of planned tournaments pinpointed in locations serviced by association members. The tournaments would be designed around billiards, shuffleboard and foosball, the latter being a game that has caught on well in the Dakotas.

"There would be prizes and recognition on a State level for players," Hasvold said, "and the tournaments would only be in locations where our members have equipment. It would place a monetary value on association membership," he said, "and give us more representative membership around the State."

But aside from the association angle, Hasvold thinks the adult amusement game business is an untapped goldmine now that people are finally tiring of television and frequenting night spots again.

"We're missing a real bet in this industry," Hasvold said, "in not using our imagination and creating more adult amusement games. People are tired of shuffles and ball bowlers and only now and then can a pin game have any real adult appeal."

Foosball Success

Hasvold cites operators' success with foosball as an example of what something new in an adult game can mean. "But this isn't the answer in itself," Hasvold said, "you have to promote a game which is exactly what we did up here with foosball. You can't just sit the game out on the floor and expect the money to come rolling in. We trained people in playing the game and really promoted it," he said.

"Talk is cheap," Hasvold stated. "We've got to develop more new games and give the adults something exciting in a

(Continued on page 74)

coming around talking about a contract.

"In one sense of the word, a contract is something an operator has to sell the location. But where you're dealing with an entirely new location a contract should be just a matter of course.

"When someone new calls me to put in equipment I always remind them in more or less an offhand manner that they'll have to sign a contract and they always say they expect that."

Two Contracts

Howe said he has never felt one contract can cover both amusement devices and vending. "I definitely advocate two separate contracts. In one, I include everything under a term 'coin-operated amusement devices,' which takes in jukeboxes, games, and even your newer equipment, such as a Scopitone, for instance. You're in trouble if you specifically list the devices.

"The very nature of this business dictates that equipment is constantly moving in and out of a location. You put in a shuffle alley and maybe in two weeks you take it out. If that piece is specifically listed on the contract you and the location have both broken the contract. This is why you should state only a category of equipment.

"If it comes into court, you

have simply to line up 10 operators and have them swear that it is the custom of this business to be moving equipment around. That's all there is to it."

Three-Year Period

Howe, who advocates what he calls a universal contract that is applicable in every State, also feels that the instrument should be drawn up for three years with another three-year automatic renewal clause.

"I've found that the location usually sleeps through the last three years," he said, "which actually gives the operator a six-year contract. I have seen cases where a court has ruled that a five-year contract is not compatible; that is, it's too weighted in the operator's favor. A three-year instrument is much safer," he told the group.

Copies of Howe's recommended contract were passed out at the meeting and Masters said the association is planning its contract program around familiarizing operators across the State with the necessity of location instruments. He said that Howe will assist him at various State-wide meetings with operators.

The next meeting of the association will be in Mexico, Mo., April 3, at a site to be determined later.

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MAC HASVOLD, new president of South Dakota Music and Vending Association.

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California Operator Makes Careful Study of Location

By BRUCE WEBER

LOS ANGELES—Carl W. Fisher, owner of Fisher Music and Game Service, Westchester, Calif., is convinced that knowledge of jukebox equipment and its relationship in locations is far more important than programming and ranks close to service in importance.

By making a study of his locations, Fisher has been able to apply his merchandising formula—proper equipment placement—in all his locations. Often, simply by using the proper equipment, he has improved the location's business and has doubled his own intake.

"Locations should be examined as to area, clientele and music preference," Fisher said. "A careful on-site examination prior to installing equipment can reveal many inside tips and traps."

An example of Fisher's merchandising probe is the Windjammer Restaurant, an all-night location in Redondo Beach, which caters to a young adult crowd. After examining the area, familiarizing himself with its customers and testing a variety of musical tastes, Fisher decided on his equipment.

Booth Area

Because of a large amount of booth service, and a bar detached

from the coffee-shop atmosphere, Fisher selected the Seeburg Consolette as his spotlight item.

By placing consolettes in each of the 12 restaurant booths, Fisher has provided "personal jukebox service" to customers, while allowing bar patrons, who can't hear the booth units, to play the phonograph situated in the bar.

Because the booth consolettes are geared for each individual table, including the sound level, Fisher also installed three units along a service counter to supply counter customers with music.

Fisher, who installed 16 consolettes in the location, said, "I could see by the clientele and the location that the Windjammer was suited for the equipment expense and the financial risk."

Personalized Music

"The consolette provides customers with individualized music. They are not forced to hear another jukebox blaring throughout the location."

Although he devotes about five hours each month to programming the location, Fisher feels the location is worth the time because of the revenue it produces.

Knot Tolar, owner of the Windjammer, allowed Fisher to redesign the wiring setup of the restaurant and gave the operator his blessings in equipment installation.

He admitted that since the counter-booth units have been in service, he sees "a noticeable jump in business."

TV Promotion Aimed For Foosball Games

OKLAHOMA CITY—Patterson International Corporation, the Cincinnati-based importer of the miniaturized coin-operated soccer game known as Foosball Match, is negotiating for a national television tie-in promotion during telecasts of professional soccer games, according to Eugene J. Deutsch, regional sales manager.

Deutsch, here for a local television promotion of the game's introduction at Sutherland Distributing Company, also said that 77,000 shares of Patterson International securities have been placed on the market in Ohio and that the import company expects to go on the big stock market board in the near future. The shares are priced at \$5, Deutsch said.

The regional sales manager, conducting showings in various key markets across the country, also announced that Patterson was ready with a home model of Foosball Match which is intended to further stimulate the game's growth and appeal. The nation-wide TV promotion will be built around the home model, he said.

Deutsch indicated that the local tie-in here over KOCO Channel 5 could be a forerunner for promotions in other markets. Mrs. James Weatherall, whose husband is connected with Sutherland's branch here, is a prominent personality on KOCO via her "Ida Bee Show," and is helping with arrangements.

Sutherland, with branch headquarters throughout the South-

west, has held recent Foosball Match showings in Corpus Christi, San Antonio and El Paso. The sprawling Seeburg distributing company recently placed a record order with Patterson.

Deutsch and president L. T. Patterson were recently in Atlanta where South Atlantic Distributing Co. is now promoting Foosball Match. Joe Fitzpatrick, a Seeburg vice-president and president of the new Atlanta branch, expects to move 200 games by June 1.

Patterson now has distribution of Foosball Match almost entirely through Seeburg distributors in Oregon, Hawaii, South Dakota, North Dakota, Minnesota, Kansas, Oklahoma, Texas, Western Missouri, Maryland and Georgia.

Deutsch said, "It's one of the lowest priced amusement games on the market. An operator can get his entire investment back in a matter of 10 or 12 weeks," he said.

As for locations, Deutsch said, "Anywhere that young people gather is a potential location. We've found that locations near college campuses are excellent. We've also had good luck near military installations, in billiard places and in bowling alleys."

"There's no electrical apparatus whatsoever," said Deutsch. "The only moving parts are in the coin acceptor and the hand-operated rods that kick the ball back and forth." He said the sphere, which resembles a Ping-

(Continued on page 75)

Insurance Law Passed

LOS ANGELES—The Hawthorne, Calif., City Council adopted an ordinance which will require vending machines to be covered by liability insurance.

Fees will be charged on all types of vending machines. The fees are: Cigarette machines, \$7.50 a year for each machine; merchandise machines, operated by a coin of less than five cents, \$2 a year each, and merchandise machines, operated by a coin of five cents or more, \$4 a year each.

The ordinance states that the numerous vending machines on Hawthorne public sidewalks chained together or to poles obstruct free access by pedestrians and "constitutes a public nuisance."

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New S. D. Association President Brings Fresh Ideas to Industry

• Continued from page 72

game other than making it a gambling device."

Ranging to other association services, Hasvold foresees a survey of the coin machine industry in South Dakota as possibly being of great value where promoting the association's image is concerned. "We have done this to some extent on the gross receipts tax," he said.

"Up until a short time ago this was collected from the locations," Hasvold noted. "Then the operators began collecting it and the receipts doubled. We kept very close figures on this and it

made a good impression with the Legislature. Maybe a more comprehensive all-around survey would be a great help when we go before the Legislature," he said.

Hasvold noted that the association was watching one current bill now being sponsored by the coin-operated laundry people who have been contesting the 3 per cent gross receipts tax on the basis that an automatic device cannot collect taxes and should therefore be exempted. "We've felt this was unfair all these years," he said, "and now others are finding out what we've been up against," Hasvold stated.

New Methods

Problems such as the gross receipts tax, rising operating costs and the ever-increasing price of equipment are factors Hasvold believes today's modern operator must learn to confront with imaginative new methods. In Musivend, Inc., Hasvold initiated a 60-40 split immediately upon taking over the route.

"We simply told locations this was the way we had to do business," he said, "but we also guaranteed them they would be making more money and every location has," he said. "We're using top equipment and giving them top service and it's paid off right down the line."

Hasvold next envisions the move to two plays for a quarter on music, after already experiencing success at changing over pin games to three balls for a dime every time he places a new piece on location. "The secret is in making the move to a new

piece of equipment," he said. "This is the time to make a policy change."

The young, college-educated operator feels that the dollar bill validator on new equipment will be a great opportunity to hike play prices to two for a quarter, five for a half dollar and 11 plays for a dollar. "This is a totally new idea in equipment and locations will accept a new policy," he said.

While being quick to take advantage of any new profit angle, Hasvold is realistic about the changing mood in today's operating business. "When I was a kid it seemed like every cafe and restaurant had a jukebox and wall boxes. This isn't as true anymore because so many places are going for background music.

'Operation Alert' Revived

• Continued from page 67

on preventing smoking by minors and this can easily lead to attacks against cigaret vending," said NAMA executive director Tom Hungerford.

"This has been evident," Hungerford warned, "from recent legislation concerning cigarets introduced in Indiana and New York."

Noting that the "rabble rousers" got a lot of publicity during the smoking scare originally but that operators are still selling cigarets and few adults have stopped smoking, Hungerford mentioned several new anti-tobacco factors.

"You will recall that the Congress passed a law last year which required a health warning on every pack. Early in January, Sen. Warren Magnuson announced that he will soon put another proposal before Congress—a proposal to list tar and nicotine content on every pack, and in all advertising as well."

Said Hungerford: "What disturbs me particularly is that so-called 'findings' of the Surgeon General's Report are now accepted as 'facts' by more and more writers. But you may have noticed most people now accept the idea that smoking is harmful, even though they keep on buying cigarets."

This, charges Hungerford, has forced the American Cancer Society and other anti-tobacco groups, to shoot at a new target—the younger people. "This new emphasis on young people is bringing new attempts to restrict or ban our cigaret machines," he said.

"One of the first bills introduced in the Indiana State Legislature this year was one requiring a warning sticker on all vending machines," he said, noting that apparently few operators affixed the specially prepared NAMA "Minors Are Forbidden" decals to their machines.

"In New York City an ordinance was introduced to provide for a per-machine license tax on cigaret machines, with the express purpose of preventing sales to minors."

Hungerford said that a lawmaker in Massachusetts wants equal time on TV and in magazines so that the anti-tobacco people can effectively counteract the advertising of the cigaret companies.

NAMA officials are now bringing the message of the organization's "Operation Alert"

This is another area the operator must become familiar with if he is interested in a new form of income," he stated.

"I have even thought of locating a jukebox in a cafe or restaurant and programming it entirely with Little LP's and just leaving it on free play and charging a flat monthly rent," he said. "But some places have a space problem and you have to be able to give the right kind of service to fit the location."

Wants More Uniformity

Getting around to record programming and the subject of Little LP's specifically, Hasvold complained about the lack of quality and uniformity in records of late. "Some are so thin," he said, directing his comments to singles, "that they won't clamp on the pick-up mechanism. I can't see why there isn't more uniformity in records."

He also spoke about the cut-off groove on records. "Some are all right but others won't cancel and require you to make a special adjustment. It seems records could all carry a uniform cut-off groove."

But Hasvold's chief gripe was in the difference in volume between singles and Little LP's. "This I can't understand at all," he said. "Why are Little LP's so much quieter than the great majority of singles?"

He is aware that phonographs now have an automatic compensation for volume level, but said, "The difference is too much for the automatic mechanism to deal with. Where a location is playing both Little LP's and singles they have to go over and turn up the LP's and then go back and turn down the volume for a lot of the singles. This is something the record manufacturers should watch because nobody gains by having their records recorded this loud."

As with adult play on games, Hasvold noted that it is difficult enough to get adult play on jukeboxes. "We've got to keep improving our product and our services."

to operators at all spring meetings. The six-point program is outlined like this:

1. Survey all cigaret machine locations to determine which are likely to be visited by minors.

2. Post "Minors Are Forbidden" decals near the coin slot of all cigaret machines.

3. List company address and phone number on all machines so law enforcement people may easily reach you.

4. Take steps to get co-operation of location owners in preventing sales to minors. Consider placement of machines carefully where supervision is convenient.

5. Remove machines from locations where sales to minors cannot be controlled.

6. Contact other operators to ensure a unified approach to the problem. As a group try to meet with law enforcement people to communicate that you are willing to co-operate with "sales to minors" laws.

NAMA further suggests that Operation Alert should become the main project of each State council's legislative committee."

"Have your legislative chairman divide the State into regions. Have him assign one operator to each region or city and have this local supervisor see to it that all operators in his territory comply with the NAMA program, "Hungerford urged.

Local State committee members are encouraged to obtain and distribute NAMA "Minors Are Forbidden" decals and to notify NAMA immediately if they learn of any proposals to restrict cigaret vending.

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Earl Kies Re-Elected to Chicago Assn. Presidency

CHICAGO — Apex Amusement Co.'s Earl Kies, who annually talks about retiring from the presidency of recorded Music Service Association, was again elected to the helm during a recent meeting. But Earl now has a helper in Sam Greenberg, Elliott Music Co., who was named to the new post of executive vice-president.

"I'll be in semi-retirement," said the genial Kies, off on a month vacation in the South, very soon, "and Sam will be filling for me on a lot of the association work."

Other officers elected were vice-presidents Dan Gaines, Gaines Music Co. and Moses Proffitt, South Central Amusement Co., and secretary-treasurer Louis Arpaia, Austin Music Co. Charles Sacco, Lee Nordic Music Co.; Larry Cooper, Western Automatic Music; Ray Gallet, Paschke Phono Service, and Alex Delgioro, Aristomatic Music Co., were elected directors.

Vince Angeleri of A. A. Swingtime Music Co. resigned as director due to other commitments. The association's directors are not elected for any specified term of office, although Angeleri has served for three years.

Edward McPaul, a noted lecturer who has spoken at various times before the Music Operators of America meetings, addressed the group here. He has taught speech and has worked with such companies as Sears, Roebuck & Co. and is often involved in convention planning.

Mathis, Mamas & Papas, Blakey on Seeburg LP's

CHICAGO—The latest releases of Seeburg Little LP's include hit albums by Johnny Mathis, the Mamas and the Papas, Art Blakey, Nat Adderley and Teresa Brewer.

The new product is part of Seeburg's accelerated 1967 Little LP release program.

Releases for the week of Feb. 20: "So Nice" by Johnny Mathis on Mercury ("What the World Needs Now," "The Music That Makes Me Dance," "Man of La Mancha," "Hurry!" "It's Lovely Up Here," "Baubles, Bangles and Beads," "The Impossible Dream," "So Nice," "I Will Wait for you," "Elusive Butterfly," "I Dream of You," "What Now My Love," "Dulcinea") Mercury SR-665C/Seeburg Part No. 1105; "Sayin' Somethin'" by Nat Adderley on Atlantic ("Satin Doll," "Manchile," "Call Me," "Gospellette," "Hippodelphia") Atlantic SD71460/Seeburg Part No. 1084; "Gold Country" by Teresa Brewer on Philips ("Ain't Had No Lovin'," "Once a Day," "Another," "Make the World Go Away," "Anymore," "Baby") Philips PHS-811C/Seeburg Part No. 1103.

For the week of Feb. 27: "The Mamas and the Papas" on Dunhill ("No Salt on Her Tail," "Trip," "Stumble and Fall,"

Senate Showdown

• Continued from page 67

Pierce, Brodhead, Wis.; Lou Ptacek, Manhattan, Kan.; Henry Leyser, Oakland, Calif.; Moses Proffitt, Chicago; Max Hurvich, Birmingham, Ala.; Jack Bess, Roanoke, Va.; William Canron, Haddonfield, N. J., and MOA counsel Nicholas Allen.

Moses Proffitt also addressed the association, speaking on the current MOA approach to the copyright legislation problem in Washington. Proffitt is a director of MOA, as is Paul Brown of Western Automatic Music, Inc. here. Both will be journeying to the Nation's Capital for the annual MOA board meeting Mar. 5-7 and will report back to the local association at its next meeting which has not been scheduled.

Other matters brought up for discussion at the poorly attended meeting, held at the Water Tower Inn, were the impact of two-for-a-quarter play on juke boxes; the dollar bill validator on phonographs, and the question of audio-visual equipment.

Kies reported that a number of Chicago area operators have been switching over to two-for-a-quarter play. "But we've really only scratched the surface," he said. "The usual method is to introduce the new pricing when you install a new phonograph." Kies also indicated that where the dollar bill validator is part of the equipment on new machines, a change in pricing policy is more easily implemented. Most operators set such machines at two for a quarter; five for 50 cents, and 12 for \$1, he said.

As for audio-visual equipment, Kies indicated that most association members were still reluctant to voice any great enthusiasm for these types of machines. "We're reserving our judgement and studying this type of equipment carefully," Kies noted.

"Dancing in the Street," "I Saw Her Again," "I Can't Wait," "That Kind of Girl") Dunhill DS-50010/Seeburg Part No. 1109; "Hold On, I'm Comin'" by Art Blakey on Limelight ("Day Dream," "Mame," "Walking My Cat Named Dog," "Hold On, I'm Comin'," "She Blew a Good Thing," "Got My Mojo Working") Limelight LS-305C/Seeburg Part No. 1104.

Foosball for TV

• Continued from page 73

Pong ball, is made of plastic and cork.

Deutsch said the 12-team North American Soccer League is set to go in late May with each team in a two-division set-up playing a 16-game schedule. The cities involved in the league are Washington, Cleveland, New York, Boston, Chicago, Detroit, San Francisco, Los Angeles, Houston, Dallas, Toronto and Vancouver. Chairman of the league's television committee, Judge Roy Hofheinz, has not identified the network NASL is negotiating with.

It was learned, however, that CBS is set to go with televised games of the 10-man National Professional Soccer League, which also plans to inaugurate a schedule this spring. Cities involved in this league are Philadelphia, Baltimore, Pittsburgh, New York, Chicago, St. Louis, Los Angeles, San Francisco, Toronto and Atlanta.

In addition to Foosball Match, Patterson International also imports Flip Match, Drag Strip postcard vender, a 45 rpm record vender and is bringing out a soft ice cream vending machine.

Coinmen In The News

PHILADELPHIA

Among the area operators attending the unveiling of the new audio-visual machine here at David Rosen, Inc. were Lou Lalli, Lalli Amusement Co.; David Cohen, Mida Amusement Co.; Stan Harris; Ronald Bershad, Penn Vending Co.; Frank Urban; Jack and Bill Appel, Appel Vending Co.; Robert and William Barney, G. I. Specialty Co.; Norval Levy; Frank Framowitz, F & F Vending Co.; Lou Weiner, American Vending Co.; Francis Stabinsky and Abe Russell, R. & S. Sales Co.; Jay Scott, Jay Vending Co.; William Simpson, William Simpson Co.; Ed Casa; Philip Marmer; Edward Newman; and William Slaw. Model Vending Co.

Operators from the nearby areas getting a first look at Cinejukebox included Jules Obus, of New Jersey; Al Stevens, West Chester, Pa.; Bill Yerge, Pottstown, Pa.; Jules Weiss, Automatic Vending Corp.; Chester, Pa.; William Cannon, Cannon Coin Machines, New Jersey; Bob Miller, Bob's Amusement Co., Elkins Park, Pa.; Irving Pearl, Pearl Vending Co., Trenton, N. J.; and "Brown" Brazinski, Brown Novelty Co., Trenton, N. J.

Among others coming in to take

a "first look" were Sam Stern, president of Amusement Machines Association of Greater Philadelphia; Joseph Silverman, executive secretary of the association; Harrison Jones, president of the Continental Bank and Trust Co.; Roland Cushmore, vice-president in charge of the Fairmount Ave. Branch of the Continental Bank and Trust Co., along with other bank officials.

On hand to answer technical questions was Luciano Caselli, engineer with Angelo Bottani's International Phonovision Society in Milan, Italy, which Rosen's firm represents in this country for the distribution of Cinejukebox.

To test-check the new Cinejukebox, Rosen immediately placed four machines in various locations. The first test locations include Alex Fields' 71 Club in the West Oak Lane section of the city; Slug's Cocktail Lounge in South Philadelphia; Walt Stanley's Bar-Restaurant in the Frankford section; and the Earlton Bowl-Lounge, a smart supper club in Earlton, N. J.

A Baltimore showing of new Rowe equipment was designed for the operators in the Baltimore-Washington, D. C. area. The Rosen firm distributes for Rowe AMI throughout Eastern Pennsylvania,

Southern New Jersey, Delaware, Maryland and the District of Columbia.

Among the operators that attended from that area were Stan Lesnick, Musical Sales Co.; Baltimore; Leo Coratello, Hoke Coin Machine Co., Washington, D. C.; Ted Collier, Aberdeen, Md.; Jack Harding, H & B Distributors, Baltimore; Stan Hunter, Hunter Vending Co., Washington, D. C.; Norman Greenspan and Jay Hoff, of Music Man, Inc., Baltimore; Albert F. Klyman and Mike Goodman, Almi, Inc., Baltimore; Frank Miller, Evans Sales Co., Baltimore.

Also, Don Goldenberg, Midfield Vending Co., Baltimore; Nobert Paskicicz, Columbia Vending Co., Baltimore; John Lynch, Baltimore Cigarette Service, Baltimore; Bunny Levenson, Venture Amusement Co., Baltimore; George Pappas, Silver Springs, Md.; Joseph Hassenkamp, Baltimore; Vic Christopher, Chris Novelty Co., Baltimore; Louis Wilner, Lowell Associates, Baltimore; and Gerald F. Davis, Jerry Davis Vending Co., Washington, D. C. In addition, William Goldberg, Philadelphia amusement and vending machine operator, attended to get a first look at the new Rowe AMI equipment.

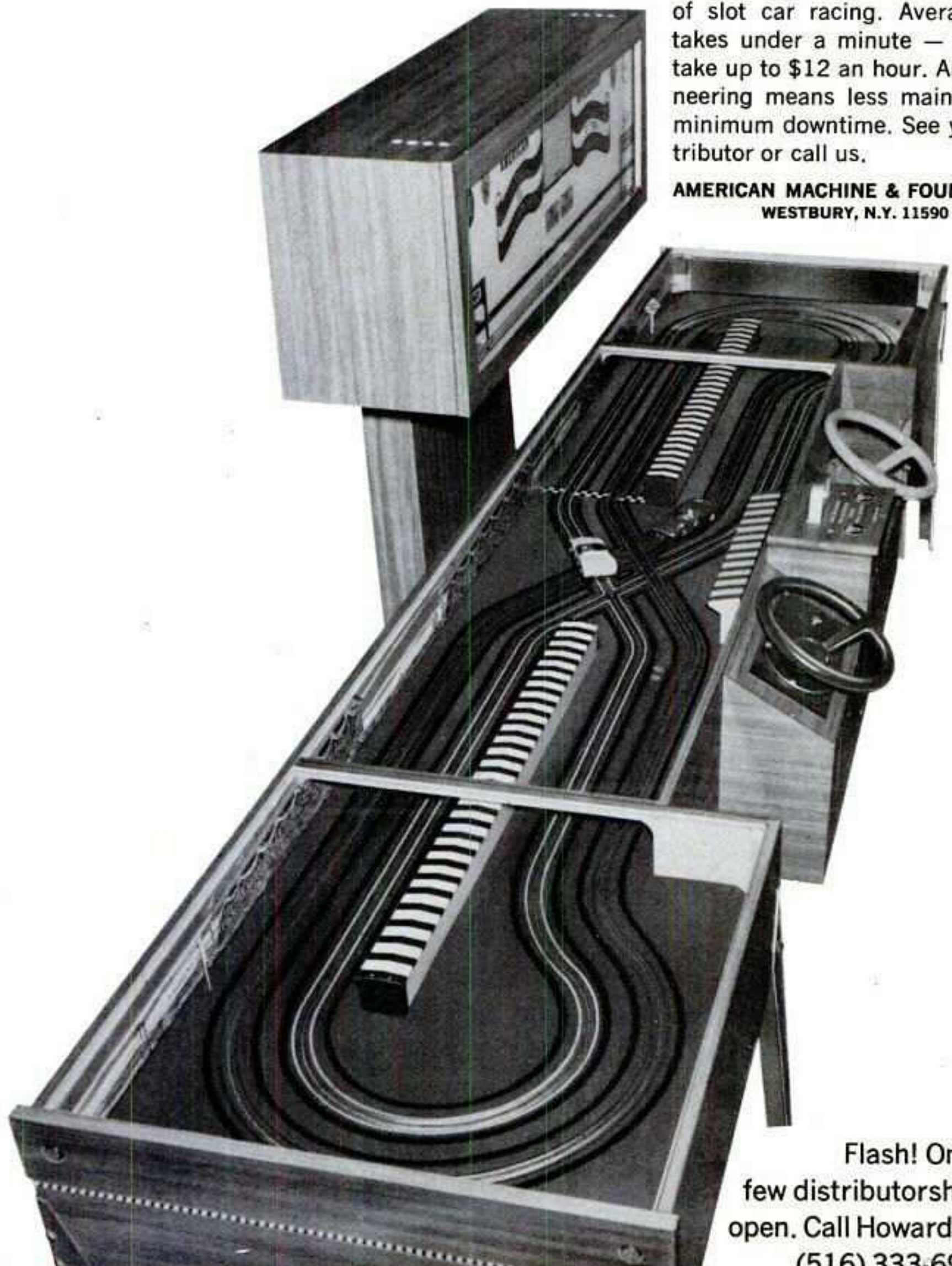
MAURIE ORODENKER

Say You Saw It in Billboard

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Newest coin machine on the market, designed by experts, American Speedway captures all the thrills of slot car racing. Average race takes under a minute — for total take up to \$12 an hour. AMF engineering means less maintenance, minimum downtime. See your distributor or call us.

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United Capri	295.00
United Savoy	95.00
United 7 Star	225.00
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Wms. Pinch Hitter	145.00
AMI Continental II 100 Sel.	245.00
AMI JEL 200 Sel.	295.00
AMI J 120	155.00
Rock-Ola 145B	155.00
Rock-Ola 146B	195.00
Seeburg DS 100	495.00
Seeburg Q	325.00
AMI WQ 120 & 200 Wall Box	35.00
Seeburg 3W1 Wall Box (As Is), but Complete	5.00
Seeburg E1 Cigaret Machine	45.00
Seeburg E2 Cigaret Machine	75.00
Eastern 22 Col.	35.00

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Say You Saw It in
Billboard

Chi Hearings Disclose Nothing New

• *Continued from page 3*

Though the first day of the two-day public hearing produced no new evidence linking any coin machine businessman with anti-social activity, it did produce a lot of moments reminiscent of Gilbert & Sullivan.

The hearings, called by Illinois Crime Investigating Commission director Charles (The Author) Siragusa, followed what Siragusa said were "months of investigation." However, after eight hours of testimony had gone on the record, even reporters for the dailies—who were having their usual field day with nickname calling—were asking Siragusa, "What's new?" And veteran trade observers, of which there were several at the hearing, commented that the hearings could not be of any real benefit to the State's hundreds of exemplary coin machine operators but would rather further undermine public confidence in the industry and lead to punitive taxation and licensing legislation.

"If the outfit is involved in the business in Chicago," one operator observer said, "stiff licenses will play right into their hands. They like high license fees."

During the hearing, Siragusa,

noting that the license fees on cigaret machines in Illinois are higher than those on jukeboxes, said: "Since jukeboxes are much more profitable than cigaret machines, we feel that the tax should be raised."

This was one of many statements to come out of the hearings that have knowledgeable people in the business either laughing or scratching their heads. Here are some more examples:

Commission counsel Albert L. O'Connor, attempting to establish for the record the size of the business, said, "Gross profit from jukeboxes in Illinois is \$59 million a year." The actual gross is less than half that figure; is closer to \$25 million.

O'Connor, again: "Every jukebox carries 100 records and two records are changed every week." This statement puzzled operators for the obvious reason that every jukebox in Illinois is not a 200-selection machine. (Some Illinois machines still offer 24 selections, or 12 disks.)

Apparently the three jukeboxes secured by Siragusa from a "donor" to set up an undercover jukebox-cigaret vending operation (called J-J Vending), were 200-selection machines.

Declaring he got the figures from Vend, O'Connor said that a third of all cigarets sold in the U. S. are through vending machines, with the same ratio carrying over into Illinois. The fact is, Vend, for calendar year 1965, reported that 4.3 billion of the 24.3 billion packs of cigarets sold in the U. S. were sold through vending machines. This looks more like one-sixth than one-third.

Virgil Peterson, executive director of the Chicago Crime Commission (after testifying that the jukebox business was fraught with stink bombings, beatings and terrorism) was asked by a commission member if he had heard of any such occurrences recently.

"No," said Peterson, "I have heard of no recent complaints of violence in the industry." Then he voluntarily added, "I have conducted no intimate investigation of the industry since 1959."

Three Illinois Crime Commission agents—former Chicago police officers—told of setting up a dummy firm, J-J Vending, to solicit spots, gain membership in the Chicago Recorded Music Service Association and obtain "inside" information on the juke-

box and vending machine industries. Agent Tyrrell testified that as a route salesman he had solicited 74 spots and placed one cigaret machine.

He said that about five months after J-J Vending was organized, a location proprietress named Mary Helfet in Calumet City, Ill., told him that part of his difficulty in landing stops might be attributable to the fact that all over the Chicago metropolitan area J-J Vending was known as "G-Man Vending." Siragusa then decided to dissolve J-J.

Under questioning, routeman-agent John Tyrrell was asked what jukebox make was distributed in Chicago by a well-known firm. After three minutes of note-shuffling, Tyrrell produced the name of the machine. "He must have been a crackerjack salesman," quipped an operator.

"We did not accomplish all our aims with J-J Vending," suggested Siragusa to his agent. "No, we did not," the agent replied.

Young attorney Richard Weinberg Jr., counsel for operator Frank Padula, challenged the validity of the commission subpoena on the ground that it had violated the Illinois Crime Investigation Act by affixing less than a majority of the 12 commission members' signatures to the document. After conferring self-consciously on this point for 10 minutes, the co-chairman announced that at the time the subpoenas were served, the commission had 11 members, thus six signatures were a man majority. Following this hassle, operator attorneys advised their clients to invoke the Fifth Amendment in protest of the proceedings.

Declared attorney Harry J. Bush, in moving to quash the summons of his client, "I realize mathematics has changed a lot since I left school. But I don't believe six is a majority of 12."

More of the same was scheduled for Friday.

Calif. Cig. Caper

• *Continued from page 69*

with machine vendors who account for a large portion of the State-wide rolled tobacco sales.

The thought and practice of returning pennies with each package of cigarets purchased in a vending machine has been virtually abandoned by distributors because of accounting and processing inconvenience.

Profit and loss considerations, brought on by any significant increase in cigaret taxes, would therefore indicate a 5-cent increment hike in price.

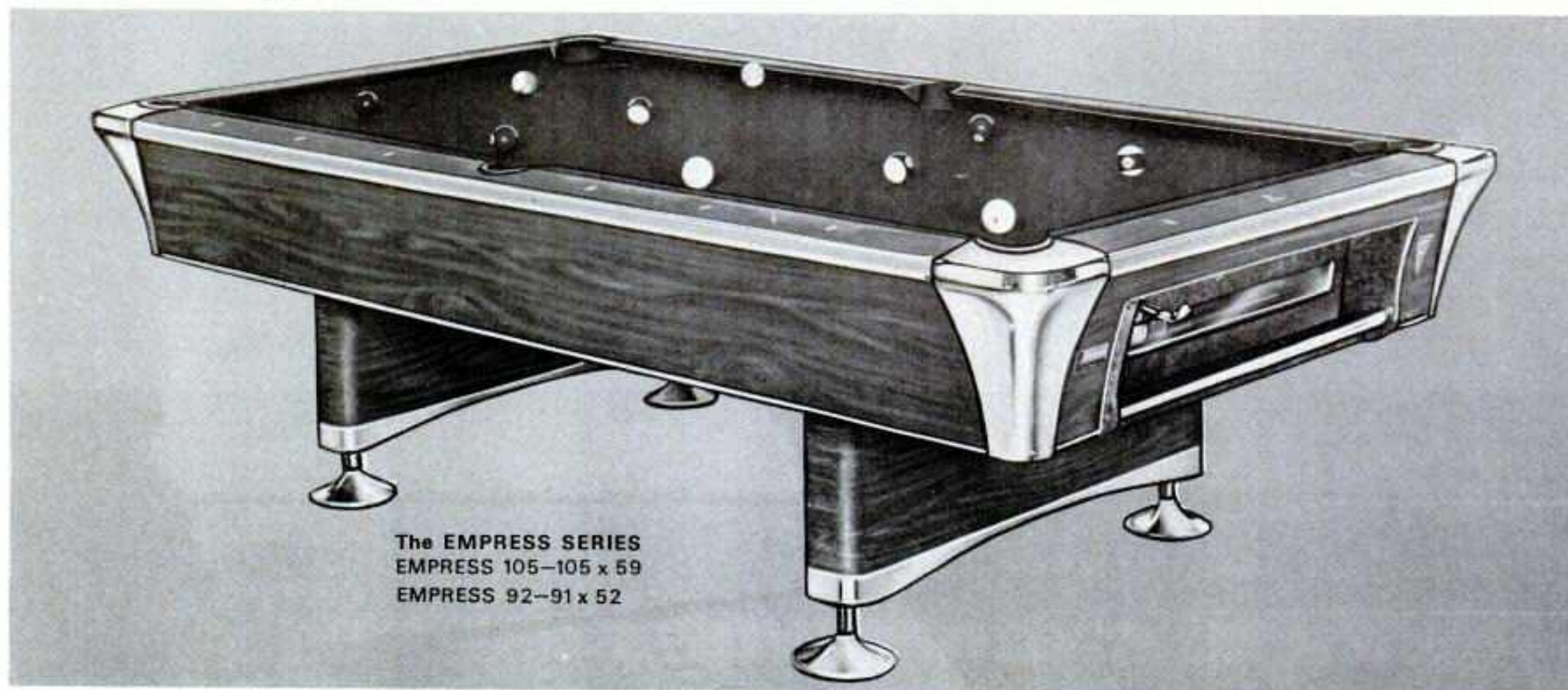
And what about the consumer?

A survey taken by a large vending company here shows that most smokers plan to give up the habit if the State passes the tax. The survey showed 7 out of 10 smokers who purchase their cigarets in vending machines would quit if the cost reached as high as 50 cents a pack.

The vending company, in its survey report, revealed several smokers can't afford to buy cigarets in the machine at 40 cents per pack. The average consumer in Los Angeles, according to the report, who purchased cigarets from the vending machine smokes between one and a half to two packs each day, has two to three children, owns a home, and dislikes paying more than 40 cents a pack for his cigarets.

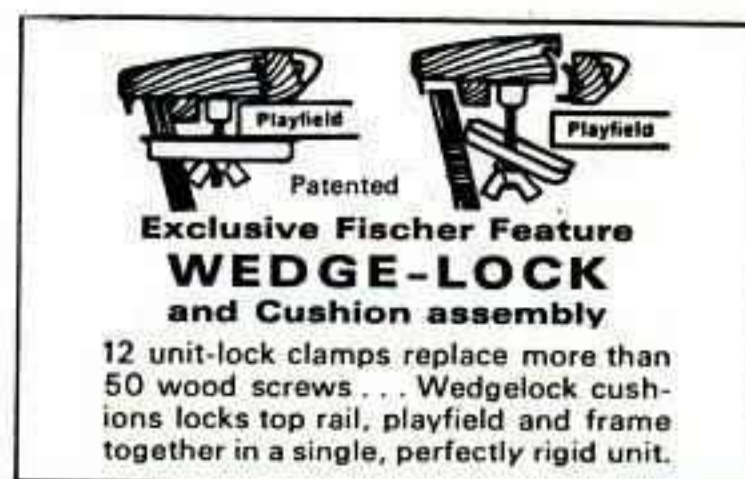
The possibility of increased sales in cigars and pipe tobacco, and even a remote upsurge in "roll your own" cigaret tobacco, is worth speculation, too. There are no State taxes in cigars and bulk tobacco products.

What's so special about Fischer tables that makes them the favorite of operators coast-to-coast? Plenty!



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What Scopitone Has Meant to Its Brightest Star—a Broken Toe

Miss January Jones—who started her show business career as an aspiring dancer—nearly ended it recently by tripping over a trophy awarded for her singing and acting on Scopitone films. She tells the story—Ed.

By JANUARY JONES

Fourteen hours, 13 bikinis later, the crew announced that I had just completed my first film for Scopitone. I remember the day well. It was at Malibu Beach, Calif. I nearly froze! My bikini scarcely covered my goosebumps.

I remember all this a few weeks ago at the Palmer

House in Chicago where, during the worst blizzard in the city's history, I was awarded the Scopitstar Award from A.A. Steiger, chairman of the company that owns Scopitone, as the best artist on Scopitone machines during 1966. I was appearing at the time in the Empire Room.

After the show, I carried my beautiful award up to my room and for some reason (I think because I felt it would be most conspicuous there) placed it in the middle of the floor.

I awoke in high spirits the following morning, even though in the dim early morning light outside I could see that it was still snowing. I leaped from bed to

dance gracefully to the window, spirits soaring, but I stumbled over something and fell to the floor. Switching on the light, I discovered that both my beautiful award and my big toe, the one I frequently lead the band with, were broken.

My prize. My golden statue. The thing I froze for. The only tangible proof that I am Miss Scopitone, 1966.

The phone rang.

"Is this January Jones?"

Yes.

"Well, this is your Scopitone representative in New York. We came up with a great gimmick. We want to film you, in a bikini, in the snow in Central Park."

Pingames Get Okay In City Controversy

SACRAMENTO, Calif. — Pinball operators received support from the Yolo County Board of Supervisors, the sheriff and the chief probation officer after an attempt was made to prohibit persons under 18 from operating pinball machines.

Law enforcement officers here agreed with county government officials in stating that the proposed ordinance is unnecessary. Parents in Woodland, Calif., had complained that their sons were spending lunch money on pinball games en route to schools.

Sheriff Forrest D. Monroe defended pinball operators and business establishments with pinball machines. "Most businessmen who have games in their places can be trusted to correct any undesirable circumstances resulting from the operation of pinball games," he said. "It is all a matter of parental control."

Chief Probation Officer J. Barry Rumbles said there is nothing in reports in his office that show pinball games figure in delinquency."

Film Producer States Plans

PHILADELPHIA—Mr. Genius, Inc., expects to produce about 12 films each month for use in coin-operated audio-visual devices. F. T. Williamson, president, said catalogs and new release bulletins were being mailed out in response to inquiries. The film specializes in using American artists and has set up distribution for both the U. S. and international markets. "The most important thing to an audio visual operator," Williamson stated, "is that we have American-made films with American stars available right now."

Snow Damages D. & R. Building

CHICAGO—The new year was going great for D.&R. Industries, national supplier of coin machine parts and accessories, when the roof literally fell in.

The massive snowfall, which held the Midwest motionless for 10 days recently, crushed part of the D.&R. warehouse roof. "Fortunately," said partner Denis Ruber, "we were able to salvage most of our stock and we're very much in business filling orders."

Ruber and partner Richard Utanoff announced that 1966 was a banner year for the three-year-old firm.

Bally Capersville

has everything!



FLIPPER-ZIPPER
closes Flipper-Gap

Extra Balls won

by skill-shooting balls in and out of Kick-Out Holes. Captive balls carry over game to game.



Super-Bonus Computer

Carry Over Free Ball

if ball fails to escape 4-Step Exit Alley

Code-Match Bonus

scored by ball in



Kick-Back Gate

fires Free Ball to top of playfield

Ultra Mode Styling

Go on a loaded cash-box caper!
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Wurlitzer Schools Are Everywhere

NORTH TONAWANDA, N. Y.—The Wurlitzer Co. has launched another ambitious program for "on-the-spot" service seminars during 1967. The training sessions are conducted under a policy, extant for several years, set down by Wurlitzer sales manager Bob Bear and service manager C. B. Ross.

During January, Wurlitzer field men held schools in New York State, California, Arizona, Nevada and Texas. Each day-long session was concerned with the new Americana phonograph and its companion piece, the Satellite remote selection speaker. Emphasis was placed on mechanical, electrical and electronic functions and their correlation to vender and game mechanisms. It is Ross' firm belief that such correlation is the rule rather than the exception with Wurlitzer equipment.

Albany

On Jan. 9 field man Hank Peteet, co-operating with Bilotta Enterprises, Wurlitzer distributor, held a seminar at the of-

fices of Modern Vending in Newburgh, N. Y. In Albany on Jan. 10 Peteet handled a class at the Bilotta Enterprises branch and on Jan. 12 a third session was conducted at the Bilotta home base in Newark, N. Y.

Meanwhile, Leonard Hicks was roaming the business territory of Valiant Amusement, Inc., Phoenix, Ariz., holdings on-the-spot technical seminars in such towns as Casa Grande, Yuma, Brawley, El Centro and Indio, Calif.

The following week, Hicks swung up through Long Beach, Calif., and Las Vegas, holding classes at Thompson Coin in the former city and at Anda, Inc., in the latter. Dates of these classes were Jan. 20 and 21.

A two-day session was conducted on the Americana and Satellite by Karel Johnson on Jan. 21, in co-operation with Commercial Music Co. of Dallas, at Standard Cigarette Service in Lubbock, Tex. The following day he repeated the seminar for personnel of B&B Vending Co., Amarillo, Tex.

Color-Sonics, NSM Enter Pact

NEW YORK—Color-Sonics, large U. S. producer and distributor of coin-operated cinema jukeboxes, has pacted with NSM Apparatebau, European jukebox manufacturer, giving them exclusive rights to the German firm's jukebox record mechanism.

Color-Sonics executive Vice-President Henry Schwartz said the record device will allow his company to accomplish an industry "first"—to manufacture a combination cinema-jukebox which will offer both records and sound films. The units now available in this country show sound films only.

NSM, with yearly sales in excess of \$12 million, is one of the leading jukebox companies with distribution on four continents.

This new audio-visual unit will be called Combi-150, and it will offer a choice of 128 recordings along with 24 self-contained color sound films. The new "Theater" will play both 33 r.p.m. and 45 r.p.m. recordings, and occupy just 6 square feet of floor space. The Comi-150 should be available in the U. S. by fall.

The film library includes performances by top name popular singers; selections from

Broadway shows; quality cartoons, and recently acquired selection of the century's most memorable knockout fights.

Color-Sonics multi-play, cinema-jukebox unit features a 300-square-inch viewing screen; automatic push button selection of 26 film cartridges each with three to five minutes of film; a "life" of 2,000 plays; a "memory" system which enables any number of films to be pre-selected, and a unique projection system manufactured exclusively by Fairchild Camera and Instrument Co.

Two Changes By Shaffer

COLUMBUS, Ohio — E. K. Cromwell, formerly manager of Shaffer Music Distributing's Detroit branch office, has been named sales manager of the locally based company which has other offices in Cincinnati and Cleveland. In another move announced by Shaffer Distributing Co. President Ed Shaffer, Robert Martin, formerly sales training manager for Rowe Manufacturing, has been named to replace Cromwell.

Coming Events

Feb. 26-28—Western Convention & Candy Show, yearly meeting, Century Plaza Hotel, Los Angeles.

Feb. 27—Northwest Ohio Music Operators Association, monthly meeting, site to be announced.

Mar. 3-4—National Automatic Merchandising Association, spring regional meeting, Ambassador Hotel, Chicago.

Mar. 6—Tri County Vending Association of Youngstown, Ohio, regular monthly meeting, site to be announced.

Mar. 6—Columbus, Ohio, Coin Operators Association, regular monthly meeting, site to be picked.

Mar. 7—Music Operators of Conn., monthly meeting, 242 Trumbull St., Hartford.

Mar. 7—Summitt County, Ohio Music Operators Association, regular monthly meeting, site to be named.

Mar. 10-11—National Automatic Merchandising Association, spring regional meeting, Monteleone Hotel, New Orleans.

Mar. 11-12—California Automatic Vendors Council, annual meeting, Holiday Inn Riviera Hotel, Palm Springs.

Mar. 17-18—Georgia Automatic Merchandising Council, annual meeting, Callaway Gardens, Pine Mountain.

Mar. 17-18—National Automatic Merchandising Association, spring regional meeting, Terrace Hilton Hotel, Cincinnati.

Mar. 23—Amalgamated Music Operators Association of Miami, regular meeting, site to be announced.

Mar. 31-Apr. 1—National Automatic Merchandising Association, spring regional meeting, Claridge Hotel, Atlantic City.

Apr. 1-2—Coin-Operated Industries of Nebraska, regular meeting, Holiday Inn, Grand Island.

Apr. 3—Missouri Coin Machine Council, Mexico, site to be named.

Apr. 5-8—National Vendors Association, annual convention & trade show, Monteleone Hotel, New Orleans.

Apr. 7-8—National Automatic Merchandising Association, spring regional meeting, Charleston Inn, Charleston, S. C.

Apr. 8—Wisconsin Automatic Merchandising Council, annual meeting, Biggar's Motel, Appleton.

Apr. 8-12—National Association of Tobacco Distributors, annual trade show and convention, New York City.

Apr. 14-15—National Automatic Merchandising Association, spring regional meeting, Sheraton Plaza Hotel, Boston.

Apr. 21-22—Illinois Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wis.

Apr. 29—Montana Music Operators Association, regular meeting, Lewiston.

Apr. 29—Northwest Automatic Retailers Council, annual meeting, Sheraton-Motor Inn, Portland, Ore.

May 5-7—Pennsylvania Automatic Merchandising Council, meeting, Host Farm, Lancaster, Pa.

May 19-21—North Carolina Vending Association-South Carolina Automatic Merchandising Association, annual meeting, Myrtle Beach, South Carolina, site to be announced.

May 20-21—Kansas Tobacco-Candy Distributors & Vendors, yearly convention, Lassen Hotel, Wichita, Kan.

May 27-31—National Confectioners Association, 84th Annual Convention, Chicago.

June 16-18—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lac Lake, Wis.

July 29-Aug. 1—National Candy Wholesalers Association, national convention and trade show, Washington Hilton Hotel, Washington, D. C.

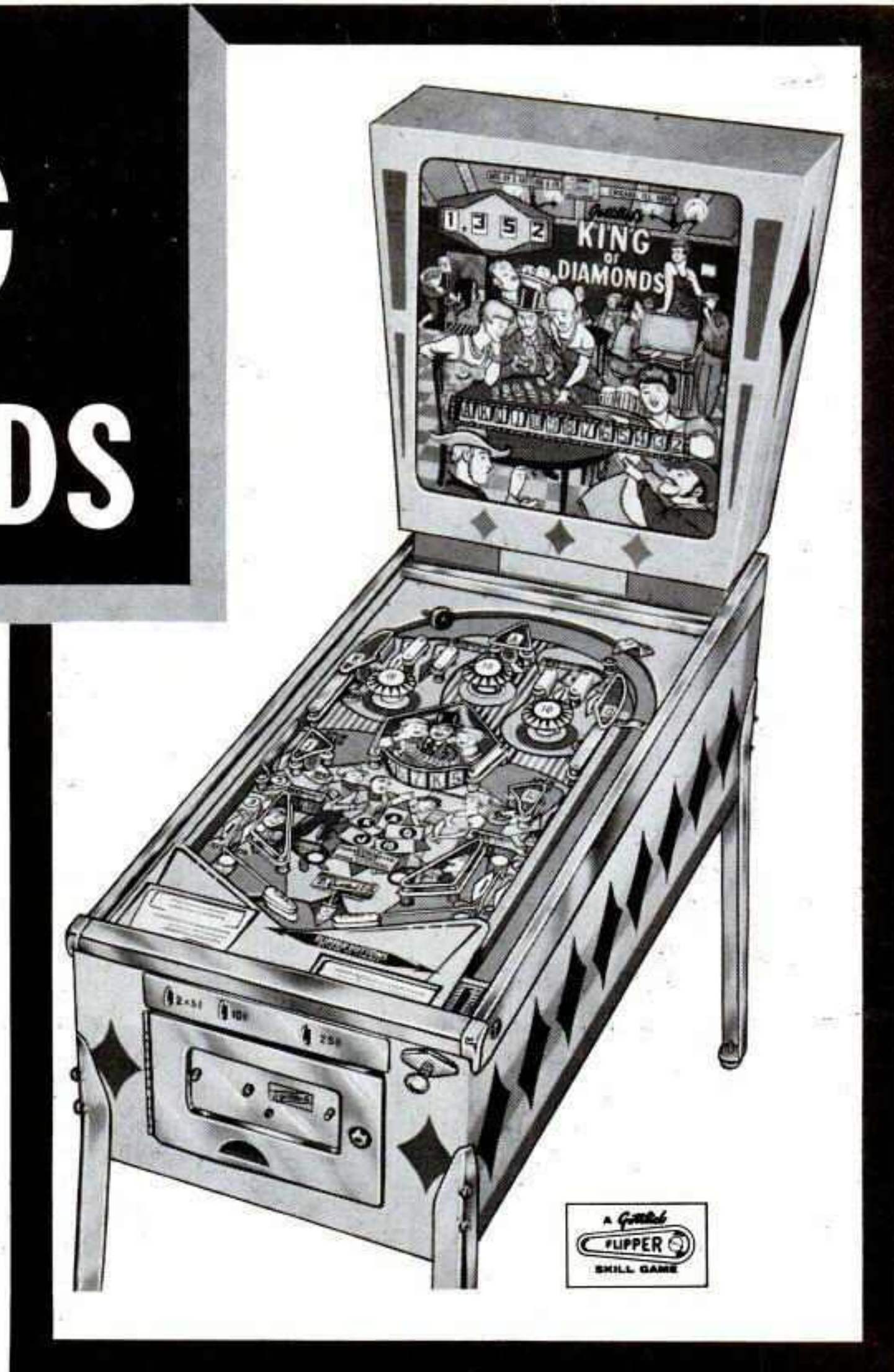
Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

Sept. 22-23—National Automatic Merchandising Association, western management meeting, site to be announced.

Oct. 19-21—Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.



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- ◆ Colorful DROP-CARDS in lightbox indicate when cards are scored.
- ◆ 8 rollovers 5 bull-eye targets and carousel targets score cards Ace through Deuce.
- ◆ Dropping cards 2 through 9 lights rollover for special.
- ◆ All cards down score special and relight one of 5 bulls-eye targets for special.
- ◆ Electric AUTO-BALL LIFT speeds play.
- ◆ New ultra-efficient "DECAGON" scoring units.
- ◆ New ALL STAINLESS steel front molding.
- ◆ New ILLUMINATED score-card holder contains new ball-in-play and game over indicators.
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- ◆ 3 or 5 ball play option.

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New from you know who:

We've added another Stereo Consolette. It accepts 50¢ pieces and shuts off automatically when Charlie's coin-credit is used up.

A tiny new Audio Control does the trick.

When Charlie drops in his dime, quarter, or half a buck, the music comes out for his girl and himself . . . and only for them. And when he's had his money's worth in music, the Audio Control shuts off the Consolette . . . even though the phonograph may keep on playing. Only another coin will start the Consolette up again.

So now you're selling what you used to give away! Watch the change pile up for you and your locations.

Seeburg Consolettes offer you a four-year record of *proved* dependability. All models are available in



New addition to Seeburg's Consolette line: Stereo Consolettes with Audio Control are identified by Model Nos. SCH-3 (for Antique Brown finish, shown above) and SCH-1 (for Chrome finish).

chrome and antique brown finishes, and they play both albums and singles.

Ask your Seeburg Distributor to demonstrate the new Stereo Consolette with Audio Control. It turns bench-warmers into big spenders.

SEEBURG —Growth through continuous innovation



Reviews



POP SPOTLIGHT

IN CASE YOU'RE IN LOVE

Sonny & Cher. Atco 33-203 (M); SD 33-203 (S)

The Top 10 hit "The Beat Goes On" is the prime incentive in this latest offering by the duo, with "Little Man" an added attraction. Their unique style brings a new feel to "We'll Sing in the Sunshine," "Groovy Kind of Love" and "You Baby." Destined for great sales activity.

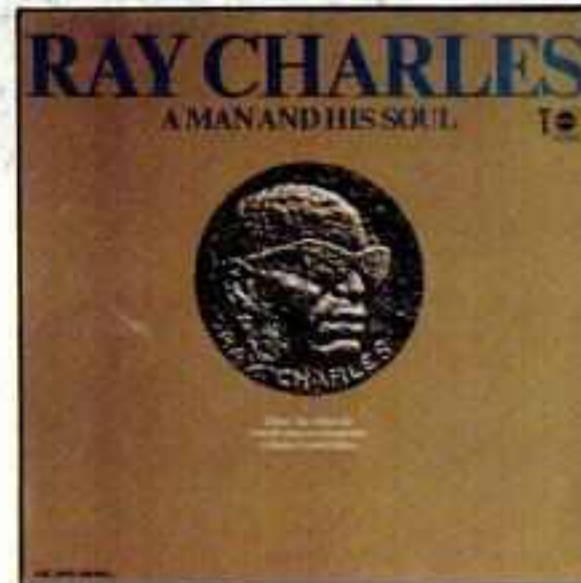


POP SPOTLIGHT

A MAN AND HIS SOUL (2 LP's)

Ray Charles. ABC 590 X (M); ABCS 590 X (S)

This handsomely bound package marking Charles' 20th anniversary is destined to be a very hot sales item. His genius is evident in his powerful hit performance of "Ruby," "Let's Go Get Stoned," "What'd I Say" and 21 others. This is Charles at his best.



POP SPOTLIGHT

5 X 5

Dave Clark Five. Epic LN 24236 (M); BN 26236 (S)

This LP makes it an even dozen for the British quintet, and it's bound to equal the success of the previous winners. Hard-driving rock dominates the package, while "Little Bit Strong" and their recent singles hit, "Nineteen Days," are standouts. An easy-going rhythm number, "Sitting Here Baby," is a treat.



POP SPOTLIGHT

GEORGY GIRL

Seekers. Capitol T 2431 (M); ST 2431 (S)

Album follow-up to the surprise hit single of the year is destined to be a top item. The voices of the talented Australian quartet are a smooth blend as they offer their interpretations of "Red Brubber Ball," "California Dreamin'," and "The Last Thing on My Mind." Their "Turn, Turn, Turn" is a beauty.



POP SPOTLIGHT

BRASS IMPACT

Warren Kime. Command RS 910 SD (S)

The brilliance and force of a brass choir punctuated by a trio of female voices brings this thrilling new musical experience to the fore. Superb realism and the creative orchestration of Warren Kime add new dimension to "Eleanor Rigby," "One Note Samba," and "The Sweetest Sounds." Top sales item.



POP SPOTLIGHT

WALK AWAY RENEE/PRETTY BALLERINA

Left Banke. Smash MGS 27088 (M); SRS 67088 (S)

With their "Pretty Ballerina" currently riding the Hot 100, this debut album for the baroque-oriented group is a sure bet for top sales. Their unusual and intriguing sound is especially effective on "Shadows Breaking Over My Head" and "Barterers and Their Wives." Their previous winner, "Walk Away, Renee," is also included.



POP SPOTLIGHT

IT'S NOW WINTER'S DAY

Tommy Roe. ABC ABC 594 (M); ABCS 594 (S)

With the title tune currently riding the Hot 100, Roe has a package loaded with sales potential. The songs, all performed by the vocalist, vary in moods and rhythms with "Misty Eyes," "Sing Along With Me" and "Cry on Crying Eyes" sharing the spotlight.



POP SPOTLIGHT

KIND OF A DRAG

Buckingham's. U.S.A. 107 (M)

Hot rock package based on their Top 10 hit is sure to be a winner. Solid teen beat throughout, with "I'll Go Crazy" and "I Call Your Name" sharing the spotlight. A powerful instrumental, "Virginia Wolf," is a knockout.



POP SPOTLIGHT

JIMMY RUFFIN SINGS TOP TEN

Soul 704 (M); S 704 (S)

Ruffin has made his mark on the Hot 100 with the two big hits leading off this top-notch package. He delivers soulful performances of "Black is Black," "Bless You," and "Tomorrow's Tears," and his "Gonna Give Her All the Love I've Got" is a powerhouse.



POP SPOTLIGHT

LET'S FALL IS LOVE

Peaches & Herb. Date TEM 3004 (M); TES 4004 (S)

The sweethearts of soul make their album debut with this highly potent package leading off with their current singles hit. They offer exceptional performances of "Just One Look," "Will You Love Me Tomorrow" and "True Love," and a powerful interpretation of "Close Your Eyes."



POP SPOTLIGHT

THIS LOVE FOR YOU

Al Martino. Capitol T 2654 (M); ST 2654 (S)

Beautifully romantic melodies, lush Peter de Angeles arrangements and the warm, caressing voice of Al Martino combine to make this one of his most powerful albums. Programmers will delight in his renditions of "True Love," "In the Arms of Love," and "If You Go Away," with sales a natural.



POP SPOTLIGHT

MORE THAN A NEW DISCOVERY

Laura Nyro. Verve Folkways FT 3020 (M); FTS 3020 (S)

Miss Nyro makes an impressive album debut with this excitement filled program. The selections, all of which were penned by the teen talent, are led off by her "Wedding Bell Blues" hit, "Blowin' Away" and "Goodbye, Joe" and "And When I Die" are highlights of this exceptional Milt Okun production.

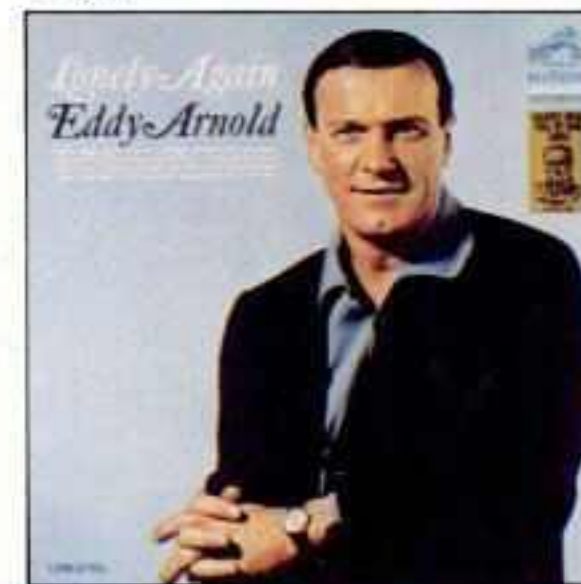


COUNTRY SPOTLIGHT

LONELY AGAIN

Eddy Arnold. RCA Victor LPM 3753 (M); LSP 3753 (S)

Arnold has a sure-fire bet for the country and pop charts in this first-rate album follow-up to his hit single, "Lonely Again." Exceptional performance of "Bear With Me a Little Longer" and "That's All I Want From You" are highlights, while his interpretation of "The Wheel of Hurt" is a gem.



COUNTRY SPOTLIGHT

SOUL OF A CONVICT

Porter Wagoner. RCA Victor LPM 3683 (M); LSP 3683 (S)

Wagoner can always be counted on for a fine performance, and this album of prison songs offers 12 of his best. "Green, Green Grass of Home," "Boston Jail," and "Folsom Prison" are but three in this top commercial package.



COUNTRY SPOTLIGHT

FOLK COUNTRY CLASSICS

George Hamilton IV. RCA Victor LYN 3752 (M); LSP 3752 (S)

An exceptional program of folk and country numbers treated in top style by Hamilton's smooth vocal performances makes this a highly commercial offering. Pop and country buyers alike will enjoy his treatments of "Anita, You're Dreaming," "Four Strong Winds," and "If I Were a Carpenter."



CLASSICAL SPOTLIGHT

BACH CONCERTOS

Stern/London Symphony/Gomberg/New York Philharmonic (Bernstein). Columbia ML 6349 (M); MS 6949 (S)

Stern is impeccable in the two violin concertos and the "Concerto in C Minor for Violin, Oboe and Orchestra" with expert oboist Harold Gomberg. He also conducts the London Symphony in the "Concerto No. 1." Bernstein conducts the New York Philharmonic well.

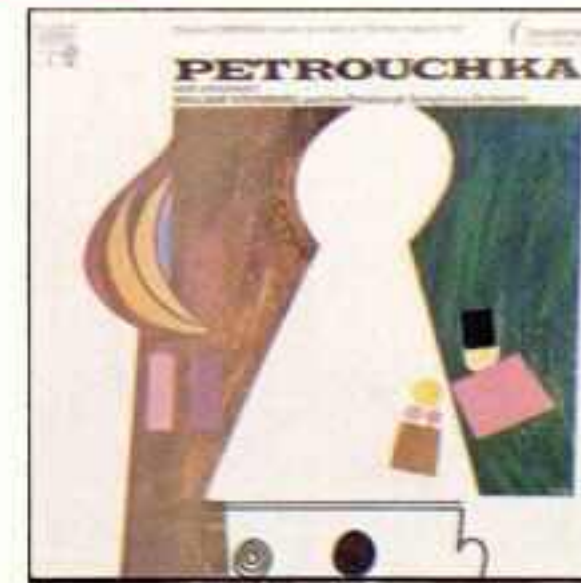


CLASSICAL SPOTLIGHT

PUCCHINI SPECTACULAR

Kingsway Symphony Orch. (Camarata). London SPC SPC 21019 (S)

A tuneful collection of melodies from four of Puccini's best-known operas is presented in this appealing Phase 4 package. The imaginative sequence makes the music flow. Camarata and the lush sound of the Kingsway Symphony help make this a disk that should appeal to classical and non-classical buyer.



CLASSICAL SPOTLIGHT

STRAVINSKY: PETROUCHKA

Pittsburgh Symphony (Steinberg). Command CC 11034 (M); CC 11034 SD (S)

Steinberg and the Pittsburgh Symphony, one of this country's leading orchestras, have come up with another excellent pressing. The sonorities of Stravinsky's ballet score are captured, including the "Shrove-Tide Fair" and the "Blackamoor," both brilliantly performed.



COMEDY SPOTLIGHT

I WERE A HIGH SCHOOL GRADUATE

Kenny Solms & Gail Parent. Epic FLM 13112 (M)

The team responsible for the comedy success "Our Wedding Album" debuts on Epic with an even funnier treat. A hilarious look at high school students that even the victims themselves will enjoy. The senior prom, teen marriage and graduation all come under the sharply witty and knowing attack of Solms and Parent.