

# Billboard

MARCH 4, 1967 • SEVENTY-THIRD YEAR • 75 CENTS

The  
International  
Music-Record  
Newsweekly

## Disk Firms Swing to Less-Groove Policy

By HANK FOX

NEW YORK—More than 35 per cent of all albums reaching Billboard's "Top LP's" chart contain fewer than the standard 12 tracks. This trend toward a diminished number of tracks is expected to be owing to economic factors.

According to this week's chart, 39 of the 111 pop al-

bums listed contain 11 or less tracks. (Specialty fields, original cast, soundtracks and disks with unusually long cuts are not included.) Twenty-one of the 39 have been on the chart under 15 weeks and 11, 5 weeks or less. Fourteen labels are represented.

Capitol Records and Epic said they are gearing production to a lower track number. Budget labels (none are included in the chart figures) have issued mainly 10-track albums for some time in order to maintain a low selling price.

Other companies, however, (some issuing a significant number of 10 and 11-track recordings) assert they are not veering from the standard 12-band disk.

### Sees Upswing

"Our feeling is that there are going to be more and more 10 and 11-track albums each month," said the Harry Fox Office, agent and trustee for the music publishers. "It's the coming thing, although it will be gradual. Many companies are currently experimenting with the reduced trackage."

"Capitol is and will continue to follow an 11-track philos-

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## Kama Sutra Creating Catering Concept to Aid Indie Producer

By MIKE GROSS

NEW YORK—The young independent record producers are beginning to look around for ways to get a larger slice of the profit pie. Many of them have been voicing dissatisfaction with the 2 or 3 per cent deals they've been getting from companies handling their prod-

uct and are yearning for their own label operation.

Since it's virtually impossible for the major record companies to set up new labels for every independent producer they deal with, Kama Sutra, an indie-music publishing organization, is planning to step in to fill the gap. The wheels are already in motion for an organizational set-up which will cater to all the needs of the creative independent producers.

According to Artie Ripp, who is partnered in Kama Sutra with Phil Steinberg and Hy Mizrahi, the blueprint calls for the development of record companies and publishing firms in conjunction with the independent producers. Both the disk company and publishing company operations will be built up on the domestic and international level. In addition, Ripp is now working out a plan to set up an independent distribution network to handle the new labels.

### 8-Track Facility

Ripp also is now holding talks with financial investors for the acquisition or building of an 8-track studio facility. "One of the major hangups to an inde-

pendent producer," Ripp pointed out, "is the lack of studio space availability. They've got to wait in line for studio time and then they've got to rush through their sessions to make way for those booked right on top of them." It's Ripp's feeling that such delays are detrimental since this is such a fast-moving studio facility," Ripp pointed

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## NAMM and EIA Shows Booming

By JERIANNE ROGINSKI

CHICAGO—Although the Electronics Industry Association's consumer show in New York has sold out, the traditional Chicago music show is projected to be as big as ever, according to Bill Gard, executive vice-president of the National Association of Music Merchants. Both shows are being held June 25-28.

Gard said he doesn't expect the apparent success of the EIA show to "seriously hurt" attendance at the Chicago show.

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## Kenton's Rights Cause for Acts

By PAUL ACKERMAN

NEW YORK—Maestro Stan Kenton is spearheading a drive to seek a revision of the Copyright Act recognizing the property right in an artist's recorded interpretation of a song. Convinced of the moral justification of his stance, the band-leader is rallying support among artists. Last week he held two conferences — one in Los

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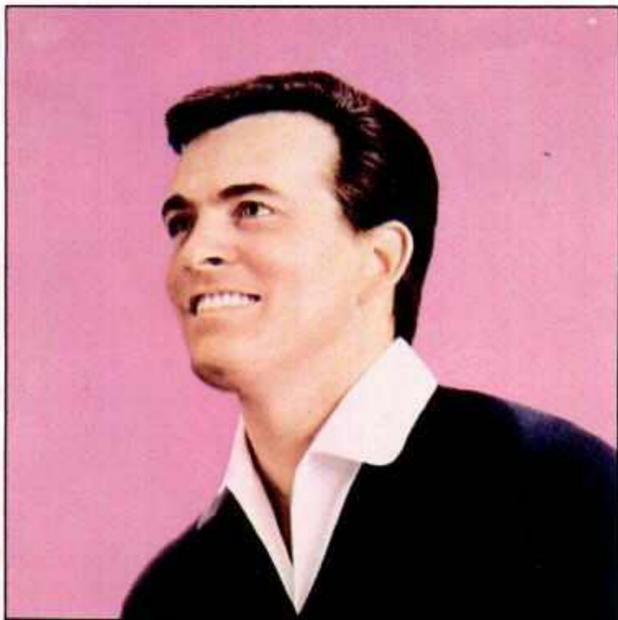
## Americans Regain Rule in England

By GRAEME ANDREWS

LONDON — Detailed analysis of record store sales in Britain during the last quarter of 1966 shows that American artists, labels, and producers have made a strong comeback after the British dominance of the U. K. chart for three years.

The 1966 final quarter statistics, analyzes and computed by the U. K. trade paper Record Retailer from its weekly Top 50 singles charts and Top 40 album charts reveal that U. S. companies or acts topped nine

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Ronnie Dove, soon to appear at New York's famed Latin Quarter as the headliner, has another hit single in "One More Mountain to Climb" (Diamond Records—D-217). This latest single is also included in his new hit LP, "Cry" (S) (D 5007). (Advertisement)

## UA Line Accents Overseas Artists

By CLAUDE HALL

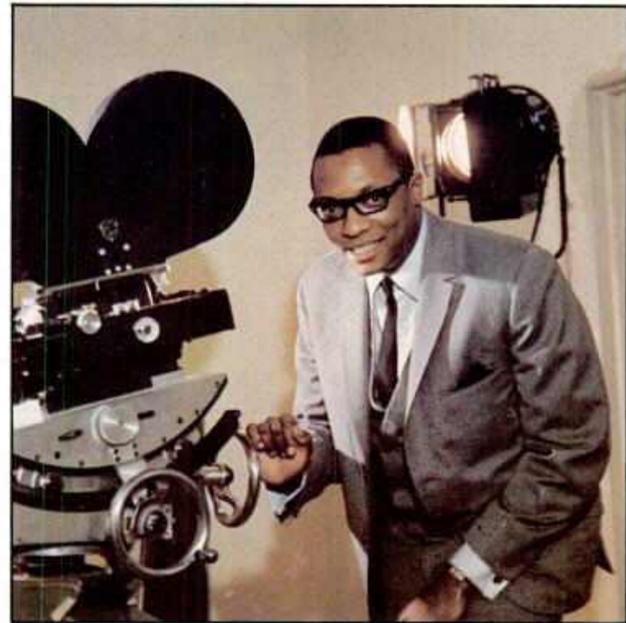
NEW YORK—United Artists is launching a new singles label based on its successful UA International Records. Like the album line, which debuted last October, the singles label will be for the release of major foreign artists in the United States.

Ron Eyre, a&r director of UA International, said that he was rush-releasing Iva Zanicchi performing her San Remo winner "Non Pensare a Me." Another single in this first release will feature Domenico Modugno.

In addition, the firm has just signed for U. S. distribution Raphael, one of Spain's hottest young artists, and will release an album in the next couple of weeks. Eyre said that he was delaying releasing a first single by Raphael until he found something with impact in English by the artist. Raphael's first album on UA International will feature primarily material from his first movie.

The label has acquired distribution rights to some of the world's top-selling artists . . . "all No. 1 record sellers in their own countries," said Eyre. These include

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"One, Two, Three" (Cadet 5556), a new single by Ramsey Lewis, is rapidly climbing the Hot 100 chart. It's from the hot album "Goin' Latin" (Cadet LP/LPS 790). (Advertisement)

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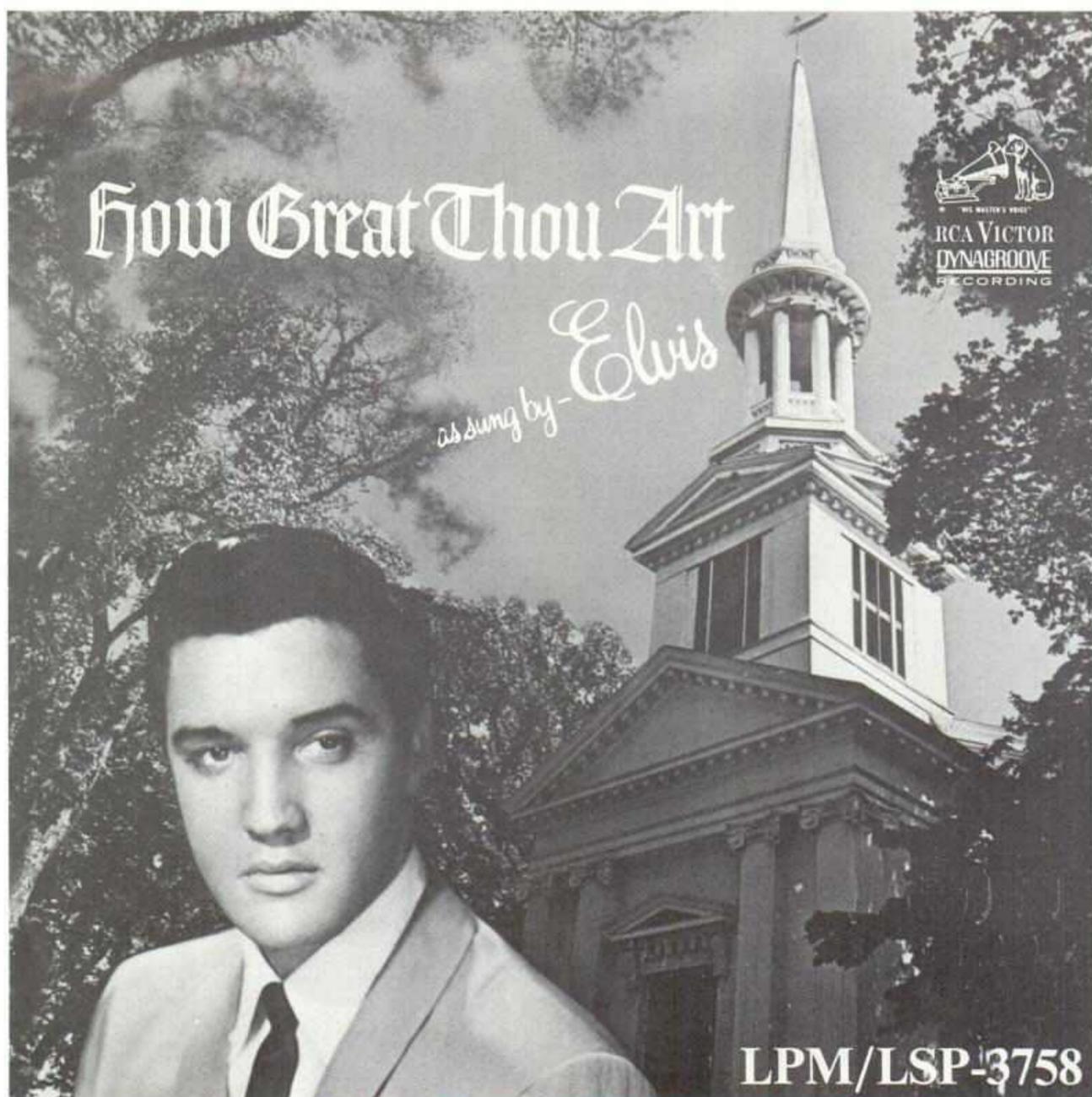
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# ELVIS

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# NARM Looking to RIAA for Coding

NEW YORK—That the RIAA will call for a universal pricing system at the NARM convention March 5-10 at Los Angeles (Billboard, Feb. 25) was denied this week by RIAA executive secretary Henry Brief; yet key industry executives persisted in the hope that such a development would occur.

Brief has scheduled a luncheon meeting of the RIAA marketing committee next Tuesday (7) at the NARM convention. Present will be the RIAA marketing committee, headed by Stan Gortikow, Capitol's Distributing Corp. topper, and it is expected that the discussion will center on the possibility of implementing a universal pricing or coding system.

Recommendations urging that the RIAA use its influence with manufacturers to bring about such a system were forwarded to the RIAA in September by the NARM standardization committee, headed by Jack Geldbart of L & F Record Service, Atlanta. Members of this committee include NARM president John Billinis; Cecil Steen of Recordwagon, Woburn, Mass.; Ben Bartel of Cal Raks, Los Angeles; Jay Jacobs of District Records, Washington, D.C., and David Press of D&H in Harrisburg.

The recommendations were drawn up as a result of an NARM questionnaire, circulated among the membership and approved at the association's mid-year meeting.

The most important recommendation was, essentially, as follows: That a standardized method for indicating the manufacturer's list price on albums be formulated; that this be done by use of an alphabetical code placed as a prefix to the manu-

facturer's number on the face of the record. For example, a Columbia record numbered CL1133 would, under the coding system, be numbered A-CL1133. Jules Malamud, NARM executive director, stated that this would mean to all handling the product that the prefix A signifies a suggested list price. Other price categories would have the prefixes B, C, etc.

A second recommendation by NARM to the RIAA urged that a uniform space in the upper right corner of the album cover be devoid of copy or art, so that a price sticker could be affixed. It was recommended that this space be two by two inches.

The NARM recommendation also urged that a standardized method of packaging tape cartridges be drawn up, and that a more uniform system of numbering replacement needles for phonographs be established, so that any clerk could expertly match needle and cartridge.

## Hope Expressed

Malamud indicated his hope that the RIAA would co-operate in implementing the recommendations, particularly the first one having to do with a pricing or coding system. He stated that NARM's legal counsel, Earl Kintner, had examined the recommendations and gave them complete clearance on the matter of legality. "The aim is not to fix price, but merely to clarify matters for the general good of the industry," Malamud added. He pointed out that NARM was instrumental in establishing poly-bagging of recorded product, a recognized merchandising aid.

Should the RIAA meeting next Tuesday (7) be fruitful—as is hoped by NARM—then Jack Geldbart will make a report to the NARM membership.

# FTC to Weigh Admission of Club's Intervening Motion

WASHINGTON—It will be up to the full Federal Trade Commission to decide on admission of the recent motion of Record Club of America to enter the Columbia Record Club case with a protest against exclusive licensing of outside labels (Billboard, Feb. 25). FTC attorneys in the Columbia complaint have reportedly opposed the motion to intervene, as coming too late, more than two years after the 1964 initial decision by examiner Donald R. Moore.

The lengthy Moore document recommended dismissal of the 1962 FTC complaint against the Columbia Record Club for alleged monopoly practices in the club field. Moore found record club distribution generally helpful to the industry. He saw no threat of the kind of total LP monopoly FTC attorneys feared if other major clubs began contracting with outside labels.

FTC attorneys Peter Dias (who says he is no longer active in the case), Richard Lavine and Morton Needleman, to whom the new motion was addressed, argued in 1963 that if Columbia practices were allowed to continue, the two other major clubs would follow suit, and possibly set up all LP club distribution and eventually the entire LP field. The Record Club of America now claims that in the two years since the Moore decision, the spread of exclu-

sive licensing by major clubs now affects a sufficient amount of commerce to call for anti-trust action against the practice.

The new flare-up of the record club in-fighting may rouse a decision, at long last, by the Federal Trade Commission.

# A&M Special: Stereo Singles

LOS ANGELES — A&M has bowed to requests from 86 radio stations and will make available stereo singles releases for broadcasters.

Bob Fead, national sales manager, said the company would send out 600 stereo singles of each release to this first batch of stations. The service will be offered "to anyone that wants it," he said.

The principal radio exposure for stereo product is on FM, which Fead says offers the company a new avenue for artist exploitation.

Claudine Longet's new effort "Here, There and Everywhere" is the first stereo broadcasters release.

This will be followed by

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# Capitol Into 4-Track Market—'Bootlegging' and Demand Cited

HOLLYWOOD — Capitol Records will enter the 4-track stereo tape CARtridge market on Wednesday (1). (The possibility of Capitol's move into the 4-track tape market was reported in the Feb. 18 issue of Billboard.)

According to president Alan W. Livingston, Capitol's entry into the 4-track field, which is a departure from the company's previously stated policy, is based principally on two factors: 1) widespread "bootlegging" of Capitol material via unauthorized, illegally dubbed 4-track cartridges, and 2) a continuing demand for Capitol product from consumers owning 4-track playback equipment.

"Large quantities of 4-track cartridges illegally dubbed from Capitol recordings," Livingston said, "are now being sold throughout the nation. It is estimated that the number of bootlegged Capitol 4-track cartridges may be equivalent to the number that would be sold if Capitol itself released such product. On these bootlegged cartridges, no fees are paid to music pub-

lishers, to artists or to Capitol. We are convinced that the only practical way to stop this unauthorized and indiscriminate use of Capitol masters is to make Capitol 4-track cartridges available through legitimate sources. In this way, the music publisher, the artist and Capitol will be properly and fairly compensated."

## Talked in 1965

Livingston disclosed that as early as December 1965, Capitol executives met in the Midwest with officials of General Motors in an attempt to influence GM to equip 1967 cars with 4-track tape decks. "In view of 8-track technical problems at that time," Livingston said, "it was Capitol's opinion that the industry would be better off standardizing on 4-track. GM was unwilling to do this despite the fact that Capitol offered to confine its product to 4-track in support of the move."

"In view of Ford's and GM's commitment to 8-track," Livingston continued, "we felt we had no choice but to adopt the 8-

track system, and we did so in the spring of 1966. At that point we aggressively sought industry standardization on the 8-track system, confining our product to 8-track in support of this position. Unfortunately, much of the industry was not able or willing to follow a standard approach. The result has been the emergence of several competitive cartridge systems that can only delay acceptability of any one form."

In commenting on the present dilemma, Livingston stated: "The situation today is similar to that in 1949, when the industry engaged in a 'war of speeds,' 78, 33 $\frac{1}{3}$  and 45. Capitol at that time, with two other major companies going their opposing ways, felt it had no choice but to be the first company to offer its product in all speeds. The ultimate result has been the public's selection of the 33 $\frac{1}{3}$  rpm LP as the primary recording vehicle, but with the nuisance of a single record operating on a different

(Continued on page 16)

# Countries Weigh Final Entries For Eurovision Song Tourney

By GRAEME ANDREWS

LONDON—Final selection of the songs that will be used in the world's most important pop music competition, the Eurovision Song contest, took place last week in several countries: Britain, Belgium and Norway were holding their heats Saturday; Sweden the previous day and Holland Wednesday (22). Among those chosen was Inger Bruck, winner of the first Brazilian Festival, who will represent Germany. Her song, "Anouschka," is published by Melodie der Welt, Frankfurt. Luxembourg chose "L'Amour," by Pierre Cour and Andre Poppi, published by Tutti, to be performed by Vicky (Polydor).

With the entries from 14 other countries including Spain, Italy and Yugoslavia, they will line up at the grand finale in Vienna April 8. The live presentation, organized by the Austrian Broadcasting Authority for Eurovision and the co-operative of Western Europe's Television Broadcasters, will reach a potential audience in excess of 200 million viewers. The winning song, to be chosen by panels voting by international hook-up, is almost certain to become a major hit across

Europe and its singer to reach international stardom.

The approach of broadcasting authorities to the choice of entrant varies. Some seek songs and performers which will reflect national characteristics. But most look for entries which will capture first in the voting panels and subsequently the European record-buying public.

## Language Problem

Big problem to overcome is the language groupings in English, German and French. The latter, statistically, has the best chance, with such small countries as Monaco and Luxembourg enjoying equal voting rights with Germany or Italy.

Although recordings of competing songs cannot be released until actually chosen as the national entry, there is no restriction on sales between then and the grand finale. Britain's singer, Sandie Shaw, has one of the biggest international followings of any current young pop singer and must be a candidate for high place at the Vienna final.

The Music Publishers Association in London invited songs from members for the British entry and sifted out 15 tunes. These were then cut down to

the final five by a panel of TV and music personalities.

British viewers are selecting by postcard vote the U. K. entry from the five short listed songs which Sandie Shaw sang on BBC TV Saturday (25). The winner will be announced next Saturday (4).

Immediately after the final selection is known, Miss Shaw begins a hectic schedule of recording to blanket most of the major markets of Europe with domestic language versions of the British entry.

## Pye Single

Pye will issue the number on a single next Tuesday (7) in the U. K. to be followed by an EP of the eliminated British song. The five songs will also be recorded in Spanish for Hispavox, and Gian Piero of RCA Italiana will produce a single in Italian of the British entry by Miss Shaw on Sunday (5). On Monday (6) she will wax four of the numbers for a Vogue EP and on Monday, March 13, she will record a German single. This concentrated program is aimed to ensure maximum promotion throughout Europe for the artist and the song.

In Eire Radio Telefis Eireann commissioned 30 songwriters to write for a national song contest. The idea was to choose 10 songs, but only nine entries reached the required standard. The contest winner was "If I Could Choose" written by Wesley Burrows and Michael Coffey and sung by Sean Dunphy, the third successive year a Pye artist has gone as Eire's representative to the finals.

Italy will be represented by this year's San Remo Festival winner, Claudio Villa, with "Non Pensare a Me."

For the second time, Spain will be represented at the Eurovision final by Raphael (Hispanavox). He will sing "Hablemos del Amor" (Let's Talk About Love) composed by Manuel Aljandro, who wrote "Yo Soy Aquel," last year's Spanish entry

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# BANQUET MARCH 9 WILL CLIMAX NARM'S PARLEY

LOS ANGELES—Climax of the annual convention of the National Association of Record Merchandisers at the Century Plaza Hotel here is the NARM Awards Banquet to be held next Thursday (9).

Recording artists who will perform include Andy Williams, Columbia; Dionne Warwick, Scepter; Lou Rawls, Capitol; Jim Nabors, Columbia, and Sandler and Young, Capitol. Dick Clark will emcee, and the Les Brown band will provide the backing.

NARM will present 23 awards to artists and labels. Winners are selected by the record merchandiser members of NARM in the more than 40,000 outlets they service.

Presidential awards will be made to Mantovani, London Records, and George Marek, RCA Victor vice-president. Some 1,000 persons are expected to attend the banquet.

# Bribe Case Turns Touchy & Go

By ELIOT TIEGEL

LOS ANGELES—A trial to decide whether former Vee Jay controller Mark Sands bribed an Internal Revenue Service tax collector with a color TV set so as not to levy penalties on the company's late excise tax returns, moved last week into the areas of alleged payola and possible corporate mismanagement.

Former Vee Jay president Randall Wood took the fifth amendment seven times when queried about payola.

The Government's array of witnesses, in addition to Wood, included: Anthony Veslie, a 17-year IRS employee who pleaded guilty in Chicago to accepting a color TV set and served six months in jail; Muriel Gaynor, former VJ production manager; Jay Lasker, former VJ executive vice-president; James Bracken, co-founder of the label and its former chairman of the board; William Leonard, sales representative with RCA's Chicago custom record sales office; Calvin Carter, former VJ a&r pres-

ident; Ewart Abner, former two-time president; Steve Clark, former vice-president; Anthony Tamelco, formerly VJ's chief accountant; Victor Weber, IRS inspector and Charles Kurasz, IRS collection manager.

Wood pleaded the fifth amendment privilege to the following questions: whether he had received payoffs from a New York distributor; whether he had told Sands he wanted a gift of a TV set to Vasile; whether he had ever used the word payola in connection with (purportedly) giving airplane tickets to disk jockeys in 1963-1964; whether he and an attorney had charged VJ for returned goods; whether he had engaged in payola during his tenure as president, or as West Coast representative for the company, and with any individual while in the Chicago office.

Bracken said the company had signed the government's cease and desist order following the 1960 payola investigations and that the company did not give payola. Then co-defense coun-

sel Sidney Traxler asked Bracken: "Wasn't it common practice for Mr. Wood to give airline tickets to disk jockeys in 1963 and 1964?" Bracken answered: "Not that I know of."

Lasker testified that while he had heard about the term payola in the record business, he really didn't know what it was. He said he had heard Wood use the word in conversation.

While all the VJ people said the company was in bad financial straits in 1963, Bracken said Sands was hired as a business consultant in the fall of 1963 to rectify the finances, first as a consultant for 90 days at \$10,000 and then as controller at \$3,000 a month.

Abner denied that the Brackens (James and his wife Vivian) had accused him of taking \$100,000 out of the company. "Did you borrow money?" Traxler asked. "Yes," Abner answered. "Isn't it a fact the loan amounted to over \$100,000?" "It was not," Abner replied. He placed the figure

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## PROFILE

# Garrett: Dot Exec With Pulse on Teens, Adults

Snuff Garrett has come full cycle with Dot Records. When he was 16 years old he landed a job with Hart Distributing promoting Dot product. Now, at 28, the aggressive young man has just been hired by Randy Wood, Dot's president, as the company's first vice-president for singles a&r.

Garrett has produced some 30 top 10 records, and has an impressive list of gold records to his credit. Among these are two Gary Lewis and the Playboys clicks: "Diamond Ring" and "Take Good Care of My Baby," "Run to Him" by Bobby Vee and "100 Pounds of Clay" by Gene McDaniels.

Garrett recalls that the first Dot record he ever worked on was Jim Lowe's "Green Door." "I used to sit in Randy's office," Garrett recalled last week "and listen to records because I had

an interest in producing them." In 1960 his dream became a reality when he was hired by

(Continued on page 8)

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## REVENUE PEAK SET BY ASCAP —BMI BLASTED

LOS ANGELES — ASCAP set a record in revenues in 1966 — \$46,580,626 — president Stanley Adams reported last Thursday (23) at a semi-annual meeting here. Of this, licensing revenues accounted for \$45,681,587. After expenses, writers and publishers shared \$38,374,584. A total of \$6,092,967 of the receipts came from overseas.

In the meeting, Adams leveled a blast at BMI, terming its survey system "the greatest invitation to payola that exists." He said that BMI was "dedicated to lowering the price of music."

Other news: ASCAP's drive to acquire more country music writers is succeeding; membership is up 25 per cent in the past six months over six months a year ago.

## Mercury Looking to A Peak Sales Period

CHICAGO — A hot streak which propelled Mercury Record Corp. to a 21 per cent sales gain in 1966 should carry the company to a record first half for 1967, president Irving "B. Green announced last week.

Green said his projection was based on continued hot singles and album sales for the first two months of 1967. He said the volume of sales has spurred Mercury's manufacturing plant at

Richmond, Ind. to peak production, and the plant mailed out the largest single-day's initial order in the firm's history last Friday (24).

Shipped out last Friday were the first allotments of new singles by Roger Miller, the Blues Magoos, Dusty Springfield and Keith. All were released simultaneously on the wings of the biggest trade advertising expenditure in Mercury's 21-year history.

Other artists contributing to Mercury's current peak period, which began last October, have been Brian Hyland, Frankie Valli, the Four Seasons, Jerry Butler, DeeDee Warwick and Lesley Gore.

## LAW SCHOOL TO HEAR HESSER

NEW YORK—Torwald Hesser, Justice of the Supreme Court of Sweden and host for the Stockholm Revision Conference of 1967, will deliver the fifth annual Jean Geiringer Memorial Lecture on international copyright Monday (27) at Vanderbilt Hall on the campus of the New York University Law School. Sponsor is the Copyright Society of the U. S. A.

# Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

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When you reach the top the way to stay on top is to get with the top.



# The Buckingham Ramblers Go With Columbia!

The No. 1 group on the charts follows up "Kind of a Drag" with a red-hot Columbia single by the same writers. It's a smash!

**"DON'T YOU CARE"<sup>c/w</sup>**  
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# WB/Reprise Clicking Teen Artists

LOS ANGELES—The Warners/Reprise program to land American teen acts is paying off. The combine is enjoying chart action on three new groups which were obtained, Warners general manager Joe Smith explains, through an independent master purchase and the acquisition of the defunct Autumn Records artist roster.

Although Warners sought the Beau Brummels, Autumn's top act, no product has been recorded by the act over the past seven months. Instead, two other Autumn acts have sprung with hits, the Mojo Men with "Sit Down I Think I Love You" and the Harper's Bizarre with "59th St. Bridge Song." This latter group was formerly called the Tikis.

When Warners acquired the Autumn artist roster, Smith as-

signed the Mojo Men to Reprise and the Bizarre to WB. And when the company made an independent production deal with former RCA engineer Dave Hassinger for his act the Electric Prunes, that group was assigned to Reprise. It's "I Had Too Much to Dream" single is the combine's third new teen hit.

Also falling under the youth umbrella are the Spike Drivers out of New York, who were the subjects of a large promotional campaign but lacked an opening hit single and the Tokens, who will record and produce masters for Warners.

The company's success with teen product has involved hiring Van Dyke Parks and Leon Russell as arrangers. Parks is also under contract as an artist.

Veteran producer Sonny Burke

worked for the first time on Petula Clark's new single, "This Is My Song" which is just hitting the charts. He also a&r'd Don Ho's "Tiny Bubbles" effort which is slowly making national efforts. A Jimmy Darren tune, "All" was a&r'd by WB executive Dick Glasser.

## MIDEM Asks For Expansion

NEW YORK — MIDEM, the International Record and Music Publishing Market, has set the wheels in motion to increase the number of booths in the Palais des Festivals in Cannes for next year's meeting which will run from Jan. 29 through Feb. 3.

MIDEM chief Bernard Chevry remained in Cannes for a week following last month's meetings to confer with Mayor Bernard Cornut Geatele of Cannes and other city officials on additional space in the beachfront building.

More than 50 requests for space at next year's meeting have already been received from music industry executives who did not take part in the affair this year, and with MIDEM II now open to the field of classical music, it is expected that a number of companies whose prime interests lie in the serious area of music will be bidding for space.

## Advisory Unit Set Up to Help American Fest

NEW YORK—A record industry advisory committee is in the making to support the Boston Herald-Travelers' upcoming "American Festival of Music '67." The matter was taken up at a meeting here last week chaired by David White, Professor of Music at Boston University, who will head the special industry advisory committee.

Among the record company executives present were ABC Records President Larry Newton, Vanguard President Maynard Solomon, Tom Morgan of Capitol, Tom Noonan of Columbia, and Moe Preskell of ABC. It was decided that the record industry would participate if artists' agents were also included on the committee. A meeting with the agents is expected to be called some time this week.

The Festival, scheduled for April 20-23 at the Commonwealth Armory in Boston, will be produced by George Papadopoulos for the Boston Herald-Traveler Corp. The Festival will trace the growth of pop music in all its various styles.

## Pappalardi Sets Co. With Prager

NEW YORK — Felix Pappalardi, who produces the Youngbloods for RCA Victor Records, has formed his own production company in partnership with Bud Prager, veteran music man and talent manager.

The firm—One Toe, Two Frogs—will produce various artists, both new and established. The allied music publishing wing is Windfall Music and the first copyright in this firm is "Merry-Go-Round," which Pappalardi wrote with Gail Collins, that will be the next "A" side of the next Youngbloods' release. Pappalardi produces the Youngbloods under a separate company—BSM Productions.

# Executive Turntable

**Snuff Garrett** has been named to the newly created post of singles a&r vice-president for Dot Records. Garrett, 28, entered the record business at 16 with the Hart Distributing Co. Later he worked as a disk jockey and joined Liberty Records as a producer in the late 1950's. For the last two years he has been in independent production, working with such artists as **Julie London**, the **Johnny Mann Singers**, **Gary Lewis**, the **50 Guitars** and **Brian Hyland**. Last year Garrett and **Ed Silvers** formed Viva Records, with financing from Dot.

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**Morris Diamond** joins Acta Records, Dot's new Top 40 label, as national sales promotion manager. He held a similar post with Mercury in Chicago and for a short period in Los Angeles was a music publisher's representative. . . . **Herb Gordon** has been named Eastern promotion man by Kapp Records. He will concentrate on the Philadelphia area and will report to **Gene Armond**, national promotion manager. Gordon had been with Universal Records, Jamie-Guyden and Chess-Checker-Argo.

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**Roger Cleghorn** has been named district promotion manager of the Southeastern Division for Decca. Cleghorn has been with the label for 12 years, serving in various sales and promotion capacities. His most recent assignment was Atlanta promotion representative serving Georgia and parts of Tennessee. His new base is in Atlanta. . . . **Ray Chafin** joins Don Kenneth Productions, Los Angeles, to head a talent branch for TV and concert packages. . . . **Irv Finkel** has left IFA Electronics, Encino, Calif., major hi-fi and tape discounter. Finkel was formerly president of IFA. His future plans have not yet been announced.

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**Frank Cama** has been named manager for Merrec, New York Mercury distributor. Cama entered the record industry in 1945 as a night shipping clerk for Decca. . . . **Robert G. Haacke** has been named vice-president of manufacturing for Kaybank Recording Corp. Kaybank operates a studio and record manufacturing company in Minneapolis. Haacke comes to Kaybank from Quality Records of Toronto, where he installed the original plating department, and headed that department for 11 years. At Kaybank, he will be charged with all manufacturing activity, including record pressing, plating, label printing and album fabrication.

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**Dick Sherman** has joined Warners/Reprise as national sales manager, filling the post formerly held by **Gene Block**, now in a similar post with UNI Records. For the past year Sherman has been Warner's Eastern district sales manager. He reports to California next month. . . . **Philip Koenig** joins Capitol to head up a new corporate real estate department. He was previously vice-president of National Properties of Beverly Hills, Calif. The new department will oversee construction of all future facilities.

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**Leslie Cocks** has been appointed general manager of Pye Records Sales. A director of the company, Cocks has been assistant to Pye Records managing director **Louis Benjamin**. Naming Cocks for his new post, Benjamin also appointed three new directors, **Tom Gratham**, **Nicholas Hampton** and **Basil Margrave**.

\*\*\*

**Jim Gall** has been appointed vice-president of the International Tape Cartridge Corp., where he will have charge of all phases of sales and marketing. Gall recently left Lear Jet Corp., where he was vice-president. Before joining Lear three years ago, Gall held executive positions in marketing with Revco, Inc.; Admiral Corp.; Norge Sales Corp.; Amana Refrigerators, and Parsons Co., Dearborn, Mich.

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A shuffling of Columbia branch sales and operations managers has taken **Norm Ziegler**, Chicago sales manager, to the same post in Dallas; Minneapolis sales manager **Mert Paul** to Chicago; Chicago operations manager **Ron Piccolo** to Minneapolis as sales manager, and Dallas operations manager **Danny Sullivan** to Piccolo's place in Chicago.

## Thompson to U.K. for Talks

NEW YORK — Bob Thompson, SESAC consultant, enplanes for London Friday (3) for a business meeting with Mrs. Patricia Feldman and David Carey, respectively copyright administrator and general professional manager of Flamingo Music Ltd., the publishing arm of Philips in England. SESAC has a subpublishing agreement with Flamingo covering the catalog of Harbot Music, SESAC af-

filiated firm based in Nashville. Harbot was important in the popularity comeback of artist Carl Belew, via Belew's recording of "Crystal Chandelier" on RCA Victor. The tune has become an important copyright, via such additional disks as Vic Dana's pop version on Dolton, as well as recordings in Germany, Japan and other countries. The tune was written by  
*(Continued on page 12)*

# Mills' Mills Bursting With Record Activity

NEW YORK—Mills Music is hitting peak activity in all phases of its publishing operation including current pop, standards, novelty-comedy, country and jingles.

Close to 20 Mills' standards and new entries are represented in current album releases while seven copyrights are getting Top 40 play in the singles field. In the country area Mills is rolling with "That's My Desire" by Patsy Cline on Decca, and the soon-to-be-released "Lovesick Blues No. 2" by Ben Colder on MGM. In the novelty-comedy field, Mills is clicking with "Where Did Robinson Crusoe Go With Friday on Saturday Night" by Ian Whitcomb on Tower; "Does Your Chewing Gum Lose It's Flavor on the Bedpost Over Night" and "I've Got the Rudy Vallee Blues" by Hermione Gingold on Cameo/Parkway; and "How Could Red Riding Hood" by Billy Baxter and his Carnaby Street Band on ABC.

Mills is also getting good play in the motion picture area especially with the soon-to-be released "Thoroughly Modern Millie."

One of the top tunes featured in the film is Carol Channing's version of "Jazzbaby" set for an upcoming Decca single and soundtrack LP. Two other versions of the tune have been cut by the Dukes of Dixieland on Decca and Dave Pell on U.N.I.

The Dukes also cut "I Can't Believe That You're in Love With Me," another song from the picture. Other just-released tunes from films are Ronnie Aldrich's "Theme From the Apartment" on London, and "Moonglow" and "Theme From Picnic" by the Brass Ring on Dunhill.

The Duke Ellington repertoire in the Mills catalog has also been attracting a hefty amount of play. In addition to such standards as "Prelude to a Kiss" and "It Don't Mean a Thing" by Kenny Burrell on a soon-to-be Prestige release, "I'm in a Sentimental Mood" by Archie Shepp on Impulse and Ellington's own Reprise LP which includes "Creole Love Call" and "Black and Tan Fantasy" record company a&r men are now screening the lesser-known Ellington tunes.

On the jingle front the publishing company which had a successful earlier association with Chesterfield cigarettes via its "Smoke Rings" theme, won the advertising industry's "Best Jingle of 1966" Cleo Award for the Kent cigarette parody of "Happiness Is."

Mills' New York office is now headed by Ira Howard, professional manager, and Bernie Pollack, co-ordinator of public performances. The London office has Cyril Gee as managing director, and Tony Hiller in the professional department.

# RSI Italiano's 2d Shipment To Go Out to Subscribers

NEW YORK — The second shipment of the top 10 records creating action in Italy is ready for subscribers to RSI Italiano. The records are selected by Germano Ruscitto, Billboard's director of operations.

The subscribers to RSI Italiano include record companies

and music publishers who review their records and songs for their value in their particular market. RSI Italiano also supplies the English translation to the Italian lyrics and information as to where licensing arrangements are to be made.

Following is a list of the 10 records selected for February shipment:

"Cuore Matto" by Little Tony (Durium). "Io, Tu E Le Rose" by Orietta Berti (Phonogram). "L'Immensita" by Don Backy (Clan). "Pietre" by Antoine (Vogue-Saar). "Bisogna Saper Perdere" by I. Rokes (ARC-RCA-Italiana). "Ciao Amore, Ciao" by Luigi Tence (RCA-Italiana). "Quando Dico Che Ti Amo" by Les Surfs (Festival-CGD). "Proposta" by I. Giganti (Rifi). "Non Pensare a Me" by Iva Zanicchi (Rifi). "E Allora Dai" by Giorgio Gaber (Rifi).

## Christie Switches Over to Columbia

NEW YORK—Lou Christie, who clicked last year with "Lightning Strikes" on MGM, has switched to Columbia Records. His disk producer at Columbia will be Charles Calello.

A composer as well as a singer, Christie writes all of the material he uses. Some of his other hits were "Two Faces Have I" and "A Gypsy Cried."

People don't applaud singles.  
But there's always a first time.  
It could happen after you hear Ray Price's  
new release, "Danny Boy."

Ray winds up every personal appearance  
with the very same song. By popular demand.  
When it's over, the audience sits hushed, stunned.  
Then, like thunderclaps, wave after wave  
of applause and cheers bursts forth.  
Sometimes, there is a standing ovation.  
It happens naturally.  
Just like Ray's magnificent record could make  
it happen to you.



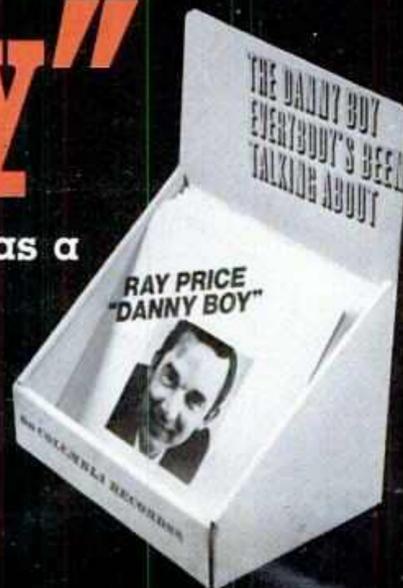
# Ray Price "Danny Boy"

4-44042

A single so special, it has a  
counter display of its own.

Where you participate  
in the action.

On COLUMBIA  
RECORDS 



This One



EYPJ-KB6-UB06

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# Singleton Launches SSS Int'l, Hot 100 Line; Disk by April 1

NEW YORK—Shelby Singleton is launching a new Hot 100 label—SSS International Records—and will have his first release in distribution by April 1. Among two groups just signed to his production company who'll probably be released on the new label are the Bushmen and the Strange Bedfellows, both from the Atlanta area.

Black Pearl Records, the first label bowed by Singleton after he left Mercury Records a few weeks ago, has already begun to stir up some noise with the Inspirations' "Touch Me, Kiss Me, Hold Me." The record is being played on WMCA in New York and stations in Philadelphia, Baltimore, and Detroit,

said Singleton. Black Pearl will be used strictly for r&b-sounding product. Without even complete distribution setup (he's still lining up distributors), the record has already moved 25,000 copies, he said, in those cities where it's being played.

Singleton, besides producing product for his own label, has just placed the Tennessee Guitars with an album on Bell Records. The album features the different guitar styling used in Nashville. At the same time, Singleton assigns production work. Art Wayne produced "Please Mr. Johnson" by Dewey Jones, which Singleton then placed with Diamond Records on this basis.

## Countries Weigh Final Entries

• Continued from page 3

Raphael begins his international promotion of the number with a London television date Tuesday (14).

Holland's entry being chosen in a special program Wednesday (22) will be sung by Therese Steinmetz. Her song was being selected by public post card vote from six originally chosen by a three-man jury from entries submitted earlier by publishers. In Scandinavia, Finland's representative is already chosen—Matti Siitonen, who will perform "In the Shade" written by another Finnish pop

singer, Lasse Maartenson.

### Norway Choosing

Norway's entrant was being chosen Saturday (25) from five songs sung in a special TV show by 10 singers. Ten juries were voting on the songs during the transmission. Among the Oslo jury was Billboard's Scandinavian representative, Espen Eriksen. Because Denmark is not competing this year, many Danish composers submitted songs to the Swedish organizers. They had to be rejected. The Swedish selection was being made Friday (24) from 10 nominated songs by juries also in 10 nationwide centers voting during transmission.

## Fete to Raise Funds For Cole Library

LOS ANGELES—A dinner-dance to raise funds for the establishment of a Nat King Cole Memorial Library at the UCLA Medical Center has been set for March 17 in the Century Plaza's main ballroom.

Jim Conkling is chairman of the black tie event. The Nat King Cole Cancer Foundation is the sponsoring body. It was formed after the singer's death Feb. 15, 1965, to provide funds for cancer research.

Capitol Records, for whom Cole recorded, will handle tickets, which are \$25, \$50 and \$100 per person.

## Snuff Garrett

• Continued from page 4

Liberty as a producer. He was 20 years old, somewhat of a young age at that time to have the responsibility for creating product.

Between the Hart and Liberty jobs, Garrett had returned to his native Texas for disk jockey posts with KDUB in Lubbock and with KSYD in Wichita Falls. He became disenchanted with radio and returned to California and entered the promotion field with Liberty which led to his being hired as an a&r man. He left Liberty in 1965 to form his own production firm after having set a blazing pattern of creating hits in both the teen and adult music fields. His artists included Julie London, Johnny Manne Singers, Gary Lewis, the 50 Guitars and Brian Hyland, for example.

Garrett and Ed Silvers formed Viva Records last year in conjunction with Dot Records finances. The friendship which has built up over the years between Wood and Garrett played a major role in Garrett's joining Dot in an executive position. His acquisition is significant in light of his ability to create both teen and adult product. Among his current projects are cutting the Lennon Sisters and co-producing a Pat Boone LP.

## Bribe Case

• Continued from page 4

between \$8,000 and \$12,000. "Didn't you go to Las Vegas and gamble with money taken from VJ?" Traxler continued. "I did," Abner said. Asked had the Brackens fired him for this, Abner said, "no." Did he ever get involved in payola? "No," Abner said.

Government attorney Traxler showed Abner an accounting firm's audit of July, 1963 in which it was stated the officers of VJ owed the label \$214,232.07. Abner said the audit did not refresh his recollection of any money he or other people owed the company. Asked how much of the company's money he lost gambling in Las Vegas, Abner, answered, approximately \$6,000. Traxler asked whether the figure owed might not be \$178,482.59, Abner replied, "It is not."

## Brown Show

• Continued from page 4

sioned by MGM to write the special songs based on Charles Schulz' "Peanuts" characters for the LP. New songs and dialog were written for the stage presentation.

MGM has issued a special single, "Snoopy's Supper Time," to coincide with the show's opening. An advertising and promotion campaign has been set up to support the show and the album.

# Coast 20th-Fox Huddles On 3-Front Expansion

LOS ANGELES—Expansion of 20th Century-Fox Records' Coast operations was discussed here last week by corporate executives from New York with Jackie Mills, the label's Coast director.

Areas covered include production, promotion and sales, Mills said between meetings with Seymour Poe, 20th's executive vice-president; Jonas Rosenfeld, publicity vice-president, and Steve Morris, 20th's liaison man with ABC Records which distributes the product.

In line with Mills' program of building a rhythm and blues ro-

ster which already numbers 11 acts, the company is probing the idea of hiring an r&b promotion man.

Mills has been quietly signing r&b acts primarily because it is an area of the music business he says he knows best. Jimmy Robbins, formerly with the Jerheart label, is the top r&b act signed to a five-year pact. Mills says three of the 11 acts are local, the rest from other parts of the country. Among the new signees are: Dimples Harris, a female writer-organist-vocalist; the Velvettes, gal trio; Four

(Continued on page 12)

# Kama Sutra Creating Catering Concept to Aid Indie Producer

• Continued from page 1

out, "has been one of the keys to Atlantic Records' success."

It's also Kama Sutra's plan to cater to the young people who want to come into the industry as writers, performers, or producers. "We're getting ready to give them space and money to learn their craft and develop their technique," he said.

As far as the Kama Sutra operation itself is concerned, all the distribution and catalog representation deals it is now involved in with other labels expire next year. It's also likely that they'll be setting up a new label in the near future that's completely free of any existing ties. Right now the Kama Sutra label is distributed by MGM, and the firm is involved in production deals with United Artists, Kapp, Musicor and Columbia. Ripp expects that Kama Sutra will produce about 200 singles this year. In the three years since its inception, Kama Sutra has had a global

sales rackup of an estimated 20 million singles with such acts as the Lovin' Spoonful, the Shangri La's, Jay & the Americans, the Trade Winds, the Sopwith Camel, and the Innocence, among others.

The firm is also planning to expand its activity in the film field. The Lovin' Spoonful wrote and recorded the music for the Seven Arts production of "You're a Big Boy Now" and Kama Sutra now has a similar assignment for Cine Seven Productions' "Jordy." Ripp has not yet assigned the writers to this film.

Ripp will take off for Europe within the next two months to launch an international production company with offices in key countries. He plans to work with Kama Sutra's foreign licensees on the recording of local artists for release on the Kama Sutra label. He'll also be working out a more effective music publishing liaison between the Kama Sutra offices in the U. S. and Europe.

## RECORD REVIEW

### 'Jazz Mass' Is Heavenly

NEW YORK — Joe Masters' "The Jazz Mass," the Albert L. Marx production produced for Columbia Records by John Hammond, is far and away the best thing of its kind in recorded repertoire. The production brings to the Mass America's most important serious music, jazz; and this is accomplished in a record which is full of reverence and spiritual values. Listening to the disk provides a vital, thrilling experience.

Interestingly enough, the disk is apparently moving well at the consumer level. Released several weeks ago, it has already sold

about 5,000 copies.

Joe Masters and Allan Davies are, respectively, musical director and choral director. Other credits include Loulie Jean Norman, soprano; Clark Burroughs, tenor; Mike Wofford, piano; Bobby West, bass; Johnny Guerin, drums; Jerry Williams, timpani; Gary Barone, trumpet; Harold Land, tenor sax and Anthony Ortega, alto. Finally, there are the liner notes by Father Norman O'Connor, and these constitute a new high in commentary—for they capture the high seriousness of the album.

PAUL ACKERMAN

## Col. Cashing in on 'Fiddler'

NEW YORK — Columbia Records is getting a lot of mileage out of the Broadway musical "Fiddler on the Roof" even though the original cast album is in the RCA Victor hopper. Columbia has three renditions of the show currently on the market. They are "Herschel Bernardi Sings 'Fiddler on the Roof,'" the original Israeli cast album sung in Hebrew, and the original Israeli cast album sung in Yiddish.

The Bernardi album contains songs from the show as well as two tunes, "When Messiah Comes" and "Fiddler on the Roof," originally written for the show, but not heard in the current production. Interspersed

among the Jerry Bock-Sheldon Hanick songs is a narrative spoken by Bernardi who is now starring in the Broadway production.

A single, "If I Were a Rich Man," which was culled from the album, is currently clicking in the pop market.

The original cast album in Hebrew was produced in 1965, while the Yiddish album was made the following year. Both albums were recorded in Tel Aviv and released by Columbia Records' Israeli affiliate, CBS Records Israel.

Both the Hebrew and Yiddish versions are selling well in Europe, South America and the U. S.

# Market Quotations

(As of Noon Thursday, Feb. 23, 1967)

NAME	65-66		Week's Vol. in 100's	Week's High		Week's Low	Week's Close	Net Change
	High	Low						
American Broadcasting	93½	62	115	78	75½	77	-1½	
Admiral	55½	28½	1146	36½	34	34½	-½	
Ampex	32½	17	2057	31½	28½	30¼	+½	
Audio Devices	41¼	17	140	27½	26½	26½	-½	
Automatic Radio	7¾	2¾	233	5½	3¼	5¼	+1¾	
Automatic Retailer Assoc.	63	42½	130	63	61	63	+½	
Cameo Parkway	4¾	1¾	19	2¾	2¾	2¾	-½	
Canteen Corp.	36¾	18¼	402	28½	26¼	27	-¾	
CBS	68¾	42	617	68¼	66¾	67¾	-½	
Columbia Pic.	39¾	22¾	105	37¼	35¾	36½	+¾	
Consolidated Elec.	46¾	31	414	44¾	42¾	44¾	+1¾	
Disney, Walt	94½	40¾	175	81½	79	80¼	-¾	
EMI	5¾	3¾	248	4	3¼	3¼	-¾	
General Electric	120	80	1741	85¾	82½	85½	Unchg.	
Handleman	27¾	13¾	98	27¾	25¾	27¾	+2	
MCA	61¾	28¼	107	47¼	42¾	46¾	+3¾	
Metromedia	55¾	25	294	50	46	49¾	+2¾	
MGM	39¾	24¾	1889	38½	33½	37¼	+3¾	
Motorola	233½	90	972	122½	110¾	112½	-8¾	
RCA	62¼	36¾	1344	49	46½	48¾	+1¾	
Seeburg	32¾	11¾	204	19½	18½	18½	+1½	
Tel-A-Sign	5¾	1¾	117	2¾	2¼	2¾	Unchg.	
3M	87¾	61	396	87¾	85¾	85¾	+¾	
20th Century	43½	25¾	1005	43½	41½	43¾	+1¾	
U-A	33¾	21¼	295	32¾	32	32½	+½	
WB	21	11¾	974	21	19½	21	+1¼	
Wurlitzer	28	15½	109	26¾	24	25¼	-¾	
Zenith	87¾	46¾	674	61¾	57	59	+1¼	

### OVER THE COUNTER\*

(As of Noon Thursday, Feb. 23, 1967)

Dextra Corp.	2-7/16	2¼	2-5/16
GAC	5¾	5¾	5¾
Jubilee Ind.	4¾	4¼	4½
Lear Jet	19½	19	19
Merco Ent.	9¾	9¾	9¾
Mills Music	25½	25	25
Pickwick Inter.	10	9	9
Telepro Ind.	4½	4¼	4¾
Tenna Corp.	13¼	12¾	12¾

\*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.

**Two New Stars  
Are Born!!!!!!!**

# The Aubrey Twins

**Tyrone & Jerome**

## 'Poor Boy'

5-10135

**A Great New Single!**

**Just Arrived!  
ON**



®"EPIC", Marca Reg. T.M. PRINTED IN U.S.A.

A York-Pala Production  
Produced by Charlie Greene and Brian Stone

Copyrighted material

# Labels Swinging to Less-Groove Policy

• Continued from page 1

ophy if we must pay full mechanical rates," said Tom Morgan, Capitol director of eastern operations and a&r chief. "While record volume is rising, profits are shrinking. We feel we must save on the mechanicals."

The proposed revision in the copyright laws project a fee of 2½ cents as compared with the present statutory rate of 2 cents, permitting downward negotiation. "Record companies are fighting to keep mechanicals from being increased," said Al Berman of the Harry Fox Office. "By lowering the number of bands, they are taking out insurance against a possible change in the fee."

## "Asking Too Much"

"Publishers are asking for too much," continued Capitol's Tom Morgan. "We can only get a reduced volume rate. And that's not fair to our artists." Morgan said that only when the company agrees to use several of the publisher's songs on an album will the company be quoted a fee lower than the maximum. "Because the extra recording time costs are minimal, we try to record full 30-minute albums," he said.

Said Joan Brown of Epic Records' a&r administration, "Rates are too expensive and publishers are not too co-operative in giving rates." She said she doubts whether the price per album will increase, but "we

can't go lower than 10 tracks."

"While large publishers will give us a discount rate," said Robert Ragona, Pickwick national promotion manager, "the smaller independent publisher will frequently hold out for the full fee. The publishers are only hurting themselves because whereas some might get five or six songs in an album, now they'll have to settle for a maximum of three or four."

"We can't go below 10 songs per album and still sell it," Ragona continued. "Even for 99 cents, the customer wants something."

## Rate Difference

The difference between the mechanical rate structure here and in England is another reason given for the lower number of cuts on albums recorded by British performers. A 22-cent fee is levied on all albums in England no matter the number of selections. This fee is then prorated among the publishers. Thus, there is no increase in fee if 13 or 14 tracks are used. Each publisher, however, receives less per song. This 20 cents is equivalent to 11 tracks here (2 cents per song).

A spokesman for one label who asked to remain anonymous attributed the reduced trackage to a general increase in costs. "Artists spend more time in studios, union costs are up, packaging is more expensive and the quality of records has risen causing the cost of materials and equipment to

# Kenton Rallying Artists Round The Performance Royalty Flag

• Continued from page 1

Angeles and one in New York. He explained nature of the property right. He pointed out that this is a right which is shared by the manufacturer inasmuch as the manufacturer is the producer and contributes to the finished recorded performance; and he noted that recognition of this property right is common in European countries where a levy is collected for the profitable performance of a record.

Kenton noted that if the Copyright Act were revised in accordance with this view, a levy could be collected from broadcasters, jukebox operators, background music firms and

mount," the spokesman said. The profit squeeze means we have to hold back somewhere."

"There's plenty of spread between the distributor price and the suggested retail price to compensate for rising costs," said Al Berman of the Harry Fox Office. "If manufacturers would tighten up on the retail end by seeing to it that distributors maintain the proper costs, the increased expenses would be marginal. Anybody living in a large metropolitan community can go into a discount house to purchase a record for less than it cost the dealer to buy it from the distributor. And the discount stores must be making a profit."

## MGM: No Change

Not all companies, however, confirmed a tendency to issue albums with fewer than 12 tracks. MGM president Mort Nasatir stated that there is no change in company policy.

At Warner Bros./Reprise, marketing vice-president Joel Friedman said there is no set policy on the trackage. Commenting on the four Reprise albums with 10 or 11 tracks on the chart, Friedman said, "It all depends on the artist. Some 80 per cent of our albums contain 12 tracks."

A check of new Columbia product reveals a major percentage of 11-track albums. However, company officials would only say that Columbia's policy is flexible.

Irving Green, president of Mercury Records, said, "The market requirements sometimes force us to go with what we've got. When one of our singles becomes a hit, we can't wait with albums. If we only come out of the studio with 10 or 11 good songs, we have to release it that way." Two Mercury-Fontana-Smash disks that are climbing the LP chart contain 10 or 11 numbers and two more chart contenders have been released by the company.

## Independence Is Formed by Skaff

LOS ANGELES—Independence Records has been formed by Phil Skaff, former Liberty Records executive vice-president. The emphasis will be on acquiring the services of independent producers. Skaff is currently seeking office space in Hollywood, as well as deciding on which way to distribute his product. No other executives have been named for the pop label. Skaff has been living in California since 1963, when he joined Liberty after leaving Kapp in New York as its vice-president.

other users of mechanical music. The bandleader, however, called for "First Things First"—that is, unity of purpose among artists in order to present a solid front before the Senate Copyrights Subcommittee hearings in Washington. He noted that time was of the essence, and urged all artists to become charter members of the organization formed for the purpose of guiding the drive. This is the National Committee for the Recording Arts. Headquarters are 9300 Wilshire Boulevard, Beverly Hills.

## Secures Counsel

The Committee has already secured the legal counsel, Sheldon I. Cohen, of the Washington firm of Chapman, Di Salle and Friedman. Publicity representatives are Ruder & Finn.

Kenton is aware that others before him unsuccessfully sought recognition of the interpretive right of an artist. He believes the time and climate is now correct for another and major effort. He hopes to secure the backing of record manufacturers who would share in the revenue derived, but he is of the opinion that in its initial stages the drive could generate more steam if it is pressed by name artists. He has already spoken to—and secured the support of—many. He also will seek co-operation of the American Federation of Musicians.

A major attempt to establish the principle of the property right of an artist in his interpretation was made prior to World War II by the National Association of Recording Artists. Principal movers were Fred Waring, Paul Whiteman, attorney Maurice J. Speiser, and others. Finding it too difficult to secure a revision of the Act of 1909, the NARA sought to establish the principle via legislation in individual States. Successful litigation in Philadelphia led to the licensing of WDAS, Philadelphia; but all came to naught when the decision was overturned on appeal.

The NARA's drive ultimately languished for two reasons—lack of funds and the changing nature of the music business. As records took over as the chief programming of radio stations, artists and manufacturers were prone to waive a possible property right in order

to secure an immediate plug which could help sell records.

## Ethics Cited

Among many trade levels, however, including attorneys, artists and record manufacturers the possibility of securing a levy based on recorded performances remained a live issue—particularly inasmuch as they felt there was a strong ethical justification for such royalty. Some manufacturers, for instance, feel that income from such a source would be very important in view of spiraling record costs—and would help in offsetting the increased cost expected to result from the projected rise in the mechanical royalty rate. Capitol Records' president Alan Livingston has announced his strong support of the principle of royalty payments for profitable use of recorded performances.

Kenton, in discussing his espousal of this cause, stated: "I became aware of this in the 1940's, during my association with Tommy Dorsey, who was vitally interested in the matter. In the last 10 years, the failure of our present copyright law to adequately protect artists, arrangers and producers has been bugging me. . . . I feel these people are being exploited. I feel there is no question as to the moral validity of our cause, and I want to get the matter corrected. The time to renew the push is now. We want to organize the artists of America, bring them into our Committee and exert pressure for legislation which would enable the recording artist—and the manufacturer—to collect what is due them when their products are performed for profit."

## A&M Special

• Continued from page 3

"Live" by the Merry Go Rounds, "Wade in the Water" by Herb Alpert and the Tijuana Brass, "Amy's Theme" by Nick DeCaro, "Because of You" by Chris Montez and "For Me" by Brasil '66.

Fead said the company was aware of Kapp's activities in servicing broadcasters with stereo singles and this, too, prompted their decision to spend extra money in having a separate stereo run in the pressing plant.

# NARAS Awards Fete In Four Major Cities

NEW YORK—Tony Randell will host the New York Grammy Awards presentations, Thursday (2) in the Grand Ballroom of the New York Hilton. There will be simultaneous banquets at Los Angeles, Chicago and Nashville.

In New York, the list of presenters include Nancy Sinatra, David Merrick, Frankie Laine, Connie Stevens, Ray Charles, Elmer Bernstein, Connie Boswell, Astrud Gilberto, Bobby Vinton, Jackie Vernon and Margaret Whiting. Tony Bennett will perform; music will be by the Marion McPartland Trio, Woody Herman's Orchestra and the Blues Project.

Entertainers at the Beverly Hilton, Los Angeles, are: Jack Jones, Julius LaRosa, Keely Smith, Roger Williams and the Anita Kerr Singers, Bill Dana

will emcee. Presenters will include Bob Newhart, Henry Mancini, John Gary, Andre and Dorey Previn, Anita Kerr and Neal Hefti. Les Brown and his orchestra will provide the music.

Archie Campbell will host the Nashville ceremonies. Brenda Lee and the Casuals will be spotlighted at ceremonies to be held at the Hillwood Country Club. Music will be by Owen Bradley and his orchestra. Chicago's Sheraton Hotel will be the Grammy scene in the Windy City. Si Zentner and his orchestra, and Oscar Brown and Friends will perform. This year's activities marks the ninth annual Grammy awards presentations and the 10th anniversary of the National Academy of Recording Artists.

# Americans Regain Top Spot After 3 Years of U. K. Rule

• Continued from page 1

out of the 11 categories into which the analysis was divided. The only domestic category leader was Dusty Springfield.

Due largely to the turnover of Jim Reeves' recordings and "The Sound of Music," RCA was the top-ranking album label. Its success helped the Decca group to capture a major share of album sales with 30 per cent of the market—only 1 per cent behind EMI's market penetration. The latter company owed much of its LP turnover to the success of Tamla-Motown acts on record here.

Philips, with 16.6 per cent of the album sales, was only .2 per cent ahead of Pye, the fourth best-selling company on albums. Similarly, CBS with 2.7 topped Polydor by .1 per cent. The budget line, Music for Pleasure, took a .7 per cent share of this market—nearly all its vast sales coming from racks rather than over record shop counters.

With singles, EMI took a giant 4.8 per cent slice—again heavily relying on Motown material. Decca took 22 per cent, thanks largely to a massive upsurge later in the quarter, with Tom Jones and its other acts. This sales spurt, together with the acceptance of the Deram label, seems certain to put the company in an even stronger position the first quarter of this year.

Philips, which had its best ever results in 1966, pushed Decca hard on singles, and was only just pushed down to third place with 21.3 per cent of the chart ratings. Due almost entirely to the success of Atlantic artists in the U. K., Polydor

took fourth with 7.6 per cent, ahead of Pye (6.8 per cent). CBS trailed with a half per cent rating only. Amazingly, Americans even took the honors for albums and singles in the categories for groups—Britain's strongest feature in world record sales.

## Beach Boys Tops

The Beach Boys took the top album position and the Four Tops the top singles place. British boys, however took the next two album slots with the Beatles and Kinks, but America's U. K. residents, the Walker Brothers, were fourth, followed by the Rolling Stones. On singles, the Tops were followed by the Troggs, Beach Boys, Dave Dee and Spencer Davis groups.

Sandy Posey scored a surprising third place behind Dusty Springfield and Cilla Black in the female single stakes.

The first three singles producers were all American—Shel Talmy (now living in the U. K.) followed by the Holland-Dozier team and Chet Atkins. Philips' Johnny Franz, who took fourth place, was the only staff producer of a major British manufacturer to figure, with Mickie Most and other independent producers taking the points.

Jim Reeves was top male single and album artist. Americans made nearly all the points with albums, with Frank Sinatra, Bob Dylan and Roy Orbison, with U. K.'s Georgie Fame in third place. Similarly on singles, Paul Jones came second but U. S. names followed—Lee Dorsey, Roy Orbison and Bobby Darin. Top single was "Distant Drums," and top album "The Sound of Music."

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# CBS Intl.'s Rabinowitz Sets Up Pub Expansion Deals in Europe

NEW YORK—Sol Rabinowitz, director of records acquisition and publishing operations for CBS International, initiated deals during his recent European trip that will expand the firm's publishing operations through both the use of local repertoire and the sub-publishing of material from outside companies.

All CBS overseas affiliates will now sub-publish some copyrights owned by Tash Music, Tash Howard's firm. CBS also obtained overseas sub-publishing rights for a number of songs from Destination Music, which publishes material of the Cryin' Shames and the Buckingham. Also a number of songs by Little Richard have been obtained

from Nelchell Music for sub-publishing overseas. Similar plans have been worked out with Fourteenth Hour Music for "Mustang Sally."

Rabinowitz also worked out deals affecting CBS publishing companies elsewhere. Material from Charing Cross Music, the firm owned by singer-writer Paul Simon, will be sub-published by all subsidiaries in Latin America and Italy. All CBS publishing companies in Latin America have also obtained rights to sub-publish the entire catalog of Barton Music, which includes most of Frank Sinatra's tunes.

The catalog of All American Melodies will be sub-published by CBS publishing companies in Panama and Central America. All America is the publishing agent for such companies as Bourne, E. H. Morris, Music Publishers Holding Corp., Robbins, Bregman, Vocco & Conn, and others.

Also, Melcher Music's "The Great Airplane Strike," recorded here by Paul Revere and the Raiders, will be sub-published by CBS in France.

## C/P's Net Profit

NEW YORK — A recent story dealing with Cameo/Parkway Records' six-month figures incorrectly listed the net profit after taxes as \$1.68 a share of common stock. The correct figure is 16.8 cents a share of common stock.

# WABC-FM to Cast, Track Play

NEW YORK — WABC-FM, a "steradio" station, switched Monday (27) to an original cast and soundtrack album format. Alex Smallens, station director, said the format would be used on almost all of the station's non-duplication hours. For the past several months, the station has been featuring a four-hour block of Broadway show tunes.

Primarily, the station featured classical music. But, the classical music available on other FM stations has grown, and Smallens said management felt it could provide better programming service in another format. It will retain classical music programming in its 7-9 p.m. slot. Alan Grant's nightly two-hour jazz show will also be retained.

# Greif Expands Go Go Distrib

LOS ANGELES — George Greif has obtained Continental distribution for his fledgling Go Go label. Domestically, Go Go is distributed through Epic. With the parent CBS label handling the product in England, Scandinavia and the Benelux nations. In Italy, the label's first hit act, Dr. West's Medicine Show and Junk Band, is released on Ricordi. A new group, soon to be debuted, the Gozoo Band, will come out on ODG. Material in the Greif-Sid Carria publishing venture, Borscht Music, will now be handled overseas through Philips.

## 20th-Fox Huddles

• Continued from page 8

Tees, male quartet, and Clarence Hill.

While 20th's initial r&b efforts have been through singles, Mills is now planning album product. The company has no plans for springing a separate r&b label, choosing instead to release a broad sweep of merchandise under one logo.

In this vein, Mills has signed a new Coast rock group, the Iron Butterflies, which has been gigging on the Sunset Strip.

In the soundtrack department, 20th will shortly release the Jerry Goldsmith-Leslie Bricusse score from "Flim-Flam Man"; Goldsmith's "In Like Flinn" and the as yet unassigned "St. Valentine's Day Massacre." Also forthcoming is the Bricusse-Lionel Newman score of "Dr. Doolittle."

While this is a strong roster of soundtrack albums, Mills interjects that the company hopes to expand out of the exclusive

# Thompson to U.K. for Talks

• Continued from page 6

Ted Harris whose country song, "Once," is now getting good action on the charts via Ferlin Husky's Capitol disk.

Thompson noted that another Harbot copyright, "Paper Mansions," recorded by Dottie West on RCA Victor, is also getting strong deejay action. "The Harbot-Flamingo deal," he added, "was negotiated in November of 1966, and it is now starting to roll." Flamingo recently got a Millie Small recording of Harbot's "Chicken Feed" on the Fontana label released by Smash here. Miss Small is a strong international artist.

On another level, Thompson revealed that he is now wrapping up foreign-distribution for



HOLLYWOOD GATHERING—Boots Randolph, Monument's saxophonist, performed for tradesters at the local Playboy Club as part of the label's salute to the artist. Randolph, second left, meets with Fred Foster, Monument's president; Bobby Weiss, international director, and Paul Francis Webster, noted lyricist.

# Merc.'s Day To Remember

RICHMOND, Ind. — Friday (24) marked the biggest shipping day in the history of Mercury Records' manufacturing plant here when the initial orders for four singles for pop artists were sent out simultaneously. The singles are "Walkin' in the Sunshine," with Roger Miller on Smash; "Pipe Dream," with the Blue Magoo's; Dusty Springfield's "I'll Try Anything," and Keith's "Tell Me to My Face."

The four singles will get saturation radio coverage and the largest trade advertising budget in the label's history. It will be the biggest single week budget in the 21-year history of the label, according to Irving Green, Mercury president.

# AF Will Distribute Album Judgment

NEW YORK — Audio Fidelity Records has acquired distribution rights for the Mark Lane recording, "Rush to Judgment," released under the Happening label. The album deals with the material in Lane's book in which he questions the accuracy of the Warren Report.

AF plans a major sales push on the record, with Harold Drayton, vice-president, visiting Southern distributors; Freddie Edwards, covering the Midwest, and Eddie Newmark covering New England.

soundtrack LP business. "In fact we now turn down more soundtracks than we take," he says.

# MGM Riding High In Track Releases

NEW YORK — The sales success of its "Doctor Zhivago" soundtrack—now nearing 2 million in album sales, is spurring MGM Records' drive in the soundtrack field. The latest track is "Three Bites of the Apple," giving the label six tracks currently in release. In addition, "The 25th Hour" is slated for distribution soon and a second album featuring the racing sounds of the "Grand Prix" is in the works.

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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 102—Last Week, 120

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

## POP SPOTLIGHTS

### TOP 20

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

**THE FOUR TOPS—BERNADETTE** (Prod. by Holland & Dozier) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Hard-driving rocker will quickly surpass their successful "Standing in the Shadows of Love" at the top of the Hot 100. Outstanding performance by the group is right in the Motown bag. Flip: "I Got a Feeling" (Jobete, BMI).

Motown 1104

**KEITH—TELL ME TO MY FACE** (Prod. by Jerry Ross) (Writers: Clarke-Hicks-Nash) (Maribus, BMI)—This exotic-flavored Jerry Ross production is destined for top-of-the-chart honors, and is an exceptional follow-up to his "98.6". Flip: "Pretty Little Shy One" (Act Three, BMI).

Mercury 72652

**THE BUCKINGHAMS—DON'T YOU CARE** (Prod. by Jim Guercio) (Writers: Holvay-Bisbier-Guercio) (Beechwood/Macbeth, BMI)—Marking their Columbia debut with a rhythm number much in the vein of their "Kind of Drag," the group should be right back there at the top once again. Flip: "Why Don't You Love Me" (Beechwood/Macbeth, BMI).

Columbia 44053

### TOP 60

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

**TOMMY ROE—SING ALONG WITH ME** (Prod. by Steve Clark) (Writers: Roe-Whitley) (Low Twi, BMI)—Culled from his "Winter's Day" LP, Roe should enjoy healthy chart and sales activity with this easy rock ballad, which he penned. Flip: "Nighttime" (Low Twi, BMI).

ABC 10908

**SIMON & GARFUNKEL—AT THE ZOO** (Prod. by Bob Johnston) (Writer: Simon) (Charing Cross, BMI)—Another winner from the duo is this folk-flavored Paul Simon number which they handle in fine style. Clever lyric and rhythm arrangement make this a hot contender for Hot 100 honors. Flip: "The 59th St. Bridge Song" (Charing Cross, BMI).

Columbia 44046

**DIONNE WARWICK—THE BEGINNING OF LONELINESS** (Prod. by Bacharach-David) (Writer: Bacharach-David) (Blue Seas/Jac, ASCAP)—Miss Warwick fares well with Bacharach-David songs, and this gem is loaded with her own unique brand of excitement. Top programming and sales item. Flip: "Alfie" (Famous, ASCAP).

Scepter 12187

**COUNT FIVE—YOU MUST BELIEVE ME** (Prod. by Hooven-Winn) (Writer: Mayfield) (Curtom, BMI)—The "Psychotic Reaction" group makes another bid for Hot 100 honors with this driving Curtis Mayfield number, which could be a big one. Flip: "Teeny Bopper, Teeny Bopper" (Hot Shot, BMI).

Double Shot 110

**AARON NEVILLE—SHE TOOK YOU FOR A RIDE** (Prod. by Par-Lo Prod.) (Writers: Davis-Diamond) (Olap, BMI)—Neville has a blusey rhythm follow-up to his "Tell It Like It Is" hit which should bring him back onto the charts. Performance is tops. Flip: "Space Man" (Olap, Caliste, BMI).

Parlo 103

**BOB CREWE—AFTER THE BALL** (Prod. by Bob Crewe) (Writers: Crewe-Davie) (Saturday, BMI)—Crewe has a big powerful voice and he uses it to bring a new excitement to the oldie. Production is unlimited in commercial appeal, and is destined to be a Hot 100 item. Flip: "One More Deal" (Saturday, BMI).

Dynovoice 231

**DOBE GRAY—RIVER DEEP—MOUNTAIN HIGH** (Prod. by Al de Lory) (Writers: Spector-Barry-Greenwich) (Mother Bertha/Trio, BMI)—This Phil Spector-Jeff Barry-Ellie Greenwich rocker is the perfect vehicle to carry Gray's Capitol debut disk onto the charts. That "In Crowd" sound is here. Flip: "Tennessee Waltz" (Acuff-Rose, BMI).

Capitol 5853

### CHART

Spotlights—Predicted to reach the HOT 100 Chart

**THE NITTY GRITTY DIRT BAND—Buy for Me the Rain** (Nina, BMI). LIBERTY 55948  
**TIM ROSE—Morning Dew** (Nina, BMI). COLUMBIA 44031  
**THE VIRGINIANS—A Piece of Cellophane** (Copperleaf, BMI). EPIC 10128  
**MILT GRAYSON—Hurry Sundown** (Chappell, ASCAP). MGM X 13699  
**TOMMY DUNCAN—I Brought It On Myself** (Rich Harvest, BMI). SMASH 2073  
**LENIS GUESS—Workin' for My Baby** (Rockmasters, BMI). LE GRAND 1042  
**JAY & THE AMERICANS—You Ain't as Hip as All That Baby** (Trio, BMI). United Artists 50139  
**SERGIO FRANCHI—What Will Tomorrow Bring** (Dymor, ASCAP). RCA VICTOR 9124  
**THE ARTISTIC—Glad I Met You** (Jalynne/BRC, BMI). BRUNSWICK 55315  
**JULIE ANDREWS—Thoroughly Modern Millie** (Northern, ASCAP). DECCA 32102  
**BOB THIELE & TERESA BREWER—Thoroughly Modern Millie** (Northern, ASCAP). ABC 10909  
**NELSON RIDDLE—Thoroughly Modern Millie** (Northern, ASCAP). LIBERTY 55952  
**JIMMY ROSELLI—Who Can Say** (Unart, BMI). UNITED ARTISTS 50064  
**PAUL ANKA—Until It's Time for You to Go** (Gypsy Boy, BMI). RCA VICTOR 9128  
**THE DREAMLOVERS—Bless Your Soul** (Screen Gems-Columbia, BMI). MERCURY 72595

**THE HOLLIES—ON A CAROUSEL** (Prod. by Ron Richards) (Writers: Clarke-Hicks-Nash) (Maribus, BMI)—The "Stop, Stop, Stop" group will ride their "Carousel" to the top of the Hot 100. Solid dance beat is right in the teen groove in this top Ron Richards production. Flip: "All the World Is Love" (Maribus, BMI).

Imperial 66231

**THE BLUES MAGOOS—PIPE DREAM** (Prod. by Bob Wyld & Art Polhemus) (Writers: Gilbert-Scala) (Anaga-Ranga, BMI)—Exciting rocker by the group who scored on the charts with "We Ain't Got Nothin' Yet," should have no trouble reaching the winner's circle. A mover. Flip: "There's a Chance We Can Make It" (Anaga-Ranga, BMI).

Mercury 72660

**THE INSPIRATIONS—TOUCH ME, HOLD ME, KISS ME** (Prod. by Wyld & Polhemus) (Writers: Redd-McCoy-Crosby) (Jobete, BMI)—Initial entry by a new group and new Shelby Singleton label has all the earmarks of a smash hit. Will hit with impact and go straight to the top. Flip: "Funny Situation" (Singleton, BMI).

Black Pearl 100

**TOMMY SANDS—CANDY STORE PROPHET** (Prod. by Scott Turner) (Writers: Sands-Gere, Jr.) (Neo-Artemis, ASCAP)—Hard-driving rocker should bring Sands back to the Hot 100 with impact. The Scott Turner production moves from start to finish. Flip: "Second Star to the Left" (Neo-Artemis, ASCAP).

Imperial 66229

**BARBARA EDEN—BEND IT!** (Prod. by Randy Wood) (Writers: Redd-Torok) (Kita, BMI)—The star of TV's "I Dream of Jeannie" makes her recording debut with an excitement-filled treatment of Dave Dee, Dozy, Beaky, Mick and Tich's British hit. Could be the version to make it on this side of the Atlantic. Flip: "I Wouldn't Be a Fool" (Kita, BMI).

Dot 16999

**FRANKIE RANDALL—NICE 'N EASY** (Prod. by Joe Rene) (Writers: Keith-Bergman-Spence) (Shaw, ASCAP)—Randall has come up with one of his most commercial entries to date in this fine updating of the Sinatra hit. Rhythm arrangement makes this a hot chart contender. Flip: "Ma Vie" (Bikini/Emily, ASCAP).

RCA Victor 9126

**THE HIPPI DIPPYS—THOROUGHLY MODERN MILLIE** (Prod. by Dave Pell) (Writers: Cahn-Van Heusen) (Northern, ASCAP)—The new Cahn-Van Heusen film theme gets a highly commercial outing via this Hippy Dippys disk with all the flavor of the 20's. Flip: "Jimmy" (Northern, ASCAP).

UNI 55004

**THE COLLECTORS—LOOKING AT A BABY** (Prod. by Barry de Vorzon & Don Addrissi) (Writers: Vickberg-Henderson) (Sherman-de Vorzon, BMI)—Easy rhythm and exceptional vocal performance could bring the new group to the winner's circle the first time out. Production by Barry de Vorzon and Dick Addrissi is a winner. Flip: "Old Man" (Sherman-de Vorzon, BMI).

Valiant 760

**THE AMERICAN BREED—I DON'T THINK YOU KNOW ME** (Prod. by Dunwich Prod.) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—Outstanding new group and good Goffin-King rock ballad could introduce new label in the Dot family to the Hot 100. Good teen-oriented lyric. Flip: "Give Two Young Lovers a Chance" (Yuggoth, BMI).

Acta 802

**THE MIRETTES—NOW THAT I FOUND YOU, BABY** (Prod. by S. Matthews) (Writer: S. Matthews) (Mirwood/Keyman, BMI)—(Writer: S. Mat-a good pop sound could have a big one here with the right exposure. Production has much of the very successful Detroit sound.

Mirwood 5531

**MAX BYGRAVES & KENNY BALL—Harmonize** (Miller, ASCAP). DECCA 32104  
**PETER FONDA—November Night** (K-L, BMI). CHISA 004  
**LA LUPE & TITO PUENTE—Cumba, Cumba** (Little Dipper, BMI). TICO 493  
**THE T-BONES—The Proper Thing to Do** (Chappell, ASCAP). LIBERTY 55951  
**PETER NERO—Theme from "The Quiller Memorandum"** (Miller, ASCAP). RCA VICTOR 9125  
**THE COWSILLS—A Most Peculiar Man** (Charing Cross, BMI). PHILIPS 40437  
**EDDIE CANO—Amy's Theme** (Faithful Virtue, BMI). DUNHILL 4075  
**DAVID ROSE—The Blowup** (Little Darlin'/January, BMI). CAPITOL 5837  
**THE DIRTY SHAMES—Coconut Grove** (Faithful Virtue, BMI). PHILIPS 40436  
**THE JUDGE'N JURY—Roaches** (Rambled, BMI). YERVE 10486  
**THE SQUIRRELS—Who's the Bird?** (Kangaroo, BMI). RCA VICTOR 9127  
**FEVER TREE—Hey Mister** (Brent, BMI). MAINSTREAM 661  
**THE STAR-TREKS—Gonna Need Magic** (Dandelion, BMI). VEEP 1254  
**THE MILLIONAIRES—A Rather Hip Shing** (Bun-Bud/Adornel, BMI). PHILIPS 40435  
**CHARLIE ROMANS—Come Back Home** (Hornet, BMI). HICKORY 1438  
**DON MEEHAN—Gaslight** (Screen Gems-Columbia, BMI). EPIC 10137  
**THE DECADES—I'm Gonna Dance** (Artists Int'l, BMI). ERA 3174  
**THE CHAPIN BROTHERS—Someone Keeps Callin' My Name** (Ramapo, BMI). ROCK-LAND 663  
**THE PETALS—(You Can't Close) The Windows of Your Heart** (Copperleaf, BMI). MERCURY 72661

## COUNTRY SPOTLIGHTS

### TOP 10

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

**WILMA BURGESS—FIFTEEN DAYS** (Writer: Walker) (Forrest Hills, BMI) — **TWO LITTLE RIVERS OF TEARS** (Writer: Frazier) (Blue Crest, BMI)—Burgess has two hot sides to follow up her "Misty Blue" smash. Top is a beautiful Cindy Walker ballad, while the flip is a good rhythm number, penned by Dallas Frazier.

Decca 32105

**RAY PILLOW—TWO MINUS ONE LEAVES BLUE** (Prod. by Marvin Hughes) (Writer: Harris) (Harbot, SESAC)—Plaintive ballad of a love gone by receives a beautiful treatment by Pillow. Has all the ingredients for a top chart item. Flip: "The First Chance I Get" (Cedarwood, BMI).

Capitol 5851

**TAMMY WYNETTE—YOUR GOOD GIRL'S GONNA GO BAD** (Prod. by Billy Sherrill) (Writers: Sherrill-Sutton) (Gallico, BMI)—Following her answer version of "Apartment No. 9," Wynette offers a clever rhythm number with an exceptional arrangement. Make room at the top of the country charts. Flip: "Send Me No Roses" (Moss-Rose, BMI).

Epic 10134

**BONNIE OWENS—THE BEST PART OF ME** (Prod. by Ken Nelson) (Writer: Ward) (Shade Tree, BMI)—Outstanding performance of a heart-breaking ballad will bring Owens to the top of the country charts in short order. Ken Nelson production is tops. Flip: "Someone Else You've Known" (Blue Book, BMI).

Capitol 5847

### CHART

Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

**LEROY VAN DYKE—I've Never Been Loved** (Bryant, BMI). WARNER BROS. 7001  
**THE GEEZINSLAW BROTHERS—My Old Buddy** (Geezinslaw, BMI). CAPITOL 5848  
**GLEN CAMPBELL—I Gotta Have My Baby Back** (Peer Int'l, BMI). CAPITOL 5854  
**HOMER & JETHRO—Nashville Cats** (Faithful Virtue, BMI). RCA VICTOR 9130  
**BARNEY CARL—Friday the 13th** (Exquisite/Champion, BMI). LHI 17006  
**BUD LOGAN—Brave New World** (Pamper, BMI). RCA VICTOR 9131  
**BENNY BENFIELD—Stranger in My Arms** (Blackjack/Stringtown, BMI). K-ARK 726

## R&B SPOTLIGHTS

### TOP 10

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

**LOWELL FULSOM—MAKE A LITTLE LOVE** (Writers: Holiday-Akopoff) (Metric, BMI)—Hot on the heels of his "Tramp," Fulsom offers a hard-driving rocker, which should quickly surpass it. Clever lyrics add to r&b and pop potential. Flip: "I'm Sinking" (Modern, BMI).

Kent 463

**ALVIN CASH—FEEL SO GOOD** (Prod. by E. Silvers) (Writer: Silvers) (Vapac, BMI)—Rockin' right in the groove is this driving instrumental with an occasional vocal chorus. Should be a big one. Flip: "Doin' the Ali Shuffle" (Vapac, BMI).

Mar-V-Lus 6015

**JOHNNY THUNDER & RUBY WINTERS—MAKE LOVE TO ME** (Prod. by Buddy Killen & Phil Kahl) (Writers: Norvas-Copeland-Roppolo-Mares-Pollack-Brunies-Stitzel-Melrose) (Melrose, BMI) — The Jo Stafford pop hit of the early 50's gets a powerful 60's rock blues treatment by Thunder and Winters. Good contender for Hot 100 activity also. Flip: "Teach Me Tonight" (MCA, ASCAP).

Diamond 218

**THE VIBRATIONS—PICK ME** (Prod. by Manny Kellem) (Writer: Brown) (Jalynne, BMI)—Strong vocal workout and solid rock beat will bring this to the top of the r&b charts, and spill over into the pop field. Flip: "You Better Beware" (Jalynne, BMI).

Okeh 7276

**DANNY WHITE—YOU CAN NEVER KEEP A GOOD MAN DOWN** (Prod. by D&A Prod.) (Writer: Bryant) (Jec, BMI)—White has a wailing winner in this easy rocker destined for top-of-the-chart honors. Soulful performance is in the groove. Flip: "Kiss Tomorrow Good-Bye" (Chervalin, BMI).

Decca 32106

### CHART

Spotlights—Predicted to reach the R&B SINGLES Chart

**B. B. KING—The Jungle** (Modern, BMI). KENT 462  
**FREDDIE ROACH—Tenderly** (Morris, ASCAP). PRESTIGE 432

# Dot BEST SELLERS & NEW RELEASES

## NEW SINGLES RELEASES

**BARBARA EDEN**

I WOULDN'T BE A FOOL / BEND IT!

16999

**PAT BOONE**

HURRY SUNDOWN / WHAT IF THEY GAVE A WAR AND NO ONE CAME

16998

## BEST SELLING SINGLES

**BILLY VAUGHN SINGERS**

SWEET MARIA / THERE GOES MY EVERYTHING

16985

**BONNIE GUITAR**

THE KICKIN' TREE / ONLY I

16987

**THE SURFARIS**

WIPE OUT

144

**THE CHIPMUNKS**

SORRY ABOUT THAT, HERB / APPLE PICKER

16997

**MYRON FLOREN**

SHALL WE DANCE / A SPOONFUL OF SUGAR

16996

**ALEXYS**

BIG WAYNE / THE LAST OF ME

16994

**JIMMY GILMER & THE FIREBALLS**

I THINK I'LL CATCH A BUS (And Go Back Home) / SHY GIRL

16992

**JOHNNY DOLLAR**

YOUR HANDS / DON'T TAKE MY FUTURE FROM ME

16990

**ROMY SPAIN**

AFTER THE HURT IS GONE / SORRY ABOUT THAT

16989

**MAC WISEMAN**

LITTLE BIRD / THIS IS WHERE I CAME IN

16980

## VIVA SINGLES

**PETER COURTNEY**

THE LOSER / PICTURES ARE MY ONLY SOUVENIRS

V-609

**SONNY CURTIS**

DESTINY'S CHILD / THE COLLECTOR

V-607

## VIVA ALBUMS

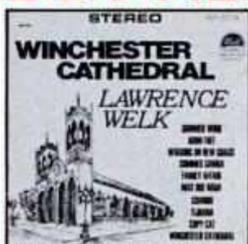


RHAPSODIES FOR YOUNG LOVERS • Midnight String Quartet V-6001



SPANISH RHAPSODIES FOR YOUNG LOVERS • Midnight String Quartet V-6004

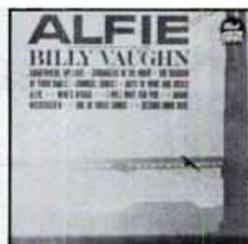
## DOT ALBUMS



WINCHESTER CATHEDRAL Lawrence Welk DLP 3774



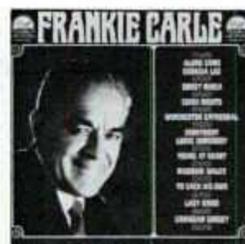
SWEET MARIA Billy Vaughn Singers DLP 3782



ALFIE Billy Vaughn DLP 3751



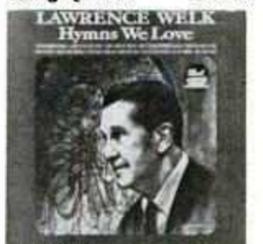
WISH YOU WERE HERE, BUDDY Pat Boone DLP 3764



FRANKIE CARLE DLP 3789



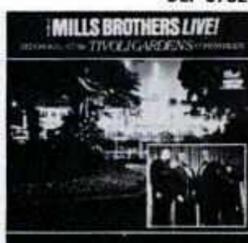
LOVE ME, PLEASE LOVE ME Jimmie Rodgers DLP 3780



HYMNS WE LOVE Lawrence Welk DLP 3779



THIS IS ERNIE ANDREWS DLP 3778



THE MILLS BROTHERS LIVE - TIVOLI GARDENS - COPENHAGEN DLP 3783



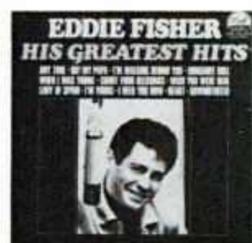
LIBERACE - NEW SOUNDS DLP 3755



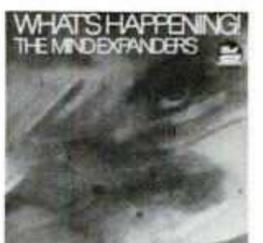
MISS BONNIE GUITAR DLP 3737



SAN ANTONIO ROSE - Harry James & His Western Friends DLP 3735



EDDIE FISHER - HIS GREATEST HITS DLP 3785



WHAT'S HAPPENING - The Mind Expanders DLP 3773

ADVERTISEMENT  
**TAPE CARTRIDGE TIPS**

by Larry Finley

The big news in the tape cartridge industry is the story that James R. Gall, former Vice President of Lear Jet Stereo, has joined ITCC as Vice President in Charge of Sales and Marketing.

There have been many rumors in the music business as to which affiliation Jim would choose, since practically everyone in the industry has made a bid for his services. Jim is truly a pioneer in the field and is recognized as one of the most widely known authorities in all phases of this rapidly growing industry.

Jim's marketing and sales plan will lift ITCC to an even stronger position than it holds today in the market.

\* \* \*

ITCC is the most publicized of all duplicating and distributing firms in the country. In addition to its normal magazine advertising, ITCC can be seen on full-color network television:

- MATCHES AND MATES
- THE DATING GAME
- THE NEWLYWED GAME
- AMERICAN BANDSTAND

\* \* \*

For over a year, the writer of this column has endeavored to keep you up-to-date as to what is happening in the tape cartridge industry. We have done our best to be as factual as possible and to convey all of the news of the industry to our readers.

However, because of the pressures of everyday activities, this column will appear only once a month instead of on a weekly basis. If there are any questions from our readers, please feel free to contact the writer at International Tape Cartridge Corporation, ITCC Building, 663 Fifth Avenue, New York City. (Phone (212) 421-8080)

# TAPE CARtridge

## Capitol Into 4-Track Market: 'Bootlegging' and Demand Cited

• Continued from page 3

mechanism and at a different speed as well.

**'Result in Nuisance'**  
 "Such unilateral actions can only result in industry confusion, unnecessary costs, and most importantly, nuisance to the consumer. For this reason, it had been our hope that the automotive industry and the manufacturers of hang-on tape decks would settle on a single standardized system. Unfortunately we no longer feel that Capitol can be a primary influence in the direction in which these manufacturers go because already too vast an array of product both in 4-track and 8-track is available to the buying public."

Livingston stressed the availability of Capitol recordings in 4-track cartridge form does not in itself constitute company preference of 4-track over 8-track.

According to Livingston, Capitol will continue to manufacture and release 8-track cartridges and to distribute its 8-track product through Capitol Records Distributing Corp. as in the past.

Livingston further stated: "In the opinion of Capitol management, as well as Capitol's technicians and engineers, the LP record is still the most desirable form of playback for the average consumer. It is superior in sound reproduction quality, wearing qualities and selectivity, and it costs the consumer a great deal less than tape. Experience is showing us that the tape cartridge will largely be confined to automotive use, which is the one place where it shows any advantage over the LP record. Under these limited circumstances, we have no choice but

to supply our recordings to the automotive tape decks in existence, whatever the type.

**Realistic Approach**

"The tape cartridge in all its forms has been more avidly embraced by the automotive market than by record wholesalers and retailers. Thus by having Capitol product available in both 4-track and 8-track forms, we are more broadly and more realistically able to match our products to the profile of today's automotive market.

"Ultimately, of course, the consumer himself must make the choice of one medium over another—if, indeed, one medium is ever to emerge over all others."

Capitol's 4-track cartridges will initially be licensed for distribution through Muntz Stereo-Pak, Inc., under an arrangement recently signed by Capitol and Muntz. In licensing

## TELEPRO RULED TO BE SOLVENT

CAMDEN, N. J.—A Federal District Court referee has dismissed an involuntary bankruptcy petition against TelePro Industries, Inc., totaling \$6,000. Referee William Lipkin in District Court for the Southern District of New Jersey found on Feb. 17 TelePro "to be solvent and the petition to be without merit." The petition was filed by Superior Electric of Bristol, Conn.; Diamond Electric of Rochester, N. Y., and Pen, File and Specialty Co. of Philadelphia. TelePro manufactures 4- and 8-track tape CARtridges and players.

Muntz, Livingston said, "The depth of coverage of the 4-track market by Muntz Stereo-Pak has given us confidence in Muntz and the current sales potential of the 4-track medium, and it is for this reason that we have selected Muntz as licensee to manufacture and distribute Capitol's 4-track product."

## Electronic Assn. Will Affiliate With ATCA

CHICAGO — Andrew Raftis, president of the American Tape Cartridge Association, said last week that the organization will soon affiliate with the Electronic Industries Association.

Raftis discussed such affiliation with EIA officials here last week for a technical standards committee conference on reproduction of sound on tape.

One of the stated aims of the ATCA is to foster high tape cartridge technical standards, and toward that end has formed an engineering standards committee.

"To further advance that aim," Raftis said, "We will schedule technical seminars at our first association convention, with EIA experts participating."

The first ATCA convention is tentatively scheduled for Aug. 20-23 in Las Vegas.

Raftis also announced that the following firms have recently joined ATCA.

Craig Panorama, H & B Duplicators, International Tape Cartridge Corp., Matsushita Electronics, Electric Corp. of Mexico, Roberto DeLeonardo & Association of Rome, Italy, Citron Corp., Taiko Corp. of America, Midwest Tape Cartridge Corp., West Coast Tape Cartridge Corp., Magnatech of Alabama, Carter Belind & Weil, Inc., investment bankers, Tape Handling Products and Trans World, Inc.

## Norelco Ups Ad Spending 20 Per Cent

NEW YORK—Norelco's "We reinvented tape recording" advertising theme will be carried nationally by a 20 per cent boost in advertising dollars during 1967.

According to Roger J. Probert, new director of advertising for Norelco, the firm's cassette and reel-to-reel tape recorder-player advertising outlay for 1967 will approach \$1.5 million. Spot TV, newspaper, special interest and trade ads will be used, he said.

Ad emphasis will be on the cassette line, stressing such features as simplicity of operation, compactness, interchangeability and compatibility.

## London's Price Cut by Ampex

ELK GROVE VILLAGE, Ill.—Bringing them in line with other labels in its 4-track catalog, Ampex Stereo Tapes has cut retail price on its London 4-track cartridges from \$6.95 to \$5.95 effective Monday (27).

Ampex is the exclusive producer of London 4, 8-track and open reel stereo tapes.

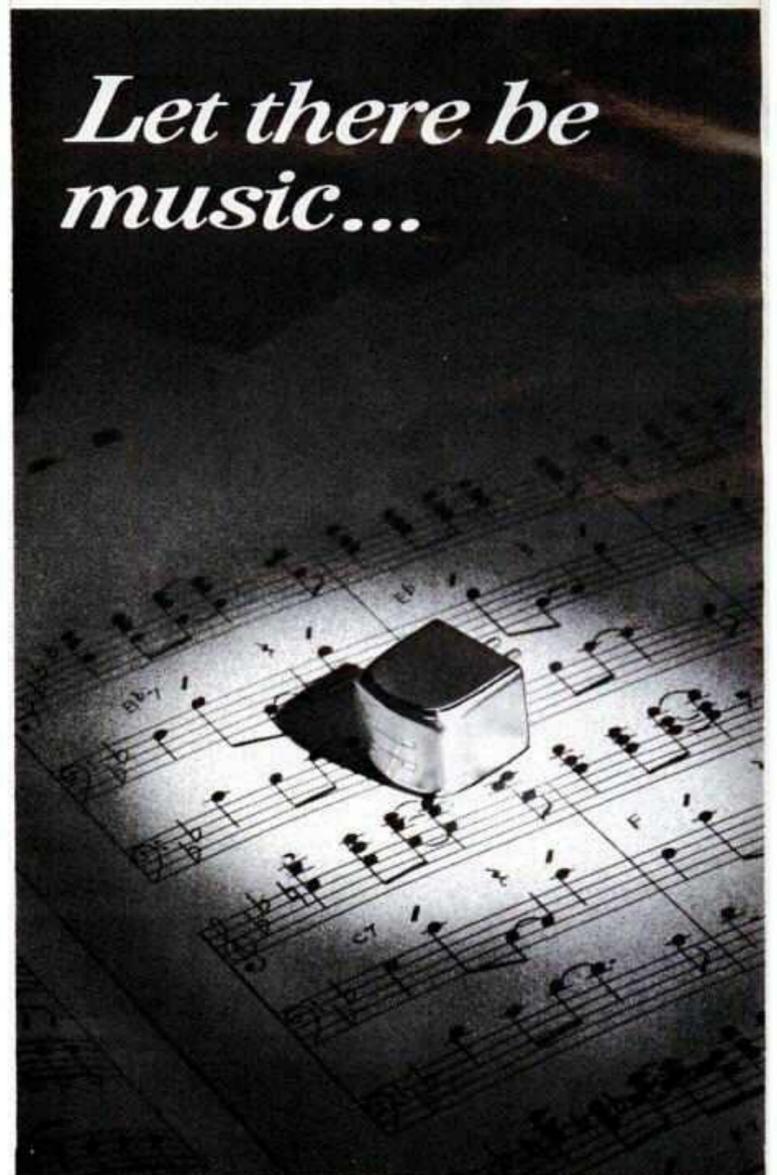
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Arvin-Magnetics introduces their new "Lin Gap" line of 8-track stereo playback heads for tape CARtridge players. The line features a new construction technique that produces a perfect smooth low-frequency response, instead of the dips, humps, and wave form distortion common to other 8-track heads currently on the market. Send for data sheet A988-OL for full specifications and prices. The data sheet shows full particulars regarding the decrease distortion figures you can expect with the Model A988-OL.

Master Record, Playback, and Slave heads are also available, utilizing the new "Lin Gap" feature.

**Arvin Magnetics**  
 Arvin Industries Inc. • Columbus, Indiana 47201  
 812-372-7271

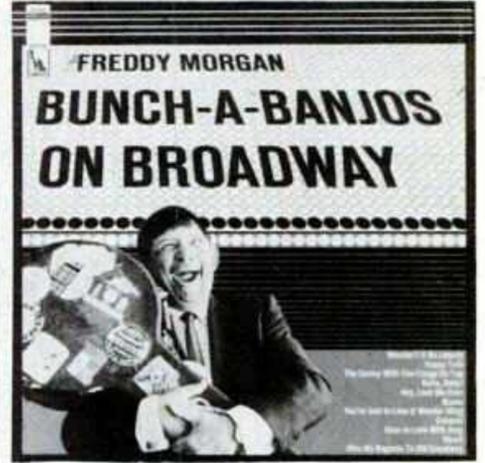




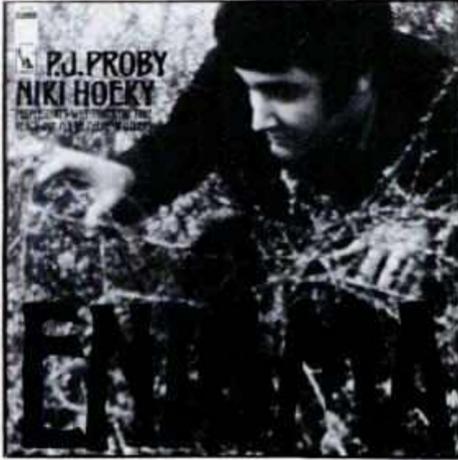
LRP-3465/LST-7465



LRP-3489/LST-7489



LRP-3496/LST-7496



LRP-3497/LST-7497



LRP-3498/LST-7498



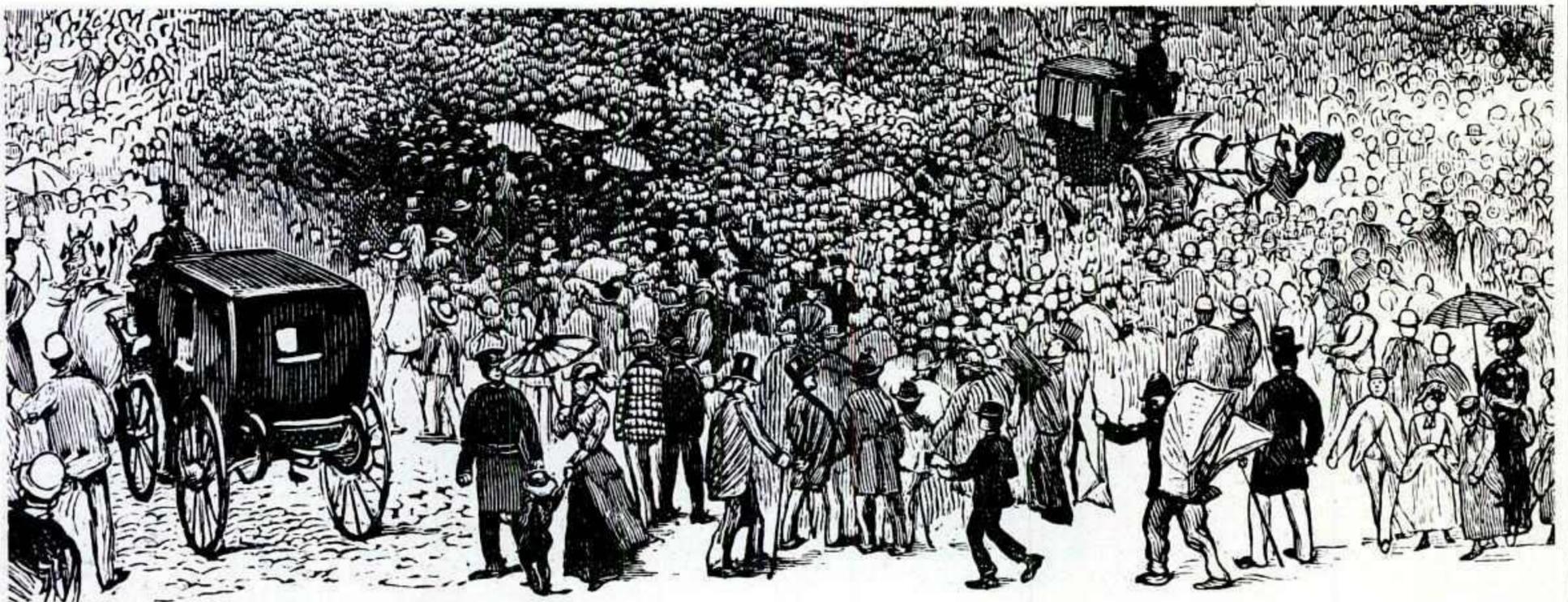
LRP-3501/LST-7501



LRP-8502/LST-7502

# what do you get when you stock Liberty's February albums?

*Would you believe ...noisy, pushy crowds of eager customers ...*



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## TAPE CARTRIDGE

### Gall: ITCC's New Key Executive

NEW YORK—An expansion in distribution of International Tape Cartridge Co. product was predicted by Larry Finley, ITCC president, after Jim Gall joined the firm last week (See Executive Turntable). The firm plans to expand activities in all phases of national and international marketing under Gall, whose appointment frees Finley so he can devote more time

in developing relationships with record companies to expand the ITCC tape CARtridge catalog.

Gall, who has been sought after he left Lear Jet five weeks ago, became affiliated with Lear about three years ago and helped develop the 8-track cartridge and playback concept. He was instrumental in convincing the Ford Motor Co. to offer 8-track players as optional equipment in its 1966 models. Gall also handled negotiations with RCA Victor, which also selected 8-track exclusively.

ITCC then became the first major independent company to produce 8-track product, duplicating the catalogs of several labels. After this, it became relatively simple for Gall to help convince the other large auto-

mobile manufacturers to go 8-track. According to Gall, Victor and ITCC were the first firms in the music industry to order a million cartridges each from Lear.

#### At Billboard Parley

Gall's views on "New Horizons for the Tape Cartridge Business in Penetrating Broader Markets" were expressed in his comments at the conclusion of Billboard's successful Tape Cartridge Conference at the Edgewater Beach Hotel in Chicago last August, comments he still subscribes to.

At that time Gall said, "Can there be any doubt in anyone's mind that we are just on the threshold of a magnificent new era in the wonderful elec-

### Muntz Acquires Rights to the Art Catalog

NEW YORK—Muntz has acquired CARtridge rights to the Art Records catalog. Art is a Florida-based label.

Two albums by Lucho Azcarrage Conjunto of Panama, two Blind Blake calypso albums and one by Andre Toussaint of Haiti, will comprise the first releases. Additional calypso, Central American folk music and Florida Gold-Coast "live" recorded nightclub albums will follow.

electronics industry? . . . What is the future for this tape cartridge business? To say unlimited would be an understatement. We have barely scratched the surface. Automotive stereo is still new, in its infancy. . . . In two years the automotive companies are predicting that over 25 per cent of all new cars will have tape cartridge stereo playback equipment installed at the factory. This is over 2 million players!

"Many are predicting that the tape cartridge will surpass record sales in three or four years. And in the rest of the home entertainment industry, it may be even sooner than the experts estimate. . . . There will be mistakes, some confusion will exist, but it seems to me that those of us who are ready, willing and able to move ahead now and approach these new horizons without fear will find more immediate benefits from the tape cartridge than they ever dreamed possible."

With Gall, who has spent about 30 years in the home appliance field, in the ITCC fold, that company should solidify its key position in the rapidly expanding industry.

### PAYING THRU THE NOSE for SHORT-RUN TAPE DUPLICATING? NOW! CHANNEL MARKETING OFFERS SHORT RUN CARTRIDGE & REEL DUPLICATING AT PRODUCTION PRICES!

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### Jaubert Will Import 6,000 Cartridges From U.S., Japan

PARIS — Jaubert, import manufacturers, is importing 1,600 cartridges from the U. S. and Japan to meet the demand of customers who have already bought their imported 4 and 8-track stereo players.

The 4-track machine, which is five times more popular in France than the 8-track, retails for \$80 including installation as against the 8-track's \$140. Michel Jaubert said he is receiving sample tapes from Pickwick, Midde West and Harbor, and is hoping to work with ITCC. "The absence of French repertoire of no importance," he said, "because the big demand is for classical and sophisticated American music."

Jaubert believes there is a big future for 4-track car stereo in

France. "The high import duties and taxes make the 8-track too expensive," he said. "Taxes amount to 33 per cent, duty is 20 per cent and with a commission of 30 per cent the margin is extremely small."

Nevertheless, Jaubert has installed 8-track machines in cars for General Motors, Chrysler and Mercedes, for showroom demonstration. To maintain cartridge "turnover" Jaubert plans a link with 50 stores throughout France to hire and exchange cartridges to owners of car stereo players. This is because of the high retail price of cartridges (\$10-\$19).

The company will shortly begin operations in Belgium and Italy, and will also be exploiting home equipment.

*running on all tracks!*

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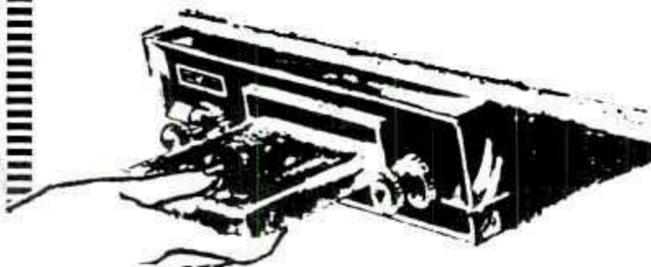
For Home or Office—  
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NEW RELEASE #8-BILLBOARD, MARCH 4, 1967

#### 4-TRACK CARTRIDGES

QTY.	ARTIST—Title	Label
---	10A-354. . . . . POP ARTISTRY—Sarah Vaughan	Mercury
---	10A-377. . . . . THE GOLDEN HITS OF LESLEY GORE	Mercury
---	10Y-516. . . . . ELLA AND BASIE!—Ella Fitzgerald-Count Basie	Verve
---	14A-552. . . . . IN THE AZNAVOUR MOOD—Henry Byers	Monument
---	14A-553. . . . . COMMAND PERFORMANCES—Doc Severinsen	Command
---	21A-247. . . . . THE 4 SEASONS GOLD VAULT OF HITS	Phillips
---	21Y-443. . . . . THE BEST OF THE ANIMALS	MGM
---	23A-141. . . . . BRAZILIAN ORGAN!—Vol. 3—Andre Penazzi	Fermata
---	26A-423. . . . . CARNIVAL SKETCHES—Gene Shaw	Cadet
---	26A-425. . . . . SIGNIFYIN'—Lou Donaldson	Cadet
---	26A-429. . . . . ANDRE PREVIN PLAYS "GIGI"—with Shelly Manne	Contemporary
---	26Y-432. . . . . THE SHERIFF—The Modern Jazz Quartet	Atlantic
---	26Y-434. . . . . JIMMY SMITH LIVE IN CONCERT	Verve
---	26Y-443. . . . . TEQUILA—Wes Montgomery	Verve
---	29A-101. . . . . GRITS AND SOUL—James Brown	Smash
---	29Y-132. . . . . WARM & TENDER SOUL—Percy Sledge	Atlantic
---	46A-128. . . . . THE SANDPIPER—Original Soundtrack	Mercury
---	46Y-152. . . . . THE WIZARD OF OZ—Original Soundtrack Starring Judy Garland	MGM
---	54A-143. . . . . DANG ME—Roger Miller	Smash
---	54A-148. . . . . THE RETURN OF ROGER MILLER	Smash
---	54A-189. . . . . ROY DRUSKY'S GREATEST HITS	Mercury
---	54A-208. . . . . ROGER MILLER GOLDEN HITS	Smash
---	54A-255. . . . . BEATLE COUNTRY—The Charles River Valley Boys	Elektra
---	66A-224. . . . . BRAZILIAN PERCUSSION—Andre Penazzi—Recorded in Brazil	Fermata
---	66A-230. . . . . FIESTA MEXICANA—Javier de Leon	Monitor
---	72A-146. . . . . GOLDEN HITS OF THE SMOTHERS BROTHERS, VOL. 2	Mercury
---	90A-133. . . . . TCHAIKOVSKY—1812 OVERTURE/CAPRICCIO ITALIEN—Dorati and Minneapolis Symphony	Mercury
MINI-PAK CARTRIDGES		
---	45K-134. . . . . TOMMY ROE—It's Now Winter's Day/Kick Me, Charlie	ABC
---	45K-136. . . . . JAMES BROWN—Bring It Up/Nobody Knows	King



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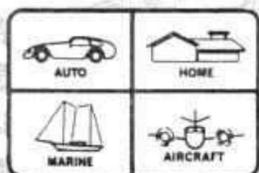
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★ **JAMES BROWN** May 15, '66  
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★ **TERRY KNIGHT** Nov. 5, '66  
SMASH AT THE HIPPI THEATRE

★ **THE BEATLES** Aug. 14, '66  
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★ **THE MONKEES** Jan. 15, '67  
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★ **THE SUPREMES** Feb. 9, '67  
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## Billboard TOP 40

# EASY LISTENING

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

THIS WEEK	1 Wk. Ago	2 Wks. Ago	3 Wks. Ago	TITLE	Artist, Label & Number	Weeks On Chart
1	2	2	4	LADY	Jack Jones, Kapp 800 (Roosevelt, BMI)	8
2	3	3	8	I'LL TAKE GOOD CARE OF YOUR CARES	Frankie Laine, ABC 10891 (Remick, ASCAP)	8
3	1	1	1	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	14
4	6	10	11	DADDY'S LITTLE GIRL	Al Martino, Capitol 5925 (Cherio, BMI)	6
5	5	9	9	SUNRISE, SUNSET	Roger Williams, Kapp 801 (Sunbeam, BMI)	7
6	9	11	16	PEOPLE LIKE YOU	Eddie Fisher, RCA Victor 9070 (Feist, ASCAP)	6
7	8	6	6	SWEET MARIA	Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)	9
8	4	4	2	MUSIC TO WATCH GIRLS BY	Bob Crowe Generation, Dyno Voice 229 (SCP, ASCAP)	10
9	10	13	17	GONNA GET ALONG WITH-OUT YA' NOW	Trini Lopez, Reprise 0547 (Reliance, ASCAP)	6
10	14	20	25	SHERRY!	Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	5
11	7	5	5	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	13
12	12	17	24	DIS-ADVANTAGES OF YOU	Brass Ring, Dunhill 4065 (Scott, ASCAP)	6
13	20	24	34	IT HURTS TO SAY GOODBYE	Vera Lynn, United Artists 50119 (United Artists, ASCAP)	4
14	11	7	7	GEORGY GIRL	Seekers, Capitol 5756 (Chappell, ASCAP)	6
15	13	8	3	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	13
16	17	21	27	THE HONEYMOON IS OVER	Steve Lawrence & Eydie Gorme, Columbia 43990	5
17	18	19	28	LOVIN' YOU	Bobby Darin, Atlantic 2376 (Faithful Virtue, BMI)	5
18	15	15	10	WHAT MAKES IT HAPPEN	Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	9
19	26	29	36	THE LADY SMILES	Matt Monro, Capitol 5823 (Roosevelt, BMI)	4
20	16	16	18	OUR WINTER LOVE	Lettermen, Capitol 5813 (Cramart, BMI)	8
21	29	39	40	CABARET	Ray Conniff, Columbia 43975 (Sunbeam, BMI)	4
22	25	27	33	THEME FROM "THE SAND PEBBLES"	Tony Martin, Dunhill 4073 (Hastings, ASCAP)	4
23	19	12	12	GREEN, GREEN GRASS OF HOME	Tom Jones, Parrot 40009 (Tree, BMI)	6
24	24	28	37	STOOD UP	Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	4
25	27	36	—	PEEK A BOO	New Vaudeville Band, Fontana 1573 (MRC, BMI)	3
26	37	—	—	CRY OF THE WILD GOOSE	Baja Marimba Band, A&M 833 (American, BMI)	2
27	40	—	—	MORNINGTOWN RIDE	Seekers, Capitol 5787 (Amadeo, BMI)	2
28	28	30	38	NOW I KNOW THE FEELING	Vikki Carr, Liberty 55927 (Duchess, BMI)	4
29	38	—	—	LONELY AGAIN	Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	2
30	39	40	—	SWEET MISERY	Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	3
31	30	32	32	SOFTLY, AS I LEAVE YOU	Eydie Gorme, Columbia 43971 (Miller, ASCAP)	5
32	31	35	—	FOR BABY	Sandpipers, A&M 835 (Cherry Lane, ASCAP)	3
33	32	33	39	ALL I NEED IS YOU	Brothers 4, Columbia 43984 (Sheenfeen, ASCAP)	4
34	34	34	29	KISS TOMORROW GOODBYE	Lainie Kazan, MGM 13657 (Camille, BMI)	10
35	35	38	—	A JOYFUL NOISE	Johnny Mann Singers, Liberty 55928 (Churchill, BMI)	3
36	—	—	—	MAIRZY DOATS	Innocence, Kama Sutra 222 (Miller, ASCAP)	1
37	—	—	—	STEP BY STEP	Ray Charles Singers, Command 4092 (Marks, BMI)	1
38	—	—	—	TWO TICKETS AND A CANDY HEART	Johnny Mathis, Mercury 72653 (Elm Drive/Bikini, ASCAP)	1
39	—	—	—	SIGNS	Jerry Vale, Columbia 44027 (Mills, ASCAP)	1
40	—	—	—	JUST LIKE A MAN	Margaret Whiting, London 106 (Morris, ASCAP)	1



## SOMETHING NEW IN PITTSBURGH

Pittsburgh has a new record distributor and record promotion service. It's called P. M. Records, Inc. and Record Promotion Service. The man in charge is Paul McGrath. Mr. McGrath has, for the past few years, been successfully involved in the restaurant business, but is returning to his first love which had been his only other employment or interest, the record business. He formerly owned a one-stop rack service. He worked in promotion for A. B. C. Paramount and Bill Lawrence, Inc. for 5 years.

★ ★ ★

With a total of 8 years' experience, a keen concern for the business, and with the tremendous possibilities and challenge the Pittsburgh market offers, Mr. McGrath feels a new Distributor and promotion service should be an extremely successful venture.

★ ★ ★

In Mr. McGrath's words when asked why go into the record business again: "The Pittsburgh market has over 3 million potential customers that are being neglected. Manufacturers know the ills in the Pittsburgh market. I hope to cure these ills with personalized services through P. M. Records. The Record Promotion service is out to help any manufacturer, publisher or artist who want to give their particular record that special push in the Pittsburgh market. For those who are interested here is a welcome back and/or a welcome change with P. M. Records, Inc. or Record Promotion Service."

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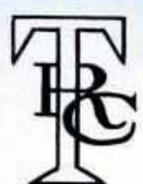
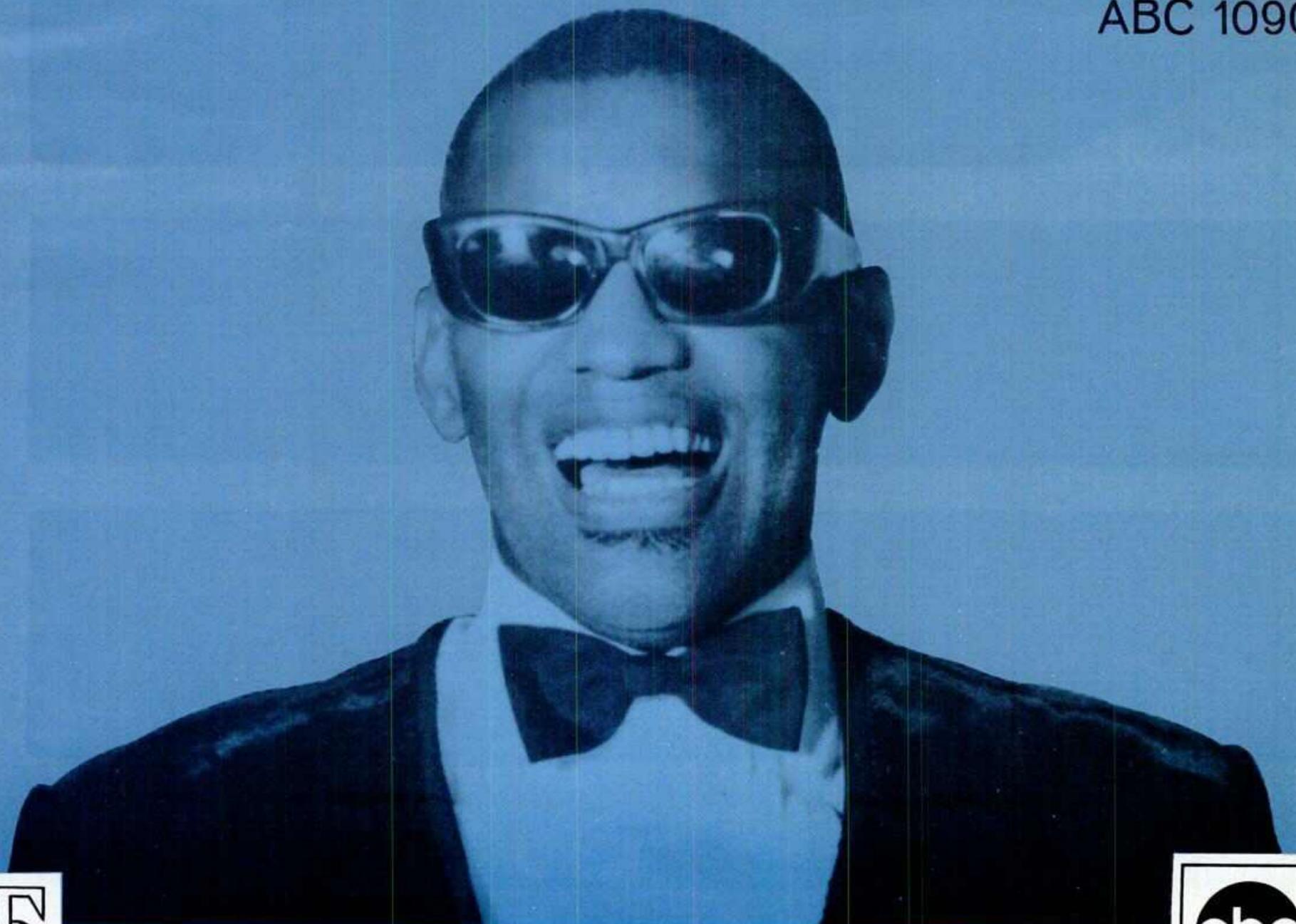
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B/W

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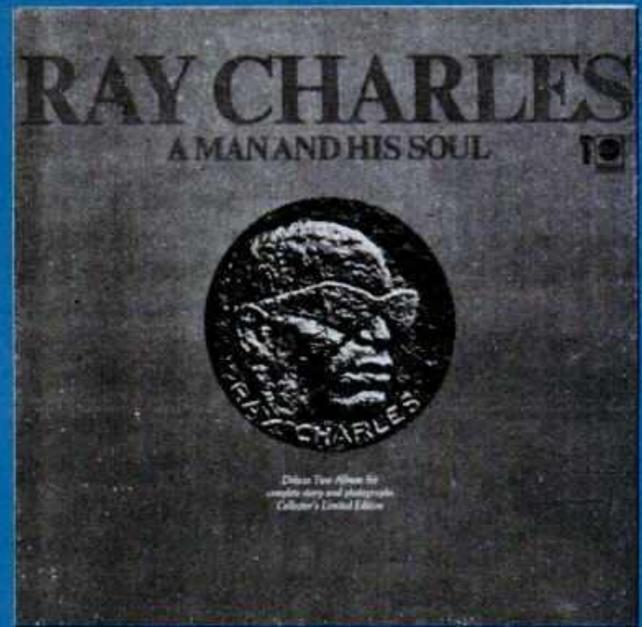


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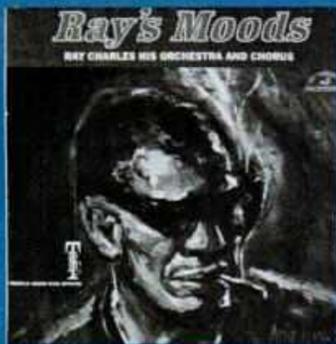
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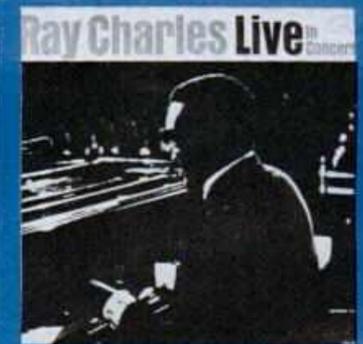
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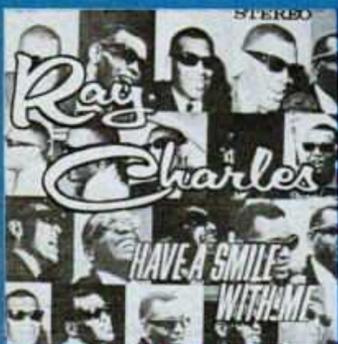
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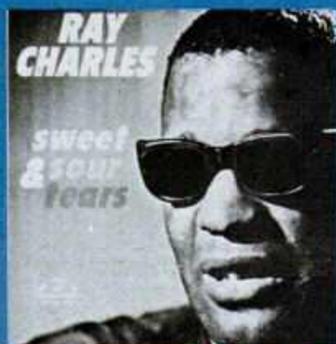
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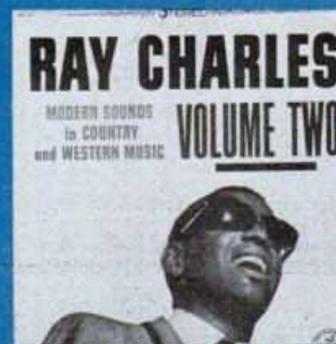
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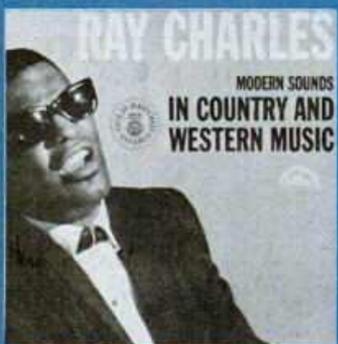
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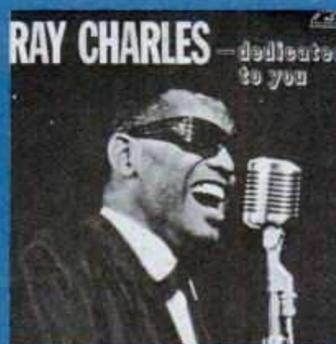
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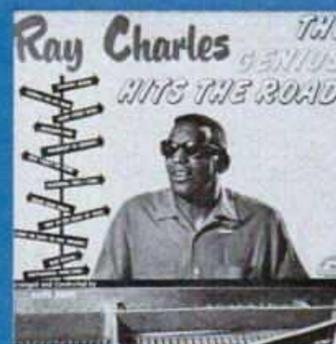
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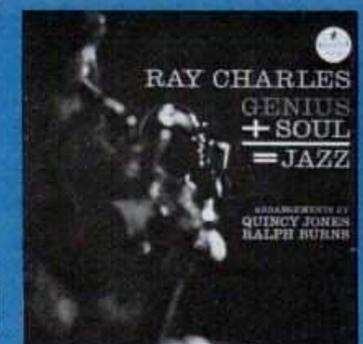
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HOT 100

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

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

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes 'Billboard Award' icon and entries like 'RUBY TUESDAY' by Rolling Stones.

Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes entries like 'CALIFORNIA NIGHTS' by Lesley Gore and 'INDESCRIBABLY BLUE' by Elvis Presley.

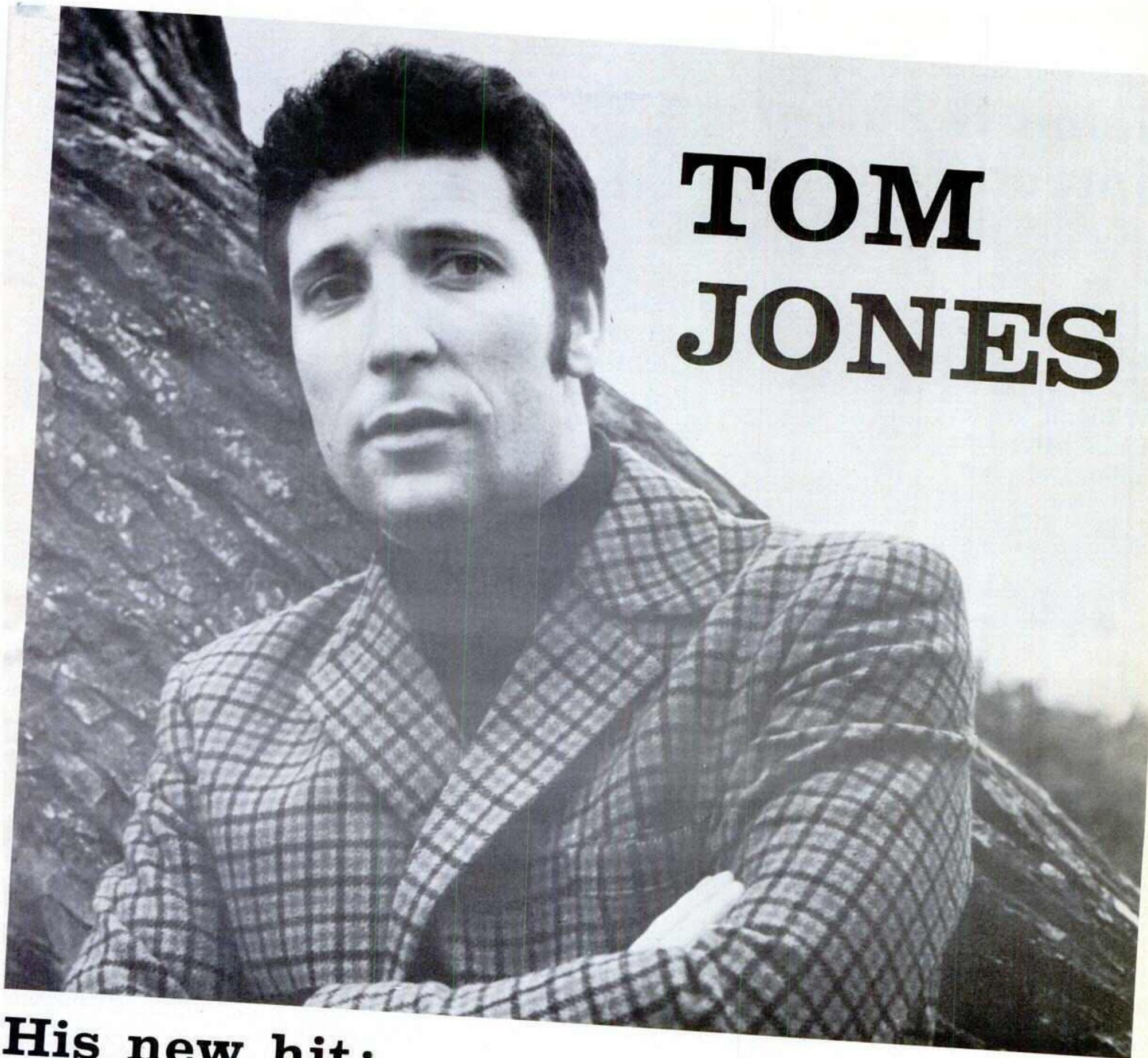
Table with columns: WEEK, TITLE, Artist (Producer), Label & Number, Weeks On Chart. Includes entries like 'IT'S NOW WINTER'S DAY' by Tommy Roe and 'TINY BUBBLES' by Don Ho & Allis.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs A-Z with columns: Song Title, Artist, Label, Weeks On Chart. Includes 'All (Marky, BMI)', 'Are You Lonely For Me', etc.

Table listing songs bubbling under the Hot 100 with columns: Song Title, Artist, Label, Weeks On Chart. Includes '101. WALK TALL', '102. GIRLS ARE OUT TO GET YOU', etc.

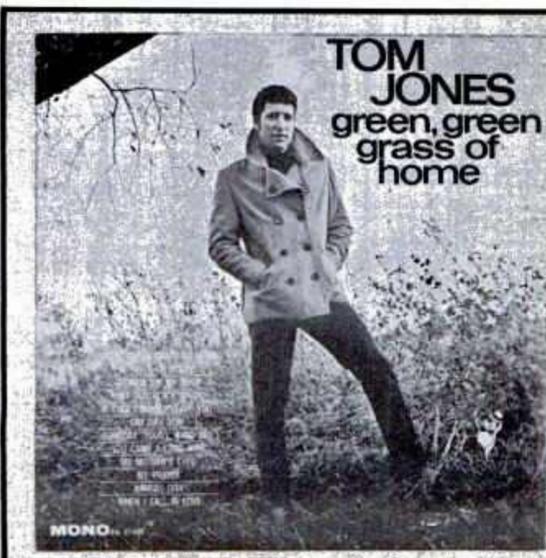


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## Solms & Parent: Spread Fun Line

NEW YORK—Gail Parent and Kenny Solms are comedy writers who are using their disk work as a springboard into other areas of show business. The duo, who've already clicked with the comedy LP, "Our Wedding Album or The Great Society Affair" on the Jamie label and are out currently with "I Were a High School Graduate" on Epic Records,

## Williams Leaves Blues Behind as Solid State Act

NEW YORK—Joe Williams is moving away from his traditional blues style, into a varied program since recording on Solid State, a subsidiary of United Artists Records.

Williams said he plans to broaden his repertoire and will cut an album of spiritual songs. His latest album on Solid State, featuring Thad Jones and the Mel Lewis Jazz Orchestra, is beginning to pick up sales action.

"I feel that my success as a recording artist is coming, particularly since I am with Solid State," said Williams.

"Solid State has a very good sound quality that is well developed," he added.

In discussing his career, Williams said, "Ethel Waters influenced me heavily." His blues singing embodies what he calls "The Old Blues" that came out of the '20's and '30's, coupled with spiritual ingredients. Williams is currently appearing at New York's Rainbow Grill, and he will open in Detroit next month. Before coming to New York Williams appeared at Los Angeles' Shelley's Manhole. He will appear in Toronto in May.

## Signings

Darrell Banks signed to Atco Records. The singer clicked last year with "Open the Door to Your Heart" on the Revilot label. His first release on Atco, "Here Come the Tears," will be released this week. Bobby Mac to Moon-glow. First single is "Walkin' Together." Dewey Jones, 11-year-old singer, to Diamond Records via a production deal with Shelby Singleton.

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ords, have been signed as writers for Carol Burnett's CBS-TV series next season and are at work on the book for a Broadway musical.

They are not giving up their work for records for their swing into TV and Broadway. They have a four-LP commitment to Epic of which "I Were a High School Graduate" is the first. However, they are not committed to pegging their future disk material at the high school set but they may write a sequel to "Graduate" if there's a demand for it.

"Writing for records," they say, "is more difficult than writing for TV, Broadway or night-clubs because you don't have the visual crutch." What they attempt to do is build a story about a specific subject and embellish it with appropriate sound gimmicks. They prefer to work out a story line instead of filling the album with unrelated one-liners. Their aim, they say, is to bring out the humor in the American Establishment so that the listener can identify without taking offense. They have not yet decided on the subject for their next Epic LP which will probably be ready for June release.

Meantime, they're on a promotion pitch for the "I Were a High School Graduate" album. On their promotion schedule are appearances on Clay Cole's TV show in which they enact segments from the album.

## New Mexico Fest

SANTA FE, N. M. — Music Festival 67 is being planned to present new and established artists in New Mexico. Already lined up are appearances by Duke Ellington and his orchestra in Albuquerque and Santa Fe. Musical Theatrical Foundation, which is running the festival, also is negotiating with the Association for an April date.

Among other acts being sought are the Mamas and the Papas, the Dave Clark Five, Sammy Davis and the Glenn Miller Band under Buddy De Franco. A fall music program chamber music concerts, ballet, operetta, drama, folk music and creative jazz. In addition to sponsoring theater and music activities, the foundation plans to offer scholarships and assistantships to playwrights and young performers, and to construct a 2,500-seat concert auditorium in Santa Fe.

## Col.'s Byrds Fly to A European Tour

NEW YORK — The Byrds, Columbia Records group, took off last week on an extensive promotion tour of Europe. After a three-week stay in England, they'll head for the Continent to fulfill TV and promotional engagements in Northern Europe.

The Byrds will move into film work upon their return from Europe. Metro-Goldwyn-Mayer has asked the group to compose the title song and background music for a feature-length film now going into production.

## COL. TO RECORD MAHALIA DATES

NEW YORK—Mahalia Jackson's two concerts at Philharmonic Hall on March 26 will be recorded live by Columbia Records. Miss Jackson will give a matinee and evening performance on that day.

Columbia has had Miss Jackson on its roster since 1954, and has released nearly 20 albums during that time.

## Countrywide Package Acts

NEW YORK—A new firm—Countrywide Tours, Inc. — has bowed here to package nationwide shows. The first, billed as the "Summer Festival of Stars," kicks off June 16 from the West Coast, probably in Seattle. Ron Terry of Capitol Booking Agency is booking the tour.

Artists in the package will include Roy Orbison, whose "Fastest Guitar in the West" movie is scheduled for release soon; Sam the Sham and the Pharaohs with his Shamettes; Keith, Tommy James and the Shondells, and the Newbeats.

A spokesman for Countrywide said the package would perform in more than 30 cities in about the same number of days. All of the acts would receive national TV coverage prior to the tour and, in addition, would receive heavy radio promotion in each city. Many of the shows would be sponsored by radio stations, he said.

## Springfield Fuses Spanish Sentimental and Spiritual

NEW YORK—Tom Springfield, composer of "Georgy Girl," says his music is a fusing of sentimental, spiritual and Latin. Springfield said his songs have strong Victorian overtones in their melody lines and that he also has drawn from Bach and Richard Rodgers.

Touching upon psychedelic music and the megaphone sound, Springfield said that he felt it is more popular in America than England. One group, the Temperance Seven, were the innovators of the megaphone sound in England seven years ago.

Springfield was here to gather material for the Seekers, who have the "Georgy Girl" hit on Capitol. He has been writing for the Australian quartet for the past few years. His sister is recording star Dusty Springfield. "Georgy Girl" is one of five songs nominated for the 1967 Academy Award.

Springfield composed his first selection in 1960 for the Springfields, a trio he formed with his sister, Dusty, and a friend, Tim Field. Successes for the group included "Breakaway," "Bambino," "Island of Dreams," and "Say I Won't Be There." Later, Springfield composed "I'll Never Find Another You" for the Seekers, which sold more than 1 million copies. It was No. 1 in England and No. 2 in the U. S. He also composed "A World of Our Own" and "The Carnival Is Over," for the Seekers.

Also, Springfield has written



BOBBY VINTON, center, receives gold record for his album, "Greatest Hits," from Leonard S. Levy, right, Epic Records vice-president, and Mort Hoffman, label's director of marketing.

## Garner Shows His Greatest In Packed Carnegie Concert

NEW YORK—Erroll Garner's first Carnegie Hall concert in eight years was a milestone in a distinguished career. The MGM recording artist, playing before a full house Saturday night (18), demonstrated why he is the best pop-jazz pianist of the generation, with an evening of uninhibited rhythm, imaginative interpretations and pure melody.

The only vocal sounds heard during the performance were the grunts of the performer, delivered with a bit more volume

and frequency than usual. Garner communicates with his audience with his piano more effectively than most artists can with their mouths.

The accompaniment was beefed up. Instead of the usual bass and drums, a guitar and bongo drums were added. Garner played both with and without the combo.

Repertoire covered a wide range, "Misty," "Shadow of Your Smile," "Lulu's Back in Town," "Moon River," "It Ain't Necessarily So" and "I Can't Get Started With You."

In every case, Garner made the standard sound as though it were being played for the first time. The material may be familiar, but the interpretation is always fresh.

AARON STERNFIELD

## Pearl Bailey Puts It on With Ease

NEW YORK—Pearl Bailey's relaxed and casual approach charmed a Philharmonic Hall audience Friday evening (17). The act was geared more for a supper club than a 2,800-seat house, but Miss Bailey managed to create an atmosphere of intimacy as she alternated between comedy and song. In the second half of the program, when she sang more than she talked, the show really came to life.

Louis Bellson and his orchestra provided the accompaniment, with the big band performing in fine style both with and without Miss Bailey. Bellson's work on drums was magnificent.

AARON STERNFIELD

## Merrec Moves to Larger Quarters

NEW YORK — Merrec Distributors has moved to larger offices at 32-02 Queens Boulevard, Long Island City, N. Y. The phone number is 729-6660. The New Jersey number remains the same. Merrec is the distributing arm of Mercury Records and its affiliated labels for New York and the New Jersey metropolitan area.



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## The Piano Tops on Sales, Waxings Scales

By FRED KIRBY

NEW YORK—The piano continues to be the most popular solo classical instrument in sales and recordings. The charts usually include pianistic listings, with Van Cliburn and Artur Rubinstein (RCA Victor) and Vladimir Horowitz (Columbia) consistent scorers. Among other pianists usually registering high sales figures are Rudolf Serkin, Philippe Entremont, Glenn Gould and Gary Graffman (Columbia), Byron Janis (Mercury), Vladimir Ashkenazy (London), Lili Kraus (Epic), Wilhelm Kempff (Deutsche Grammophon) and Leonard Pennario (Capitol).

Cliburn's "My Favorite Chopin" proved last year's top classical seller and is still registering strong sales. Still going well is his version of Tchaikovsky's "Concerto No. 1" conducted by Kyril Kondrashin, while the young artist's new pairing of sonatas of Beethoven and Mozart also is drawing consumer interest.

Chopin also was the ticket for Rubinstein with his LP of waltzes just behind the Cliburn disk. Hoping to follow up the success of this and another Chopin chart entry "Artur Rubinstein's Chopin," RCA has issued a three-LP package of the "Mazurkas," by the veteran pianist. Rubinstein's pressing of the Grieg "Piano Concerto," conducted by Alfred Wallenstein and Cliburn's album of Rachmaninoff's "Piano Concerto No. 2," with Fritz Reiner conducting the Chicago Symphony, also score well. Currently being issued is Beethoven's "Concerto No. 3," with Rubinstein and the Boston Symphony conducted by Erich Leinsdorf.

### Horowitz Package

A two-record package "Horowitz at Carnegie Hall—An Historic Return" proved one of last year's big

sellers and it is still registering business. Columbia is set to issue another two-LP recital set by the popular artist hoping to repeat this success. Previous Horowitz albums on the same label considered consistent sellers include "The Sound of Horowitz," "Horowitz Plays Scarlatti" and a collection of Beethoven, Debussy and Chopin pieces. The artist also sells on Victor and Angel, his previous labels.

Concertos are aiding sales for Lili Kraus, whose first two packages of Mozart concertos are selling well. A third set has just been released with the fourth and last due soon. Alicia de Larrocha is another pianist doing well for Epic, including "Iberia," by Albeniz, and her Granados pressings.

Entremont's sellers include the Grieg "Concerto" with Eugene Ormandy and the Philadelphia Orchestra, Saint-Saens' "Concerto Nos. 2 and 4" with Ormandy and the Philadelphia, Rachmaninoff's "Concerto No. 2" with Leonard Bernstein and the New York Philharmonic, "Fantasy Impromptu," Liszt's "Liebestraum" and "Clair de Lune."

### Serkin's List

Among Serkin's large list are "Three Favorite Sonatas" of Beethoven, Mozart's "Concertos Nos. 19 and 20" with George Szell and the Cleveland Orchestra, Schumann's "Concerto" with Ormandy and the Philadelphia, Beethoven's "Concerto No. 1" with Ormandy and the Philadelphia paired with solo "Bagatelles," Mozart's "Concertos Nos. 14 and 17" with Alexander Schneider and the Columbia Symphony, and two disks with Bernstein and the Philharmonic, Beethoven's "Concerto No. 3" and the "Emperor."

Gould, who had a good seller in the "Emperor" with Leopold Stokowski and the American Symphony,

has done well with several Bach sets, including the "Partitas and Inventions," available singly and as a group. Graffman's top albums for Columbia include Tchaikovsky's "Concertos Nos. 2 and 3" with Ormandy and the Philadelphia, Prokofiev's "Concertos Nos. 1 and 3" with Szell and the Cleveland, and Beethoven's "Concerto No. 3" and Rachmaninoff's "Concerto No. 2" with Bernstein and the Philharmonic.

Pianistic performances also registered for Seraphim with Dinu Lipati in Chopin's "Concerto No. 1," Dame Myra Hess playing Schumann and Solomon playing Beethoven. Capitol expects good business from two new Leonard Pennario waxings "Spanish Piano" and "Pennario Plays Just for Fun." Previous sets of Chopin and Rachmaninoff did well. Pennario also scores on Pickwick 33 and Victor, while Lipatti still moves on Columbia, Monitor and Angel.

### Ashkenazy LP

Ashkenazy's latest release contains two Schubert sonatas, which London expects to do as well as his albums of four Chopin ballades, and Rachmaninoff's concerto No. 3, while Kempff's numerous Beethoven disks Philharmonic. Janis' leading seller is Prokofiev's "Concerto No. 3," while Kempff's numerous Beethoven disks score for DGG.

Thomas Vasary also scores well for DGG with Chopin's "Nocturnes" and Liszt's "Concerto No. 1." On Philips World Series, the complete Ravel piano music with Werner Haas and Liszt piano music by Cziffra are sellers. Victor also is pushing several of its other star pianists, including Peter Serkin, whose latest title is Bartok's Concertos Nos. 1 and 3" with Seiji Ozawa

(Continued on page 31)

## OPERA REVIEW

### Miss Gruemmer Triumphs In 'Rosenkavalier' at Met

NEW YORK — Elisabeth Gruemmer, veteran German soprano, triumphed in her debut with the New York City Opera Co. on Feb. 17. Singing the Marschallin in Richard Strauss' "Der Rosenkavalier," Miss Gruemmer displayed a rich, ample voice and sang sensitively.

Her successful first New York

### Three Groups Signed by Vox

NEW YORK—Vox Records has signed three units, including the Dallas Symphony. The orchestra, under Johanos, recorded its first sessions for Vox last week in Dallas. Included were Rachmaninoff's "Symphonic Dances" and music of Copland and Ives. Music of Westchester has been signed for future recording dates in New York under Siegfried Landau.

The third group is the Fine Arts Quartet, which will complete the Vox series of Haydn's complete quartets with the final four three-record boxes. March releases on Vox include the complete piano works of Prokofiev by Gyorgy Sandor in two boxes, and the complete Schoenberg string quartets by the Kohon Quartet on one three-LP box. Sandor previously recorded the complete Bartok piano music for Vox.

appearance should aid local sales of her operatic recordings on Angel, which include Wagner's "Meistersinger," "Tannhaeuser" and "Lohengrin" and Humperdinck's "Hansel und Gretel." She also appears on Turnabout.

Julius Rudel conducted an effective performance, which included an excellent portrayal of Baron Ochs by the veteran Geor Schnapka, who made his debut with the company replacing James Pease. Frances Bible, whose recordings appear on Angel, Heliador and CRI, continues to improve as Octavian, which has developed into a superb portrayal. Her singing was too ardent in spots, however.

Anne Elgar, who's recorded with the company on Desto, had some difficulty with her tricky second-act music, but otherwise sang well. David Clatworthy was a competent von Faninal, while Michele Molese's powerful voice, although strained, was effective as the Italian tenor. Edith Evans was fine as Annina.

FRED KIRBY

Turnabout is adding Vagn Holmbue, a 20th Century composer, to the catalog as the Vox budget label continues its Danish music series. Included will be string quartets and a later symphony. A May release is planned for the first Vox box by Louis Kentner of Liszt piano music.

### LA ORCHESTRA, LONDON PACT

LOS ANGELES — The Los Angeles Philharmonic has signed a recording contract with London Records. John Culshaw will be a&r producer for the orchestra's recording sessions, which will be produced locally. Releases are still to be determined. British Decca will handle the product overseas. Zubin Mehta, the orchestra's permanent conductor, has recorded with the Vienna Philharmonic and London Symphony under his exclusive London recording contract.

### Anna Moffo to Sing in 'Daughter'

SAN ANTONIO—Anna Mof-fo will sing the title role in Donizetti's "Daughter of the Regiment," which inaugurates the 23d annual Spring Grand Opera Festival of the San Antonio Symphony Saturday (4), under the general director of Victor Alessandro. Other operas will be "Carmen" Sunday (5), "Rigoletto" Saturday (11) and "Salome" Sunday (12). Other title role artists will be Belen Amparan as Carmen, Cornell MacNeill as Rigoletto, and Ingrid Bjoner as Salome. Also performing will be Gianna d'Angelo, Italo Tajo, Stanley Kolk, Morley Meredith, Margaret Roggero, Neil Rankin, Alan Crofoot, Brian Sullivan, Norman Treigle, Nicola Mosand Mary Jennings.

## Mme. Kraus' Series Pays Off in LP Sales

NEW YORK—Strong album sales at concerts, an unusual occurrence, are being registered at Lili Kraus' Mozart Concerto series at Town Hall. Norman Silver reports sales of from 30 to 50 albums for the first seven concerts of the series. Volumes I and II of Miss Kraus' Mozart concerto series on Epic were available for the first five concerts with Volume III available for the past two. Silver expects the fourth three-LP album to be ready for the last two concerts.

Silver pointed out that the only Broadway show he was connected with that registered good album sales at performances was "My Fair Lady." He has been connected with theater concessions since 1942 with

"Let's Face It." He first sold albums with the road company of "Guys and Dolls" in 1951. The Kraus sales have been equally divided among the three albums, although the audience is mainly subscription.

Average sales for refreshments actually is down at the Kraus concerts, while album sales are up. Also selling at the concerts is a music calculator, which sells for about \$3. The calculator contains a music course on a slide rule. The three-record Epic packages sell for \$7.19 mono and \$8.69 stereo, which is under list, but not as great a reduction as in discount stores.

### Lyric Opera Lists 4 Singers, Operas

CHICAGO — The Lyric Opera Co. here recently announced four of the operas and leading singers who will be presented during the 1967 season which begins Sept. 29.

Felicia Weathers, an American soprano, will open the season starring in the title role of "Salome." Vincenze Bellini's "Norma" will have Russian-Greek soprano Elena Suliotis taking the lead. Geraint Evans, a Welsh baritone, will star as Falstaff in Verdi's famous opera of the same name and Spanish soprano Montserrat Caballe will have the title role in "Manon."

### DGG Promotes 5 Bastianini Disks

HAMBURG — Deutsche Grammophon is promoting five recordings as a tribute to Ettore Bastianini, who died recently at the age of 43 in Milan after a long illness.

Bastianini, one of the leading baritones of Italian opera, was one of the artists which Gram-mophon recorded in the original Italian in a highly successful series of opera disk productions.

All from the works of Giuseppe Verdi, the Bastianini disks are: Un Ballo in Maschera, Don Carlos, La Traviata, Il Trovatore, and Zauberreich der Oper—Verdi II.

# Philips Bows 2-LP Set of 6 Bach Works

PARIS—In conjunction with the magazine *Connaissance des Arts*, Philips has released a two-album package of J. S. Bach's six concertos for two, three and four harpsichords (BMW 1060 to 1065), with Kurt Redel conducting the Dresden Staatskapelle Orchestra was founded two centuries ago and was conducted at one time by Bach himself.

Soloists featured are Robert Veyron-Lacroix (France), Zuzana Ruzickova (Czechoslovakia), Isolde Ahlgrimm (Austria) and Hans Pischner (Germany).

The recording is compatible.

Another important French issue this week is the three-LP stereo version of Alban Berg's "Wozzeck," with Pierre Boulez conducting the Orchestra and Chorus of the Paris Opera, and featuring Walter Berry as Wozzeck and Isabel Strauss as Marie.

Issued with the package is a 12-inch LP of the conference on "Wozzeck" given by Alban Berg in 1929 read in French by Pierre Boulez. Musical illustrations are included. The package is retailed at \$14.75.

# Kostelanetz Batons Series

NEW YORK—Andre Kostelanetz will conduct concerts of the fifth season of the New York Philharmonic's popular - priced Promenades, which will run from May 24 to June 17. Soloists making their Philharmonic debuts during the series include violinist Glen Dichterow, tenor Michele Molese, harmonic player Larry Adler, Israeli singer Shoshana Damar, and actor Arthur Hill.

Among other soloists will be sopranos Phyllis Curtin and Teresa Strates, pianist Leonid Hambro and narrator Marc Connelly. Three works especially commissioned for the Promenades are slated for their world premieres: "Magic Prison" for two narrators and orchestra by Archibald MacLeish and Ezra Laderman commissioned by Kostelanetz; and Hovjaness' "Vishnu (Symphony No. 19)" and a new Kabalevsky work, both commissioned by the Philharmonic.

# Thomas in Four Wagner Operas

SAN FRANCISCO — Jess Thomas will sing the lead tenor roles in Wagner's four "Das Ring des Nibelungen" with the San Francisco Opera Co. beginning with this fall's new production of "Das Rheingold," in which he will sing Loge for the first time. In future seasons he will portray Siegmund in "Die Walkure" and Siegfried in both "Siegfried" and "Goetterdamerung." The opera company plans new productions of the "Ring" operas over a four-year period. Thomas sang the title role "Tannhauser" with the San Francisco Co. last season. A stalwart of the Bayreuth Festival, Thomas has recorded for Eurodisc, Deutsche Grammophon, Angel, RCA Victor and Philips.

## 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	1	<b>MAHLER: SYMPHONY NO. 8 (2-12" LP's)</b> London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	4	23	24	<b>PROKOFIEV: PETER &amp; THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5593 (M); MS 6193 (S)	6
2	1	<b>ROSSINI: SEMIRAMIDE (3-12" LP's)</b> Sutherland, Horne, Various Artists, London Symphony (Bonyng), London A 4383 (M); OSA 1383 (S)	5	24	26	<b>GERSHWIN: RHAPSODY IN BLUE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	28
3	12	<b>DONIZETTI: LUCREZIA BORGIA (3-12" LP's)</b> Caballe, Various Artists, RCA Italiana Orch. (Perlea), RCA Victor LM 6176 (M); LSC 6176 (S)	3	25	22	<b>TCHAIKOVSKY: OVERTURE 1812</b> Minneapolis Symphony (Dorati), Mercury MG 60054 (M); SR 90054 (S)	34
4	3	<b>VERDI: FALSTAFF (3-12" LP's)</b> Fischer-Dieskau & Various Artists, Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	8	26	23	<b>HANDEL: MESSIAH (3-12" LP's)</b> Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	8
5	2	<b>WAGNER: DIE WALKUERE (5-12" LP's)</b> Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); SA 1509 (S)	16	27	28	<b>ORFF: CARMINA BURANA</b> Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	24
6	4	<b>MY FAVORITE CHOPIN</b> Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	28	28	27	<b>RAVEL: BOLERO/RHAPSODIE/LA VALSE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	15
7	6	<b>OPENING NIGHTS AT THE MET (3-12" LP's)</b> Various Artists, RCA Victor LM 6171 (M); (No Stereo)	23	29	—	<b>MAHLER: DOS LIED VON DER ERDE (2-12" LP's)</b> Ludwig/Wunderlich/Philharmonia & New Philharmonia Orch. (Klemperer), Angel S 3704 (M); B 3704 (S)	1
8	11	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)</b> Berlin Philharmonic (Von Karajan), DGG (No Mono), SKL 101/108 (S)	27	30	—	<b>ELGAR: CELLO CONCERTO</b> Jacqueline Du Pre/London Symphony Orch. (Barbirolli), Angel 36338 (M); S 36338 (S)	1
9	13	<b>MOZART: DON GIOVANNI (4-12" LP's)</b> Ghiaurov & Various Artists, Philharmonia Orch. (Klemperer), Angel DL 3700 (M); SDL 3700 (S)	5	31	—	<b>ALL THE THINGS YOU ARE</b> Boston Pops (Fiedler), RCA Victor LM 2906 (M); LSC 2906 (S)	1
10	7	<b>LEONTYNE PRICE—PRIMA DONNA</b> RCA Victor LM 2898 (M); LSC 2898 (S)	21	32	—	<b>SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIM/ SYMPHONY NO. 9</b> Moscow Philharmonic (Kondrashin), Melodiya/Angel R-40000 (M); SR 40000 (S)	9
11	9	<b>ORFF: CARMINA BURANA</b> New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	28	33	33	<b>STRAUSS: FOUR LAST SONGS AND OTHERS</b> Schwarzkopf, Berlin Radio Symphony (Szell), Angel 36347 (M); S 36347 (S)	25
12	10	<b>PUCCINI: LA BOHEME (2-12" LP's)</b> Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	21	34	34	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP's)</b> Columbia M2L 328 (M); M2S 728 (S)	42
13	15	<b>BACH: LUTE SUITES NOS. 1 &amp; 2</b> Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	26	35	36	<b>ART OF MARIA CALLAS (2-12" LP's)</b> Angel B 3696 (M); SB 3696 (S)	3
14	25	<b>GOUNOD: FAUST (4-12" LP's)</b> Sutherland, Corelli, Ghiaurov, London Symphony (Bonyng), London A 4433 (M); OSA 1433 (S)	2	36	38	<b>BACH: MAGNIFICAT</b> N. Y. Philharmonic (Bernstein) & Various Artists, Columbia ML 5775 (M); MS 6375 (S)	3
15	16	<b>WAGNER: TRISTAN UND ISOLDE (5-12" LP's)</b> Nilsson, Windgassen, Ludwig & Various Artists, Bayreuth Festspiele (Boehm), DGG 39 221/5 (M); 139 221/5 (S)	3	37	32	<b>BACH: BRANDENBURG CONCERTOS (2-12" LP's)</b> Saar Chamber Orch. (Ristenpart), Nonesuch 3006 (M); 73006 (S)	3
16	14	<b>BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN</b> N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	19	38	37	<b>BEETHOVEN: SYMPHONY NO. 9 (2-12" LP's)</b> Pittsburgh Symphony (Steinberg), Command CC 12001 (M); CC 12001 SD (S)	8
17	8	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	47	39	35	<b>DVORAK: SYMPHONY NO. 9 ("New World")</b> N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 639 (S)	25
18	17	<b>BEST OF THE BOSTON POPS</b> Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	19	40	40	<b>HANDEL: MESSIAH (3-12" LP's)</b> Various Artists, London Symphony (Davis), Philips PHM 3-59 (M); PHS 3-992 (S)	2
19	18	<b>MAHLER: SYMPHONY NO. 7 (2-12" LP's)</b> N. Y. Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	21	<b>NEW ACTION LP's</b>			
20	20	<b>CHOPIN WALTZES</b> Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	48	<b>KHACHATURIAN: CONCERTO IN D MINOR</b> —David Oistrakh/Moscow Radio Symphony (Khachaturian), Melodiya/Angel R-40002 (M); SR-40002 (S)			
21	21	<b>ARTUR RUBINSTEIN'S CHOPIN</b> RCA Victor LM 2889 (M); LSC 2889 (S)	35	<b>BACH: FOUR ORCHESTRAL SUITES</b> —Marlboro Festival Orch. (Casals), Columbia M2L 355 (M); M2S 755 (S)			
22	19	<b>HANDEL: MESSIAH (2-12" LP's)</b> Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	11	<b>ART OF JULIAN BREAM</b> —RCA Victor, LM 2448 (M); LSC 2448 (S)			

## Classical Notes

Baritone **Hermann Prey** gives his only New York recital of the season on Sunday (5) at Philharmonic Hall. . . . **Erich Leinsdorf** and the Boston Symphony have the following touring schedule this week: Tuesday (28), Washington's Constitution Hall; Wednesday (1) and Friday (3), Philharmonic Hall; Thursday (2), Rutgers University, New Brunswick, N. J.; and Saturday (4), Carnegie Hall. Pianist **Gina Bachauer** will be soloist at both Philharmonic Hall concerts. **Beverly Stills**, **Beverly Wolff**, **Placido Domingo** and **Ara Berberian** and the Rutgers University Choir will appear with the orchestra in New Brunswick and at Carnegie marking Rutgers bicentennial. . . . **Sixten Ehrling** will be guest conductor with the Cleveland Orchestra on Thursday (2) and Saturday (4).

**Georges Pretre** begins a two-week stint as guest conductor with the Philadelphia Orchestra on Friday (3). . . . **Marie Collier** conducts her first Metropolitan Opera *Musetta* in "Boheme" on March 22. **Francesco Molinari-Pradelli** conducts his first Met "Lucia di Lam-

mermoor" on March 25, the 11th and last performance of the opera this season. . . . Auditions for full and associate fellowships to the Berkshire Music Center are slated for this week at Carnegie Hall beginning with Strings on Wednesday (1). . . . **Tibor Kozma** will conduct the Indiana University Opera Theater production of "Rigoletto" with the Indianapolis Symphony next Saturday (11) and Sunday (12).

Pianist **Anthony Di Bonaventura** gave a recital at the University of Mexico on Sunday (25). He will appear with the University of Mexico on Saturday (4). **Eduardo Mata** will conduct. . . . **Alfred Wallenstein** and **Anis Fuleihan** conducted the New York Philharmonic in four concerts through last Monday (20) replacing **William Steinberg**. **Fuleihan** conducted the world premiere of his "Symphony No. 2." . . . **John Weicher** and **William Yarborough** will conduct the Civic Orchestra of Chicago on Wednesday (1).

**Victoria de Los Angeles**, **Elisabeth Schwarzkopf** and **Dietrich Fischer-Dieskau** joined pianist **Ger-**

## Piano Is Topping the Scales

• Continued from page 30

and the Chicago Symphony; Raymond Lewinthal, a Grammy nominee with the "Operatic Liszt"; Loren Hollander, selling with Mussorgsky's "Pictures at an Exhibition," and John Browning, selling with Prokofiev's "Concertos Nos. 1 and 2."

Emil Gilels is active on several labels with top movers, including Prokofiev's "Concerto No. 3" on Monitor, Beethoven's "Concerto No. 5" on Angel, and Chopin's "Concerto No. 1" on Victor. The artist also appears on Artia, Period, Regent, Bruno, Baroque and Coliseum. Another top Russian artist, **Sviatoslav Richter**, also sells for different companies, including disks on DGG, Columbia, Vanguard,

**ald Moore** at London's Festival Hall last Monday (20) in his retirement program after more than 50 years as an accompanist. The veteran recording star played for almost three hours before a packed audience. **FRED KIRBY**

Monitor, Parliament, Miro, Angel, Bruno, Vox and Philips.

Among other pianist registering good sales are **Beveridge Webster** (Dover), **Desto** (Heliodor), **Robert Casadesu** (Columbia), **Marjorie Mitche** (Decca), **Eugene Istomin** (Columbia), **Rudolf Firkusny** (Pickwick, Capitol, Decca, Westminster), **Guimar Novaes** (Vox), **Walter Gieseking** (Angel, Columbia), **Arturo Benedetti Michelangeli** (Angel, London), **Julius Katchen** (London), **Josef Lhevinne** (Argo), **Josef Hofmann** (Everest), **Grant Johannessen** (Golden Crest), **Alexander Brailowsky** (Columbia), **Alfred Brendel** (Vanguard, Vox), **Jeanne-Marie Darre** (Vanguard), **Paul Badura-Skoda** (Westminster, DGG), **Andre Watts** (Columbia), **Claudio Arrau** (Angel, Decca, Vanguard, Philips, Everest), **Geza Anda** (DGG), **Peter Frankl** (Vox, Turnabout), **Hans Richter-Haaser** (Angel, Mercury, Seraphim), **Gyorgy Sandor** (Vox, Turnabout) and **Leon Fleisher** (Epic, Columbia).

# RADIO-TV programming

## 'Studio Two's' Dual Expansion

NEW YORK—"Studio Two," the American type of contemporary music radio (complete with tight production and personality-plus deejays) has been working out so well in Finland that the state-owned-and-operated Yleisradio is considering expanding not only the hours of broadcast but the number of deejays.

Last week, the Helsinki-based operation was trying out 13 new deejays, culled from more than 200 applicants. Each of these new deejays were being given trials on handling "Studio Two" segments. Four to six will probably be chosen for permanent positions, according to Terttu Vertanen, who holds the distinction of being one of the radio system's two personalities. The other is Alpo Jussila.

At present, "Studio Two" is heard on at least one of the

system's four channels (sometimes it is simulcast on more than one) 6-8 a.m. Tuesday, Thursday and Saturday and 4-6 p.m. Monday, Wednesday and Friday. Vertanen does 4-5 p.m. Monday and 6-8 a.m. Tuesday. In addition, she does a 5:15-5:30 p.m. segment on Wednesday. The deejay work is on a freelance basis; she's a stewardess for Finnair air lines. But her vacation was being spent here last week visiting radio stations like WCBS and WNEW.

### State-Owned

Though Yleisradio is state-owned, there's a remote possibility the light music channel—Melody Radio—might go commercial. The problem is: How do you get into and out of a commercial? Melody Radio was only launched about four years ago. Before that there

were relatively few light music programs in Finland.

At any rate, whether Melody Radio goes commercial or not, "Studio Two" on Melody Radio is trying to be hip by experimenting in programming . . . looking for new ideas, contests for audience promotions, and how to use identification jingles. "Studio Two" invaded the Finnish radio scene last June. Sometimes, at first, the comment was: "Why do you have to spoil the music?" The two deejays, Vertanen said, "Talk about the records. We do weather reports, news, give the time." Announcers, she said, of which Yleisradio has many, only "announce" during the system's other music programs. "But Jussila and I try to pace our shows, try for fast production." She said that talking at the beginning and ending of a record, something common on U. S. Hot 100 format stations, was unusual in Finland. "Announcers" sometimes announce two and three records in a row. Deejays, she said introduce record-by-record.

### A Mixed Bag

"Studio Two" features a mixed bag of records, ranging from "at least one tango per hour because Finnish people love tangos" to British and American artists. At least five to six records on a given program are by Finnish artists like Johnny, Danny, Ann-Christine, Carola, or Lasse Martenson (a singer-composer who had a winning tune in the recent Eurovision Contest). Nearly all of the American and British hits are played. Records are selected and programmed carefully in order to be fair to all song publishers.

Editors, of which there are 10 permanent ones, listen to all (Continued on page 36)



DECCA RECORDS artist Jack Greene presents KFJZ, Hot 100 format radio station in Fort Worth, an award for breaking his No. 1 country hit, "There Goes My Everything," into the pop market in the Texas-Oklahoma area. From left, Decca promotion representative Don Schafer, deejays George Erwin and Mike Marshall; Greene; deejay Eddie Gayle; program director Mark Stevens and deejay Rany Robbins.

## Beethoven, 'Boheme' Top WQXR Survey

NEW YORK — If anything, classical music fans seldom change their minds. This is the evidence turned up by WQXR in a recent survey which showed that Beethoven is still the favorite composer for concertos and symphonies, and Puccini's "La Boheme" remains the all-time operatic favorite.

The recent findings, based on the opinions of 3,800 listeners on the station's Advisory Panel, were compared with similar surveys taken in 1947 and 1962. The classical music station formed its advisory panel last year; the 1947 survey was made through questionnaires mailed to 4,600 listeners subscribing to

its program guide (no longer published). The 1962 survey was based on 3,000 listeners.

In the concerto category, Rachmaninoff's "Piano Concerto No. 2" seems to be declining in popularity. It was No. 3 in 1947, No. 6 in 1962 and now ranks No. 9. The all-time favorites — Beethoven, Bach and Brahms, with Mendelssohn, Tchaikovsky, Chopin and Grieg — remained high on the list.

The symphonies of Beethoven, Brahms, Tchaikovsky and Mozart were in the top 10 rank. Beethoven took the first five places and Dvorak's 9th "New World" symphony (formerly des- (Continued on page 36)

## TV REVIEW

### 'Songmakers' Shows How It All Happens

NEW YORK — Stephen Fleischman seems to know "where it's at," as far as the record business is concerned, and he proved it quite clearly Friday (24) with his second hour-long documentary on today's popular music. "Songmakers" on ABC-TV, of which Fleischman was executive producer, was a followup to "Anatomy of Pop" which was telecast last year. The first show investigated popular music via its influences; this second show probed, in a highly entertaining fashion, from the viewpoint of the writer, the producers, the artist—literally, the people who make a song "happen."

Writer Johnny Mercer set the theme at the beginning when he said he felt it all starts with the songwriters. From there, the show zipped to Sammy Fein, then Burt Bacharach and Hal Davis; these three were used to depict the constructing of a song. From there, the action moved to show a song's further development as Davis and Bacharach worked with artist Dionne Warwick in rehearsal through to the finished product as she performed in a nightclub.

The next segment of the show reflected the affect of folk music on contemporary sounds—showing Judy Collins doing "Turn, (Continued on page 36)



JO WALKER, executive director of the Country Music Association, and Roy Horton (right), CMA chairman of the board, present Dan McKinnon, president of KSON, San Diego, Calif., an award for his promotion of National Country Music Month.

## KSON Wins CMA Contest

NASHVILLE—KSON in San Diego has taken top honors in the Country Music Association's first annual National Country Music Month contest. The winning station was chosen for its promotion of country music.

KUZZ, the Bakersfield, Calif., country music station owned by Capitol Records artist Buck Owens, won second place and KLPW in Denver took third.

CMA chairman of the board

Roy Horton praised the stations, saying, "1966 was a banner year for sales and expansion of country music throughout the United States and one of the big reasons for this was the promotion undertaken by KSON and all the other country music stations." The promotions run by KSON that won it top prize were many, including a message stamped on all invoices and checks calling attention to the "month."

## XERB Using Integrated Policy in Programming

LOS ANGELES — Rhythm and blues records by Caucasian artists — blued-eyed soul—are integrated in XERB's programming, reports Phil Blazer, the 50,000-watt station's new sales manager.

Blazer replaces Paul Anthony, who formerly programmed the station which transmits from Mexico. "We play white r&b records because they are demanded by our listenership," Blazer said. The new sales chief was formerly station manager at KVFM in the San Fernando Valley.

Blazer said that the station had received a score of calls anent its expanded r&b policy. On the subject of "paid" records, Blazer said these disks are run sporadically among the sin-

gles selected weekly by newly instituted voting committee. The paid disks are logged as commercials and usually carry a tag telling the listener where they may be bought. Prior to the Saturday disk jockey auditioning session, Anthony selected the station's 65 singles playlist. "Each afternoon from 2-3 p.m. we play music in the T-Bone Walker bag, but during the rest

of the day we prefer not to focus on any type of rhythm and blues music," Blazer said.

## KKHI's 'Rolls' Play

SAN FRANCISCO — KKHI-AM-FM has begun a Sunday evening series of Broadcasts presenting the Edwin Welte piano rolls recorded 60 years ago. Station calls the programs "Keyboard Immortals Play Again." The music off the piano rolls has been dupped on tapes which are the broadcast source. KKHI is the Bay Area's major classical music outlet.



"IF IT HAS ADVERTISERS, it's a good program for a small market radio station," said James F. Jae Jr., general manager of KHMO, Hannibal, Mo. Here's the Midwest County Jamboree Boys, who do a Thursday afternoon live show on the station that's "sold out." From left: Dick McHargue, program director of the station; Dave Uppinghouse, George Roberson, Lindsey Parrish, Jim Whitehead.

## WOR HONORED BY PIONEERS

NEW YORK—Radio station WOR was honored Feb. 13 here by the Broadcast Pioneers, receiving the annual Mike Award at a dinner in the Hotel Pierre. Station manager Robert S. Smith accepted the award for the old-line station.

**A HUGE RECORD! A HUGE ACT!**

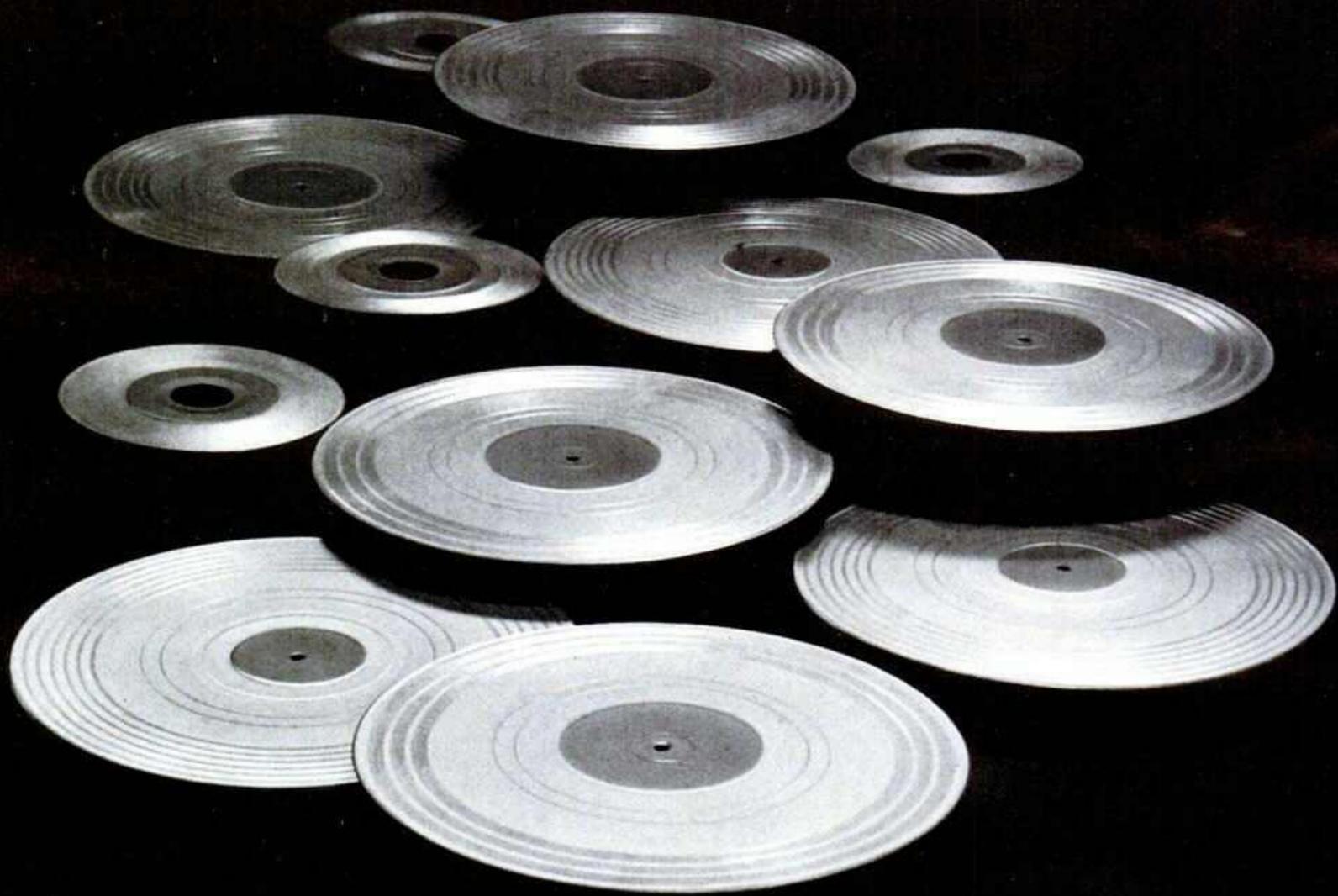


**TURTLES**  
**HAPPY TOGETHER**

B/W LIKE THE SEASONS WW244



they  
must be  
writing  
something  
right

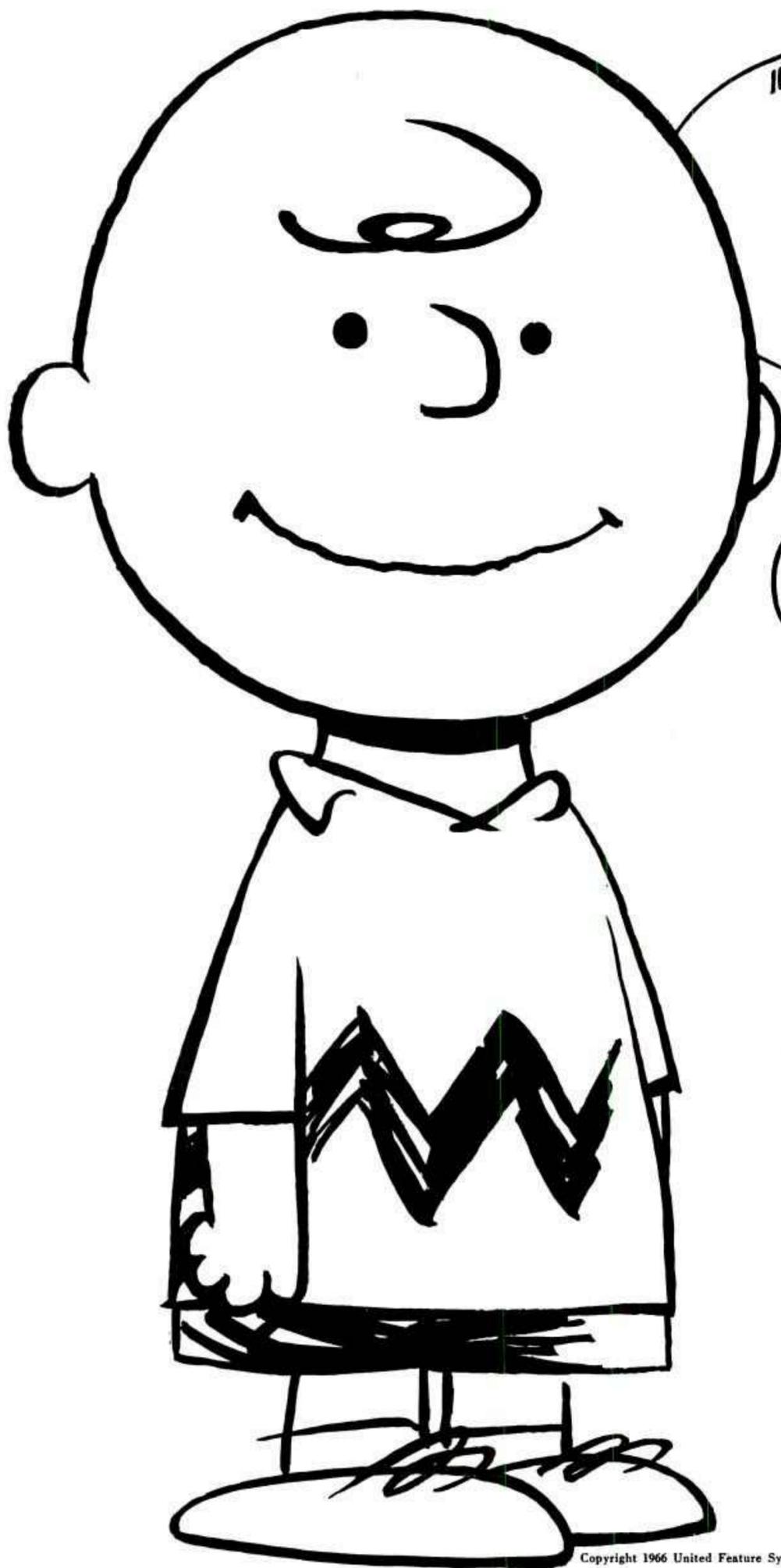


A writer knows that he gets to people when they buy his music. The writers and publishers affiliated with BMI must be reaching pretty nearly everybody—according to 1966 Gold Record Awards, certified by the Record Industry Association of America. This year, out of an all time high total of Award winners, recordings of music by BMI writers came out on top. 19 out of 23 Singles Gold Record Awards went to music licensed by BMI. 51 of the 58 certified long playing albums contained music by BMI composers. What this signifies is a

spectacular talent for pleasing people. To qualify for an RIAA Gold Record Award a single must have amassed a sale of at least one million copies. A Gold Record Album must have earned a minimum of \$1 million in sales at the manufacturer level. *♪* That's why we say BMI composers must be writing something right.

ALL THE WORLDS OF MUSIC  
FOR ALL OF TODAY'S AUDIENCE.





"GOOD GRIEF, SNOOPY! DO YOU REALIZE THAT WE'RE GOING TO BE RECORD STARS, AND HAVE FAN CLUBS, AND BE SURROUNDED BY ADORING TEENAGERS?"

"I WONDER IF I SHOULD LET MY HAIR GROW LONG."



Copyright 1966 United Feature Syndicate

Good Grief! Here come the "Peanuts" people in the happiest single of the year.

K-13689

# SNOOPY'S SUPPERTIME

with Orson Bean as "Charlie Brown" and Bill Hinnant as "Snoopy." From the album that gave birth to the forthcoming off-Broadway show, "You're a Good Man, Charlie Brown"—opening March 7 at the Theatre 86, St. Mark's Place, New York. (Good Grief! We almost forgot to thank Station KHOW in Denver for giving the album such wonderful air play. To KHOW—a fond "BOW WOW.")



King Leo Series, MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

LE/LES-900

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## ELEVEN STONE SMASHES

Breaking Big

CONJUNTO BERNAL  
"LA RUEDA"

BG 343

MARICHI CHAPULTEPEC  
"LA CHISPITA"

BG 354

(Break Out)

LOS RELAMPAGOS  
"EL EMBRUJADO"

BG 351

CARLOS GUZMAN  
"QUE LASTIMA"

BG 350

SONORA MATANCERA  
"GUANTANAMERA"

b/w

"ASI ES MEJOR"

BG 348

LAS RANCHERITAS  
"EN VIDIAS"

BG 347

LOS HERMANOS BANDA  
"LA DIVINA GARZA"

BG 349

(already sold over 10,000 copies)

JUAN MONTOYA  
"DAME UNA CACHETADA"

BG 345

PEDRO YERENA  
"INOLVIDABLE"

BG 346

TONY DE LA ROSA  
"CARINITO DE MI VIDA"

BG 344

EVA FLORES  
"YO SOY"

BG 023

(BREAKING BIG IN  
NEW YORK, CALIFORNIA, TEXAS, MIAMI)

TOP ACTION STARTING NOW  
CONTACT YOUR NEAREST BEGO DISTRIBUTOR

## RADIO-TV PROGRAMMING

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Jay Larry is the new music director of the 10,000-watt country music outlet KFDI in Wichita, Kan. Terry Burford is now handling sales work. . . . Al Jarvis is airing his "Make Believe Ballroom" on KNOB, Long Beach, Calif., in the mornings. . . . Al Foxx, formerly with KNOB when it was a jazz station, is now spinning jazz disks on KPCC, Pasadena, Calif.

★ ★ ★

Raymond A. Owens, formerly vice-president and general manager of KCEE in Tucson, Ariz., has become vice-president and station manager of WAPA, San Juan, Puerto Rico, replacing Carlos Franco. . . . Mitch Leigh, who composed the music for the Broadway play "Man of La Mancha" is also the composer of WYDD's musical theme. "The Song of Pittsburgh."

★ ★ ★

Carol Price of WHAW in Weston, Va., is in need of both Hot 100 and country music records. . . . Lucky Lawrence, program director of KRU, Phoenix, has been promoted to assistant station manager; new program director is Stan Richards, who has held similar posts with KLIF, Dallas, and in San Antonio. . . . New promotions at KDAV, Lubbock, Tex., are: Jim Poteet to operations manager and Sonny Ledet to program director.

★ ★ ★

Clark Race, deejay with KDKA, Pittsburgh, is getting deeper into the TV scene; he'll be in one of the "Run for Your Life" segments in April and is soon to do a role in one of the "Iron Horse" segments. . . . Joseph Tamburro has been appointed music director of r&b-formatted WDAS, Philadelphia; send all records to him. . . . Jack Reynolds has been upped from music director to director of operations of WWTC, Minneapolis; Hugh Carlson is now production director of the good music station.

★ ★ ★

Ed Snow, air personality with WKTE in King, N. C., has been appointed program director. The station is now fulltime country music and could use records, reports general manager Ray Childers. . . . WOHO in Toledo has moved into its new plant—called Broadcast House. New to the staff is Jungle Jim Williams from WJIM in Lansing, Mich., Ed Walker from WAKY in Louisville. Deejay Gene Werley is the father of a new son—Gene Jr. And that's the news from Toledo this week.

## Studio Two's Dual Expansion

• Continued from page 32

new records in a Thursday listening session to decide what to buy for the radio system. An editor, such as Markku Helismaa, would also select the records from the system's library to be used on Vertanen's radio shows. Melismaa "edits" about 80 minutes of pop music programming, besides also doing announcing chores. Raimo Henriksson is editor of light music programs.

Though Yleisradio is looking toward certain American aspects of radio, Vertanen felt "Studio Two" would never lean toward the screaming type of deejay found on many Hot 100 format stations. First, the language, she said, isn't suitable; then, too, the people "wouldn't like it."

Jim Cox, formally with WRIC, Richlands, Va., is now program director and mid-morning air personality at WTZE, Tazewell, Va., a fairly new radio station. Cox needs all the Easy Listening and Hot 100 records he can get, both old and new. If you can help him out, please do so.

★ ★ ★

What is believed to be the nation's longest continuous religious

radio broadcast—the "Lutheran Radio Service"—began its 40th year Feb. 12 on WTMJ, Milwaukee. . . . Ralph W. Deatherage, who worked at KONO, San Antonio, under the name of Johnny Solo, has filed a \$100,000 damage suit against the station, claiming he was "illegally" fired and restrained from obtaining work at another radio station. He worked at the station from Jan. 1964 through January 1967.

★ ★ ★

Jim Gallant, former WKYC, Cleveland deejay, is now with KCMO, Kansas City, hosting an 8-midnight show. . . . Brice Armstrong is now with WRR, Dallas.

## How It Happened

• Continued from page 32

Turn, Turn" and following with the Byrds doing the same song. Paul Simon and Art Garfunkel were interviewed on the subject of writing.

Then came a recording session of the Mamas and the Papas with producer Lou Adler in control.

A final segment covered the blues and its transmutation into today's blues-rock via Paul Butterfield and His Blues Band, Smokey Robinson and the Miracles, and the Blues Project—all three groups shown in action.

The show was topped off by a comment from Henry Mancini, who thinks things—songs and records—get old so fast in the record business today that the "search for something new approximates panic." George Simon, executive director of the National Academy of Recording Arts and Sciences, was consultant for the show.

Fleischman has produced not only a superb hour of musical entertainment in the form of a documentary, but put together what amounts to, in the final analysis, a tribute to the industry and the people who create music. CLAUDE HALL

## WQXR Survey

• Continued from page 32

igned the Dvorak 5th) remained on the preferred list, ninth place.

As for operas, second behind Puccini's "La Boheme" was Verdi's "Aida," which moved from fifth in 1947 to third in 1962. Mozart's "Don Giovanni" ranked third in 1966, and Bizet's "Carmen," first in 1947 and second in 1962, placed fourth.

An analysis of favorite soloists, made for the first time in the recent survey, showed Leonard Bernstein to be the favorite conductor; the Boston Symphony, the favorite orchestra. The Budapest String Quartet was the favorite ensemble.

Artur Rubinstein was favorite pianist; Jascha Heifetz, violinist; Pablo Casals, cellist; Jussi Bjorling, male vocalist, and Joan Sutherland, female vocalist.

replacing air personality Bob Jett. . . . WOOD-TV, Grand Rapids, Mich., will sponsor its "Youth Talent Exhibit Show" for the seventh consecutive year; the entertainment section of the show will be held April 11-13.

★ ★ ★

Les Biegel has joined KFVB in Los Angeles to handle the noon-3 p.m. slot; he was with KOL, Seattle. . . . Alfred E. Pruitt has been named program manager of WBT and WBT-FM, Charlotte, N. C., effective Feb. 20; he was an air personality for WPFT, Raleigh, and manager of WPFT-FM. . . . Boris Goldovsky is host of a new series "Opera—the Battleground of the Arts" on WRWF-FM, New York. . . . Roy Cohen, manager of the Southern Library of Recorded Music, reports 1966 income up 300 per cent over 1965; his library contains over 200 commercials.

# 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, Sedalla, 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, 188 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, 188 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.

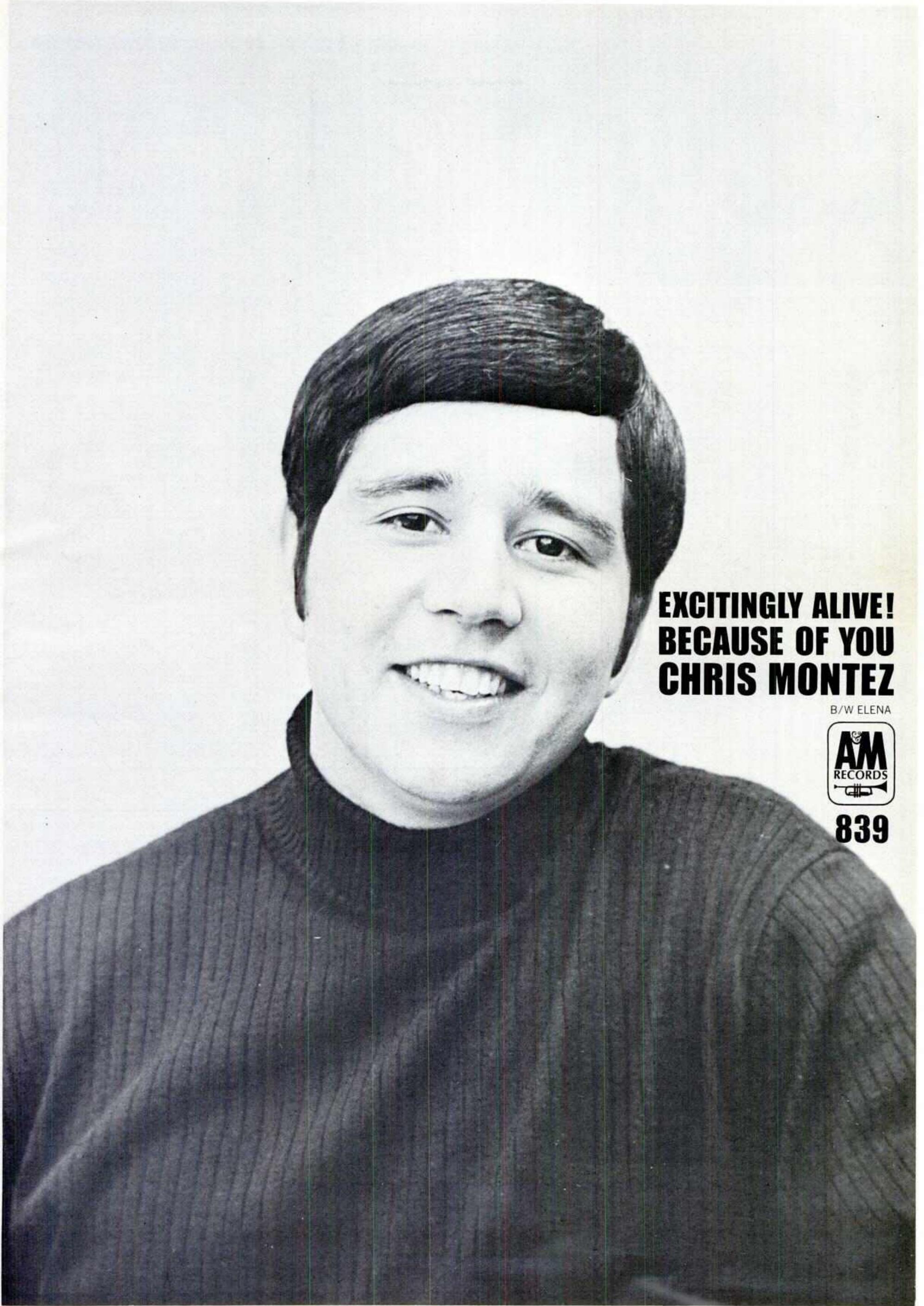
TOP 40 DISK JOCKEY AVAILABLE June 15. Major market experience. Documented audience builder. Funny, fast and gimmicks galore. Wife, 3rd ticket and undraftable. Wanna tape? Johnny Walker, WNUR, Evanston, Ill.

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.

MARCH 4, 1967, BILLBOARD

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**EXCITINGLY ALIVE!  
BECAUSE OF YOU  
CHRIS MONTEZ**

B/W ELENA



**839**

# RADIO-TV PROGRAMMING



ANNE PARRISH of WSJS-TV in Winston-Salem, N. C., tapes an interview with the Monkees, who were in town promoting their NBC-TV network show.

## 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 March 3, 1962

1. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
2. Hey! Baby, Bruce Channel, Smash
3. The Wanderer, Dion, Laurie
4. Break It to Me Gently, Brenda Lee, Decca
5. The Twist, Chubby Checker, Parkway
6. Crying in the Rain, Everly Brothers, Warner Bros.
7. Norman, Sue Thompson, Hickory
8. Midnight in Moscow, Kenny Ball, Kapp
9. Peppermint Twist, Joey Dee and the Starlites, Roulette
10. Chip Chip, Gene McDaniels, Liberty

### POP SINGLES—10 Years Ago February 23, 1957

1. Too Much, Elvis Presley, RCA Victor
2. Young Love, Tab Hunter, Dot
3. Don't Forbid Me, 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. Marianne, Terry Gilkyson & the Easy Riders, Columbia

### R&B SINGLES—5 Years Ago March 3, 1962

1. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
2. Lost Someone, James Brown & the Famous Flames, King
3. I'm Blue, Ikettes, Atco
4. The Twist, Chubby Checker, Parkway
5. Dear Lady Twist, Gary (U. S.) Bonds, LeGrand
6. Jamie, Eddie Holland, Motown
7. Baby Don't Leave Me, Joe Henderson, Todd
8. Letter Full of Tears, Gladys Knight & the Pips, Fury
9. I Know, Barbara George, AFO
10. Baby It's You, Shirelles, Scepter

### POP LP's—5 Years Ago March 3, 1962

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

### PERSONAL SERVICE TO ALL JUKEBOX OPERATORS

We specialize in a complete line of Pop, R&B, Spirituals, C&W Singles & LP's. Plus all Gold Standards—oldies but goodies.

FREE TITLE STRIPS:

and F-A-S-T ONE DAY SERVICE at  
**STAN'S RECORD SERVICE**  
728 Texas Street, Shreveport, Louisiana  
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EACH**  
for 100  
Sparkling  
8 x 10  
Hi-Gloss Photos

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## 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	2	ARE YOU LONELY FOR ME Freddie Scott, Shout 207 (Web IV, BMI)	12
2	4	LOVE IS HERE AND NOW YOU'RE GONE... Supremes, Motown 1103 (Jobete, BMI)	4
3	3	HUNTER GETS CAPTURED BY THE GAME. Marvelettes, Tamla 54143 (Jobete, BMI)	5
4	2	MERCY, MERCY, MERCY "Cannonball" Adderley, Capitol 5798 (Zawinul, BMI)	9
5	6	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	11
6	9	IT TAKES TWO Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	7
7	7	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	7
8	8	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olrap, BMI)	14
9	5	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	9
10	19	WHY NOT TONIGHT Jimmy Hughes, Fame 1011 (Fame, BMI)	4
11	12	I DIG YOU BABY Jerry Butler, Mercury 72648 (Morpine, BMI)	6
12	20	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	7
13	15	GIRLS ARE OUT TO GET YOU Fascinations, Mayfield 7714 (Camad, BMI)	8
14	10	STANDING IN THE SHADOWS OF LOVE. Four Tops, Motown 1102 (Jobete, BMI)	11
15	11	BRING IT UP James Brown, King 6071 (Dynatone, BMI)	7
16	17	DANGER! SHE'S A STRANGER 5 Steps, Windy C 604 (Camad, BMI)	6
17	18	10 COMMANDMENTS Prince Buster, Philips 40427 (Carab, BMI)	5
18	21	THE DARK END OF THE STREET James Carr, Goldwax 317 (Press, BMI)	5
19	22	EVERYBODY NEEDS SOMEBODY TO LOVE. Wilson Pickett, Atlantic 2381 (Keetch, Caesar & Dino, BMI)	3
20	23	KEEP A LIGHT IN THE WINDOW Solomon Burke, Atlantic 2378 (Kags, BMI)	5
21	14	SKATE NOW Lou Courtney, Riverside 4588 (3 Track, BMI)	9
22	26	MY SPECIAL PRAYER Joe Simon, Sound Stage 7 2577 (Cape Ann, BMI)	8
23	16	LOOK AT GRANNY RUN RUN Howard Tate, Verve 10464 (Ragmar-Rumbalero, BMI)	10
24	24	OOH BABY Bo Diddley, Checker 1158 (Arc, BMI)	7
25	13	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	12
26	33	WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave, Stax 210 (East/Pronto, BMI)	2

Billboard SPECIAL SURVEY for Week Ending 3/4/67

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	16	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	12
2	2	CARRYIN' ON! Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	6
3	11	SUPREMES SING HOLLAND, DOZIER, HOLLAND Motown MLP 650 (M); SLP 650 (S)	3
4	3	LOU RAWLS SOULIN! Capitol T 2566 (M); ST 2566 (S)	25
5	5	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)	8
6	9	NANCY—NATURALLY Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	5
7	8	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	45
8	25	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	2
9	4	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	12
10	6	AWAY WE A' GO GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	12
11	7	SUPREMES A' GO GO Motown MLP 649 (M); SLP 649 (S)	24
12	10	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	28
13	12	DOUBLE DYNAMITE Sam & Dave, Stax 712 (M); 712 (S)	9

Billboard SPECIAL SURVEY for Week Ending 3/4/67

## TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
14	16	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	16
15	14	WACK WACK Young-Holt Trio, Brunswick BL 54121 (M); BL 754121 (S)	8
16	15	ART & SOUL Arthur Prysock, Verve V-5009 (M); V6-5009 (S)	5
17	13	DOWN TO EARTH Stevie Wonder, Tamla 272 (M); S 272 (S)	7
18	—	KEEP THE FAITH BABY Adam Clayton Powell, Jubilee JGM 2062 (M) (No Stereo)	1
19	19	CARLA Carla Thomas, Stax 709 (M) (No Stereo)	15
20	20	TOBACCO ROAD Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S)	3
21	21	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	2
22	22	SPELLBINDER Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	10
23	24	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	16
24	—	FIVE STAIR-STEPS Windy C 6000 (M); 6000 (S)	1
25	23	WHISPERS Jackie Wilson, Brunswick BL 54122 (M); BL 754122 (S)	10

# The hit **Ramsey Lewis** single

## “One Two Three”

Cadet 5556

is from his hit album.



LP/LPS 790



There's a world of excitement on Cadet

# ALBUM REVIEWS (continued)



**LOW PRICE POP SPOTLIGHT**  
**THE BIG ONES OF '66**  
 Mel (Trumpet Man) Davis.  
 RCA Camden CAL 2127 (M);  
 CAS 2127 (S)



**CLASSICAL SPOTLIGHT**  
**CHOPIN: THE WALTZES**  
 Jeanne-Marie Darre. Vanguard VRS-1163 (M); CSD-71163 (S)

Mel Davis' trumpet stirs up a strong beat in his workover of such current hits as "What Now My Love" and "Monday, Monday," and such standards as "Secret Love." Whether the songs are in the rock, jazz or ballad genre, Davis is with it all the way.

Mme. Darre, a famed Chopin interpreter, conveys the warmth of her concert performances of the 14 waltzes to wax in this graceful album. Nowhere is the lyricism of the charming pieces lost despite intricate passages. The pressing is a welcome addition to Mme. Darre's Chopin catalog.

noella recordings...

**NEW RELEASE**  
**POWER**  
**LA'SHELL and the SHELETTS**

**MY SOLDIER BOY OVER THERE**  
**LA'SHELL and the SHELETTS**

b/w

must be something I'm doing wrong

**MY SOLDIER BOY OVER THERE**



LA'SHELL and the SHELETTS

noella recording artists

on the **POWER** label.

**THANKS . . .**  
**FOR HELPING RED CROSS**  
**HELP THE UNITED WAY**

## 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.

#### THE MAGNIFICENT MEN . . .

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

#### A WEB OF SOUND . . .

Seeds, GNP Crescendo GNP 2033 (M); GNPS 2033 (S) (373-02033-3; 373-02033-5)

#### ERIC IS HERE . . .

Eric Burdon & the Animals, MGM E 4433 (M); SE 4433 (S) (660-04433-3; 660-04433-5)

#### ROBERT GOULET ON BROADWAY, VOL. 2 . . .

Columbia CL 2586 (M); CS 9386 (S) (350-02586-3; 350-09386-5)

#### SUGAR 'N' SPICE . . .

Cryan' Shames, Columbia CL 2589 (M); CS 9389 (S) (350-02589-3; 350-09389-5)

#### SOLID GOLD SOUL, VOL. 2 . . .

Various Artists, Atlantic 8137 (M); SD 8137 (S) (180-08137-3; 180-08137-5)

#### BEST OF SAM THE SHAM & THE PHARAOHS . . .

MGM E 4422 (M); SE 4422 (S) (660-04422-3; 660-04422-5)

#### SURREALISTIC PILLOW . . .

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

#### GOIN' LATIN . . .

Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S) (245-00790-3; 245-00790-5)

#### SOLID GOLDSBORO/BOBBY GOLDSBORO'S GREATEST HITS . . .

United Artists UAL 3561 (M); UAS 6561 (S) (875-03561-3; 875-06561-5)

#### SWINGING DOORS . . .

Merle Haggard, Capitol T 2585 (M); ST 2585 (S) (300-02585-3; 300-02585-5)

#### BUFFALO SPRINGFIELD . . .

Atco LP 33-200 (M); SD 33-200 (S) (175-33200-3; 175-33200-5)

#### SWEET MARIA . . .

Billy Vaughn Singers, Dot DLP 3782 (M); DLP 25782 (S) (430-03782-3; 430-25782-5)

#### HERSCHEL BERNARDI SINGS FIDDLER ON THE ROOF . . .

Columbia OL 6610 (M); OS 3010 (S) (350-06610-3; 350-03010-5)

#### CORNBREAD . . .

Lee Morgan, Blue Note BLP 4222 (M); BST 84222 (S) (230-04222-3; 230-84222-5)

#### LONELY AGAIN . . .

Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S) (775-03753-3; 775-03753-5)

#### FIVE BY FIVE . . .

Dave Clark Five, Epic LN 24236 (M); BN 26236 (S) (465-24236-3; 465-26236-5)

#### THIS LOVE FOR YOU . . .

Al Martino, Capitol T 2654 (M); ST 2654 (S) (300-02654-3; 300-02654-5)



**LOW PRICE CLASSICAL SPOTLIGHT**  
**BRAHMS: LIEBESLIEDER WALTZES**  
 Vronsky & Babin. Seraphim 60033 (M); S 60033 (S)

The welcome restoration of this memorable performance of the complete "Liebeslieder Waltzes" by the celebrated two-piano team should prove popular, especially at a budget price. An excellent quartet of vocalists contributes invaluably.

**SPECIAL MERIT PICKS**

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

#### POP SPECIAL MERIT

**CABARET**  
 King Richard's Fluegel Knights. MTA MTA 1003 (M); MTS 5003 (S)

With their rendition of the title tune riding the Easy Listening charts, this LP follow-up featuring other recent pops should be a much-programmed item. The Fluegel Knights' swinging arrangements of "So Rare," "A Walk in the Black Forest" and "Two Different Worlds" are perfect for listening or dancing.

#### POP SPECIAL MERIT

**THE VELVET UNDERGROUND & NICO**

Verve V 5008 (M); V6-5008 (S)

A left-fielder which could click in a big way. Produced by Andy Warhol, the king of the underground set, this album features the haunting voice of Nico and a powerful lyric throughout performed by the Underground. Eleven tracks of sophisticated folk-rock.

#### POP SPECIAL MERIT

**SEBASTIAN CABOT, ACTOR BOB DYLAN, POET**

MGM E 4431 (M); SE 4431 (S)

The lyric poetry of Bob Dylan is often lost in pop treatments of his songs, but this is no longer the case. The commanding and assured voice of Sebastian Cabot exposes these lyrics and all the beauty they contain in this exceptional album. Classical treatments of the melodies underscore the poetry perfectly with "Don't Think Twice" and "Like a Rolling Stone" the standouts.

#### POP SPECIAL MERIT

**LOVE AFTER MIDNIGHT**

Herbert Rehbein & His Ork. Decca DL 4847 (M); DL 74847 (S)

The Gleason orchestra has reigned as master of creating romantic moods, but he could have some serious competition from the Herbert Rehbein orchestra, given the right exposure. The strings are lush and flowing, the trumpet muted and soft, and the violin crystal clear yet subduing in a beautiful program including "Lady," "It Was a Very Good Year" and a gorgeous interpretation of Neal Hefti's "L'il Darlin'."

#### LOW PRICE POPULAR

##### SPECIAL MERIT

**MUSIC FROM "DR. ZHIVAGO" & OTHER MOTION PICTURES**

Living Strings. RCA Camden CAL 2133 (M); CAS 2133 (S)

One complete side of this beautifully lush album includes the various themes from "Dr. Zhivago" including a stunning "Lara's Theme," while the second half features moving Johnny Douglas orchestrations of "Alfie," "A Man and a Woman" and "Born Free." Album is worth far more than its low price.

#### COUNTRY SPECIAL MERIT

**SWINGIN' COUNTRY**

Molly Bee. MGM E 4423 (M); SE 4423 (S)

Molly Bee has a pop style with a country tune that has been the delight of music lovers across the nation on both national TV and live performances. Here, she gives her all on such tunes as "How's the World Treating You," "You Win Again," and "Don't Touch Me."

Continued

### ALBUM REVIEW POLICY

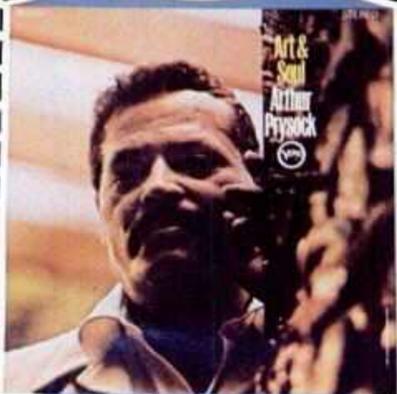
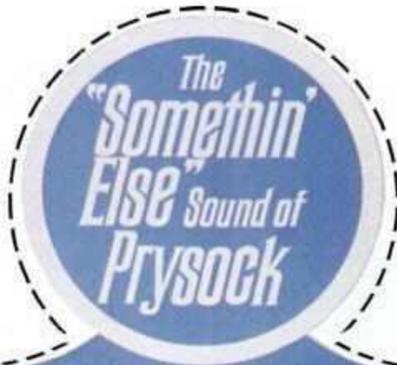
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its sales potential is rated within its category of music. Full reviews are presented for Spotlight Picks or Special Merit Picks, and all other LP's are listed under their respective categories.



# What's your MGM/VERVE distributor done for you lately?

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From MGM...  
the First Family of Recorded Music

This commanding display fits on counters, shelves. Three big Prysock albums in small convenient unit.



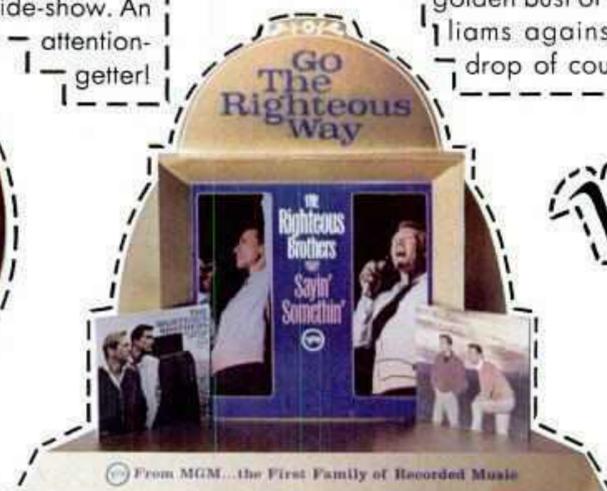
A three dimensional "cage" that's as colorful as a circus side-show. An attention-getter!



Dramatic and dignified. A golden bust of Hank Williams against a backdrop of country stars.



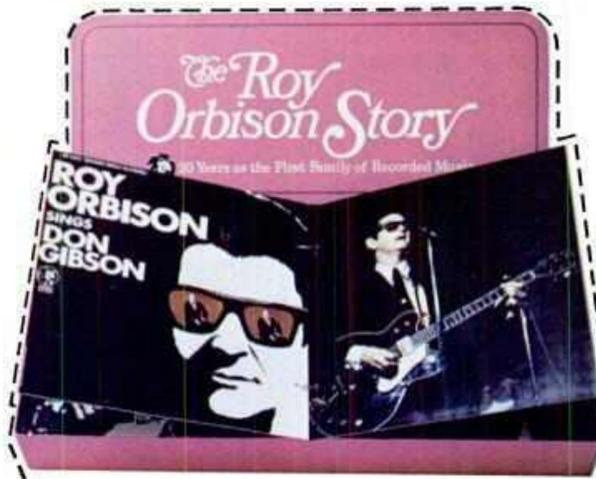
Your customers turn the wheel — and turn up a Spoonful album. Each spin sells a different Spoonful product.



Striking shadow-box unit that's easy to set up, easy to sell from. Features all their Verve albums.



This "coffee-can" mobile hangs from the ceiling. Could be the key to big sales.



Your customers will flip when they flip the pages of this do-it-yourself book-style display. Illustrates 3 hit albums.



Sam himself, in a king-sized cut-out that's cut out to generate sales excitement.

**ALSO AVAILABLE**

**NOW PLAYING: 4 GREAT SOUND TRACKS**  
Lights! Cameras! And plenty of action — as "Grand Prix," "Doctor Zhivago," "Born Free" and "Blow-Up" star in this brilliant display. Spotlights flash on and off in an exciting, unpredictable pattern.

**VERVE FOLKWAYS PRESENTS TRENDS '67**  
A moving portrait gallery. With pictures of the Blues Project, Janis Ian, Laura Nyro and Tim Hardin popping up one after another in this motor-run unit.

**GREAT SELLING-AIDS!**  
**GREAT-SELLING ALBUMS!**  
**AVAILABLE NOW!**



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# Thank you, American Airlines:



Thank You, American Airlines:

We're pleased to have had our records and our artists chosen for your popular program for the month of February, 1967;

We're gratified to have been the first Nashville-based record label, among the 33 which have provided music on your wonderful Astrovision system, to have been so honored;

We're happy to have had our Boots Randolph as the featured artist -- both on the cover and in the accompanying story -- in your attractive Astrostereo program booklet;

We're humbly proud of our association with you.

Sincerely,

Fred Foster - President  
MONUMENT RECORDS

# ALBUM REVIEWS

Continued from page 40

## CLASSICAL SPECIAL MERIT

**DVORAK: CZECH SUITE/SERENADE IN D MINOR**

Musica Aeterna Orch. (Waldman). Decca DL 10137 (M); DL 710137 (S)  
Waldman gives an imaginative, unstrained interpretation of both these similar compositions. Yet he treats them in his own artistic style and high standards. Musica Aeterna, one of the best groups around, maintains unity and quality throughout.

## CLASSICAL SPECIAL MERIT

**SCHUBERT: MUSIC FROM ROSAMUNDE & DIE ZAUBERHARFE**

Lucia Popp/Orch. & Chorus of Naples (Vaughan). RCA Victor LM 2937 (M); LSC 2937 (S)

Schubert's music for two theatrical pieces is sensitively played by the Orchestra of Naples under Dennis Vaughan, his second Schubert album for Victor. The familiar overture to "Die Zauberharfe" glows as does the choral "Schlussgesang (Final Song)." Lucia Popp, who made her Metropolitan Opera debut recently, tastefully sings the Romance from "Rosamunde." Another highlight in the incidental music for this play is the "Entr'acte in B Flat." The ballet music also is handled well.

## CLASSICAL SPECIAL MERIT

**BRITTEN: LES ILLUMINATIONS/DELLO JOIO: MEDITATIONS ON ECCLESIASTES**

Janice Harsanyi/Princeton Chamber Orch. (N. Harsanyi). Decca DL 10138 (M); DL 710138 (S)

Britten's piece is richly colored in this striking performance by soprano Janice Chamber Orchestra. Dello Joio's vigorous and contrasting "Meditations on Ecclesiastes" also is expertly presented by the orchestra. Nicholas Harsanyi, as usual, proves a capable conductor in both works.

## CLASSICAL SPECIAL MERIT

**BRAMHS: THE COMPLETE PIANO WORKS, VOL. 8**

Julius Katchen. London CM 9482 (M); CS 6482 (S)

A clean reading of the "Sonata in F Minor, Op. 5" is the highlight of this eighth and last album of Brahms' complete piano works by Katchen on London. Features of the five-movement work include a subdued "Intermezzo" and a triumphant Finale. A vigorous performance of the "Scherzo in E Flat Minor, Op. 4," Brahms' earliest surviving compositions.

## CLASSICAL SPECIAL MERIT

**MOZART: COMPLETE DANCES & MARCHES, VOL. 6**

Vienna Mozart Ensemble (Boskovsky). London CM 9461 (M); CS 6461 (S)

This sparkling sixth volume of Mozart's complete dances and marches devotes most of its attention to the dances. Boskovsky leads the Vienna Mozart Ensemble in winning performances of the 15 minutes of K. 176 and the four of K. 601. The four German dances of K. 602 are gems.

## LOW PRICE CLASSICAL

### SPECIAL MERIT

**R. STRAUSS: DEATH AND TRANSFIGURATION/SALOME'S DANCE/DANCE SUITE AFTER COUPERIN**

Philharmonia Orch. (Rodzinski). Seraphim 60030 (M); S 60030 (S)

An exciting trio of Richard Strauss works is presented in this budget album. Rodzinski and the Philharmonia are superb in the stirring "Death and Transfiguration," which occupies the first side. Equally well done are the "Dance of Seven Veils" from "Salome" and the chamber-like "Dance Suite" after Couperin (1923), which complete the disk.

## JAZZ SPECIAL MERIT

**LET IT GO**

Stanley Turrentine. Impulse A 9115 (M); AS 9115 (S)

Turrentine's mellow sax is in the groove as he swings through this fine package. Aply backed by Shirley Scott on organ, bassist Ron Carter and Mack Simpkins on drums, Turrentine (and Impulse) have an artistic sales winner here.

**SEE ALBUM REVIEWS ON BACK COVER**

## R&B SPECIAL MERIT

**HAND CLAPPIN' FOOT STOMPIN' FUNKY—BUTT . . . LIVE**

Geno Washington & the Ram Jam Band. Kapp KL 1515 (M); KS 3515 (S)

A lot of excitement jammed into an all too brief album (it just seems that way). Geno Washington does extremely well with "Que Sera, Sera," "Up Tight (Everything's Alright)," and "Respect." With the proper promotion, this could be a winner.

## SPOKEN WORD SPECIAL

### MERIT

**HOMOSEXUALITY IN THE AMERICAN MALE**

Probe T 2652 (M); ST 2652 (S)

A highly controversial and provocative subject is examined and discussed with no attempt to solve any problems. The treatment is well handled, and the exploration goes into depth via the many taped interviews, excerpts of which are used to illustrate points.

## SPOKEN WORD SPECIAL

### MERIT

**PETER WEISS READING FROM HIS WORKS**

Caedmon TC 1131 (M)

A gripping collection of readings by the prominent German writer. Although Weiss' voice is close to monotone, he projects the impact of vibrant selections from "The Investigation" and "Marat/Sade," his two best-known plays. An extended selection from "The Leaving Leavetaking" is a good example of the struggle between his individuality and society, as is a reading from "I Come Out of My Hiding Place."

## INTERNATIONAL SPECIAL

### MERIT

**WENCKE MYHRE**

Polydor 249 100 (S)

The young German songstress offers an exceptional program of recent schlagers, from rockers to bossa nova to ballads. She sparkles with vitality, as she romps through "Von lauter Freude, von lauter Trauen," and a beautiful "Einsamer Boy." The orchestrations by James Last are first rate, and enhance the vocal performance.

**★★★★**

**FOUR-STAR ALBUMS**

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

## SOUNDTRACK

**THE GAME IS OVER**  
Soundtrack. Atco 33-205 (M); SD 33-205 (S)

## POPULAR

**ILIKAI**  
Arthur Lyman. Life L 1035 (M); SL 1035 (S)

**KATHY KEEGAN/SUDDENLY**  
ABC ABC 602 (M); ABCS 602 (S)

**SWING GOODIES**  
Kurt Edelhagen Orch. Polydor 249 033 (S)

**CLASSICAL COUNTRY**  
Billy Sherrill Quintet. Epic LN 24232 (M); BN 26232 (S)

**ACCORDEON A LA CARTE**  
Horst Wende. Polydor 249 101 (S)

**BUGALU PARTY**  
The Lively Ones. MGM E 4449 (M); SE 4449 (S)

**ZOOT MONKEY'S BIG ROLL BAND AT KLOOK'S KLEEK**  
Epic LN 24241 (M); BN 26241 (S)

**THE LOLLIPOPS**  
International Polydor 623 028 (S)

**"MRRR . . . MRRR"**  
The Pussycats. International Polydor 423 020 (M); 623 020 (S)

**TOM WEST**  
Momentum MLP 101 (M)

## LOW PRICE POPULAR

**FLAMINGO**  
Living Guitars. RCA Camden CAL 2123 (M); CAS 2123 (S)

## COUNTRY

**SIDE BY SIDE/POP AND COUNTRY**  
The Canadian Sweethearts. Epic LN 24243 (M); BN 26243 (S)

**THE BEST OF MERLE TRAVIS**  
Capitol T 2662 (M); DT 2662 (S)

# BREAKOUT SINGLES

## ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

## ★ 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.

**HURRY SUNDOWN . . .**  
Little Richard, Okeh 7271 (Chappell, ASCAP) (Los Angeles)

**JUST LIKE A MAN . . .**  
Margaret Whiting, London 106 (Morris, ASCAP) (St. Louis)

**GIRL DON'T MAKE ME WAIT . . .**  
Bunny Sigler, Parkway 123 (Double Diamond, BMI) (Philadelphia)

**LAWDY MISS CLAWDY . . .**  
Buckingham, USA 869 (Venice, BMI) (Milwaukee)

**LONELY AGAIN . . .**  
Eddy Arnold, RCA Victor 9080 (4 Star, BMI) (St. Louis)

**WHERE DOES THE GOOD TIMES GO . . .**  
Buck Owens, Capitol 5811 (Blue Book, BMI) (Baltimore)

**WHO DO YOU LOVE . . .**  
Woolies, Dunhill 4052 (Arc, BMI) (Miami)

**SWEET MARIA . . .**  
Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI) (St. Louis)

**SWEET MISERY . . .**  
Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI) (Milwaukee)

**WHY NOT TONIGHT . . .**  
Jimmy Hughes, Fame 1011 (Fame, BMI) (Minn.-St. Paul)

**WALK TALL . . .**  
Two of Clubs, Fraternity 975 (Miller, ASCAP) (St. Louis)

**ICE MELTS IN THE SUN . . .**  
Gary Lewis & the Playboys, Liberty 55949 (Greenlight/Viva, BMI) (Houston)

# New Album Releases

## BLUE NOTE

ANDREW HILL—Compulsion!!!!; BLP 4217, BST 84217  
BLUE MITCHELL—Bring It Home to Me; BLP 4228, BST 84228  
HORACE SILVER—The Jody Grind; BLP 4250, BST 84250

## BRUNO

LYSENKO: TARAS BULBA—Taras Shevchenko Ukrainian National Opera & Ballet Theater (Simeonov); BR 23076-7L

## CADET

GENE AMMONS Makes It Happen; LP 783, LPS 783  
RAY BRYANT—Slow Freight; LP 781, LPS 781  
The Latin-ization of BUNKY GREEN; LP 780, LPS 780  
ETTA JAMES—Call My Name; LP 4055, LPS 4055  
RAMSEY LEWIS—Goin' Latin; LP 790, LPS 790  
SOULFUL STRINGS—Paint It Black; LP 776, LPS 776  
VARIOUS ARTISTS—Mood to Be Woored; LP 784, LPS 784

## CAPITOL IMPORTS (SPAIN)

VICTORIA DE LOS ANGELES—Canciones Populares Espanolas; LALP 429  
MONTERRAT CABALLE—Recital; LALP 668, ASDL 833

## CHECKER

GENE CHANDLER—The Duke of Soul; LP 3003, LPS 3003

## CHESS

CHUCK BERRY'S Golden Decade; LP 1514 D  
PIGMEAT MARKHAM—Mr. Vaudeville; LP 1515, LPS 1515  
BILLY STEWART Teaches Old Standards New Tricks; LP 1513, LPS 1513  
MUDDY WATERS—More Real Folk Blues; LP 1511, LPS 1511  
SONNY BOY WILLIAMSON—More Real Folk Blues; LP 1509, LPS 1509  
HOWLING WOLF—More Real Folk Blues; LP 1512, LPS 1512

## COLUMBIA

BYRDS—Younger Than Yesterday; CL 2642, CS 9442

## LOW PRICE CLASSICAL

BACH: SONATA & PARTITA FOR VIOLIN UNACCOMPANIED, Vol III Hyman Bress. Mace MCM 9058 (M); MCS 9058 (S)

SERENADES FOR WIND INSTRUMENTS  
Northern Sinfonia Orch. (Brott). Mace MCM 9065 (M); MCS 9065 (S)

GERMAN OPERA OVERTURES  
Vienna State Opera Orch. (Bauer-Theusel/Vienna Folk Opera Orch. (Loibner). Mace MCM 9037 (M); MCS 9037 (S)

BAROQUE MUSIC FOR THE CELLO  
Malandri/Angere/Vienna State Folk Opera Orch. (Malandri). Mace MCM 9077 (M); MCS 9077 (S)

GRIEG: CONCERTO IN A MINOR, OP. 16/TWO ELEGIAC MELODIES, OP. 34  
Jenner/Bavarian Radio Orch. (Gruner-Hegge/Southwest German Chamber Orch. (Tilgant). Mace MCM 9064 (M); MCS 9064 (S)

ORCHESTRAL MUSIC FROM THE MANNHEIM SCHOOL  
Northern Sinfonia Orch. (Brott). Mace MCM 9069 (M); MCS 9069 (S)

## JAZZ

MILES & MILES  
Miles Davis. Columbia CL 2601 (M); CS 9401 (S)

## FOLK

ASCH 1939-1945 (2 LP's)  
Various Artists. Asch AA 3/4 (M)

## LOW PRICE CHILDREN'S

JOHNNY APPLESEED  
Kate Smith—Rosemary Clooney. Leo the Lion CH 1034 (M)

SNOW WHITE & THE SEVEN DWARFS  
MGM Players & Pride of Leo. Leo the Lion CH 1021 (M)

## SPOKEN WORD

MIRACLES—POEMS WRITTEN BY CHILDREN  
Julie Harris/Roddy McDowell. Caedmon TC 1227 (M)

CHAUCER: TWO CANTERBURY TALES  
J. B. Bessinger, Jr. Caedmon TC 1223 (M)

## INTERNATIONAL

BREAKIN' OUT  
Joe Cuba Sextet. Seeco SCLP 9292 (M); SCLP 92920 (S)

ZWEI WORTE: EIN BIER  
Various Artists. Polydor 249 086 (S)

THE LA PLAYA SEXTET Vol. II.  
Mardi Gras LP 5027 (M)

MEMORIES OF CZECHOSLOVAKIA  
Michigan Dutchmen Big Band. Jay Jay 1100 (M)

THIS HOMBRE CALLED LEMON  
Roulette R 25334 (M)

GABRIELLE  
The Northern Lights. UA International UNS 15507 (S); UN 14507 (M)

**★★★**

**THREE-STAR ALBUMS**

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

## LOW PRICE POPULAR

"THE WORLD RENOWNED" FERKO  
STRING BAND PLAYS SOUSA  
Sure SS Volume 27 (S)

## COUNTRY

OLD TIME BALLADS & HYMNS  
Ray & Ina Patterson. County 708 (M)

## LOW PRICE CLASSICAL

SPANISH ORGAN MUSIC  
Paul Bernardi. Mace MCM 9059 (M); MCS 9059 (S)

CHAMBER MUSIC FOR VOICES  
Klagenfurt Madrigalchor (Mittergradnegger). Mace MCM 9078; MCS 9078

## INTERNATIONAL

TWO SIDES OF LARRY CUNNINGHAM  
Coral CRL 57491 (M); CRL 757491 (S)

MAX BACA Y SU CONJUNTO NORTENO  
Norteno QQ 12Q 349 (M)

GNESTA KALLE  
The Nordic Round. UA International UN 14506 (M); UNS 15506 (S)

## DECCA

BILL ANDERSON—Got While the Gettin' Good; DL 4855, DL 74855  
WILMA BURGESS Sings Misty Blues; DL 4852, DL 74852

RED FOLEY—Songs for the Soul; DL 4849, DL 74849

## EPIC

ALICIA DE LARROCHA — Twelve Spanish Dances for Piano; LC 3943

## FAITH

ESTHER JAMES—No Man Is Above the Law —I Have Kept the Faith; 501

## FOLKWAYS

The Lyrebird; FX 6116  
The Enchanted Spring; FC 7753  
Do You Know How You Grow? Inside; FC 7081  
Do You Know How You Grow? Outside; FC 7082  
Classical Music of Iran; FW 8831  
Armenian Choral Music; FW 8704  
LIZ GETZ—How Can I Keep From Singing; FA 2442  
CHET PARKER—The Hammerdulcimer; FA 2381  
Algerian Berber Music; FE 4341  
Mountain Music of Peru; FE 4539

## GOLDEN GUINEA

THE RHOS MALE VOICE CHOIR — Welsh Heritage; GGL 0371

## KAPP

FREDDIE HART—A Hurtin' Man; KL 1513, KS 3513  
MEL TILLIS—Life's That Way; KL 1514, KS 3514

## LIBERTY

SI ZENTNER & HIS ORCH.—Warning Shot; LRP 3498, LST 7498

## LITTLE DARLIN'

LLOYD GREEN—The Hit Sounds; LD 4005, SLD 8005  
JOHNNY PAYCHECK — Gospeltime in My Fashion; LD 4004, SLD 8004

## LOMA

REDD FOX On the Loose; 5905

## LONDON

JULIUS KATCHEN—Brahms: The Complete Piano Works, Vol. 8; CM 9482, CS 6482  
MOZART: COMPLETE DANCES & MARCHES, Vol. 6—Vienna Mozart Ensemble (Bosovsky); CM 9461, CS 6461  
MOZART: COMPLETE DANCES & MARCHES, Vol. 7—Vienna Mozart Ensemble (Bosovsky); CM 9489, CS 6489

## MOJO

BILLY LEE RILEY—Southern Soul . . . 1933

## PEACOCK

HI-WAY QUE C'S—The Lord Is Sweet; PLP 130  
MIGHTY CLOUDS OF JOY LIVE—At the Music Hall; PLP 134  
THE O'NEAL TWINS—I'd Trade a Lifetime; PLP 129  
REVERENT CLEOPHUS ROBINSON—Backsliding Heifer; PLP 141  
SENSATIONAL NIGHTINGALES—Prayed Too Late; PLP 131

## PHILIPS

PAUL MAURIAT ORCH.—More Mauriat; PHM 200-226, PHS 600-226  
THE SWINGLE SINGERS/MODERN JAZZ QUARTET—Encounter; PHM 200-225, PHS 600-225

(Continued on page 52)

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.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like 'MORE OF THE MONKEES', 'THE MONKEES', 'BETWEEN THE BUTTONS'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like 'REVOLVER', 'WICKED PICKETT', 'IF YOU CAN BELIEVE YOUR EYES AND EARS'.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like 'SOFTLY AS I LEAVE YOU', 'THE EXCITING WILSON PICKETT', 'MR. MUSIC'.

\*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.



**YORK & PALA**

**BELL-AMY-MALA announces the release of two great new Charles  
Greene and Brian Stone labels:**

**YORK 402/ "She's Got the Time (She's Got the Changes)" / The Poor ■ PALA 175/ "Lookin' Through the Eyes of Love" / Larry Marks**

**Bell Records** 1776 Broadway, New York, N.Y. 10019



CL 2540 / CS 9340

“A rarity among modern record albums.”

“This is Steve’s best album to date.”

“There is a new soul side he’s never shown before.”

“Steve sings from inside the lyrics in a way that should send Judy Garland back to theory class.”

For the entire, raving, wonderful story . . . read on.

# HiFi/Stereo Review

FEBRUARY 1967 • VOLUME 18 • NUMBER 2

## ENTERTAINMENT

### STEVE LAWRENCE: SONGS OF LOVE AND SADNESS

*A fully developed musical style, new ideas, and tasteful backing in his best album to date*

**L**IGHT a fire in the fireplace, pour a glass of something stiff, and listen closely to a rarity among modern record albums: eleven bands on which absolutely nothing goes wrong. Steve Lawrence’s Broadway hitch in *What Makes Sammy Run?* may not have taught him much about acting, but he did learn to respect a decent set of lyrics. I am grateful for this latest potpourri of bittersweet, sad, lonely-boy-looking-for-lonely-girl tunes, though I have a sneaking suspicion that the title song, *The Ballad of the Sad Young Men*, is really a lonely-boy-looking-for-lonely-boy tune in disguise. It doesn’t matter. Steve sings it (and everything else in this new Columbia album) better than it has ever been sung before (Mabel Mercer included).

It seems to me that Steve has developed a whole new feel for music. The intonation, the range, and the delivery are still there, but there is also a new *soul* side he’s never shown before. His voice sounds tired and cracked on the jaded words and right on top of the notes on the sunny ones. Listen sharply to Harold Arlen’s *Gal That Got Away*. Steve sings from *inside* the lyrics in a way that should send Judy Garland back to theory class. Or the way he runs his finger along the edge of the word “marvelous” on Stephen Sondheim’s *With So Little to Be Sure Of* (from the great

neglected score of a defunct Broadway show, *Anyone Can Whistle*). Uh-huh!

Pat Williams, a young arranger who has designed some great backing for Chris Connor (among others), has provided Steve with some surging support which complements his special sound like marshmallows in hot chocolate. I’d like to see one of the more famous (and overrated) arrangers like Nelson Riddle spin out as many different musical attitudes without monotony’s setting in early. Williams’ charts seem almost to talk to the songs instead of assault them. *Good Times* is hard-driving and rough and tasty. *Gal That Got Away* puts to good use some unidentified trumpet work (sorry about that) to sell the idea of a smoky after-hours bar. All told, it is one of the few albums I’ve ever heard in which the backing trembles with a heartbeat all its own without getting in the singer’s way on one single band.

If any further proof is needed that the Lawrence voice is enhanced with new warm and wearable ideas, just listen to what he does with *I Want to Be with You* (from the Sammy Davis show *Golden Boy*). Beautiful. Or the way he gives artificial respiration to a victim of battle fatigue like *Baby Won’t You Please Come Home*. If you don’t have a fireplace, buy the disc anyway and light the oven. This is Steve’s best album to date. It seems to be spending more time on my turntable than anything else I’ve heard lately, which, after all, is the only kind of judgment that matters. *Rex Reed*

© © STEVE LAWRENCE: *Steve Lawrence Sings of Love and Sad Young Men*. Steve Lawrence (vocals); orchestra, Joe Guercio cond.; arrangements by Pat Williams. *Good Times*; *The Gal That Got Away*; *The Thrill Is Gone*; *When Your Lover Has Gone*; *I’m a Fool to Want You*; and six others. COLUMBIA CS 9340 \$4.79, CL 2540 \$3.79.

Attention DJ’s! For your free copy of “Steve Lawrence Sings of Love and Sad Young Men,” complete this coupon and mail to: Columbia Records, Promotion Department, 51 West 52 Street, New York, N.Y. 10019.

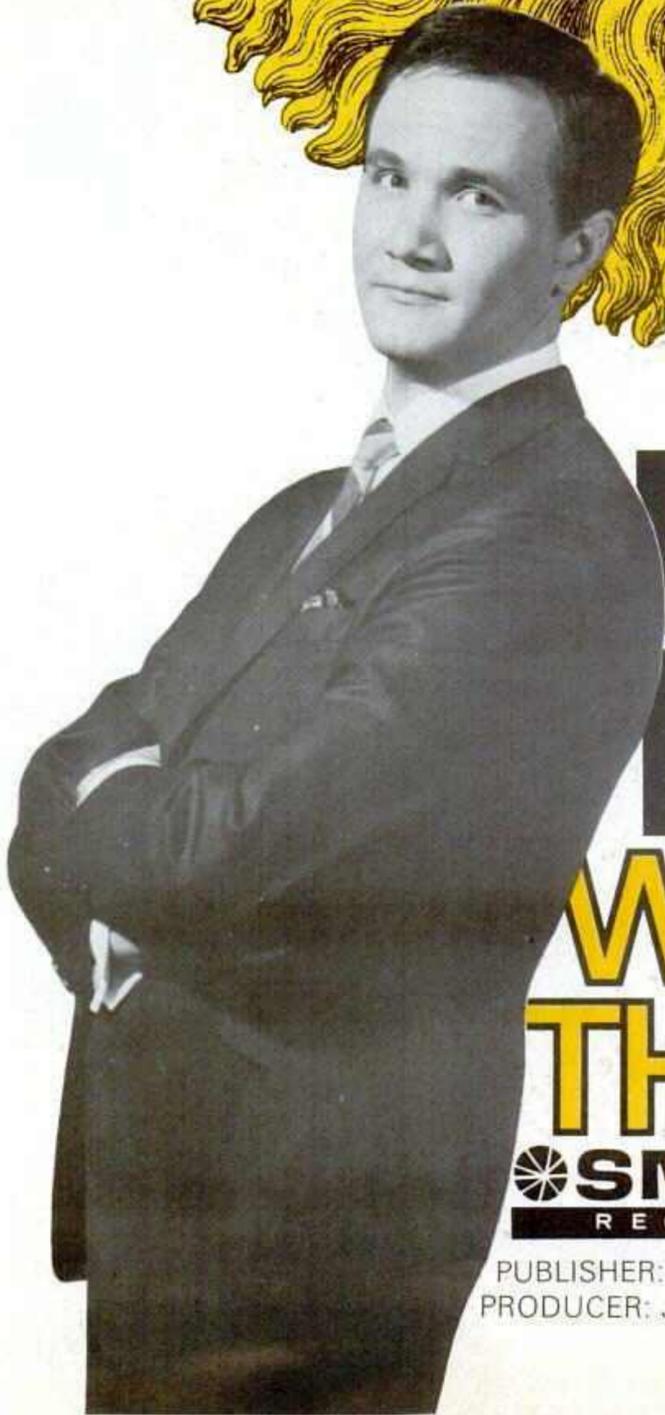
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B/B

Steve Lawrence on COLUMBIA RECORDS



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# COUNTRY MUSIC

## Nashville Adds a New Musical Notch as Burton Cuts Jazz

By PAUL ACKERMAN

NEW YORK—Those Nashville cats—whose musical versatility continues to amaze the trade—are now proving their abilities in the area of jazz.

Recent illustration is a forthcoming album by vibraphonist Gary Burton. Burton is regarded as one of the top instrumentalists in his field. Recently, he took three of his colleagues and travelled to Nashville to cut a jazz package combining his own and Nashville men. The date was supervised by Brad McCuen, RCA Victor a&r executive, and Chet Atkins is represented on one of the cuts with Burton. The album, which will be included in the RCA Victor

March release, is titled "Tennessee Firebird—Gary Burton and Friends."

RCA Victor and Burton, it is understood, are so pleased with the album that they plan another. This second will have much more participation by Chet Atkins, head of RCA Victor's Nashville operation. Atkins and Burton are friends, and understand each other musically and personally; and they like to play together. Chet Atkins, as is his wont, is very reserved about his own accomplishments—but it is no secret among the cognoscenti that in addition to being a great all-around guitarist he is also an accomplished jazz guitarist. Hence his work with Burton is

being anticipated keenly by jazz buffs. Burton, who is from Indiana, has played with many jazz greats, including Stan Getz.

### Jazz Conscious

The Nashville scene is expected to become more and more jazz-conscious. Many instrumentalists dig the idiom, as do some of the writers. Hank Garland, guitarist, played a lot of jazz with Atkins before his accident. Among the writer-performers, Roger Miller is very jazz-conscious. As for Atkins, he continues to show up strongly in jazz polls, such as the Playboy survey. In addition, Homer and Jethro have forsaken the spoo field for one LP—"Not Necessarily Square"—that is jazz in a pop vein, and includes such tunes as a jazz version of "The Shadow of Your Smile."

## Nashville Scene

By HERB WOOD

Several Music City notables have been in and out of the hospital in the past several weeks. Starday Records' artist Red Sovine is mending at Vanderbilt University Hospital following cataract operations on both eyes. Red, whose "I Didn't Jump the Fence" single really soaring, is coming along fine. Music publishing exec Hubert Long is recuperating after minor surgery at Midstate Baptist Hospital. Hubert returns home March 1. Audrey Williams was recently released from the hospital following an extended stay for treatment of a stomach ailment. . . . Dottie West's family has a monopoly in the music business here. Dottie's husband Bill plays steel guitar and leads the band in

her act, and they have two young sons who are already active in the music scene. Now Bill's mother, Mrs. William West, has contributed her talent to the family effort by writing the liner notes of Dottie's forthcoming album, "Dottie West Sings Sacred Ballads," on RCA Victor. . . . Sonny James, just returned from a snow-clogged p.a. trek across Canada, headed for the sunnier side of the street with six dates to fill in Florida. Sonny's tour, with David Houston, Stonewall Jackson and Connie Smith played to five SRO audiences out of six dates. Great batting average. James plans to take off four days in Florida to catch up on his rest after the grueling Northern swing.

. . . England's Tom Jones dipping  
(Continued on page 52)

## Country Show for NARM

NASHVILLE—The Country Music Association will present "The Country Music Story" before members of the National Association of Record Merchandisers March 8 in Beverly Hills, Calif. The occasion marks the first time in the history of NARM that the organization has opened its doors to a trade association.

The CMA will make the presentation at a 10 a.m. business session which will be open for the first time to both NARM members and their wives at the

Century Plaza Hotel in Beverly Hills.

Hal Neely, CMA director in charge of the presentation, will offer both entertainment and facts on the growth of country music, as well as a profile of the typical c&w record buyer. The show will star Minnie Pearl, Tex Ritter, Ray Price and Loretta Lynn, and will include a film and slide presentation. Script advisers to Neely on the show include Billboard's Bill Williams and Paul Ackerman; Bob Shelton of The New York Times and Bill Hudson.

## Mack Launches Own Pub Firm

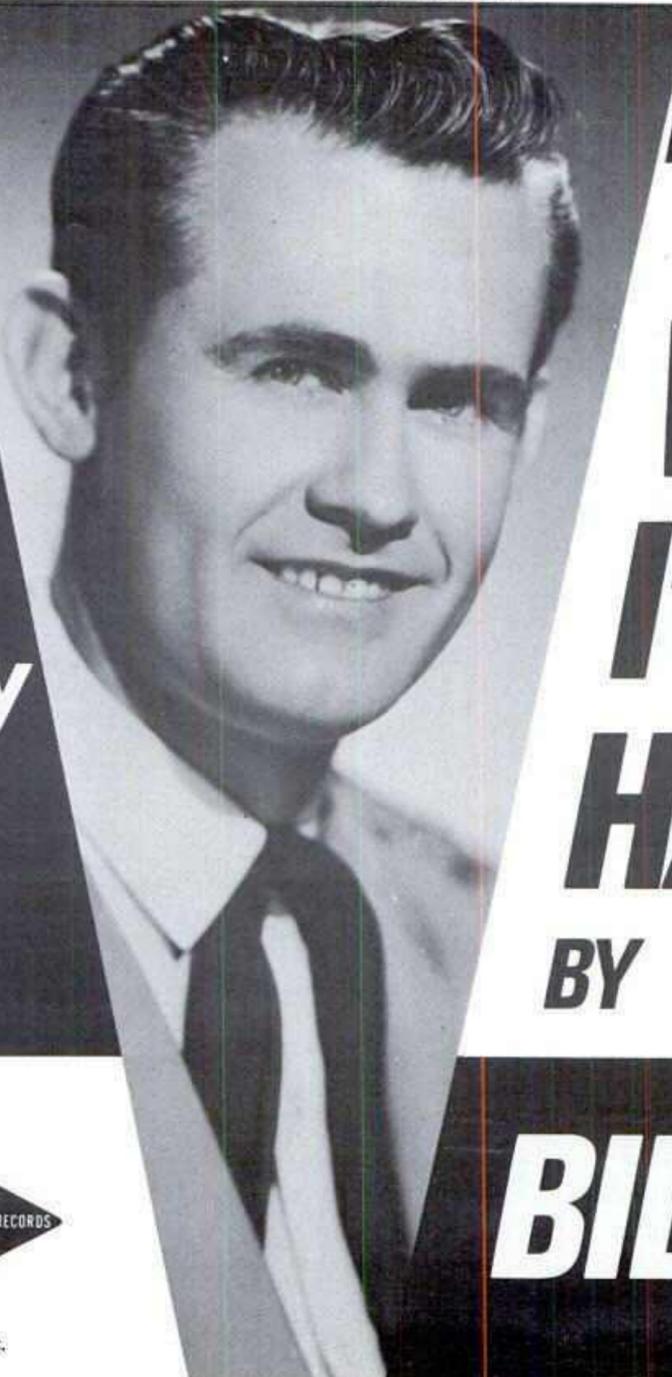
NASHVILLE—Warner Mack, Decca Records country star, this week opens his own music publishing firm, Page Boy Publications, at 806 16th Avenue, South.

Lin Brown will act as general manager of the company, which will include Mack's songs in its catalog. Dan Pate has been signed as an exclusive writer with Page Boy, and Brown is looking for new writers with good material.



JOHNNY TILLOTSON, left, MGM singing star, goes over the music for his Nashville recording session at the RCA Victor studios with Bill McElhiney, center, his music arranger, and producer Paul Tannen. Johnny's current MGM hit is "Tom Jones Is Back in Town."

A  
Big  
Country  
Hit!



"THE  
WORDS  
I'M GONNA  
HAVE TO EAT"

BY

BILL PHILLIPS

32074



DECCA RECORDS, a division of MCA, Inc.

Billboard SPECIAL SURVEY for Week Ending 3/4/67

**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
Billboard Award	2	I'M A LONESOME FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	12	39	46	YOU CAN HAVE HER Jim Edward Brown, RCA Victor 9077 (Harvard-Big Billy, BMI)	5
2	1	WHERE DOES THE GOOD TIMES GO Buck Owens, Capitol 5811 (Bluebook, BMI)	8	40	35	WHAT'S COME OVER MY BABY Dottie West, RCA Victor 9011 (Tree, BMI)	12
3	3	LOSER'S CATHEDRAL David Houston, Epic 10102 (Gallico, BMI)	11	41	43	HE'S GOT A WAY WITH WOMEN Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	5
4	6	I WON'T COME IN WHILE HE'S THERE Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	7	42	48	SWEET MISERY Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	3
5	8	WALK THROUGH THIS WORLD George Jones, Musicor 1226 (Glad, BMI)	7	43	44	I DIDN'T JUMP THE FENCE Red Sovine, Starday 794 (Southtown, BMI)	3
6	13	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca 32077 (Stallion, BMI)	8	44	47	WALK ME TO THE STATION Stu Phillips, RCA Victor 9066 (Acuff-Rose, BMI)	5
7	4	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	20	45	52	LIFE TURNED HER THAT WAY Mel Tillis, Kapp 804 (Wilderness, BMI)	3
8	7	HAPPY TRACKS Kenny Price, Boone 1051 (Pamper, BMI)	11	46	45	I CAN'T TAKE IT NO LONGER Hank Williams Jr., MGM (Ly-Rann, BMI)	11
9	9	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	14	47	57	MY KIND OF LOVE Dave Dudley, Mercury 72655 (Vector, BMI)	2
10	15	STAMP OUT LONELINESS Stonewall Jackson, Columbia 43966 (4 Star, BMI)	5	48	50	THE TOWN THAT NEVER SLEEPS Charlie Walker, Epic 10118 (Tree, BMI)	6
11	10	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	15	49	51	I DON'T WANT TO BE WITH YOU Conway Twitty, Decca 32081 (Wilderness, BMI)	3
12	5	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca 32034 (Sure Fire, BMI)	17	50	54	MAMA'S LITTLE JEWEL Johnny Wright, Decca 32061 (Moss-Rose, BMI)	10
13	19	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	6	51	53	DON'T PUT YOUR HANDS ON ME Lorene Mann, RCA Victor 9045 (Navahaminjo, BMI)	9
14	12	ONCE Ferlin Husky, Capitol 5775 (Harbot, SESAC)	14	52	55	LOVE MAKES THE WORLD GO ROUND Kitty Wells, Decca 32088 (Wells, BMI)	3
15	16	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	12	53	21	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	13
16	11	GREEN RIVER Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	12	54	65	FLY BUTTERFLY FLY Marty Robbins, Columbia 43845 (Mariposa, BMI)	2
17	14	A WANDERIN' MAN Jeannie Seely, Monument 987 (Pamper, BMI)	12	55	32	SOMEONE TOLD MY STORY Merle Haggard, Capitol 5803 (Bluebook, BMI)	10
18	18	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	17	56	58	OFF AND ON Charlie Louvin, Capitol 5791 (Stallion, BMI)	11
19	17	OH WOMAN Nat Stuckey, Paula 257 (Stuckey, BMI)	9	57	64	SWEET THANG Ernest Tubb & Loretta Lynn, Decca 32091 (Su-Ma/Stuckey, BMI)	2
20	27	FUEL TO THE FLAME Skeeter Davis, RCA Victor 9058 (Combine, BMI)	6	58	69	BOB Willis Brothers, Starday 796 (Jack, BMI)	2
21	22	URGE FOR GOING George Hamilton IV, RCA Victor 9059 (Gandolf, BMI)	7	59	66	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol 5831 (Freeway, BMI)	2
22	37	LONELY AGAIN Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	3	60	60	WALKER'S WOODS Ed Bruce, RCA Victor 9044 (Combine, BMI)	8
23	23	YOU BEAT ALL I EVER SAW Johnny Cash, Columbia 43921 (Southwind, BMI)	11	61	61	HARDLY ANYMORE Bob Luman, Hickory 1430 (Acuff-Rose, BMI)	3
24	24	GONE ON THE OTHER HAND Tompall & the Glaser Brothers, MGM 13611 (Jack, BMI)	10	62	63	THE ONLY THING I WANT Cal Smith, Kapp 788 (Sure Fire, BMI)	6
25	39	NO TEARS MILADY Marty Robbins, Columbia 43845 (Mojave, Noma, BMI)	5	63	—	BIRMINGHAM Tommy Collins, Columbia 43972 (Seashell, BMI)	1
26	29	COUNTRY BOY'S DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	12	64	72	FISHING ON THE MISSISSIPPI Bob Morris, Tower 307 (Bluebook, BMI)	2
27	33	DUMB BLONDE Dolly Parton, Monument 982 (Tree, BMI)	7	65	68	STOOD UP Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	3
28	38	HEART WE D'D ALL WE COULD Jean Shepard, Capitol 5822 (Central Songs, BMI)	6	66	67	BUT WAIT THERE'S MORE Justin Tubb, RCA Victor 9082 (Tree, BMI)	2
29	31	WORDS I'M GONNA HAVE TO EAT Bill Phillips, Decca 32074 (4 Star, BMI)	7	67	62	DON'T WIPE THE TEARS THAT YOU CRY FOR HIM Tommy Collins, Columbia 53972 (Seashell, BMI)	4
30	40	ALL OF ME BELONGS TO YOU Dick Curless, Tower 306 (Bluebook, BMI)	5	68	74	KICKIN' TREE Bonnie Guitar, Dot 16987 (Sun-Vine, BMI)	2
31	36	THE REAL THING Billy Grammer, Epic 10103 (Newkeys, BMI)	10	69	—	PARTY'S OVER Willie Nelson, RCA Victor 9100 (Pamper, BMI)	1
32	34	DROPPING OUT OF SIGHT Jimmy Newman, Decca 32067 (Newkeys, BMI)	8	70	—	ANYTHING YOUR HEART DESIRES Billy Walker, Monument 997 (Metro, BMI)	1
33	28	MABEL Skeets McDonald, Columbia 43946 (Central, BMI)	9	71	—	JACKSON Johnny Cash & June Carter, Columbia 44011 (Bexhell Quartet, ASCAP)	1
34	26	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	13	72	—	CHARLESTON RAILROAD Bobby Bare, RCA Victor 9098 (Southtown, BMI)	1
35	20	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	17	73	73	INSTANT LOVE Mitchell Torok, Reprise 0541 (Smooth/Noma, BMI)	3
36	41	DRIFTING APART Warner Mack, Decca 32082 (Page Boy, SESAC)	4	74	75	YOUR HANDS Johnny Dollar, Dot 16990 (Yonah, BMI)	2
37	42	I COME HOME A DRINKIN' Jack Webb, Decca 32087 (Sure Fire, BMI)	4	75	—	HASTA LUEGO Hank Locklin, RCA Victor 9092 (T.M., BMI)	1
38	56	NEED YOU Sonny James, Capitol 5833 (Bibo, ASCAP)	2				

Billboard SPECIAL SURVEY for Week Ending 3/4/67

**HOT COUNTRY ALBUMS**

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	1	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	8
2	3	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	6
3	2	OPEN UP YOUR HEART Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	7
4	5	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	11
5	4	NASHVILLE REBEL Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	9
6	6	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	14
7	7	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	19
8	8	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	20
9	11	WITH ALL MY HEART AND SOUL Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	5
10	9	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	22
11	12	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	17
12	14	TWO FOR THE SHOW Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	5
13	13	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	18
14	10	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	17
15	15	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	16
16	18	MY HEART'S IN THE COUNTRY Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	7
17	24	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	13
18	16	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	17
19	19	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	14
20	21	BIG BEN STRIKES AGAIN Ben Colder, MGM E 4421 (M); SE 4421 (S)	11
21	20	BAD SEED Jan Howard, Decca DL 4832 (M); DL 74832 (S)	12
22	23	COUNTRY GENTLEMAN Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	4
23	26	THIS I BELIEVE Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	4
24	17	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	19
25	25	TEARDROP LANE Ned Miller, Capitol T 2586 (M); ST 2586 (S)	6
26	27	OUR KIND OF COUNTRY Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	8
27	28	GREAT COUNTRY SONGS Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	12
28	33	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	27
29	30	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	8
30	—	SOUL OF A CONVICT Porter Wagoner, RCA Victor LPM 3683 (M); LSP 3683 (S)	1
31	39	HERE'S WHAT'S HAPPENING Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S)	3
32	—	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	1
33	—	FROM THE HEART OF TEXAS Bob Wills & the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	7
34	34	UNMITIGATED GALL Faron Young, Mercury MG 21110 (M); SR 61110 (S)	2
35	—	DOWNTOWN COUNTRY Connie Smith, RCA Victor LPM 3725 (M); LSP 3725 (S)	1
36	37	ALL OF ME BELONGS TO YOU Bonnie Owens & the Strangers, Capitol T 2660 (M); ST 2660 (S)	3
37	—	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	1
38	—	HANK & HANK JR. AGAIN Hank Williams & Hank Williams Jr., MGM E 4378 (M); SE 4378 (S)	1
39	40	BEST OF HANK THOMPSON. VOL. II Capitol, T 2661 (M); DT 2661 (S)	2
40	—	GAME OF TRIANGLES Bobby Bare/Norma Jean/Liz Anderson, RCA Victor LPM 3764 (M); LSP 3764 (S)	1

# I THREW AWAY THE ROSE — MERLE HAGGARD

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b/w Loneliness Is Eating Me Alive  
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## Country Music Foundation Gets Priceless Collection

NASHVILLE—A donation of priceless manuscripts, song sheets, recordings and a vintage Dobro guitar were presented to the Country Music Foundation this week on behalf of Lieut. William Settemire, who was killed in action in Vietnam a year ago.

The presentation was made by his mother, Mrs. Walter L. Settemire, of Mt. Vernon, Ill. Country Music Association President Paul Cohen, officers Jack Stapp and Bill Williams, and CMA executive director Jo Walker accepted the collection on behalf of CMF.

The manuscripts include complete lyrics to country music songs dating back to the early part of the century, original sheet music of old-time songs, and collections of general information about artists. The date of the metal Dobro has not yet been determined.

The entire collection will be placed in the Country Music Hall of Fame and Museum in Nashville, which is scheduled to be opened to the public April 1.

Lieutenant Settemire, the first Vanderbilt University graduate to die in the Vietnam war, was awarded the Purple Heart and Silver Star posthumously. He further was honored by the Republic of Vietnam.

While still in grammar school, Settemire began his country music collection. Through his high school years he traveled extensively and carried on correspondence in order to further his information. He selected Vanderbilt University for his college studies so he could be in Nashville, "close to country music."

Mrs. Settemire said her son told her, upon leaving for Vietnam, that if anything were to happen to him, he would want his collection placed where it would benefit the most people. He was mortally wounded less than a month after his arrival in Southeast Asia.

Mrs. Settemire brought the collection to Nashville for presentation to the Hall of Fame, and to witness a ceremony in behalf of her son at Vanderbilt. A room in the ROTC Building at the university was named for him Feb. 21. A portrait of the war hero was presented to Vanderbilt Chancellor Alexander Heard.

Mrs. Settemire said an additional collection of old country music records would be forwarded to the Foundation in the near future.

### NEW ALBUM RELEASES

• *Continued from page 43*

#### POLYDOR

VARIOUS ARTISTS—Die Spitzenreiter 1966; 237 318

VARIOUS ARTISTS—Folklore Festival, Vol. 10 Peru Peru; 84034

HORST WENDE—Accordeon a la Carte; 249 101

#### POLYDOR INTERNATIONAL

THE LOLLIPOPS; 623 028

#### RCA VICTOR

WALTON: SYMPHONY NO. 1—London Symphony (Previn); LM 2927, LSC 2927

#### REPRISÉ

THE ELECTRIC PRUNES; R 6248, RS 86248

#### ROULETTE

SHEP & THE LIMELITES—Our Anniversary; R 25350, SR 25350

#### SKYLAND

GOSPEL NEWS QUARTET—The Lights of Home; LP 4004

#### SONG BIRD

REV. ORIS HAYS—Tribute in Prayer; SBLP 202



Little Jimmy Dickens is at his novelty best in his newest release, "Country Music Lover" (Columbia 44025). His enthusiastic rendition and fresh new sound should add up to a single that goes to the top of the charts. It could be a repeat of Jimmy's success with "Bird of Paradise." A key contributor to Jimmy's long line of hits and great sound is his Gibson guitar . . . the choice of experienced professionals everywhere.

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CHET ATKINS, center, presents RCA Victor artist Archie Campbell with the label's Cockfight Trophy, as a&r man Bob Ferguson looks on. A dubious-looking Campbell accepts the award, "symbolic" of the artist's winning results with his latest Victor single, "The Cockfight."

## Nashville Scene

into Nashville's song bag again, following the smash hit results with "Green, Green Grass of Home." This time the popular singer revived the Danny Dill-Mel Tillis country tune, "Detroit City," which was a hot disk for Bobby Bare, Billy Grammer and Ben Colder. The tune is from Cedarwood's catalog. . . . Justin Tubb's new release on RCA Victor features two songs Justin penned himself. "But Wait There's More" and "The Second Thing I'm Gonna Do" are published by Tree. . . . Bobby Bare excited about his "Charleston Railroad" single on RCA Victor. The disk is picking up much airplay and could top his "Streets of Baltimore" side. . . . Brite-Star Record Co. moving its Nashville offices to the Stahlman Building downtown. Gerry Nicks is general manager of the branch office. . . . Alex Kramer, one half of the Alex Kramer-Joan Whitney songwriting team, claims Slim

Whitman's "What's This World a Comin' To" is busting big in several major markets. The duo penned the tune which Whitman waxed for Imperial. . . . Roger Miller will make his first appearance in Texas in two years at the San Antonio Municipal Auditorium March 19. With Roger will be Sue Thompson, Hickory Records' artist. The twosome will do the charity show to benefit the Pop Warner Football League for underprivileged children. . . . Chet Atkins has a new single out on Victor, bringing back some familiar rock tunes, "What'd I Say" and "Charlie Brown" in his inimitable pickin' style. . . . Songwriter Eddie Miller just completed a session with his daughter Pamela on Tower Records. Pam's current Tower release is "Little Bitty Cry," which was promoted by her mother, Barbara, a songwriter in her own right. Another talented and musical family.

## Yesteryear's Country Hits

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

### COUNTRY SINGLES— 5 Years Ago March 3, 1962

1. Walk on By, Leroy Van Dyke, Mercury
2. A Little Bitty Tear, Burl Ives, Decca
3. Misery Loves Company, Porter Wagoner, RCA Victor
4. Losing Your Love, Jim Reeves, RCA Victor
5. That's Ma Pa, Sheb Wooley, MGM
6. Lonesome Number One, Don Gibson, RCA Victor
7. A Wound Time Can't Erase, Stonewall Jackson, Columbia
8. Crazy, Patsy Cline, Decca
9. Alla My Love, Webb Pierce, Decca
10. Soft Rain, Ray Price, Columbia

### COUNTRY SINGLES— 10 Years Ago February 23, 1957

1. Young Love, Sonny James, Capitol
2. There You Go/Train of Love, Johnny Cash, Sun
3. Singing the Blues, Marty Robbins, Columbia
4. I'm Tired, Webb Pierce, Decca
5. Knee Deep in the Blues, Marty Robbins, Columbia
6. I've Got a New Heartache/Wasted Words, Ray Price, Columbia
7. Crazy Arms, Ray Price, Columbia
8. I Walk the Line, Johnny Cash, Sun
9. Too Much, Elvis Presley, RCA Victor
10. Am I Losing You? Jim Reeves, RCA Victor

## WGNY & FM Go Full-Time C&W

ST. LOUIS — Signaling a switch-over to full-time, day and night, country and western programming, radio stations WGNY and WGNY-FM announced a greater St. Louis contest to select a Miss Country and Western.

Chuck Norman, president and

general manager of the stations, starts the stations' full-time c&w policy March 1 with a salute to country and western music.

Miss Country and Western will be selected from applicants received from greater St. Louis entrants. Winner will be awarded numerous prizes, including an all-expense trip to Las Vegas during the Decoration Day holidays and will be featured in the stations' country and western promotions.

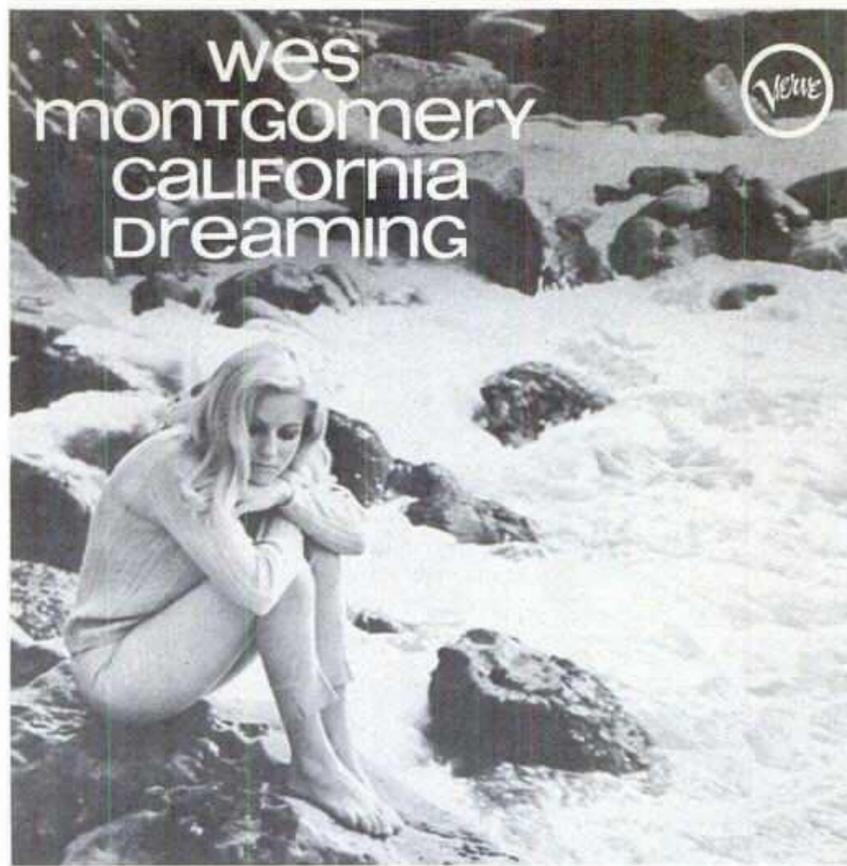
The increasing popularity and interest in the Nashville Sound prompted the stations to change their format to exclusive country and western music, Norman said.

#### WARNER BROS.

JAMES LAST ORCH.—The American Patrol; W 1680, WS 1680  
THE SAN SEBASTIAN STRINGS—The Sea; W 1670, WS 1670  
HANK THOMPSON'S Brazos Valley Boys; W 1679, WS 1679

# NORTH SOUTH EAST & WES.

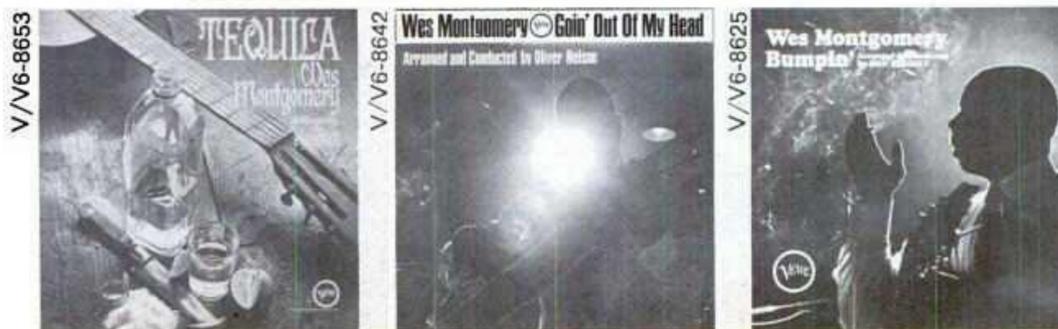
All over the country, DJs are playing ten new hits by Wes Montgomery. All on one record:



But we couldn't get 'em all on a single, so we pulled the top two out of the air!

**CALIFORNIA DREAMING**  
—b/w Mr. Walker VK-10489—

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# GOSPEL MUSIC

## Pathway Initiates Series of Seminars

CLEVELAND, Tenn.—A series of seasonal sales seminars has been initiated by Pathway, gospel music distributors, as part of the company's expansion and sales scheme, according to H. Bernard Dixon, general sales manager.

The first of this series of workshops in specialized sales training and company promotions was held here Jan. 27-28.

Under the guidance of Norman Smiddy, national sales manager, Pathway's sales force converged on Cleveland from representative areas of the country and was familiarized with the growing line of Pathway's prod-

uct, including the latest sales promotion techniques.

"A number of executives from the various recording and music companies were on hand to give previews of their forthcoming record and music releases," Dixon said.

Among those present were Joel Gentry, president of Sing-Skylite Recordings, Atlanta; Paul Mickelson, president of Supreme Records, Glendale, Calif.; Don Aultman, president of Worship Records, Cleveland, Tenn., and Connor Hall, director of the Tennessee Music & Printing Co. and Vaughan Music Publishers. "Each executive inspired the Pathway agents with his presentation during the two-day conclave," Dixon said.

Pathway, experiencing unprecedented sales volume over the last few months, publishes religious books and music, and distributes exclusively gospel recordings on Sing, Skylite, Temple and Worship labels.

### Theme on Travel

NEW YORK — Discover America, Inc. will soon unveil its theme song by John Cacavas and Charles Wood, who were involved in creating material for Sen. Everett McKinley Dirksen's album. The corporation has instituted an all-media campaign to foster travel within the United States. "Discover America" will be published by Chappell & Co.

## Mom Speer Featured in New Album

NASHVILLE — The Speer Family recently recorded their 18th album and their fourth LP for Heart Warming. The session was highlighted by the voice of Mom Speer, who was featured on six of the 12 selections recorded.

The new album will be titled "The Speer Family Rejoices With Mom." It commemorates the recent return to full-time traveling of gospel music's gracious "First Lady," who had been in semi-retirement for three years because of the illness of her late husband.

This is the first record release by the Speers since the hiring of tenor Harold Lane. Lane's arrangements of "Jesus Passed By" and "Mansion Over the Hilltop" spotlight the album with a modern touch. The Speers are already staging these numbers, and the renditions have brought applause from their fellow singers as well as the audience.

In addition to Speer Family musicians Ben Speer and Ann Sanders, instrumentalists for the session included some of the finest in Nashville in Harold Bradley, Ray Edenton and Pete Wade on guitars; Buddy Harmon, drums; Bobby Moore, bass; Henry Slaughter, organ and clavietta, and Marvin Hughes, piano, organ, vibes and harpsichord.

The album will be released this month.



THE NEW LOOK AND SOUND of Jake Hess and the Imperials are evident from this picture taken at the RCA Victor studios in Nashville. The Imperials, left to right, are Gary McSpadden, baritone; Jim Murray, tenor; Armond Morales, bass; Jake Hess, lead singer and manager. Backing the quartet are Dave Mathes, guitar; Larry Benson, drums and organ, and Joe Noscheo, piano.

## Jake Hess and Imperials Take on New Look & Sound

NASHVILLE—Jake Hess and the Imperials, one of the leading gospel groups in the country, have taken on a new look and sound for 1967. Since their formation in December 1963, the Nashville-based Imperials have rapidly risen to the top in the gospel field and have innovated many changes in the gospel singing world.

Today, the group numbers seven, with the addition of two musicians to incorporate the Nashville sound. Along with the piano, the Imperials now tour with a combo organ, guitar, clavietta, electric bass and drums to provide a more sophisticated background for their well-known vocal sound. This novel addition

to the group gives the Imperials added impact on their personal appearances and on their records.

The gospel group records for Heart Warming Records and the new sound will be available on their next LP, which they will be recording this month in Nashville.

The group is currently on tour in the Midwest, playing several college dates. The Imperials were the first inspirational group to appear on college campuses and their 1967-1968 schedule includes many new collegiate dates as well as repeat performances. Their new look and sound should be well accepted by college audiences.

## RCA CUTS CHI; RUBINSTEIN SET

CHICAGO—RCA Victor has recorded the Chicago Symphony in an Ives album conducted by Morton Gould and will wax Schumann's "Piano Concerto" conducted by Carl Maria Giulini with Artur Schnabel as soloist. The Ives LP includes the "Orchestral Set No. 2," which Gould conducted in its American premiere here. Also on the album are the "Robert Browning Overture" and "Putnam's Camp." The pressing was the first for the "Orchestral Set." A fall release is planned. The other disk will mark Giulini's first appearance on Victor.

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HWS 1909/HWM 1909



HWS 1910/HWM 1910



HWS 1919/HWM 1919



HWS 1902/HWM 1902



LPS 1882/LPHF 1883



HWS 1901/HWM 1901



HWS 1918/HWM 1918

## HEART WARMING RECORDS

136 4th Ave. N. • Nashville, Tenn. 37219

## Myers Puts Acta in Action

LOS ANGELES — Kenny Myers, general manager of Dot's new top 40 label, Acta Records, has moved into his own quarters, released his debut disk and reunited himself with Morris Diamond in an executive capacity.

Diamond has been hired by Myers as Acta's sales promotion manager. The two formerly worked together at Mercury in Chicago for four years; Myers as marketing vice-president and Diamond as national promotion director.

Myers compares Acta to Mercury's Smash subsidiary in that both labels work with autonomy while utilizing the distribution

network of the parent company.

Acta's first group is the American Breed, signed to a one-year pact. The Chicago male quartet's bowing single is "I Don't Think You Know Me." Myers says he plans signing all initial acts to one-year contracts with options. He envisions releasing up to six singles by each act to test his ear against public acceptance.

Myers will work with independent producers for product. "I'm not in the production business," he said in his new office at 6565 Sunset Boulevard. "I'm a marketing man."

Acta's followup product will be released within the next week. There are three backup acts to the American Breed, according to the general manager who chose not to reveal their names.

The Acta label, Myers explained, is part of the "Acta division" which will function as a distributor for other companies through Dot's own branches and independent outlets.

## SHAPED NOTES

By HERB WOOD

The all-night gospel sing held in Nashville's War Memorial Auditorium each month will feature Jake Hess and the Imperials, the Swanee River Boys, the Singing Rambos, the Rebels and the Frost Brothers on the March program. . . . Darol Rice, RCA Victor's a&r man for sacred music, flew into Nashville last week to record the Statesmen. . . . The Oak Ridge Boys nominated for a NARAS Grammy award this year, have just returned from a tour of Mexico and California and are presently appearing in Mobile, Ala. . . . The Happy Goodman Family, also up for a Grammy award, are touring Texas and Alabama. . . . The Singing Rambos will appear in Mobile, Ala., with the Oak

Ridge Boys this week. . . . During the first week in March, the Imperials will play dates, including several college appearances, in Allentown, Pa.; Dayton, Ohio, and Chicago. . . . The Rebels and the Harmony Four, with Bob Scott, are booked for a big sing at the F. S. Jackson Auditorium, Punxtawney, Pa., April 11. . . . Joel Gentry, president of Sing and Skylite Records of Atlanta, in Nashville on business last week, accompanied by Larry Goss, of Goss Bros. Productions. Larry was recently discharged from the Army after serving with the active reserves.

GOSPEL MUSIC

# 6 Songs in Country Academy's Running

LOS ANGELES—Six tunes have been nominated for song of the year honors for the second annual Academy of Country/Western Music Awards show next Monday (6).

The top tunes are: "Apartment Number 9," "Husbands and Wives," "Swinging Doors," "Terrible Tangled Web," "The Bottle Let Me Down" and "Waiting in Your Welfare Line."

A total of 21 awards will be presented at the Beverly Hilton Hotel, with TV actor Lorne Greene master of ceremonies. Theme of the show which intertwines between the award presentations is "Country Music—Made Hollywood." Performers in this show will include Tex Ritter, Bonnie Guitar, Tex Williams, Sons of the Pioneers, Ray Price and Sheb Wooley.

A partial list of nominees

which Academy members are currently voting on includes: top male vocalist—Glen Campbell, Merle Haggard, Roger Miller, Buck Owens, Wynn Stewart, Tex Williams; top female vocalist — Kay Adams, Molly Bee, Bonnie Guitar, Jonie Mosby, Bonnie Owens; top vocal group—Canadian Sweethearts, Everly Brothers, Joe and Rose Lee Maphis, Johnny and Jonie Mosby, Bonnie Owens and Merle Haggard; most promising male vocalist—Bobby Austin, Dick Curless, Eddy Downs, Glenn Garrison, Jerry Inman, Billy Mize, Red Simpson; most promising female vocalist — Jeannie Black, Betty Foster, Faye Hardin, Alice Rene, Cathy Taylor; top producer — Lee Hazelwood, Ken Nelson, Fuzzy Owen, Cliffie Stone, Scotty Turner; publishers—Blue Book, Central Songs, Four-Star, Owen Publishing, Sea Shell.

# D. C. Unit Sets '67-'68 Series

WASHINGTON, D. C.—The 1967-1968 season of the Washington National Symphony again will consist of 20 concert pairs on Tuesdays and Wednesdays. Guest conductors will include Sir Malcolm Sargent, Albert Wallenstein, and Enrique Garcia-Alensio, new assistant conductor of the orchestra. Most concerts will be led by Howard Mitchell, music director.

Visiting orchestras returning to the series are the Czech Philharmonic and the Boston Symphony. In addition, subscribers can receive free tickets to a pre-season bonus concert by Wolfgang Sawallisch and the Vienna Symphony. The nine

pianists on the series are Artur Schnabel, Van Cliburn, Rudolf Serkin, Philippe Entremont, Andre Watts, Byron Janis, Jean Casadesu, Gina Bachauer, and David Bar Illan.

Aram Khachaturian will make his American debut as guest conductor for the orchestra on Jan. 23 and 24 with cellist Karine Georgian, a Tchaikovsky Award winner, also debuting. Violin soloists will be David Oistrakh, Zino Francescatti, Michael Rabin, Valery Klimov and David Nadien. Other soloists will include guitarist Andres Segovia and soprano Victoria de los Angeles. The series will close April 9 and 10 with a special adaption of Wagner's "Parsifal" with Jess Thomas in the title role. Thomas appears on Philips on the Bayreuth Festival recording of the opera.

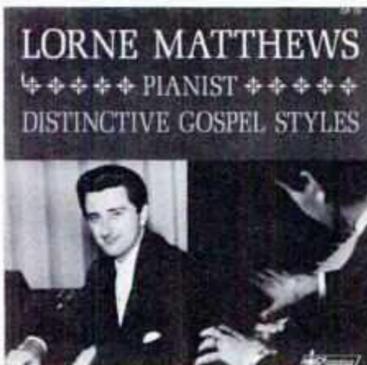
Subscription concerts also will be given in Atlanta, Baltimore, Buffalo, Cleveland, Dallas, Denver, Detroit, Houston, Kansas City, Los Angeles, Milwaukee, Minneapolis, Montreal, New Orleans, Pittsburgh, Rochester, San Francisco, Seattle and Toronto.



# New Gospel Records



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THE McDUFF BROTHERS  
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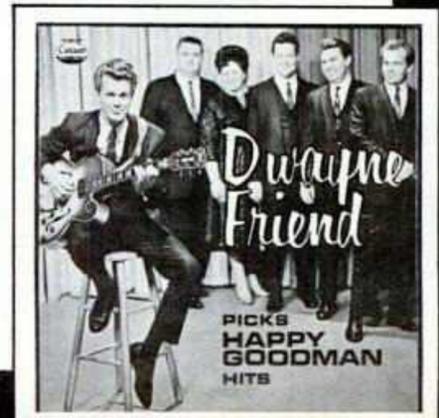


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THE DIXIE ECHOES  
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J. D. SUMNER AND THE  
INCOMPARABLE STAMPS  
QUARTET

Skylight 6048 (M)

There's plenty of name power here, including the voices of Don Sumner, J. D. Sumner, Jim Hill and James Blackwood. The material includes "Who Am I," "God's Heaven," "Gonna Build a Mountain," etc. Well produced.



**GOSPEL SPOTLIGHT**  
THE OAK RIDGE QUARTET  
SINGS RIVER OF LOVE

Skylite 6045 (M)

The Oak Ridge Quartet continues to turn out sterling and inspiration material. Tunes here include "My Heavenly Father," "I Know" and "Without God." This is always consistent in sales in the gospel field.

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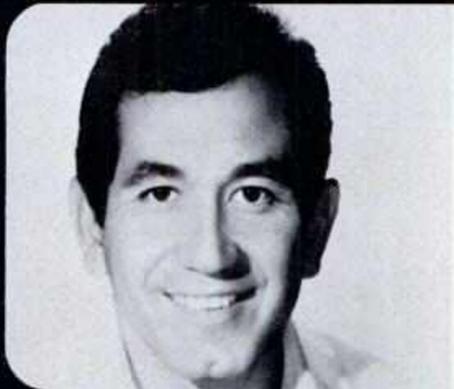
**DOT 16998 B/W "WHAT IF THEY GAVE A WAR AND NO ONE CAME?"**

**by PAT BOONE**

**PRODUCED BY RANDY WOOD & SNUFF GARRETT**

**Title Song From The OTTO PREMINGER Film - A PARAMOUNT RELEASE**

# SINGLES ACTION!



**"GONNA GET ALONG WITHOUT YOU NOW"**

**TRINI LOPEZ** 0547

**"TINY BUBBLES"**

0575 **DON HO**



**"SIT DOWN I THINK I LOVE YOU"**

**THE MOJO MEN** 0539

**"IF YOU'RE THINKIN' WHAT I'M THINKIN'"**

0544 **DINO, DESI AND BILLY**



**"I HAD TOO MUCH TO DREAM (LAST NIGHT)"**

**THE ELECTRIC PRUNES** 0532



## 'Lara's Theme' Enraptures Europe

LONDON — "Lara's Theme" from "Dr. Zhivago" is rapidly assuming the proportions of one of the biggest and potentially durable successes in the history of movie background music, ac-

ording to reports from European centers. Known in its English-language vocal version as "Somewhere My Love," the composition is achieving outstanding results across Europe in terms of cover versions, disk sales and sheet music, as the film with score by Maurice Jarre of France enjoys long runs.

Combined sheet music sales in Britain, France and West Germany have passed 100,000 in six months. Record versions in France and Belgium have sold heavily. LP's containing "Lara's Theme" have sold about 2 million copies in West Germany.

In Italy "Lara's Theme" forms a major part of a current trend towards movie music. While not a disk hit in Scandinavian countries as yet, the melody shows sign of becoming a standard and strengthening Jarre's reputation initially won by his score for "Lawrence of Arabia."

### Six in French

Of the six French-language versions, the biggest sellers in France are those by John Williams (Polydor) and Los Compagnons de la Chanson (CBS). The Williams disk is the biggest hit in that artist's career and the all-time Polydor best seller here. Williams' EP has sold 260,000 to date, the single, 63,000 and the LP, 26,000. Polydor also is distributing the original MGM soundtrack, which has sold 71,000 as an EP and 26,000 as an LP. For the first in its history, Polydor has been printing

sales figures on the sleeves in the same way as publishers do with best selling books.

According to Jacques Kerner, president of Polydor (France), "The song has become a grand classic and we expect sales to continue on a pretty high level for many months."

CBS (France) reports the EP by Les Compagnons de la Chanson has sold 292,500 copies to date. The LP containing the song has sold 62,240 copies and the single, 23,200. In Belgium the Ray Conniff version has sold 16,250 singles, 2,250 in LP's and 2,100 in EP's, while the Compagnons' recording has sold 12,500 singles, 1,800 LP's and 5,800 EP's.

There are 16 French orchestral versions, 11 foreign orchestral treatments and four foreign vocal versions available in France and Belgium in a total of 37 different pressings. Barthe Labertini, head of France Melodie, the publisher, reported that more than one million units have been sold in France and Belgium in various recordings. In addition, France Melodie has sold the heavy quantity of 60,000 copies of the sheet music.

### U. K. Versions

In Britain, 50,000 sheet copies have been sold in six months. There are at least 14 English-language disk versions, with the most successful single being by the Mike Sammes Singers (HMV). Otherwise the coverage has been mainly instrumental via Mantovani (Decca), Manuel and His Music of the Mountains (Columbia), Sounds Orchestral (Piccadilly) and Roger Williams (London). Robbins publishes it here. The "Dr. Zhivago" soundtrack is available on MGM, while Ray Conniff's performance is on CBS in single and album form. Polydor is re-releasing Gunther Kallman's treatment in single and album form.

In West Germany, Polydor is using the song to promote several pop album releases. Included are "Film Hits," "Fritz Wunderlich in Vienna," "Instruments Forever" with James Last's Band, "Accordion a la Carte" with Herbert Wende, and sets by The Who and The Lovin' Spoonful. Kurt Edelhagen's Band includes "Lara's Theme" in "Swing Goodies," which offers German "all of the swing music classics you missed during the Hitler era," when swing was banned as "decadent."

Other versions available in Germany include the Ray Conniff and Andre Kostelanetz ver-

(Continued on page 64)



JOAN BAEZ, Vanguard recording artist, receives a gold disk from Takai Yanai, managing director of King Records, Ltd., Vanguard distributor in Japan. The presentation was made at the Tokyo Hilton Hotel.

## Epstein Inks Deal to Form Belgium Firm

AMSTERDAM — Brian Epstein's Stigwood-Yaskiel International and Basart Music of Amsterdam have signed a deal setting up a Stigwood-Yaskiel company in the Benelux countries to operate in the music and artist management fields. The pact followed talks at the recent MIDEM Trade Fair in Cannes between Lawrence Yaskiel and Guus Jansen Jr. of Basart.

The new company will seek local and international performing talent, and exchange products with other Stigwood-Yaskiel offices on the Continent as well as in Britain.

It also intends to purchase material from independent producers for marketing and distribution by local record companies.

The operation will be based at the Basart offices in Amsterdam and Brussels.

## Musimart Marks 20th Yr. With Expansion Program

MONTREAL — Musimart, Ltd., celebrating its 20th anniversary as record distributors this year, is currently in the midst of expansion. The company has been Canadian distributors for the Vanguard and Vox labels virtually since their formation, and last year was named Canadian distributors for the French and German Polydor lines, which in the first year doubled anticipated sales.

Musimart President George Erick has announced several additions to staff. Guy Bertrand, formerly national sales and promotion manager for all French product with London Records

of Canada, is now in charge of repertoire selection at Musimart, also involved in the special sales area. A new sales representative, Andre Archambault, formerly with London, has joined the Montreal sales force of Luc Dionne and Renauld Ouellet, under sales manager Rudy Asally. New record sales representative in Winnipeg is Mark Anderson, also previously with London. Announcement of a new sales representative in Toronto, to join sales supervisor Ben Michaels and representative Shelly Rosenberg, is expected soon. Musimart also has a Vancouver office, staffed by Michael Wise.

To celebrate its 20th anniversary, Musimart is offering a special program to record dealers "in gratitude for their support over 20 years."

Musimart's electronics division is also expanding. The company now represents such English firms as BSR, with its line of record changers; Goldring's line of diamond and sapphire needles; Permanoid wire and cable; Newmarket transistors and transistorized amplifiers, and Musimart expects the addition of the following products in the near future: a top quality high fidelity cartridge; a high quality amplifier-tuner; a wide range of speakers to include both low and medium-priced speakers for equipment manufacturers and top quality speaker-enclosure systems for the home hi-fi enthusiast. Musimart's sales force on the electronics side is headed by Rudy Vinet, who recently added Bill Spece to the Ontario sales staff.

## PHILIPS BOWS A NEW DANCE

HAMBURG—Philips is introducing a new dance to West Germany—the "Cha cha-polka," with its singles release the "Kathink-Cha-Polka."

The recording, by Bela Sanders orchestra, is the first release in Germany of the new dance step. Philips describes the new dance as combining the "Latin fire" of the cha cha with the "yeasty zest" of the polka.

The choreography for the new step was done by Hamburg dance teacher Gerd Haedrich. The new step has been accepted by the German Federation of Dance Instructors (Allgemeinen Deutschen Tanzlehrer-Verband), and is now being taught in almost all dance schools in West Germany.

## UA Bows Singles Line Accenting Foreign Acts

• Continued from page 1

the Bluesbusters of the West Indies, the Northern Lights of Sweden, Manuela Vargas; Adriano Celentano, a top vocalist in Italy; Mina of Italy, Roy Black of Germany, and Adamo of Belgium.

Part of the promotion for the new label—to boost sales of both singles and albums—will

be a sampler album featuring the best tracks of the vocalists. Eyre said that all college radio stations would be serviced with the album, as well as all good music AM and FM stations in the nation.

"The whole point is, whether by chance or design, we now have a firm nucleus of artists who are No. 1 in their countries. These artists deserve exposure on American radio."

## GEMA, ZDF Resume Talks

MAINZ — GEMA and the Second German Television Network (ZDF) have resumed negotiations on a settlement on the performing rights society's claim for \$2,225,000 against the network.

GEMA's claim is based on the network's use of the GEMA repertory in 1966. The performing rights society has taken the case to court, but at the last minute GEMA agreed to hold off court action and resume negotiations.

The ZDF paid GEMA \$1 million for use of its repertory in 1965. This was based on an agreement providing for payment of 5 per cent of the network's income from advertising revenue plus 1.8 pfennigs per viewer.

This agreement was carried over in 1966, but when GEMA presented its bill, calculated on

the old agreement, for \$4,225,000, the network claimed the amount was excessive and balked at paying.

West German television is financed by a fee of \$1.25 paid monthly to the German post office by TV set owners, plus a limited amount of advertising.

The ZDF is the smaller of West Germany's two TV networks. Aside from the negotiations over payment of the 1966 royalties, the ZDF and GEMA are discussing a new agreement to replace that now prevailing. The ZDF is proposing a flat payment of \$35.70 per minute of televised music; GEMA is demanding roughly double this amount or \$70 per minute.

West Germany's First Program (the ARD) pays GEMA 5 per cent of advertising income plus 6 pfennigs per viewer.

## CBS Germany Gala Series

FRANKFURT—CBS Schallplatten is offering a "Galakonzert" series of 10 LP's, designed to provide a new dimension to classical music enjoyment.

The "gala concert" series ranges from Bach to Richard Strauss, and groups classical gems according to themes.

Titles in the series are "Till Eulenspiegel," "Les Preludes," "Overtures" from famous operas, "Balletmusik," "Grand Canyon" (Ferde Grofe's Grand Canyon Suite and Revuelta's "Sensemaya"), "España" (based on Chabrier's music plus music by Ravel and Bizet), "Serenade" (with music by Bach, Mozart, Tchaikovsky), "Schauspielmusik" (with offerings from Mendelssohn Bartholdy's "Midsummer Night's Dream," Bizet's "L'Arlesienne" suite No. 1 and music from Grieg's "Peer Gynt"), "Rhapsodies" (from

Liszt, Brahms and Sibelius), and "Slavic Music" (from Tchaikovsky, Balakirev, Glinka, Borodin, and Rimsky-Korsakov).

Each LP in the series is priced at \$5.25.

CBS is promoting the "Gala Concert" as offering classical music enthusiasts the chance to buy records with a complete program under the separate themes with world-famous conductors and orchestras.

Conductors for the series are Leonard Bernstein, Eugene Ormandy and Bruno Walter. Orchestras are the New York Philharmonic, the Columbia Symphony and the Philadelphia Symphony.

CBS' "Gala Concert" series is in line with the new development on the German music market stressing "theme" classical recordings.



CHARLIE & INEZ FOXX prepare to throw good-luck coins in the fountain of London's Trafalgar Square. Their r&b single on Musicor, "Come by Here," will be included in their first Dynamo Records album, which will be distributed by Musicor.

# HERB & THE BRASS WADE IN THE WATER

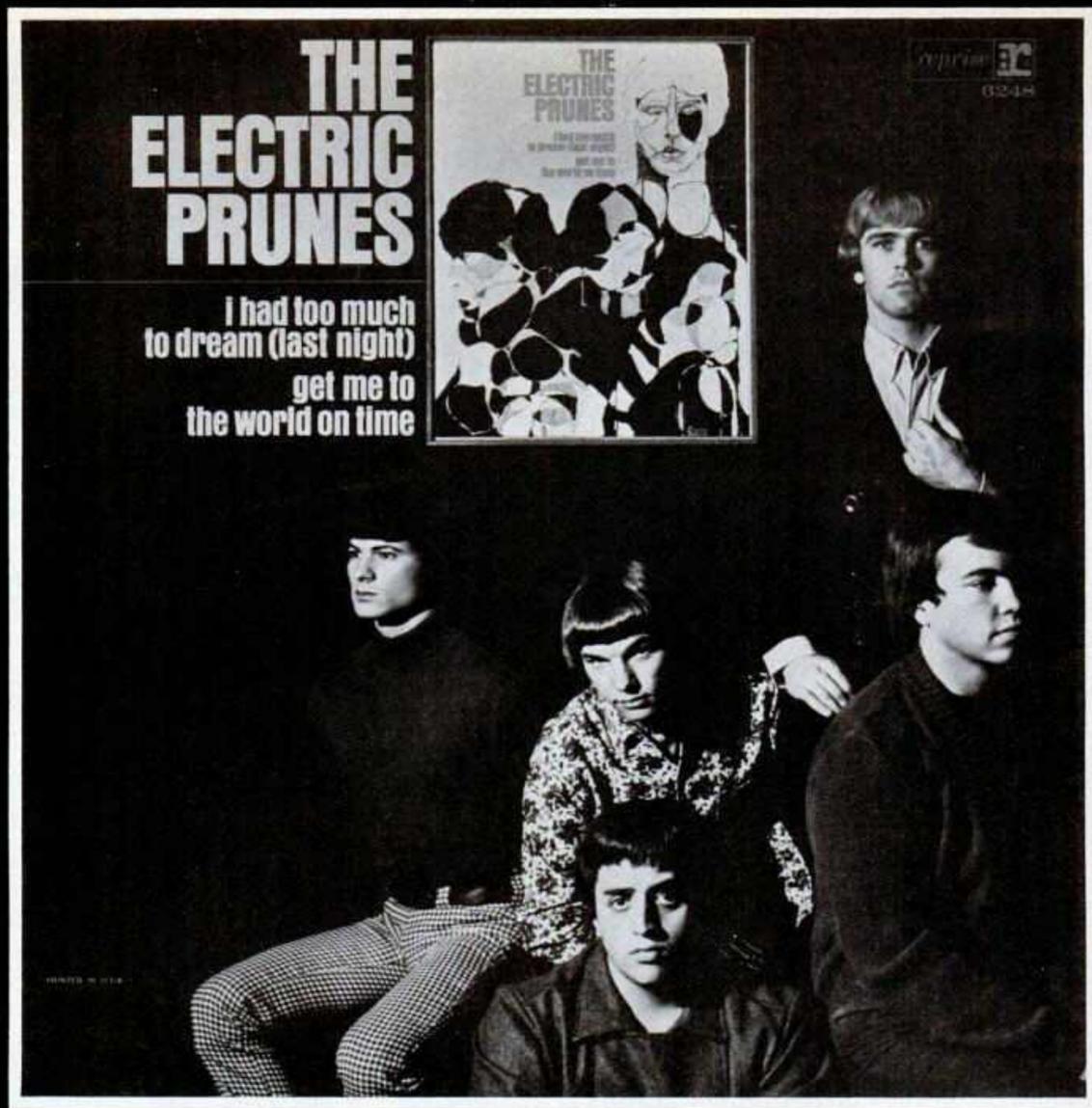


**B/W MEXIGAN ROAD RAGE**



**840**

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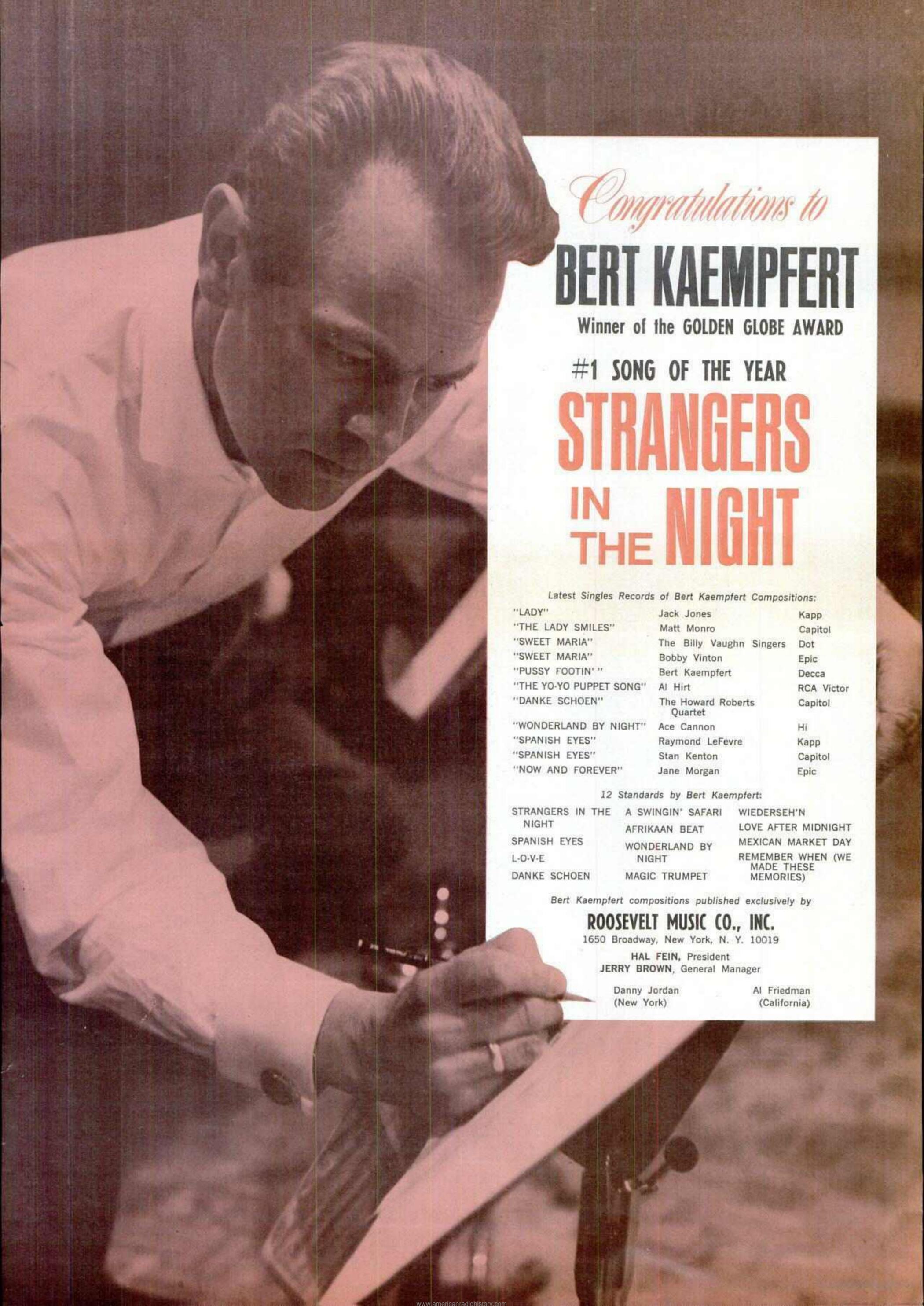
FEATURING THEIR RUNAWAY SINGLE SMASH...

**"I HAD TOO MUCH TO DREAM (LAST NIGHT)"**

0532



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"THE LADY SMILES"	Matt Monro	Capitol
"SWEET MARIA"	The Billy Vaughn Singers	Dot
"SWEET MARIA"	Bobby Vinton	Epic
"PUSSY FOOTIN' "	Bert Kaempfert	Decca
"THE YO-YO PUPPET SONG"	Al Hirt	RCA Victor
"DANKE SCHOEN"	The Howard Roberts Quartet	Capitol
"WONDERLAND BY NIGHT"	Ace Cannon	Hi
"SPANISH EYES"	Raymond LeFevre	Kapp
"SPANISH EYES"	Stan Kenton	Capitol
"NOW AND FOREVER"	Jane Morgan	Epic

*12 Standards by Bert Kaempfert:*

STRANGERS IN THE NIGHT	A SWINGIN' SAFARI	WIEDERSEH'N
SPANISH EYES	AFRIKAAN BEAT	LOVE AFTER MIDNIGHT
L-O-V-E	WONDERLAND BY NIGHT	MEXICAN MARKET DAY
DANKE SCHOEN	MAGIC TRUMPET	REMEMBER WHEN (WE MADE THESE MEMORIES)

*Bert Kaempfert compositions published exclusively by*

### **ROOSEVELT MUSIC CO., INC.**

1650 Broadway, New York, N. Y. 10019

HAL FEIN, President  
JERRY BROWN, General Manager

Danny Jordan  
(New York)

Al Friedman  
(California)



THE FOUR TOPS meet with Jean-Jacques Timmel, center, of Pathe-Marconi's International Department, during the Motown artists' recent Paris promotion trip.



BOB McGRATH, Nippon-Columbia artist, signs autographs for young fans during his recent trip to Tokyo. McGrath returns to Japan in June.



SANDY POSEY receives a gold record for more than 50,000 copies sold of her single, "Born a Women," from Mort Nasatir, president of MGM Records, who presented the award for Quality Records, MGM's Canadian distributor.



THE RED CARPET TREATMENT is extended by representatives of Fabrica de Discos Rosenblit Ltda. to the David Kapps upon arrival in Rio. From left is Romeo Nunes, Jona Silva, Zelia Camera and the Kapps.

## Teldec Issues 10 Rare LP's In Budget Line

HAMBURG—Teldec is riding the classical baroque boom with 10 new budget-line LP's angled at connoisseurs of vintage baroque.

Five titles are being promoted as "rarities for the baroque lover." These consist of such little-known baroque composers as Claude Balbastre, Antoine D'Auvergne, Francois Francoeur and Francois Couperin. The fifth title has oboe concertos by Haendel.

These disks are grouped under the heading "Musical Heritage From a Rich Past."

Five other LP's in the Teldec series are being promoted as "essential records for the collection of the dedicated baroque buff." These disks are "Flute Concertos From the 18th Century," Mendelssohn's String Symphonies Nos. 9, 10 and 12 and Modest Mussorgsky's "Pictures at an Exhibition" together with Debussy's "La Cathedrale engloutie."

The two other titles are "Festliche Konzert-Soiree" with overtures from Donizetti, Rossini, Offenbach and Verdi and baroque numbers by the Goettinger Boys' Choir.

The 10 baroque LP's are priced at \$4.

## CCGC in Disk Pitch Step-Up

AMSTERDAM — CCGC plans for further joint promotion of record sales in Holland during 1967 are expected to be announced at a reception next Tuesday (7) marking the 50th anniversary of the first jazz record release by RCA Victor in the U. S.

CCGC director Piet Beishuisen will give details of further combined advertisements to be placed in the daily newspapers publicizing LP's from all record firms, a unique form of joint activity in the record world.

Each firm participates in these advertisements in ratio to the share of the market it obtained according to the most recent statistics.

## Philips King Pitch

HAMBURG—Philips is giving all-stops-out promotion to its just-released recording of "Der Koenig und Ich" ("The King and I"), which the record company says is a "great German musical event."

The Philips recording of "The King and I" is under the musical direction of Franz Allers, who was acclaimed in Germany for the first production in this country of a German version of "My Fair Lady."

Allers received the "diamond disk" award for the success of his German version of "My Fair Lady." The Philips recording of "Der Koenig und Ich" is based on the production of the hit musical at the Munich Staatstheater am Gaertnerplatz, which had its premiere there last April.

Philips' promotion of the disk aims at catching the momentum achieved by the Munich staging.

## From The Music Capitals of the World

### AMSTERDAM

The Rolling Stones will probably start their European tour in Holland March 25. They will visit 12 countries in 21 days. . . . "Hey Joe," debut single hit by Jimi Hendrix, has hit the top 40 here. Hendrix was due to star on Dutch TV on Friday (3), and is taping another spot for transmission later this month. . . . Basart Records sold British rights for its Yugoslavia LP to London-Globe. It was recorded last year here with various Yugoslavian artists living and working in Holland. . . . The "Psychedelic Sounds" album by the Ventures is moving well for Liberty and getting a lot of Hillversum airplay. . . . Negram-Delta is mounting two big rhythm and blues campaigns this month, concentrating on artists like Geno Washington, Jimmy James, the Alan Bown Set, Chuck Jackson, Memphis Slim and Jimmy Witherspoon. . . . Sonny and Cher received a golden record from Dutch Polydor managing director Evert Garretsen at the Amsterdam Hilton to mark 100,000 sales of "Little Man." . . . Holland's most successful beat group, the Golden Earrings (Atlantic in U. S.) has cut its second album, "Winter Harvest." . . . Conny van Bergen has landed a BBC-TV show.

BAS HAGMAN

### BRUSSELS

Mireille Mathieu appears at the Ancienne Belgique, Brussels, from March 3 to 8. . . . Ardmore and Beechwood has the world rights of the Salvatore Adamo songs "Inch Allah," "Je Vous Offre," "Ensemble" and "Sont-ce Vos Bijoux." The four songs were recorded during Adamo's appearance at the Olympia Theater, Paris. Oscar Saintal has already recorded instrumental versions of the four titles. The LP "Adamo—Olympia 67" is a big seller in Belgium and "Inch Allah" is top of the best-seller lists. . . . Charles Aznavour visits Belgium this month for appearances at Anvers, Liege and Charleroi. . . . RCA has released the first disk of the Youngbloods, "Grizzly Bear." . . . Following the tremendous success of the soundtrack LP from "The Sound of Music," RCA has released a single of Julie Andrews singing "Edelweiss."

### LONDON

Frank Ifield, the Seekers and Tom Jones have been set to top successive variety stints in April and May at the London Palladium after end of the Cliff Richard and Shadows pantomime, "Cinderella," Ken Dodd heads the show which takes over at this top London venue June 2. Eddie Kassner is accompanying the British group, the Equals, on an eight-day tour of Germany. His President label has scored its first UK chart entry with the Casinos "Then You Can Tell Me Goodbye." . . . Brian Epstein's act, the Dakotas, have recorded a single, "I'm an 'Ard-Working Barrow Boy," for rival manager, Larry Page's label, Page One. . . . EMI has scheduled two HMV label singles acquired through its ABC Records pact. Both recorded by acts which have switched to other labels—Ike and Tina Turner's "I'm Hooked," recorded for Ray Charles' Tangerine label before he moved to Mercury. George Fame will record a live album at London's Festival Hall March 8 for a CBS album to follow his debut LP which he completes this week.

EMI is cutting back its singles schedule to about 18 records a week. In some recent weeks, the company has issued as many as 35 singles. Derek Lawrence and Peter Eden have been signed to produce records for the company. . . . UK manufacturers produced 8,799,000 records in November,

latest government statistics reveal. This was a drop of 19 per cent on the output in November 1965. Album production rose slightly, but 45's output tumbled 31 per cent. . . . Also down was production of 7½'s (for export only). However, total exports were up 4 per cent and accounted for 17 per cent of manufacturers sales. The companies sales in November were worth \$6,700,000. . . . Stanley Black is set to make his first appearance as a conductor of a symphony concert May 24 with the Royal Philharmonic Orchestra.

Antony Kent, a director of Music Marketing Associates, has joined trumpeter Eddie Calvert's Gabriel Music firm as general manager. Kent's Bryanston Music catalog will be handled under the new setup. . . . Disney Music president, Jimmy Johnson, attended the reception to launch the "Music of Walt Disney," Buena Vista charity album, at the London headquarters of the Spastics Society. . . . Northern Songs which published John Lennon and Paul McCartney's 100 songs and a few numbers by George Harrison reckons its current year's profit will soar to at least \$2,260,000 partly because of the acquisition of another Beatles' company, Lenmac Enterprises. Lennon and McCartney are the principal stockholders in the company. . . . After 18 months in the U. S., where he produced disks by the Kingsmen, Mark Wilder returned here and will rejoin Don Arden. . . . Dave Clark has revived Mary Johnson's hit, "You've Got What It Takes." . . . Former EMI promotion man, Kenny Baker, has joined Atlantic at Polydor here.

London record dealer Harry Morgan is launching his own label, Masquerade, in mid-April. It will go through independent distributors. First signings are French artist Barbara and actor Arthur Mullard. . . . Giorgio Gomelsky is scheduled to negotiate several recording deals in America this week. He produces French star Johnny Hallyday's records and will record an Otis Redding-penned number with him in Memphis. . . . Pickwick (U.K.) is doing boom business with its cut price (\$1.49) album of TV star Warren Mitchell singing World War I songs soldier style. Issued on the company's Allegro label, the record goes through chain stores and other outlets besides record dealers. . . . Italian star Bobby Solo flies here March 13 to record his first single for the Page One label. The company's chief, Larry Page, was set to return to London Friday (24) after (discussing U. S. tour dates for the Troggs, setting American release for his new act, "The Loot," and acquiring repertoire for Page One. . . . Radio Scotland, 15-month-old off-shore station, stated that it will close down when the marine offenses bill, currently before Parliament, becomes law. . . . The Byrds were set to visit Stockholm last Tuesday (28), followed by Denmark and Italy, returning to London March 10 for five days promotion work.

Rolling Stone Bill Wyman produced a new single, "Deed I Do" by Moon's Train, for MGM here. . . . Denny Cordell, producer of George Fame's hits, and hot new British group, the Move, flies to New York next Saturday (4) to find a U. S. arranger to co-operate on future sessions and to discuss U. S. plans for his New Breed management company, represented by the Richmond organization in the U. S. . . . Philips scheduled an EP of Jerry Lee Lewis versions of "Green, Green Grass of Home" and "Detroit City." . . . EMI has released Carl Perkins' "Country Boy's Dream," acquired from Laurie's subsidiary Dollie. . . . The Rik Gunnell Agency will handle British business for Grief Garris Management of Los Angeles, whose acts include the New Christy Minstrels. The L. A. firm will handle Gunnell acts in

(Continued on page 64)

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# 'Lara's Theme' Enraptures Europe

• Continued from page 58

sions in Columbia (CBS), the soundtrack and another LP treatment on MGM, four versions on Electrola, one on Philips, one on Sabs, and performances on Vox, Teldec, Command and Vogue. "Dr. Zhivago" has been playing to packed houses in West Germany for five months. Gerig Musikverlage, a sub-publisher, has sold 5,000 copies of the sheet music.

There are seven Scandinavian versions thus far, including four in Sweden, where it is known as "Nanstans Nangang (Somewhere Sometime)." Most of the Scandinavian success to date has been in Sweden.

## Swedish Pressings

The Swedish pressings are by Marianne Columbia, Lasse Londahl (CBS), Dee-Jays (Olga), and the Country Four (Amigo). The Amigo disk is the most successful. The soundtrack also is faring well in Sweden, which is unusual for an instrumental film score. Reuter and Teuter is the Swedish sub-publisher.

Norway's only local disk treatment at present is by Ase Thoresen on Triola of the Bendiksen group. Bendiksen's Scandia Musikforlag is the sub-publisher. The soundtrack LP is being pressed in Norway, which is unusual for albums. Iversen, the MGM licensee, reports worthwhile sales in advance of the film's Norwegian premiere.

In Denmark, where the theme is called "Et Sted Min Ven (Somewhere My Friend)," the local waxings are by Paul Bundgaard (Tono) and Kobenhavnerkoret (HMV). The sub-publisher Morks Musikforlag reports good results from the soundtrack album. Among imported performances, the Ray Conniff LP is the most prominent on Scandinavian album charts. Other versions available are by James Last (Polydor), Nini Rosso (Sonet), Roger Williams (Kapp), Billy Vaughn Orchestra (Dot), Willy Schobben (Artone) and Frank Sinatra (Reprise). Most of these are available throughout Scandinavia.

At least 600,000 records sold, five months in the top 15 chart and 44 releases on 32 labels are the success statistics of "Lara's Theme" in Italy where it is sub-published by Curcig.

The first single version was by Al Korvin (GTA), and was released in May 1966. September brought Bob Mitchell (RIFI) and the MGM Singing Strings (MGM-Ricordi), and then a deluge comprising Milena (Carosello-Curci), Orietta Berti (Polydor), Connie Francis (MGM), James Last (Polydor), Rita Pavone (RCA), Santi Latora (Durium), Maurice Jarre (MGM).

Aldo Pagaci (Original Disc), Tom Patrick (CMS), Franck Pourcel (EMI), Roger Williams (Kapp), Nini Rosso (Durium), Ray Conniff (CBS), Les Compagnons De La Chanson (CBS) and Angela (Thunder).

The song became a record hit before the "Dr. Zhivago" movie was premiered in November. Further record versions at all speeds have followed from UA, MGM, Decca, Somerset, Circus, Vedette, Bluebell, Vik, Ivoce Del Padrone, Dot, Liberty, Bar-

clay, Pye, King, Universal, Reprise, RCA Victor, Sprint, Vis Radio, Cetra, Slinger, Rotsberg, Best Sellers and Tokio.

"Lara's Theme" is constantly played on the air and in public places, and a high performing fee income is forecast. Several local recordings of it have been leased abroad, notably that by Al Korvin, which GTA has placed in 28 countries in Europe, the Far East and South America.

"Lara's Theme" is one of several movie tunes getting maximum exposure here and developing into major copyrights. Also particularly successful is "Un Homme et Une Femme" which had many vocal and instrumental versions.

More recently multi-recorded is Charles Chaplin's "This Is My Song" theme from "Countess of Hong Kong." So far, this is available in 13 versions, including eight recorded here.

## DGG Series on Violin Music

HAMBURG — Deutsche Grammophon's Archive Series is issuing several new recordings illustrating the development of violin literature in the baroque era.

The new releases consist of concertos of Italian composers of the 18th Century (Tartini, Nardini), symphonies of Flemish composer Pierre van Malder and the sonatas of J. S. Bach.

Archive is using release of the new violin literature recordings to promote the sale of earlier Archive Produktion recordings in this field.

Such releases, which back-

ground the development of violin literature in the baroque era, include the recording of the first-known sonata for the violin, published by Giovanni Cima in 1610; the compositions of Giovanni Gabrieli, the first great composer to write important works for the violin; and recordings of the works of Vivaldi, Corelli, Bach, Handel and Telemann.

Other baroque composers represented by recordings now topical with release of the baroque violin titles are Giuseppe Torelli, Geminiani and Locatelli.

## From The Music Capitals of the World

• Continued from page 62

the U. S. Pete Townsend, of the Who, is writing a special number for the group's next U. S. Decca single, which will be issued to tie in with its March 22 U. S. tour.

GRAEME ANDREWS

## LOS ANGELES

Steve Waltner of Corby Record Productions in San Gabriel is producing Bobby Mac sessions for release on Moonglow. Artist's debut rhythm and blues single is "Walkin' Together." Jerry Zarembo has joined the parent company's disk arm, Corby Records, as an artist.

Kama Sutra will supply an original score for the Cine 7 film production of "Jordi." Writers Tony Bruno and Sal Trimachi will head the music company's creative force on the project, the first for the record label. . . . Recent film assignments: David Rose scoring "Dundee and the Culhane," a new TV series; George Romanis making his film debut scoring "Eight on the Lam" starring Bob Hope; Samuel Matlovsky, New York-based composer scoring "Games" for Universal, his debut film project; Henry Mancini scoring "Wait Until Dark" for Warner Bros.

Mike Clifford appearing at the Ye Little Club in Beverly Hills, his first Coast appearance at an adult bistro. . . . Herman's Hermits will top line an hour musical on ABC-TV April 23 titled "Goli." . . . Don Ho and Edward Brown, business management expert, have formed Ho-Brown Productions for disk, film and personal appearance ventures. Robin Wilson signed as first disk artist. The company is preparing a TV special

to star Ho which will be shot in Hawaii. . . . Julie London has followed Rosemary Clooney into the Century Plaza.

The Greek Theatre Assn. has paid the City \$50,000 owed as one year's rent for the outdoor amphitheater. Now the Parks Commission is proposing GTA sign a 10-year pact and pay future rent in the form of \$541,000 worth of repairs. . . . Donte's in the Valley is showcasing Mary Ann McCall, with backing by Marty Harris, Red Mitchell and Frankie Capp; the Afro Blues Quintet Plus One, Pete Jolly Trio, the Roger Kellaway Trio and Howard Roberts Quartet. . . . Lee Magid, Della Reese's manager is booking talent for a new jazz spot, Marty's on the Hill, in Baldwin Hills. He has already slotted Gabor Szabo, O. C. Smith and Jack Wilson.

Ralph Ferraro's original score for the Universal film, "The King's Pirate," was recorded by Joseph Gershenson and a 50-piece orchestra. . . . Petula Clark makes her film debut in the Warner Bros. feature "Finian's Rainbow," recreating the role of Sharon, played on Broadway by Ella Logan. Filming begins in June. Miss Clark has just cut a tune from a more contemporary musical flick, "The Cool Ones," for the same studio. Tune out of the rock 'n' rolling musical is "High," composed by Lee Hazelwood. . . . "Where the Action Is," Dick Clark's touring teen show has snared bookings from March 25 through April 23 for such headliners as Neil Diamond, P. J. Proby, Keith, Tommy Row, Billy Joe Royal, Hardtimes, Action Kids and Dale Wright's band.

ELIOT TIEGEL

## MANILA

Sam the Sham and the Pharaohs played to fair-sized audiences for 10 days at the Araneta dome coliseum in Cubao, Quezon City. . . . Top singles on the Philippine airwaves are Atco's Wilson Pickett's "Land of 1000 Dances"; Connie Francis, most popular U. S. recording star in this country, and her "Spanish Nights and You"; Buck Owens' "Together Again," and "Winchester Cathedral" by CBS' New Happiness. . . . Norma Balagtas, just arrived from Ohio, is back in circulation with a hit single, "Black Is Black."

LUIS M. A. TRINIDAD

## MILAN

Independent producer Clyde Otis and Durium's Giampero Scussel have concluded an arrangement whereby material emanating from Otis and Eden Music will be released here by Durium. First release is "After Loving You" and "Put the Best on the Outside," by Jean Wells. . . . Fox Records has begun its own distribution organization. . . . Little Tony (Durium) is in line to star in a film, "Cuore Matto" (Crazy Heart), inspired by his San Remo entry. . . . Bluebell has inaugurated Mini label with a single by the newly signed Fiammetta and the Stormy Six combo.

Tony Del Monaco (CGD) has left for appearances in Spain, U. S. and Canada.

Qualiton, the Hungarian classical catalog will be distributed in Italy by Ducale-Italdisc. . . . Alfieri publishing manager Bob Lumbroso has returned from London after supervising Italian language recordings by Peter and Gordon of "Morning's Calling" and "Flower Lady." Alfieri is the Italian sub-publisher for Pandg Music. . . . First albums containing selections from San Remo have come from Rifi, Curci and Fonit-Cetra. . . . Peppino Gagliardi has switched from Saar to Det Records, a division of the Campi group. . . . The first Italian version of "Winchester Cathedral" has been recorded by Antonio Marchese for Fonit-Cetra. . . . The Beach Boys' "Good Vibrations" sold more than 50,000 within 15 days of its release, according to EMI. . . . Caterina Caselli (CGD) has recorded English versions of her hits "Perdono" and "Un Uomo D'Oro" for British CBS. . . . Bluebell has released an album called "We'll Be Together Again" by Santo and Johnny, whom it has signed exclusively for the world.

Composer-arranger Tony Hatch here to direct the English version recording of Little Tony's San Remo hit "Cuore Matto." According to Durium, the tune has passed 500,000 in sales in four weeks after release. It will be launched in the U. K. by Pye Records, under the title "Long Is a Lonely Night." . . . Meazzi Records participates in the April 1-3 Malta Festival, with Illy Bonato and Maximiliano. . . . Bobby Solo (Ricordi) flew to Paris for TV appearances and to support his French distributor, Disques Festival, in promoting his San Remo tune, "Canta Ragazzina."

Sandy Posey (MGM) recorded four titles in Italian for rush release and filmed TV segments here. . . . Durium has a new record studio, with a 20-channel 4-track Telefunken controller, separate 8-channel mixer and acetate cutters. . . . Caterina Caselli (CGD) and Giorgio Gaber (Rifi), both performers at San Remo, will star in a daily TV show for teen-agers beginning this month. . . . In Madrid, Mina (Rifi) promoted her versions of two San Remo tunes, "Canta Ragazzina" and "L'Immensita." In 1965 and 1966 her versions of San Remo tunes, "E Se Domani" and "Una Casa in Cima Al Mondo," became chart toppers, although she has not competed in the Remo festival in recent years. . . . Singer-composer Memo Remigi (Cemed-Carosello) was in Madrid to present new compositions and his San Remo number, "Dove Credi di Andare." . . . Lucio Salvin, Ricordi press and promotion manager, to London to organize the Trogg's first Italian tour. . . . The Byrds

and Simon & Garfunkel (CBS) are due here for TV.

GERMANO RUSCITTO

## MUNICH

The Saba label has concluded a long-term deal with Prestige of America, for German release. . . . The first German TV network screened a 60-minute show, "New York," featuring extracts from the Broadway productions "Mame," "Annie Get Your Gun" and "Show Boat" and an interview with composer Jerry Herman. . . . East Germany's Amiga label released four American LP's, Pete Seeger's "We Shall Overcome"; "At Newport" featuring Count Basie and Lester Young; "King" by Nat Cole; and Joan Baez's "Folk Song."

JIMMY JUNGERMANN

## NEW YORK

Marvin Frank joined Dorothy Ross' publicity office. . . . Diane Terman, public relations director for Audio Fidelity Records, recently became a mother for the first time. The Terman's daughter is Deborah Rose. . . . David Morris, Peer-Southern vice-president, is on an extended tour of Europe, where he will be visiting branch offices in Sweden, Germany, Holland, Italy, England and France. . . . Orchestra leader Richard Maltby now managing an octet called the Potent Eight. . . . The Sun Spots set for a four-weeker at the Latin Quarter beginning March 28. . . . The Highwaymen gave a concert date at Queens College on Feb. 24. . . . Alan Dischel has been signed as an exclusive writer by S. and J. Music.

Faron Taylor, new Columbia Records artist, currently at the Living Room. . . . Eddie Hazell tapes a guest shot on Merv Griffin TV show on March 13. . . . Johnny Mathis to appear at Seton Hall University on April 27. . . . Premier Talent Associates signed the Crystals. . . . Jimmy Ruffin into the Friars Club, Toronto, March 6-11. . . . Stevie Wonder to give a concert at Cornell University next Friday (3). . . . The Isley Brothers have a concert date at Delaware Valley College, Doylestown, Pa., on March 10. . . . Vic Mizzy will compose the score for Universal's "Perils of Pauline."

Neil Bogart, national sales manager for Cameo/Parkway, became the father of a girl, Jill Barri, on Feb. 16. . . . Herb Alpert and the Tijuana Brass will star in their first full-hour TV special over CBS on April 24. . . . Gale Garnett, RCA Victor artist, set for an April tour in which she will perform in concert halls and visit Air Force bases in Japan, Cambodia, Thailand, Guam and the Philippines. . . . Benny Goodman and his sextet have been signed by the Schaefer Beer Co. to do a 60-second radio commercial. . . . Bob Sherr left the Mishkin Agency to join agent Peter Witts Beverly Hills office. . . . The Rascals, Atlantic Records group, scheduled for a European junket from May 15 to June 14. . . . Milva, singer from Italy, returns to the Hotel St. Regis Maisonette for one month beginning March 27.

Kai Winding has resigned his duties as music director of the New York Playboy Club to devote full time to his production company, producing music for TV and radio commercials, and his other musical interests. . . . Gene Krupa and his quartet return to New York to headline at the Metropole from March 17 to April 2. . . . The Arbors, Date Records quartet, have been booked for club dates in Peoria, Ill., next Thursday and Friday (2-3). . . . Herman's Hermits scheduled to tape an ABC-TV special in California for viewing in April. . . . Riz Ortolani will write the score for the Embassy film "Woman Times 7." . . . Lyricist-composer Ervin Drake has written the theme music for Joe Cates' "Coliseum" CBS-TV specials. . . . The Bitter End Singers have been set by Action Images as the youth image of the National Coffee Institute, whom they will represent in all 196 appearances. . . . Sam the Sham and

(Continued on page 66)

## Phonogram Unveils Stereo Classical

AMSTERDAM—The expansion in the stereo classical market here has been underlined by the introduction of a Grandioso series of classical albums by Phonogram.

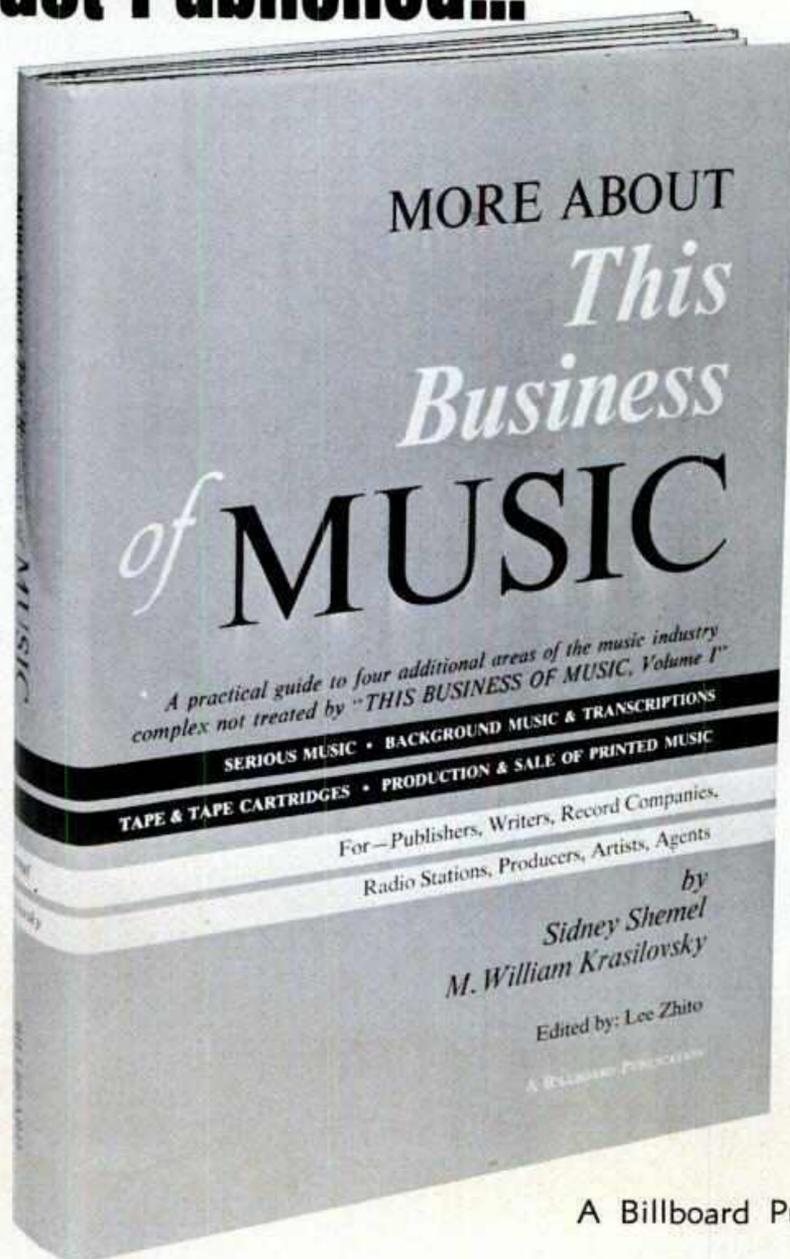
"The sales results of an older LP series of classical music in mono only were so impressive and the number of stereo phonographs on the market has increased to the extent of a big release in classical stereo is fully justified now."

Phonogram label manager Leo Boudewijns said. "It will not effect the rest of our classical repertoire."

## Dance Records

SAN JUAN, P. R. — Latest dance rhythm in Central America and the Caribbean is the Peregrina, developed by Mike Vazquez, manager of the Latin division of Music, Music, Music, Inc. Several Puerto Rican records of the dance are available.

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## AUSTRALIA

This Week	Last Week	Title	Artist
1	—	I'M A BELIEVER	The Monkees (RCA)—Leeds
2	2	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Palace
3	—	SNOOPY VS. THE RED BARON	Royal Guardsmen (Festivals)
4	1	FRIDAY ON MY MIND	The Easybeats (Parlophone)—Alberts
5	3	BIG TIME OPERATOR	The Id (Spin-Festival)
6	—	WHAT AM I DOING HERE WITH YOU	Bev Harrall (HMV)
7	—	COALMAN	Ronnie Burns (Spin-Festival)
8	4	MELLOW YELLOW	Donovan (Epic)—Southern
9	—	GEORGY GIRL	The Seekers (Columbia)—Chappells
10	—	WORDS OF LOVE	Mama's and the Papa's (RCA)

## BRITAIN

(Courtesy Record Retailer)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	THIS IS MY SONG	Petula Clark (Pye)—Leeds-Ernie Freeman
2	4	RELEASE ME	Engelbert Humperdinck (Decca)—Burlington-Charles Blackwell
3	2	I'M A BELIEVER	Monkees (RCA)—Screen Gems-Jeff Barry
4	10	HERE COMES MY BABY	Tremeloes (CBS)—Angusa-Mike Smith
5	—	PENNY LANE/STRAWBERRY FIELDS FOREVER	Beatles (Parlophone)—Northern-George Martin
6	3	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY	Rolling Stones (Decca)—Mirage/Mirage-Andrew Oldham
7	11	PEEK-A-BOO	New Vaudeville Band (Fontana)—Hournew—Geoff Stephens
8	9	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)—Copyright Control—Gernhard
9	5	MATTHEW AND SON	Cat Stevens (Deram)—Cat-Mike Hurst
10	17	MELLOW YELLOW	Donovan (Pye)—Donovan-Mickie Post
11	6	I'VE BEEN A BAD BOY	Paul Jones (HMV)—Leeds-John Burgess
12	13	I WON'T COME IN WHILE HE'S THERE	Jim Reeves (RCA)—Metric-Chet Atkins/Bob Ferguson
13	20	EDELWEISS	Vince Hill (Columbia)—Williamson-Bob Barratt
14	8	SUGAR TOWN	Nancy Sinatra (Reprise)—Criterion-Lee Hazelwood
15	34	ON A CAROUSEL	Hollies (Parlophone)—Gralto-Ron Richards
16	18	IT TAKES TWO	Marvin Gaye and Kim Weston (Tamlam-Motown)—Carlin-Stevenson/Cosby
17	7	NIGHT OF FEAR	Move (Deram)—Essex-Denny Cordell
18	12	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Burlington-Peter Sullivan
19	32	THERE'S A KIND OF HUSH	Herman's Hermits (Columbia)—F.D.&H.—Mickie Most
20	19	SINGLE GIRL	Sandy Posey (MGM)—Mecolico-Chips Moman
21	38	DETROIT CITY	Tom Jones (Decca)—Southern-Peter Sullivan
22	16	I'M A MAN	Spencer Davis Group (Fontana)—Island-Island
23	14	HEY JOE	Jimi Hendrix (Polydor)—Yamata-Yamata
24	15	LET ME CRY ON YOUR SHOULDER	Ken Dodd (Columbia)—Dominion-Norman Newell
25	21	INDESCRIBABLY BLUE	Elvis Presley (RCA)—Carlin
26	23	LAST TRAIN TO CLARKSVILLE	Monkees (RCA)—Screen Gems-Boyce/Hart
27	42	GIVE IT TO ME	Troggs (Page One)—Dick James-Larry Page
28	26	STAY WITH ME BABY	Walker Brothers (Philips)—Essex-Johnny Franz
29	29	I'VE PASSED THIS WAY BEFORE	Jimmy Ruffin (Tamlam-Motown)—Carlin-Dean/Weatherspoon
30	—	GEORGY GIRL	Seekers (Columbia)—Springfield-Tom Springfield
31	35	BEAT GOES ON	Sonny and Cher (Atlantic)—Carlin-Sonny Bono

32	24	98.6	Keith (Mercury)—Screen Gems-Gerry Ross
33	22	STANDING IN THE SHADOWS	Four Tops (Tamlam-Motown)—Carlin-Holland and Dozier
34	25	RUN TO THE DOOR	Clinton Ford (Piccadilly)—Carlin-John Schroeder
35	33	MORNINGTOWN RIDE	Seekers (Columbia)
36	27	1 FEEL FINE	Cream (Re-Action)—Dratleas-Robert Stigwood
37	28	SITTING IN THE PARK	Georgie Fame (Columbia)—Jewel-Denny Cordell
38	30	YOU ONLY YOU	Rita Pavone (RCA)—Chappell-Norman Newell
39	40	MICHAEL	Geno Washington (Piccadilly)—Jewel-John Schroeder
40	31	PAMELA, PAMELA	Wayne Fontana (Fontana)—Hournew—Reed
41	—	SO GOOD	Roy Orbison (London)—Acuff-Rose-Rose/Vienneau
42	39	WHAT WOULD I BE	Val Doonican (Decca)—Marvel-Ken Woodman
43	—	I'LL TRY ANYTHING	Dusty Springfield (Philips)—Raintree-John Franz
44	—	THIS IS MY SONG	Harry Secombe (Philips)—Leeds-John Franz
45	—	MEMORIES ARE MADE OF THIS	Val Doonican (Decca)—Campbell-Connelly-Ken Woodman
46	—	THEN YOU CAN TELL ME GOODBYE	The Casinos (President)—Acuff-Rose-Gene Hughes
47	49	WORDS OF LOVE	Mama's and the Papa's (RCA)—Dick James-Lou Adler
48	—	COLD LIGHT OF DAY	Gene Pitney (Stateside)—Bron-Pitney/Kahn
49	36	HAPPY JACK	Who (Re-Action)—Fabulous-Kit Lambert
50	—	AL CAPONE	Prince Buster (Blue Beat)—Melodisc-Melodisc

## EIRE

(Courtesy New Spotlight, Dublin)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER	Monkees (RCA Victor)—Screen Gems
2	2	HOUSE WITH THE WHITEWASHED GABLE	Drifters (Pye)—Copyright Control
3	3	MATTHEW AND SON	Cat Stevens (Deram)—Cat Music
4	4	STEP IT OUT MARY	Tom Jones (Major)—Copyright Control
5	5	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Burlington
6	7	NIGHT OF FEAR	The Move (Deram)—Essex
7	9	GENTLE MOTHER	Big Tom McBride (Emerald)—Hyde Park Music
8	—	RUBY TUESDAY	Rolling Stones (Decca)—Mirage
9	6	MUIRSHEEN DURKIN	John McEvoy (Pye)—Segway
10	—	I'VE BEEN A BAD, BAD BOY	Paul Jones (HMV)—Leeds

## FINLAND

(Courtesy Ilta-Sanomast)

This Week	Last Week	Title	Artist
1	9	I'M A BELIEVER	The Monkees (RCA)
2	1	LITTLE MAN	Sonny & Cher (Atlantic)—Westerlund
3	4	RAWHIDE	Matti Heinvahto (Decca)—Fazer
4	7	RAWHIDE	Frankie Laine (CBS)—Fazer
5	5	AJETTIIH DA TSIKANAISET	Heli Keinonen (Scandia)—Scandia
6	6	GOOD VIBRATIONS	The Beach Boys (Capitol)—Scandia
7	2	NO MILK TODAY	Herman's Hermits (Columbia)—Scandia
8	13	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Scandia
9	3	SUNNY GIRL	Johnny (Scandia)—Scandia
10	10	YOU DON'T HAVE TO SAY YOU LOVE ME	Kristine Hautala (Scandia)—Scandia

## 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	KILIMANJARO	Pascal Danel (A.Z.)—Le rideau Rouge

4	9	LES CACTUS	Jacques Dutronc (Vogue)—Alpha
5	5	LES PLAY BOYS	Jacques Dutronc (Vogue)—Alpha
6	10	PAR AMOUR PAR PITIE	Sylvie Vartan (RCA)—Labrador
7	3	IL FAUT RANGER TA POUPEE	Hugues Aufray (Barclay)—La Compagnie
8	6	J'ATTENDRAI	Claude Francois (Philips)—Meridian
9	8	SI J'ETAIS UN CHARPENTIER	Johnny Hallyday (Philips)—France Melodie
10	12	LET'S SPEND THE NIGHT TOGETHER	The Rolling Stones (Decca)

## MALAYSIA

(Courtesy Radio Malaysia)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	EAST WEST	Herman's Hermits (Columbia)
2	—	FRIDAY ON MY MIND	Easybeats (Parlophone)
3	4	RAIN ON THE ROOF	Lovin' Spoonful (Pye)
4	3	IN THE COUNTRY	Cliff Richard (Columbia)
5	2	GOOD VIBRATIONS	Beach Boys (Capitol)
6	5	MY MIND'S EYE	Small Faces (Decca)
7	7	MORNING TOWN RIDE	Seekers (Columbia)
8	—	ROLLER COASTER MAN	Quests (Columbia)
9	—	THE BEAT GOES ON	Sonny & Cher (Atco)
10	6	DISTANT DRUMS	Jim Reeves (RCA)

## MEXICO

(Courtesy Audiomusica)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	BATIJUGANDO	Sonia Lopez (CBS)—Mundo Musical
2	8	I'M A BELIEVER	The Monkees (RCA)—Pending
3	—	EL CABLE	Mario y sus Diamantes (Peerless)—Pending
4	—	ESPUMAS	Javier Solis (CBS)—Pending
5	3	THE WINCHESTER CATHEDRAL	John Smith (Gamma); The New Vaudeville Band (Philips)—Pending
6	—	LA CHISPITA	Hugo Blanco (Peerless)—Pending
7	3	BRASILIA	Tony Mottola (Command)—Pending
8	—	TERESA	Sergio Endrigo (Gamma); Los Yaguais (Capitol)—Pending
9	9	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Pending
10	10	SENZA FINE	The Brass Ring (RCA)—Pending

## NEW ZEALAND

This Week	Last Week	Title	Artist
1	8	I'M A BELIEVER	The Monkees
2	6	OOH-LA-LA	Normie Rowe
3	2	GREEN, GREEN GRASS OF HOME	Tom Jones
4	3	RAIN ON THE ROOF	Lovin' Spoonful
5	1	BEND IT	Dave Dee, Dozy, Beaky, Mick and Tich
6	7	GIRL ON A SWING	Gerry and the Pacemakers
7	4	DEAD END STREET	The Kinks
8	12	GIMME SOME LOVIN'	The Spencer Davis Group
9	15	EAST WEST	Herman's Hermits
10	14	TODAY	The Newfolk

## PHILIPPINES

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	4	TOGETHER AGAIN	Buck Owens (Capitol)—Mareco, Inc.
5	5	HOMeward BOUND	Simon and Garfunkel (CBS)—Mareco, Inc.
6	7	I'M A BELIEVER	The Monkees (RCA)—Filipinas Record Corp.
7	6	I CALL YOUR NAME	The Mama's and the Papa's (RCA)—Filipinas Record Corp.
8	8	SOMEWHERE MY LOVE	Connie Francis (MGM)—Mareco, Inc.
9	10	WINCHESTER CATHEDRAL	New Happiness (CBS)—Mareco, Inc.; Palm Beach Band Boys (RCA)—Filipinas Record Corp.

10	9	YOU DON'T HAVE TO SAY YOU LOVE ME	Vic Damone (RCA)—Filipinas Record Corp.
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## SINGAPORE

(Courtesy Radio Singapore)  
\*Denotes local origin

This Week	Last Week	Title	Artist
1	5	KEEP IN TOUCH	Sandie Shaw (Pye)
2	2	BUT SHE'S UNTRUE	Crispian St. Peters (Decca)
3	4	ROLLER COASTER MAN	Quests (Columbia)
4	6	IT'S LOVE	Ken Dodd (Columbia)
5	3	GOOD-DAY SUNSHINE	Beatles (Parlophone)
6	8	GOOD VIBRATIONS	Beach Boys (Capitol)
7	9	MATTHEW AND SON	Cat Stevens (Deram)
8	—	MAME	Herb Alpert & His Tijuana Brass (A&M)
9	—	I'M A BELIEVER	Monkees (RCA)

10	7	SUGAR TOWN	Nancy Sinatra (Reprise)
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## SOUTH AFRICA

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER	The Monkees (RCA)
2	2	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)
3	4	CRY SOFTLY	Nancy Ames (CBS)
4	3	RAMBLIN' BOY	Des Lindberg (CBS)
5	9	REMEMBER WHEN	Max Bygraves (Pye)
6	5	IF I WERE A CARPENTER	Bobby Darin (Atlantic)
7	8	PAINT ME A PICTURE	Gary Lewis and the Playboys (Liberty)
8	6	GOOD VIBRATIONS	The Beach Boys (Capitol)
9	7	MELLOW YELLOW	Donovan (CBS)
10	12	MORNINGTOWN RIDE	The Seekers (Columbia)

## From The Music Capitals of the World

• Continued from page 64

the Pharaohs have augmented their act with three girls who are known as the Shamettes. . . . Impulse Records has acquired the soundtrack of the Dick Gregory film, "Sweet Love Bitter." E. B. Marks is publishing the score written by Mal Waldron. . . . Spontaneous Records has been launched out of a Camden, N. J., base with George H. Gross as president.

MIKE GROSS

## PARIS

Chappells of France has gone into record production. First disk, an EP by a new group, Les Hamsters, features "Georgy Girl" and "Pendant des jours et des jours" (Time After Time). These two titles will be released as a single in Belgium, Holland and Germany. . . . Festival has signed a new singer Jacqueline Taieb, for their Impact label. Radio Luxembourg has introduced a new "American-style" weekly jazz program, "Ool Ya Koo," complete with jingle links. Compered by Philippe Adler and Michel Netter, it features the latest U. S. jazz and r&b disks. . . . Polydor launched Badge Music at a psychedelic evening at the B.33 club on the Left Bank as promotion for a new EP by Buddy (Badge) Montezuma. A French version will be released by newcomer Tao-By, a descendant of a Caucasian prince.

The Four Tops scored a tremendous success in the Music Hall de France at Suresnes where the show was recorded for radio and filmed for TV. . . . Michel Fugain, currently appearing in the Eddy Mitchell show at the Olympia Theater, has recorded her first disk for Festival in seven languages. . . . France Inter's "Pop Club," compered by Jose Artur and Pierre Lattes, is featuring 90 per cent American and British pop disks each night. . . . Vogue is introducing budget line opera recordings in its Mode series. First releases include "Madame Butterfly," "La Boheme," "Faust" and "Tosca." . . . Polydor reports big sales of albums by the Cream and the Who.

MIKE HENNESSEY

## SAN JUAN

Robert Goulet opens soon at El San Juan Hotel. Patti Page at Flamboyant Hotel and Jimmy Durante at Hotel Americana. . . . United Artists signed young Venezuelan pop singer Al Zeppy, formerly with Puerto Rican label Rico-Vox. This is the second such deal between these two labels. . . . Chucho Avellanet, Puerto Rican vocalist with five albums on Rico-Vox, transferred some time ago to United Artists where he now has four released albums to his credit. . . . Hit Parade, Puerto

Rican label, recently signed several artists: Damiron, Chapuseaux and Silvia de Grasse, veteran recording combo, Annabelle de Pena, young vocalist from Santo Domingo, and Los Big Ben, three lads and a gal, vocal group from Argentina. . . . New York-based label Ansonia awarded a gold record to its 10-year exclusive artist, Puerto Rican Julito Rodriguez Trio—three male voices with guitars—who are also a long-time feature at Dorado Hotel of Puerto Rico. Lucecita, biggest selling female recording artist in Puerto Rico, leaving for a South American tour that will end in Argentina. Tito Rodriguez signed by San Jeronimo-Hilton's Siboney Lounge for a long stay. . . . Tunes most heard over San Juan's leading request radio station: "Volvi la Espalda" (Pirella); "Maldito Sea" (Blanca Rosa Gil); "Consejo de la Gente" (Gemelos del Sur); "Entre las Flores" (Lisette); and "Corazon Loco." Also "Guajira Guantamera," in a vocal flamenco arrangement on the Puchito label.

ANTONIO CONTRERAS

## TORONTO

The Compo Co. has been appointed Canadian distributor for the Abnak label, rush-releasing "Western Union" by the Five Americans, which is breaking fast in the U. S. . . . "Girl in the Window" by the Eternals, doing nicely in Canada for Quality, has been picked up by Deutsche Vogue for release in Germany, Austria and Switzerland, and by Mico Industries, for release in the Philippines. . . . The Guess Who, with their "His Girl" high on charts across Canada on Quality, just breaking in the U. S. on Amy, and getting strong airplay in the U. K. on the King label, are recording material for two new singles and an album in London while on their European tour. Following the sessions, they'll tour England, Scotland and Wales (March 4-17), then on to West Germany, Norway, Sweden, Denmark, Holland, Belgium, Italy and France (March 18-31). . . . Barry Allen and Wes Dakus and the Rebels wound up 10 days of recording sessions with Norm Petty in Clovis, N. M., early this month, just as Barry's "Armful of Teddy Bears," already a solid hit in Western Canada for Capitol, was released in the U. S. on Kapp. . . . Disk debut by a Winnipeg group, the Main Line, is "Money" on the Reo label, from Franklin Alexander Productions. . . . Compo has released a single by country artist Dougie Trineer and the Hackamores, "Don't Speak to Me of Loneliness" and "Has Anybody Seen a Heartbreak" on Apex, following Trineer's success with his albums on the budget label, Point. The single is from an upcoming LP.

KIT MORGAN



DECCA'S INTRODUCTORY DRUM set contains four pieces and 14 accessories for a list price of \$259.95. Salient features include a 14-inch by 20-inch bass drum, separate tension with sight individual tension lugs and inlaid hoops.

## Musictapes Issues 35 Titles

CHICAGO—Musictapes, Inc., has issued 24 new 4-track stereo open-reel tapes and 11 new twin-packs featuring the Everest classical catalog.

Available in standard, 7½ i.p.s. reels are Prokofiev, "Chout Ballet," Walter Susskind/London Symphony; Respighi, "Feste Romane," Sir Eugene Goossens/London Symphony; Copland, "Appalachian Spring," Susskind/London Symphony with Gould, "Spirituals for String Choir and Orchestra," Mahler, "Symphony No. 1," Sir Adrian Boult/London Philharmonic; Vaughan Williams, "Symphony No. 9 in E Minor," Sir Adrian Boult/London Philharmonic; Shostakovich, "Symphony No. 6, Op. 54," Boult/London Philharmonic; Hindemith, "Symphony in E Flat," Boult/London Philharmonic; Stravinsky, "Symphony in Three Movements," Sir Eugene Goossens/London Symphony with Stravinsky, "Ebony Concerto," Woody Herman and orchestra; Shostakovich, "Symphony No. 5 in D Major, Op. 47," Leopold Stokowski/Stadium Symphony Orchestra of New York.

Tchaikovsky, "Francesca da Rimini—Hamlet," Stokowski/Stadium Symphony Orchestra; Anhiel, "Symphony No. 4" and Ginastera, "Estancia-Ballet Suite," Goossens/London Symphony; Villa Lobos: Uirapuru, "Modinha From Bachianas Brasileiras No. 1," and Pokofiev, "Cinderella," Stokowski/Stadium Symphony; Milhaud, "La Creation du Monde," and Stravinsky, "L'Histoire de Soldat," John Carewe/London Symphony Chamber Group; Richard

Strauss, "Till Eulenspiegel's Merry Pranks," Stokowski/Stadium Symphony.

### Berlioz

Rimsky-Korsakov, "Scheherazade," Goossens/London Symphony; Prokofiev, "Symphony No. 5 in B Flat Major," Sir Malcolm Sargent/London Symphony; Tchaikovsky, "Manfred," Goossens/London Symphony; Berlioz, "Symphonie Fantastique," Goossens/London Symphony; Hindemith, "Concerto for Violin and Orchestra," Goossens/Joseph Fuchs/London Symphony; Grofe, "Grand Canyon Suite," Grofe/Jesus Maria Sanroma/Rochester Philharmonic; Sibelius, "Concerto for Violin and Orchestra in D Minor," Tauno Hannikainen/Tosy Spivakovsky/London Symphony; Schubert, "Symphony No. 8 in B Minor," and Mozart, "Symphony No. 50 in G Minor," Leopold Ludwig/London Symphony; Khachaturian, "Gayne-Ballet Suite," Anatole Fistoulari/London Symphony and Gershwin, "Rhapsody in Blue," William Steinberg/Pittsburgh Symphony.

The twin packs include works by Gershwin, Stravinsky, Manuel DeFalla, Moussorgsky, Shostakovich, Prokofiev, Beethoven, Dvorak, Tchaikovsky, Jorje Bolet, Kodaly, Liszt, DeBussy and Mahler.

## Sonotone Has Free Manual

ELMSFORD, N. Y. — Sonotone Corp.'s 1967 Cartridge Replacement Manual has cross reference to a total of 6,600 CARtridge listings and is being offered free to distributors and retailers for a limited period. Computer produced, the booklet is divided into two main sections.

A phonograph cartridge specification guide, listing vital information needed, is provided for the benefit of servicemen. All Sonotone cartridges, with specifications, are shown for easy identification. A full page is devoted to Sonotone's cartridge color coding system and a complete pictorial rundown on other audio products manufactured by Sonotone is also included.

A free copy of the manual can be obtained by writing: Electronic Applications Division, Sonotone Corp., Elmsford, N. Y. 10523.



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Sheldon Mendelsohn

# Both Music Shows Expect Exhibition By Major Firms

• Continued from page 1

He estimated that dealer attendance at the NAMM show may drop to 15,000 from the 20,000 who came last year, but these lost 5,000 would be appliance dealers and not solid music people.

EIA's most recent prediction on dealer attendance at their show is 10,000. An important factor in this estimate is the arrangement made with the National Appliance and Radio-TV Dealers to have the Association's annual convention held in conjunction with their show.

EIA announced that their total exhibit area will be 150,000 square feet and will represent over 90 per cent of the consumer electronics industry. Most all of the major manufacturers of home entertainment products are listed as exhibitors in the EIA show.

Despite this, Gard stated that he does not expect that the NAMM show will lose any of its major exhibitors. A few electronics exhibitors may be lost, he confided, but not enough to harm the show. He will release the list of NAMM exhibitors very shortly, he said.

The EIA Consumer's Electronic Show presently has listed over 90 exhibitors. By contrast, last year's NAMM show had nearly 350 exhibitors listed in

their program. Comparison of the two points out that the NAMM show draws exhibitors from every phase of the music field from manufacturers of instruments to publishers of sheet music, while the EIA is concentrating on manufacturers of home entertainment products.

Gard said it is very probable that all the big manufacturers will be exhibiting in both shows. Possibly, he added, many dealers may attend both shows.

NAMM is also hoping to bring back several major record company exhibitors which have been absent since the emergence of the rack jobbers as prime retailers of disks. For the first time in many years, NAMM will conduct a special business meeting for record dealers in hopes of drawing the biggest attendance ever from this group.

The NAMM show will be held at Chicago's Conrad Hilton, completely taxing the facilities of the world's largest hotel. The Consumer Electronics Show will be divided up in the Americana and New York Hilton hotels.

According to the printed list of EIA exhibitors, the following are those who exhibited in the NAMM show last year and will probably be exhibiting at both shows this year:

- Ampex Corp.
- Aristo Tone Electronics, Inc.

Artic Import Co.  
BSR (USA), Ltd.

(Continued on page 68)

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Type of classified ad desired—check one  
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## Lower Motorola Portable Prices

**CHICAGO—Motorola's** new line of AM pocket and personal radios carries optional suggested retail prices "\$3 to \$4 lower than a year ago," according to C. J. Gentry, manager of radio products.

In the line is Motorola's first competitively priced series of FM/AM pocket portables.

The Motorola AM pocket-size line now opens at \$6.88 rather

than at \$9.95, with 6-transistor Model XP19D (shown below). Moving on up: model XP20D, AM, 6-transistor at suggested \$7.95; model XP21D, 8-transistor AM at \$9.95 suggested list; Model XP22D, 10-transistor, AM at \$12.95 suggested list; penlite-powered model XP23D, AM, 10-transistor at \$16.95 suggested list.

Also, Model XP5D tuned AM, 8-transistor, at \$19.95 suggested list (not pictured); AM tuned model XP7C, 8-transistor, at \$27.95 suggested list (Texon cabinet) (not pictured).

Beginning FM/AM portable, Model TP1D, 10-transistor at \$19.95 suggested list (pictured); FM/AM model TP10D, 10-transistor at \$49.95 suggested list (not shown); model TP11C, FM/AM, 10-transistors, at \$64.95 suggested list (not shown) and Model TP12C, FM/AM, 10-transistor, built-in power supply, leather case, at \$74.95 suggested list.

## Scanning The News

Orchestra leader **Enoch Light** and guitarist **Tony Mottola** recently made personal appearances in Macy's record department to autograph their latest album releases. . . . Congratulations to Electro-Voice, which is celebrating 40 years of business in 1967. . . . Sound of Music store, Minneapolis, launched its grand opening this month by offering sales and free door prizes. . . . H. H. Scott, Inc., has introduced its compact S-10 controlled impedance speaker system which is designed for use with solid-state components. . . . F. O. Miller Piano Co. opened a new Southside store in Jacksonville, Fla. . . . In Pittsburgh, **John Marshall's Record Shop** announced its opening with big sales. . . . Tape Centre, Indianapolis, is offering a special on auto tape stereo players. . . . Music Board, developed by Educational Tools, Inc., is currently being used to teach elementary school children to sight read at the Cleveland Supplementary Education Center. Notes can be written on the sensitized board and played immediately with an electrified point-

er. . . . Thomas Organs has a new home—Foster-Miller Music Co., Lakeland, Fla. . . . On behalf of General Electric, **Willard H. Sahloff** received the Good Citizenship Medal from the National Society of the Sons of the American Revolution. GE received the award for its contributions to education and reproduction of historical documents and paintings. . . . **John P. Ryan**, of Emerson Television Sales Corp., said the company's recent "Run for the Money" sweepstakes promotion was successful. . . . **PERSONNEL CHANGES: Henri Milano** has been appointed national sales manager of the Estey Musical Instrument Corp., and **Mrs. Veronica Gross** has been named Eastern sales manager for the firm. **JERIANNE ROGINSKI**

## Majors to Exhibit at Two Shows

• Continued from page 67

- Califone-Roberts Electronics Div.
- Clairtone Sound Corp., Ltd.
- Concord Electronics Corp.
- Craig Panorama, Inc.
- Delmonico International Corp.
- Dynavox Electronics Corp.
- Elgin Radio Div.
- Fisher Radio Corp.
- General Electric Co.
- Harman-Kardon, Inc.
- Hitachi Sales Corp.
- Intercontinental Seaway Products Co.
- Jensen Manufacturing Div.
- KLH Research and Development Corp.
- Kaysons International
- Lear Jet Industries, Inc.
- Lloyd's Electronic Corp.
- 3M Co.
- Major Electronics Corp.
- Martel Electronics Sales, Inc.
- Matsushita Electric Corp. of America
- Mercury Record Corp.
- New York Transistor Corp.
- North American Philips Co., Inc.
- Olympic Radio & Television Sales Corp.
- Packard-Bell Electronics Corp.
- Peerless Telerad, Inc.
- Pilot Radio, Inc.
- RCA Sales Corp.
- Ross Electronics Corp.
- Sansui Electric Corp.
- H. H. Scott, Inc.
- The Seeburg Corp.
- Selectron International Co., Inc.

- Setchell Carlson, Inc.
- Sharp Electronics Corp.
- Shibaden Corp. of America
- Sony Corp. of America
- Standard Radio Corp.
- Sterling Hi Fidelity, Inc.
- Superscope, Inc.
- Sylvania Electric Products, Inc.
- Symphonic Radio & Electronic Corp.
- Telefunken/American Elite, Inc.
- Tele-Tone Co. of America
- Topp Import & Export, Inc.
- Toshiba American, Inc.



## Bally to Manufacture Venders Again

### Prohibition: Can It Happen?

By S. JOHN INSALATA

If there is such a thing as a new "old" problem, coin machine industry machine and product prohibition is a current example.

Most readers will associate the word "prohibition" with a national law forbidding sale of alcoholic beverages. The word conjures up visions of bootlegging, the speak-easy and bathtub gin. But to the coin machine industry today it should mean something quite different, something quite modern, quite threatening. "Prohibition" to today's operator should mean the outlawing or great restriction of certain types of coin-actuated equipment and/or merchandise or services dispensed thereby.

One of the industry's most vital segments, cigaret vending, was threatened several years ago with prohibition and only an original, effective program of self-regulation prevented loss of this revenue through action by disturbed legislative bodies. That program of self-regulation was conceived by a small group of Minnesota vending operators, having been foreshadowed by practices of individual Chicago cigaret vending firms. I had what I consider to have been the signal honor of being the first person to reduce the ideas and

*(Continued on page 72)*



BACK AT BALLY to head up sales of the company's new can vender is Dave Howle, right, shown here demonstrating the old Bally Beverage Bar to Rockford, Ill. operator Lou Casola in a photo taken several years ago.

### Can Dispenser Coming First; Dave Howle Heading Up Sales

By RAY BRACK

CHICAGO—Bally Manufacturing Co., one of the oldest makers of coin machines in the world, is resuming the manufacture of vending equipment.

The company, which during its 35-year history has innovated with virtually every type of coin-actuated machine now in general operation, will announce shortly the introduction of a new can vender.

Vending sales veteran Dave Howle has returned to Bally to direct sales of the new unit. Howle was formerly with the staff of the firm's vending division, Bally Vending Corp. His most recent connections in the coin machine business were with Rock-Ola Mfg. Corp., where he was sales vice-president, leaving late in 1965, and with Avenco, where he was manager, national accounts.

Bally has been out of the vending business since 1962. The Seeburg Corp. acquired the highly regarded Bally Vending Corp. coffee machine for \$3 million in 1961 and Rock-Ola bought the Bally, electronic cigaret vending machine rights in 1962.

Distribution plans for the new Bally vender will soon be announced. Observations are: should Bally retain traditional "coin machine" distribution—which is virtually certain—the trend toward operation-amalgamation of all types of coin-operated equipment (vendors operating jukeboxes and games,

and jukebox and game operators operating vending) will be further accelerated.

Bally's latest vending venture is its first under present management. The current owners, Bill O'Donnell, Abe Green, Irving Kaye and Sam Klein, acquired the company assets from the estate of the late Ray Moloney in 1963. O'Donnell is company president.

**Founded In 1931**

Bally was founded late in 1931 and began manufacturing a

*(Continued on page 71)*

### MOA Board In Big Meet

By EARL PAIGE

WASHINGTON—Music Operators of America Executive Vice-President Fred Granger was busy last week organizing the big meeting here of the association board.

All but about 15 room reservations were confirmed at the Statler Hilton Hotel for the March 5-7 meeting. About 20 wives of the board members will be accompanying their husbands to what MOA officials believe will be one of its best board meetings.

Many officers and directors, who in all cases pick up all expenses themselves, make the journey a combined vacation-business trip, and some will be arriving Saturday night (4). A 12:30 p.m. welcoming luncheon Sunday presided over by board chairman John A. Wallace will officially kick off the three-day affair in the hotel's New York Room.

A special legislative seminar will be held at 2 p.m. in the same room Sunday, with MOA counsel Nicholas Allen and jukebox manufacturer attorneys, Perry Patterson and Raymond Larroca, answering questions on the status of the record copyright law, now slated for Senate hearings March 15-21. A reception will be held Sunday at 6:30 p.m. in the hotel's Presidential Suite.

The agenda for both Monday and Tuesday is identical with MOA leaders visiting their respective senators and representatives to deliver the jukebox industry's message on the question

*(Continued on page 70)*

### Bally in Minn.

MINNEAPOLIS—Bally Manufacturing Co. announced last week that Sandler Vending Co. here will be the coin machine manufacturer's area distributor. Sandler now handles Wurlitzer jukeboxes, Valley pool tables, Midway amusement games and Automatic Products vending equipment. "All of us at Bally welcome Irv, Warren and Hy Sandler to the Bally brigade," Calamari said.

### N. Carolina May Get Tax Help

By LAMAR GUNTER

FAYETTEVILLE, N. C. — Sneed High, former North Carolina Revenue Commissioner and now a member of the State General Assembly, told the North Carolina Coin Operators Association here last week that but for a few exceptions, he will seek to abolish privilege license taxes.

If successful, the bill High has drawn would abolish the State privilege licenses coin operators and many other businessmen pay.

High said the privilege license taxes are expensive to collect, have a high nuisance value and are punitive in nature.

He said they raised only \$6 to \$7 million a year in the current biennium and that in a biennium budget of \$2.7 billion "that's a drop in the bucket."

**Professional Men**

High said his bill would retain the license provision for lawyers such as himself, doctors, certified public accountants and

other professional men and perhaps even raise it from \$25 to \$50. He said the increase would bring in an additional \$350,000.

His bill also would retain the State licensing provision for companies dealing in installment paper. He said this provision raises about \$800,000 a year.

High told his listeners that if the State did drop the State privilege licenses they have to pay, "they'll get it in State income taxes or some other way."

However, he told his audience he judged they wouldn't mind paying the taxes if they didn't have to do the paper work.

**Many Inequities**

He said it had been his impression when he served as commissioner of revenue there were more inequities in the schedule of privilege license taxes than any other tax levied in North Carolina.

For example, he said, his an

*(Continued on page 74)*

### Calif. Operators Resigned To Reagan's Tax Increase

LOS ANGELES—California operators feel that any chance to reduce or eliminate an 8-cent-a-pack State cigaret tax seems to have vanished.

Gov. Ronald Reagan's cigaret tax program hit a last-minute snag in the Legislature but only because of technicalities sur-

rounding the levy. Operators here and in Northern California are resigned to the increase, and all that remains to be decided is whether or not operators will increase the price of machine cigarets to the consumer.

A spokesman for the governor

*(Continued on page 75)*



NCCOA SECRETARY JULIUS NELSON (left photo) addressed the North Carolina Coin Operators Association members during recent meeting in Fayetteville. President David Smith takes the rostrum in photo at right.

# Third Annual Bulk Vending Industry Survey, Cont.

Part five of our annual report on the state of the bulk vending industry.

CHICAGO—What was the top-volume item during 1966? The Third Annual Billboard Bulk Vending survey turned up no clear-cut leader.

Penny gum-charm mix, 100-count and 210-count ball gum ran a virtual three-way dead heat.

Some 28.3 per cent of all reporting operators said 210 count gum gave them their greatest volume. For 27.2 per cent of all respondents, it was 100-count ball gum that meant the most revenue. And 27.1 of all reporting bulk vendors said penny-charm-mix did the greatest volume.

Running fourth in 1966 in terms of volume was

dime-capsule merchandise. Some 17.1 per cent of all operators answering our questionnaire said this genre gave them their greatest volume.

In terms of greatest profit, the penny-charm-mix led the pack with 43.7 per cent of reporting operators so stating.

## Dime Capsule

Other leading merchandise, profit-wise: 19.7 per cent of operators reporting said dime capsule merchandise was most profitable; 18.5 per cent said 210 count gum netted most, and 18.1 per cent said 100-count gum was most profitable for them in 1966.

According to the survey, the typical U. S. bulk vending operator added 357 new machines during 1966 and plans to add another 200 machines in 1967. A little less than half (45 per cent) of reporting operators

said that most of the machines they added during 1966 were penny machines. In turn, the same quantity of operators expect to add more penny machines in 1967 than any other type.

Eighteen per cent of reporting operators said they added more dime capsule machines in 1966 than any other type. And some 10 per cent of those reporting added, surprisingly enough, mostly 25-cent capsule machines.

An estimated 1,282,000 bulk vending machines were out on location in the U. S. by the end of 1966. The figure is expected to hit nearly 1.5 million by the end of 1967.

To be continued next week.

## Goods & Services

### MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1c or 5c ..... \$14.50  
N.W. Deluxe, 1c or 5c Comb. .... 12.00  
N.W. 10-Col. 1c Tab Gum Mach. 18.00  
Atlas 1c & 5c 100 Ct. Ball Gum. 12.00  
Acorn 8 Lb. Globe ..... 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red ..... \$ .87  
Pistachio Nuts, Jumbo Queen, White ..... .82  
Afgan Crown Red Lip Pistachio Nuts ..... .58  
Afgan Prince Red Lip Pistachio Nuts ..... .52  
Indian Nuts, 5 lb. bag, per lb. .... 1.25  
Cashew, Whole ..... .80  
Cashew, Butts ..... .72  
Peanuts, Jumbo ..... .45  
Spanish ..... .32  
Mixed Nuts ..... .60  
Baby Chicks ..... .35  
Rainbow Peanuts ..... .32  
Bridge Mix ..... .32  
Boston Baked Beans ..... .32  
Jelly Beans ..... .32  
Licorice Gems ..... .32  
M & M, 500 ct. .... .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey-ets ..... .47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. .... \$14.00  
Rain-Blo Ball Gum, 1800 per ctn. 6.25  
Rain-Blo Ball Gum, 1800 printed per carton ..... 6.40  
Rain-Blo Ball Gum, 5250 per ctn. 8.35  
Rain-Blo Ball Gum, 4250 per ctn. 8.35  
Rain-Blo Ball Gum, 3500 per ctn. 8.35  
Maitelles, 2400 per carton ..... 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. .... .45  
Hershey's Chocolate, 200 ct. .... 1.30  
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY  
THERE ARE BIG PROFITS IN

## GUM

GET YOUR SHARE WITH  
**Northwestern**



### GUM VENDER PACKAGE

This amazing vender is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

**NORTHWESTERN**  
SALES AND SERVICE CO.

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LOngore 4-6467

## MOA Board In Big Meet

• Continued from page 69

of continued jukebox royalty exemption. These visits take the form of small groups of operators presenting their views in short groups of operators presenting their views in short informal chats normally not longer than 15 minutes. The visits are in each case confirmed well in advance by telephone and mail.

In some cases, MOA officials will meet with their lawmakers in the evening or afternoon.

At 1 p.m. Monday the MOA board meeting was officially called to order in the Statler Hilton's New York Room. MOA president, James F. Tolisano, will open the session with a presentation of his ambitious plans and hopes for progress in the association. Next, Vice-President Les Montooth, a member of the insurance committee, will report on the organization's insurance

program. Secretary William Cannon will bring the group up to date on the work of the standing committee on record company relations and record programming committee.

MOA's steady interest in coin machine mechanic training schools will be another topic of discussion with a high official of the Education Division of the Department of Health, Education and Welfare taking part. Granger said that the much-talked-about mechanic schools proposed for Atlanta and Chicago will be reviewed. MOA is currently mailing out training program literature to distributors who are passing this on to operators in their markets (see story elsewhere this issue).

Another topic will be the director's annual post mortem on the annual convention and trade show. Howard Ellis, Harlan Wingrave, John Trucano and James Hutzler will each report on their respective committee's successes last year. Another report in this section of the agenda will consist of a review of the 1966 membership drive and the organization's current efforts to enlist one-stop members. To date, only a few one-stop memberships have come in, Granger said.

The election of an eight-man nominating committee will head up new matters of business. Also to be appointed is a committee on committees, which will be in charge of organizing some 13 committees to carry out 1967 programs. A list of standing committees will also be drawn up.

Other items of new business: discussion of a possible future sites for the annual convention and trade show; complete overhaul of the election of election procedures, the merits of changing dues collection schedules to, for example, a once-a-year system; review of the convention committees, a discussion on ways to improve the annual record company awards, creation of new membership services.

The business sessions Monday and Tuesday will commence at 1 p.m. Most of the directors will leave here Tuesday night, although eight witnesses scheduled to testify at the Senate copyright law hearings March 15-21 will have to return soon. Granger indicated, though, that there is a chance these hearings may be postponed.

### Board Meeting Schedule

Sunday, March 5—Registration all morning at the Statler Hilton Hotel.

12:30 p.m.—Luncheon, New York Room, Statler Hilton, during which new directors will be presented.

6:30 p.m.—Reception, Presidential Suite, Statler Hilton Hotel.

Monday, March 6—its to

## BIG PROFITS COME IN SMALL PACKAGES

Northwestern's Model 60 produces more profit per dollar of investment

Whether it's in a super-market or super service station, the Model 60 is an operator's profit package. Simple changes of the brush housing and merchandise wheel allow you to dispense all types of popular items. The Model



60 has the most foolproof coin mechanism in its field. Extra-wide chute and interchangeable globe accommodates all sizes of products. Model 60's attractive, modern design is sure to corner profits for you—at any location. Wire, write or phone for complete details.

**Northwestern**

CORPORATION  
2731 Armstrong St., Morris, Ill.  
Phone: WHitney 2-1300

## St. Louis Vendor to Talk Commissions at NVA Event

ST. LOUIS—How many locations have you lost this year because some other operator was in offering a better commission? How can you explain to a skeptical merchant the factors in your cost picture that prevent you from giving away your profit? Can you show a store owner that he may be allowing cheap merchandise drive away potential customers through his own greed for high commissions?

These and many more questions involving commissions will undoubtedly create one of the most interesting and controversial topics to be discussed at the National Vendor's Association convention at the Monteleone Hotel in New Orleans April 5-8.

Addressing the convened bulk operators on the subject of commissions will be Irv Katz, well-known owner of S-P Distributing Co. here. Other speakers to helm topic sessions will be former NVA president Leonard Quinn and Roger Folz. In addition, Oak Manufacturing national sales manager Herb Goldstein will lead a workshop during the eventful weekend.

Quinn, president of Confection Products Co., Columbus, Ohio, will speak on the topic of "Cleanliness of a Bulk Operation: What It Means To Me." Folz, of Folz Vending Co., Oceanside, N.Y., will speak on "Routeman Controls."

While all three speakers are themselves daily involved in their own operations they have each been busy collecting material and making notes pertinent to the speeches in New Orleans.

Quinn recently detailed several of the points he will make in his approach to sanitation. These will range from the more obvious measures of maintaining a thorough sanitation department in the home base to gaining the co-operation of location personnel who can help

### New Site for Rake

PHILADELPHIA — Rake Coin Machine Exchange, distributor of Oak Manufacturing Co., bulk vending equipment and other bulk vending supplies, has moved into a new location at 523 Spring Garden Street here. Richard Rake and Alan Rake, co-owners of the firm, explained that the move was made necessary in order to accommodate the expansion of business.

congressmen all morning.

1 p.m.—Directors' meeting, New York Room, Statler Hilton Hotel.

Tuesday, March 7—Visits to congressmen all morning.

1 p.m.—Director's meeting, New York Room, Statler Hilton Hotel.

in seeing that machines on the premises get the same clean-up treatment as other parts of the building.

Folz, whose company has pioneered in the use of computers and IBM-type equipment in inventory control and other operational procedures, will link modern management practices to route supervision. Asked if he felt smaller operators could utilize modern IBM-type equipment Folz said, "The size of a route is no hindrance to using modern methods. In fact, the one-man operator is often the very guy who can use improved techniques so he can get more done."

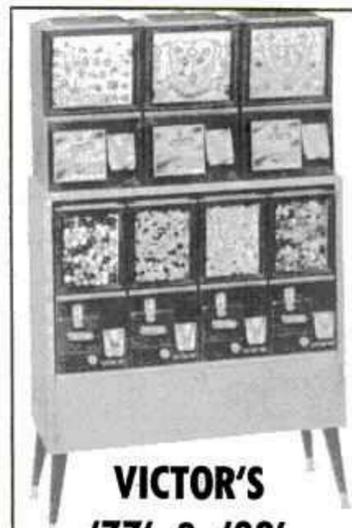
### Controversial Topic

Katz, whose topic might be considered by many to be one of the more controversial, will draw on his long experience as one of the fastest growing operators in the trade.

Universally, trade people familiar with the market here comment on how well liked Katz is by his locations. In the field every day himself, he apparently is able to communicate with merchants and store managers. He got into bulk vending 12 years ago and has been steadily expanding every year.

"This is a great pop type of business," Katz often points out. "You have to be ready to try new ideas all the time. They don't always work out and I have seen some awful bombs," he said recently, "but then along

(Continued on page 76)



## VICTOR'S '77' & '88'

WITH DELUXE CONSOLE STAND

This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vender has in the past.

AVAILABLE FOR IMMEDIATE DELIVERY.

Write for complete details and free color brochure.

LOGAN DISTRIBUTING, INC.

1850 W. Division St., Chicago, Ill. 60622  
Area Code 312-HU 6-4870

# Seattle Bank Asks Fee to Handle Operator's Pennies

By PAUL ZAKARAS

SEATTLE — According to bulk vendor John C. McDaniel, the local "surplus penny-problem" (Billboard, Dec. 31 1966) has reached an impasse. McDaniel said last week, however, that he may take the vendors' fight all the way to the Federal Reserve Board headquarters in Washington, D. C.

The problem—a reversal of the more familiar coin shortage headache—stems from an apparent overage of pennies in the Puget Sound area. McDaniel said that the trouble began last summer when several local banks started refusing to accept vendors' pennies while others began to charge a handling fee of up to 5 per cent.

"During the recent coin shortage," McDaniel said, "the banks begged us to supply them with our collections and we did our best to co-operate with them. Now, however, they are not reciprocating. They say they cannot use our pennies. They are merely turning them over to the Federal Reserve and charging us a fee for handling."

The trouble was compounded,

says McDaniel, when he recently took out an armored car license in order to be able to deliver pennies directly to the Federal Reserve office. "Under such an arrangement," he said, "we would still be doing business through the bank, but would eliminate the unloading of our money at the bank where it sits until someone else picks it up for delivery to the Federal Reserve."

"However," said McDaniel, "when I tried to eliminate this costly—and unnecessary—step. I was told by the Federal Reserve people that they were equipped to deal only with banks. Furthermore, they contended that there was no real penny overage in the area and said they are continually having pennies shipped up to Seattle from San Francisco."

"The whole thing is quite unfortunate," said McDaniel, "and it raises several important questions. How is the coin machine industry to react when banks begin to charge such handling fees? The fees are discriminatory in that they are not applied to paper money, nor are they applied to businessmen who

turn in relatively small amounts of coins.

## Unusual Situation

"Furthermore, I don't see why the Federal Reserve should refuse to deal directly with the vendor. As long as the bank is handling the paperwork, it should make no difference to them who actually delivers the money. I have tried to arrange a meeting between the Federal Reserve people and my lawyer for a discussion of procedures concerning the delivery of money. So far, however, they have refused to talk about it."

"Finally, if they were able to get regular supplies of pennies from vendors, maybe the Federal Reserve wouldn't have to spend the taxpayers' money for shipping them up from San Francisco."

McDaniel added that the regional office of the Federal Reserve Board apparently does not know how to react to the situation because there has been no precedent for it. He said that he is considering an appeal to the national headquarters of the agency unless some workable solution can be reached at the local level.

# Cigaret Taxes—A National Survey

Part Two:

CHICAGO—We began last week a run-down, State by State, on the cigarette tax load on the federal, State and local levels.

Federal tobacco excises grossed \$2.1 billion last year, 96 per cent of which came in from the 8-cent-per-pack cigarette tax.

State cigarette tax levies amounted to \$1.6 billion in 1966.

Some \$65 million resulted from local cigarette taxes last year.

We pick up the report on current rates in each state (see Billboard, Feb. 25, for data on Alabama through Montana):

NEBRASKA has an 8-cent-per-pack cigarette tax rate and no sales tax. The State Legislature is reportedly on the brink of passing the first sales tax, however. The average per-pack price is 31.4 cents, of which 51 per cent is tax.

NEVADA'S current cigarette tax rate is 7 cents per pack, and a 2 per cent sales tax adds another cent per pack. The average pack price is 30.2 cents, 49.7 per cent of it tax.

NEW HAMPSHIRE, collecting its cigarette levy at 21 per cent of retail price, gets 4.5 cents per pack. The average price per pack is 26.5 cents, and 47.2 per cent of this figure is tax.

NEW JERSEY is one of three States getting 11 cents per pack, the highest rate going. Various municipalities get additional tax money from cigarettes. Consequently, the 34.2 cent average price is one of the highest in the country. Of that average price, 56.6 per cent is tax.

NEW MEXICO gets 8 cents per pack in tax plus another penny per pack from a 3 per cent sales tax. The average pack price is 31.5 cents, of which 50.8 per cent is tax.

NEW YORK, where a bootlegging problem has existed over the past year, has a 10-cent-per-pack tax rate. The new 2 per cent sales tax adds another penny per pack. The per pack average price is 34.7 cents, third highest in the nation. Tax makes up 51.9 per cent of the pack price. Some New York municipalities tack on an additional per-pack tax.

NORTH CAROLINA has no cigarette tax, but a 3 per cent sales tax adds a penny per pack to the price. The State has the lowest average cost per pack in the country: 22.4 cents. Of this price, 35.7 per cent is tax.

NORTH DAKOTA has an 8-cent-per-pack cigarette tax. The per-pack average price is 30.5 cents, of which 52.5 per cent is tax.

OHIO, amid talk of an increase, retains a 5-cent-per-pack tax. The average price per pack in the State is 27 cents, of which 48.1 per cent is tax.

OKLAHOMA levies 8 cents on each pack of cigarettes sold. The average price per pack is 30.7 cents and 52.1 per cent of this is tax.

MARCH 4, 1967, BILLBOARD

average price per pack is 27.5 cents, of which 43.6 per cent is tax.

PENNSYLVANIA has an 8-cent-per-pack rate on cigarettes. The average price per pack, currently, is 30.1 cents, of which 53.2 per cent is tax.

RHODE ISLAND gets 8 cents from every pack of cigarettes sold. The average price per pack is 31 cents, of which 51.6 per cent is tax.

SOUTH CAROLINA collects a 5-cent-per-pack levy and a 3 per cent sales tax levy adds another penny to the per-pack price. Average price per pack is 27.3 cents, of which 51.1 per cent is tax.

SOUTH DAKOTA has an 8-cent-per-pack tax on cigarettes. Of the 31.3 cent average price per pack, 51.1 per cent is tax.

TENNESSEE levies a 7-cent-per-pack tax, and individual municipalities collect additional varying sums. The average pack price is 29.6 cents, of which 50.7 per cent is tax.

TEXAS is another of the three States collecting an 11-cent-per-pack tax. The average price per pack is 34.4 cents, fourth highest in the country. Of this price, 55.2 per cent is made up of tax moneys.

UTAH is an 8-cent State. A 3 per cent sales tax adds another penny to the pack price. Average pack price is 31.5 cents, of which 50.8 per cent is tax.

VERMONT has a 10-cent-per-pack cigarette tax rate, but its per-pack average price is holding at 31.8 cents. Of this, 56.6 per cent is tax, the highest such percentage in the country. There isn't much profit percentage in cigarettes in Vermont.

VIRGINIA, birthplace of the tobacco industry, levies onto the 8-cent-per-pack federal and 2.5-Its 3 per cent sales tax adds another penny to the pack price. Average price per pack price is 26.3 cents, of which only 39.9 per cent is tax. Several Virginia municipalities tack additional levies onto the 8-cent-per-pack Federal and 2.5 cent-per-pack State taxes.

WASHINGTON, with its 11-cent-per-pack cigarette tax rate, shares the distinction with New Jersey and Texas of having the highest levy. A 4.2 per cent sales tax adds another cent to the per-pack price, which, on the average, is 35 cents. Of this, 54.3 per cent is tax.

WEST VIRGINIA's rate brings 6 cents into the treasury on every pack of cigarettes and a 3 per cent sales tax brings in another cent. The average price per pack is 29.5 cents, of which 47.5 per cent is tax.

WISCONSIN is one of four States collecting 10-cents per pack cigarette tax. The average price per pack is 32.8 cents, of which 54.9 per cent is tax.

WYOMING collects 4 cents per pack on cigarettes as tax. The average per-pack price in the State is 27.4 cents. And 43.8 per cent of the price is tax.

The national weighted retail price per pack average in the U. S., as of Nov. 1, 1966, was 30.5 cents. State and federal taxes made up 16 cents, or 50.8 per cent of the average price.

# Bally Back in Vending

• Continued from page 69

phenomenally successful counter game called "Ballyhoo." An uninterrupted volume of coin-operated amusement games of all types have been, and currently are being, introduced and distributed internationally by Bally.

Moloney, a friend of inventors, opened the door to diversification early in the company's history. In 1938 Bally introduced popcorn and beverage venders. The firm continued to market automatic merchandising machines until the war broke out.

After the war, in 1947, Bally brought out a 1,200-cup-capacity cold-drink vender and continued its research, development and sales in the field to the point that in 1956 a separate division was created, Bally Vending Corp., with Fred Mills Jr. named to head up sales.

That same year, at the National Automatic Merchandising Association convention, Bally introduced a hot-and-cold cup beverage vender, The Beverage Bar, priced at \$1,095.

## NAMA

NAMA executive director, Tom Hungerford said last week that he had heard Bally was resuming vending machine manufacture and that NAMA would welcome Bally membership.

"The whole situation has changed," Hungerford said. "All that is required of a member manufacturer now is that they be engaged in the manufacture of merchandise vending machines and that they be a firm of excellent repute in their own community."

Hungerford said that he was sure that Bally, as do most vending machine manufacturers, will work closely with the NAMA,

particularly in the area of public health regulations.

Other firms currently manufacturing can vending equipment are the Choice-Vend division of the Seeburg Corp.; Glasco Corp., division of Universal Match Corp.; LaCrosse Cooler Co.; Rock-Ola Mfg. Corp.; Selectivend Corp.; Steel-made, Inc.; The Vendo Co.; Vend-O-Matic Sales; Vendorlator Mfg. Co.; Victor Products Corp. and Westinghouse Electric Corp.

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## UJA Accolade For Gil Sonin

NEW YORK — Gil Sonin was presented with a United Jewish Appeal plaque Tuesday (Feb. 14) for his efforts as chairman of the 1966 Coin Division drive for the UJA. Sonin is also chairman of the 1967 UJA Coin Division drive. Ben Chicoksky was given an award of appreciation from the UJA. Al Denver, president of Music Operators of New York, made both presentations.

Bill Kobler and Sam Morrison were named to head up the raffle committee for the annual dinner set for June at the Statler Hilton Hotel here. The next meeting will be held March 1.

# Prohibition: Can It Happen?

• Continued from page 69

practices of those self-regulation pioneers to writing. This proposal was later turned into the national vending public relations effort known as Operation Alert.

Today the same kind of foresight and self-control are needed as urgently. Here are some of the reasons:

**CIGARET PROHIBITION TALK MAY BE REVIVED.** In almost cycle fashion, vigorous attempts to discourage or prohibit the sale of cigarettes generally and cigaret vending in particular, appear every few years. Each time the efforts become better organized. For example, the cigaret-cancer controversy is not settled. It could break out again with the same consequences as those faced by the industry during the early 1960's.

**PROHIBITION CAN SPREAD.** Cigaret vending is not the only form of coin machine operation which is or has been recently threatened with prohibition. Cough drop and insurance vending, amusement game and jukebox operation and many types of drug vending have been either prohibited or threatened with prohibition in recent years.

The existence of these little-known prohibitions creates a situation in which no form of coin machine operation is really safe—once the precedent has been set.

**PROHIBITION CAN BE PRIVATE.** Few businessmen realize that private agencies such as hospital, college and public school administrations can prohibit coin machine operation as effectively as can any city council or State Legislature.

Candy, soft drink and cigaret vending and music and game operation, in recent years, have suffered in isolated instances. Schools have suspended candy vending, and colleges and hospitals have removed or restricted cigaret vending in moves which have received considerable publicity.

**PROHIBITIONS HAVE BEEN UNOPPOSED.** Since perpetually picked-on segments such as drug and insurance vending are outside the main areas of everyday vending operation, laws restricting, burdening or prohibiting these forms of vending have been enacted with little opposition. Most of these prohibitions were well supported by organized and favored lobbying groups, often basing their pitch on good motives. The net result has been a broadening of the base of coin machine prohibition.

### What You Can Do

**KEEP YOUR EAR TO THE GROUND.** Try to keep apace developments outside the industry. Follow the general news enough to be able to tell when a general trend in society could have dangerous results or omens for your business. Try to follow these trends and piece two and two together, and, incidentally, read Billboard regularly.

**DEVELOP A WARNING SYSTEM.** The old adage that coin machine people have drummed into their ears until it has become almost meaningless, "know your legislator" is still good advice. One of the best guards against prohibition squeezed through legislative or administrative bodies almost silently and surely swiftly, is knowing your legislators well enough to be able to gain knowledge of the measure long before it passes.

**KNOW YOUR WEAK POINTS.** Be honest with yourself. Know where your practices may be in conflict or could, by some, be interpreted as being in conflict with laws, administrative regulations, popular attitudes, morals or local traditions. In other words, know where you are vulnerable.

**KNOW WHAT IS PROHIBITED.** More than almost any other type of coin machine legislation, prohibition proposals are misunderstood. Bills or ordinances which merely restrict coin machine operation are misinterpreted as complete bans. Often prohibition proposals include confusing language. One of the most commonly heard statements from those who propose prohibitions is: "Oh, that isn't what we intended at all." Sometimes suggested laws which are very general in nature and phrasing have the "side effect" of banning coin-operated machines. This must be checked very carefully before the bugles are blown and forces rallied for a fight against the proposal.

**KNOW WHY THE PROHIBITION IS SOUGHT.** It is extremely important to determine as early as possible why the prohibition is sought. Is this another "anti-saloon league" measure, or is it something designed and backed by skilled politicians who have a definite purpose. Knowing the purpose behind prohibition will give that lead as to where to go and what to do next.

**DIG IN EARLY WITH SELF-REGULATION.** If time allows and it appears that you or the industry are engaged in a type of conduct which is controversial, eliminate the practice yourself. In other words, put an honest program of self-regulation into effect.

**CO-OPERATION VS. OPPOSITION.** A decision which must be made is whether the general posture of the industry group will be one of co-operation or opposition. A common mistake is to admit too much and to frighten too quickly. Unwise or unjust prohibitions must be opposed, not just because of the impact of the prohibition on your business or town but because of the potential harm to the industry all across the nation.

However, the point should be strongly made that almost any effective handling of a prohibition proposal involves some sort of co-operation with public officials at some level.

### Modified Prohibition A New Threat

If there is a new wrinkle in the coin machine prohibition field, it is what could be called the modified prohibition. Legal precedents are set by establishing the "small" ones and the noncontroversial or less controversial ones first. The modern Carrie Nations and "anti-saloon leaguers" bite off a little legal action at a time, laying a firm and elaborate foundation of favorable public opinion, as well as court and legislative precedent, before attempting the ultimate in sin-removal. One is reminded of the inescapable old saying: "What this nation needs is fewer do-gooders and more good-doers."

**HOUR RESTRICTIONS AND REMOTE CONTROL.** Examples of modified prohibition faced by coin machine operators are bans on coin-operated music machines during given hours of the day or night, the growing suggestion by more and more groups in State and local matters that cigaret vending machines be operated by means of remote control devices.

While on the subject of the movement to force the use of remote control devices, the closely related problem of the "fake fees" should be mentioned. Some city councils have developed the technique of suggesting or enacting that remote control devices be attached to cigaret vending machines and then suggesting that the per-machine license fees on the machines at the same time be increased, claiming that the added cost of regula-

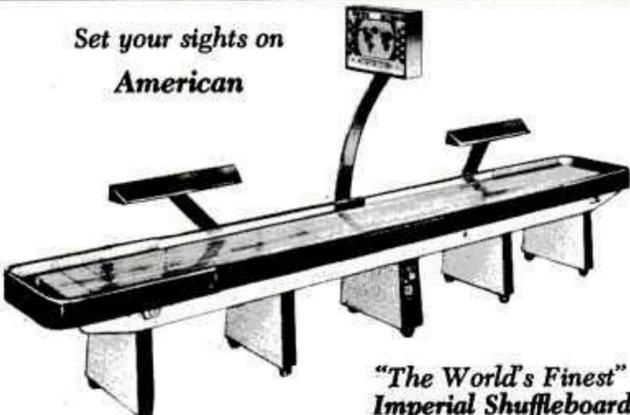
(Continued on page 73)



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## Vending News Digest

### Slight Dip in Dec. Cigaret Taxes

RICHMOND, Va.—Figures on cigaret revenues in the U. S. during December 1966, just released by the Tobacco Tax Council here, showed a decrease of 2 per cent, 1,969,809,000 packs as against 2,009,830,000 for the corresponding month in 1965. While 17 States showed an increase, 32 reported decreases. Cumulative figures for the last six-month period of 1966, however, were up 2.2 per cent. The aggregate cigaret taxes for December 1966 was \$139,721,870.

### Canteen Has Diversity—O'Malley

CHICAGO—"Canteen Corp. is no longer dependent upon a few basic industries for prosperous future growth and development," President Patrick O'Malley told Canteen shareholders at their annual meeting last week.

O'Malley said the company has now successfully diversified into specialized "captive markets." For example:

- Canteen's Marine Hosts Division, which supplies over 100

(Continued on page 77)

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# Prohibition: Can It Happen?

• Continued from page 72

tion necessary to inspect the machines requires a sizable boost in the per-machine license fees or taxes. Be prepared for this one.

Since most of this analysis has discussed the prohibition problem in terms of its vending applications, it would be well to dwell a bit upon some other prohibition problems.

**THE NOISE PROBLEM.** Prohibitions on coin-operated music machines are proposed from time to time on the grounds that these machines are too noisy. This type of prohibition is especially dangerous because it can be enacted quickly and with considerable initial appeal and support at the city council level. These threats are recurring, but are often not the result of an organized effort. In many cases it is a one-man movement with a single complaint. But even then, if not caught soon enough, it could cause problems for years to come.

**THE CENSORSHIP PROBLEM.** A new and serious problem which has begun to appear on the horizon is the problem of censorship. While stabs at censorship of jukeboxes were made in days past, to protect the public against "bad" records, it has been the advent of audio-visual machines which has brought the censorship problem

slowly to the fore again. In at least one case we know, a coin-operated music-picture machine has been closed down by public officials for censorship reasons. The fear of off-color records is, therefore, mixed with the fear of off-color films, and possible curtailment or harassment of the industry's new dimension, audio-visual machines, is a possibility at this stage.

**THE FREE-PLAY PROBLEM.** Confusion still reigns despite many exemplary and clearly set out definitions of what is or is not a gambling device. Legitimate coin-operated machines, flipper games, etc., are from time to time closed down or seized by officials because of uncertainty in the law. A job of education needs to be done here since the process is costly to the public, to already busy police officials and to the industry. It also represents an opportunity for unscrupulous political campaigners to gain publicity at the coin machine industry's expense.

A closing point which is worth keeping in the background of your thinking on this problem of prohibitions is that the "average" prohibition proposal, as it were, is very often more controversial than the typical tax proposal. A prohibition bill or ordinance is usually tied to a cause of some sort. And anything rooted in a cause, no matter how ludicrous or illogical, must be taken seriously.

## Seeburg's Woodhull Passes On Some Phonograph Service Tips

By EARL PAIGE

CHICAGO—Component failure, mechanical misadjustments, errors on the part of an operator and the location customer's mistakes are the four broad categories that lead to jukebox service problems, according to F. E. (Woody) Woodhull, manager of technical training at Seeburg here.

Woodhull, whose department maintains an in-factory service training school here and from



F. E. WOODHULL

which emanates the extensive field engineering and training program across the U. S., specifically boils these four categories down to their simplest form.

"The largest category is credit system service problems," he points out. "Next I would list selection system malfunctions, then mechanical system problems which often has to do with record handling, and the final group is sound system trouble."

In detailing this broad outline Woodhull is most emphatic in making it clear that he is discussing the problems involved in typical service calls on the route in the most general terms.

### Credit System

Outlining credit system problems, Woodhull said: "If coins hang up in the slug rejector or fall into the coin return cup it is probably one of four things. It can be a bent coin or someone might have tried a slug. It can be a dirty slug rejector and often is, or it might be that the slug rejector is not adjusted to a level position. The other possible cause might be the scavenger cable binding."

Another category within the credit system problem area Woodhull mentions is the one type of coin that falls completely through to the cashbox without giving a credit. "Here it can be the slug rejector not being properly lined up with the coin switches. Another possibility is a dirty associated switch or one that fails to close and it could be a defective associated credit coil."

Where all coins fall through to the cash box without giving credit Woodhull would point in two directions. "It would be either a blown fuse with no voltage getting to the credit coils,"

he said, "or no common ground to the coin switches which could mean a bad connector or a broken wire."

The remaining common problem in credit system trouble areas Woodhull mentions is where too many selections are given for the amount of money deposited or where not enough selections are credited. Again, Woodhull directs attention in two areas. "It can be one or more incorrect mechanical adjustments in the credit unit or dirty selector switches or selector switches failing to make."

### Selector System Problems

Often a service call results from some quite elementary factor as all too many jukebox mechanics can attest. Woodhull mentions one in discussing the second broad category of service call problems—selection system failures.

"This symptom is detected when the phonograph fails to play the record selected. It could be that the service switch was left in the wrong position," said Woodhull. "But other reasons could be dirty selector switches failing to make, or no voltage to the selection receiver because of a possible blown fuse and it can be one or more incorrect mechanical adjustments on the mechanism."

Another problem in the same category involves the phonograph playing the wrong selection or not playing a particular record, and once more, Woodhull looks to possible very obvious errors. "It can be that the title strips are not properly lined up. This would be very simple," he said, "but you would be surprised how often this can happen. Another thing, it can be an empty record space or insufficient credit on the phonograph. If it is not any of these it can be improper adjustment of the selector assembly or memory unit."

### Mechanical and Sound

Seeking the more obvious and being receptive to any of several simple failures is a factor Woodhull continually stresses. Indiscussing the third category of service call problems; that is, mechanical system malfunctions, he said, "Most mechanism malfunctions are easy to see. They are visually apparent and are most often due to one or more

(Continued on page 78)

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Roboteria Pastry 5 Col.	175.00

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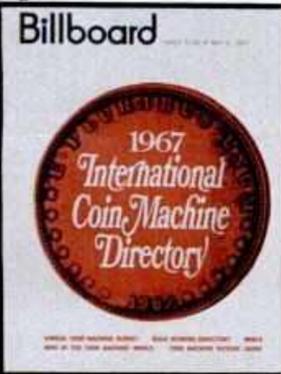
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## Seattle Firm Plans Move

SEATTLE—Lew Choate, co-owner of Seattle Records One-Stop here, told Billboard last week that he is moving his firm to new and larger quarters in the first week of March. Choate said the reason for the move, is the need for more space, which has been caused by the rapid growth of our company.

Choate, who has been at his present 125 First Avenue location for the past four years, said potential new locations have been narrowed down to two sites. He indicated that the final choice will be made within two weeks and said that at least one of the prospective locations is near Seattle's "record row."

"This is our second move in eight years of operations," said Choate. "In our first move we doubled our floor space from 2,500 to 5,000 square feet. Now, we will have about 10,000 square feet. It looks like we're doubling our business every four years."

Seattle Records One-Stop employs a total of 25 persons. In addition to the main office in Seattle, the company has a branch in Portland, plus two leased-department record shops

## New Vending and Arcade Idea Built Around Car Wash Units

By BRUCE WEBER

LOS ANGELES—With the advent of the compact, fully automated, single bay car washing and drying machine, capable of being converted to a fully automated coin operation, operators here see an avenue opening for new rural locations.

The California Car Wash Systems, Inc., Sun Valley, Calif., developer of the new "Combi" push-button car washing machine, plans to promote its product in suburban-country-town filling stations and shopping centers to take advantage of an area still untouched by the high-volume urban auto laundries.

William Campos and Charles Lee, new coin operators in the Northern California area, visualize amusement machine and vending centers adjacent to the Combi car washes. "The uniqueness of the coin-operated car

washer will enable operators to experiment with the filling station-shopping center location," Campos said.

### Fill a Void

Campos, operating in California after six years in the coin-operated amusement business in the Midwest, feels the placement of several vending and arcade-type amusement machines in the general area of the push-button car wash could mean additional profits at a minimum cost outlay.

"The location could be patterned after the urban auto laundries in major cities, with vending equipment stationed in a machine area," Lee said.

"There is a large void in coin machine locations in the township-suburban areas of Northern California," Lee said. "There are few large cities in the north, and this type of location would be ideal."

Although he believes the combined car wash arcade and vending center location will prove to be a novelty, Campos sees a handsome profit for the coin operator even after the "gimmick location" is accepted in the community.

"The car wash location is ideal for the coin machine industry," Campos said, "because it often attracts the family trade," Lee said. "While the driver is looking after the vehicle, the rest of the family will take advantage of the other facilities."

Maury Wayne, vice-president, and David Fisher, president, of California Car Wash Systems, Inc., agree with Campos and Lee.

"The automated, coin machine car wash will open up an untouched new market for automatic car washing equipment among service stations, particularly in small rural towns that cannot support the economics of modern, high-volume business."

## N. C. May Get Tax Help

• Continued from page 69

nual \$25 license fee entitled him to practice law in any county in the State. But to sell matches in each of the 100 counties, a company has to pay \$2,500.

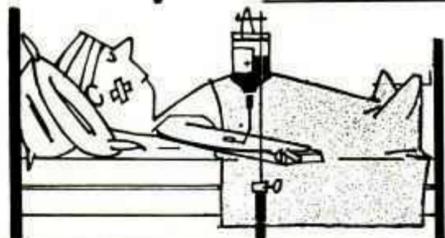
He pointed out that in their own field coin machine operators pay a license fee for a machine in a given location. If it is moved, they have to pay again. "Now that \$25 license an attorney pays is for the privilege of doing business in any county in the State," High explained. The license you pay on that machine should afford that machine the privilege of being placed anywhere in the State."

He concluded by saying that "Equality demands that the privilege license taxes should be abolished or drastically revised."

Association president David C. Smith of Fayetteville appointed C. C. Bishop of Raleigh chairman of a nominating committee to present a slate of officers for election at the next meeting. Garland Garrett, Wilmington, and Jimmy Herndon, Fayetteville, will serve with Mr. Bishop.

President Smith appointed Rusty Derby, Charlotte, chairman of a membership committee. Cecil Fisher, Fayetteville, and Mr. Bishop will serve with him.

## Blood from Red Cross Saves Lives



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help

# TRAK ANNOUNCES THE VENDING MACHINE ALARM THAT WORKS

## TRAK ALARM

- FITS ANY MACHINE, jukes, games, cigarette machines, etc.
- SECURITY at a price you can afford.
- PROTECTION against malicious breakins and costly repairs, service calls. Sets off continuous, loud alarm.
- Be sure of your profits... keep the money you've already earned. With the new TRAK Alarm you get maximum protection — the cost of one breakin can pay for many units.
- INSTALLS in SECONDS — No tools required. Operates on one flashlight battery.
- GUARANTEED — Manufacturer's warranty. It works or your money back.

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Enclosed is check or money order for:

\_\_\_\_\_ TRAK ALARMS @ \$4.95 each

Total \_\_\_\_\_ (Freight prepaid for 100 or more. Shipping charge COD for orders under 100)

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ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP CODE \_\_\_\_\_

(Note — Florida companies add 3% sales tax)

SPECIALIST IN ENGINEERING AND MANUFACTURING FOR SPACE, MILITARY AND COMMERCIAL APPLICATIONS.



TRAK MICROWAVE CORPORATION

TAMPA, FLORIDA



WARNING DECAL free with each unit.



Williams—One-Player Add-A-Ball

A companion to the recently introduced Magic City one-player has been brought out by Williams Manufacturing Corp., the Seeburg subsidiary. Called Magic Town, the flipper game is designed for operators who prefer adding more balls in lieu of a "free game." The unit is adjustable to five or seven-ball play. If the words "Magic Town" light up two outside bottom roll-overs score an extra ball. When the star is illuminated, the two inside roll-overs at the bottom of the playfield score an added ball. The center jet bumper scores 100 points.

## Bay City Lifts Billiard Ban

BAY CITY, Mich.—Pressure from this city's operators of family-type billiard halls has resulted in a change in a city ordinance banning minors from billiard rooms.

New wording of a section of Chapter 33 of the Bay City Code of Ordinances permits attendance by minors in billiard establishments not serving liquor.

Many of the city's family-type billiard lounges utilize coin-operated tables in lieu of having an attendant on the premises at all times.

## Draco Picked

DENVER—Draco Sales Co. here has been appointed distributor for Chicago Coin amusement games in its territory. The appointment gives the Chicago manufacturer two distributors covering this area, the other being Mountain Distributor Co., also of Denver.



DAVID ROSEN, Philadelphia distributor, watches Austin, Minn., serviceman Pvt. David Berwin line up shot on pool table donated to the Philadelphia USO Club through the 32 Carat Club, a Masonic organization to which Rosen and his brother, Harry, belong.

Bay City is a city of 55,000 population and is the home of Valley Manufacturing and Sales Co., one of the best-known suppliers of home and coin-operated billiard tables.

## London Bows Foosball at Miami Show

MIAMI—Foosball Match, the coin-operated miniaturized soccer game that has been catching on with operators throughout many areas of the country, will be introduced here at London Distributing Co. March 7. In making the announcement of the special showing to begin at 7 p.m. president Perry London also disclosed that other showings will be scheduled at the company's branch offices in Jacksonville, Tampa and San Juan, Puerto Rico, in the near future.

London Distributing Co., which also has headquarters in Milwaukee, handles Seeburg's complete line here, in addition to All Tech and United Amusement equipment. Charles Rosenblum, general manager of the office here, announced that L. T. Patterson, president of Patterson International Corp., importer of Foosball Match and other coin-operated equipment, will be here with Eugene J. Deutsch, regional sales manager.

## MMI Moves Into Midwest Region

PALO ALTO, Calif.—In its third major expansion since last fall, Micro-Magnetic Industries, Inc., announced this week that it has opened a Midwest Customer Service Center and parts depot in Chicago at 1750 Wrightwood Avenue. Factory-trained customer service and a complete parts supply department will be made available for all MMI dollar bill and coin changers. MMI opened a similar center in Los Angeles recently.

## Calif. Operators Resigned To Reagan's Tax Increase

• Continued from page 69

said behind-the-scenes discussions are still under way on how much of the proposed cigaret levy will go to local government. The delay is a technical matter, the Reagan spokesman said, and should not be construed as anything else. Vending operators and the tobacco industry can expect the hike, period, he said.

All the governor's office would say officially is that "difficulties have developed with the cigaret tax."

### One Proposal

Under one proposal, the present tax of 3 cents a pack would be raised to 5 cents. Some of this money would be returned to cities and counties to replace revenue from their present locally levied cigaret taxes. At least 19 cities in California levy such a tax. But cities with a tax bigger than the amount the administration wants to give back to them are questioning the proposal.

Criticism of Governor Rea-

gan's tax proposal was aired by Thomas L. Pitts, secretary-treasurer of the California Labor Federation, AFL-CIO.

"Cigaret and liquor taxes shift the proportionate tax burden from upper-income families to lower," Pitts said. The labor leader urged the governor to forego a cigaret and liquor levy and a State sales tax.

To offset publicity in favor of Reagan's cigaret tax proposal, lobbyists against the increase have sent several legislators a copy of a report by William A. O'Flaherty, executive director of Tobacco Tax Council of Richmond, Va.

The report claims that Virginia cigaret sales would increase up to 75 per cent if the cigaret tax of 2½ cents a pack is eliminated.

O'Flaherty said in his report that since 1960, when Virginia imposed the tax, the State economy has lost cigaret sales amounting to \$51 million.

North Carolina is the only State without a tax on cigarets.

### ELECTRIC SCOREBOARDS . . 2 Models

<p><b>OVERHEAD MODEL</b> (Natural finish hardwood cabinet)</p> <ul style="list-style-type: none"> <li>• Two-faced. Scores 15-21 and/or 50 pts. . . \$169.50</li> <li>F.O.B. Chicago . . .</li> </ul>	<p><b>NEW SIDE-MOUNT MODEL</b> (Walnut Formica finish—easy to clean)</p> <ul style="list-style-type: none"> <li>• Scores 15-21 and/or 50 pts. Also 15-21 pts. only. . . \$249.50</li> <li>F.O.B. Chicago . . .</li> </ul>
--	---

EACH model also has these features:  
 • 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play.  
 • "Game Over" light flashes on at end of game.  
 • Easily serviced.  
 • Large metal coin box—holds \$500 in dimes.

**MARVEL Mfg. Company**  
 2845 W. Fullerton, Chicago, Ill. 60647  
 Phone (312) 342-2424

# arctic GUN

**REGULAR OR NOVELTY MODELS**

- 25 Shots Minimum — 35 Shots Maximum.
- Swinging Star Target That Spins When Hit.
- Traveling Bear Turns Around When Hit.
- 5 Disappearing Animal Targets.
- Black Light With Glowing Targets & Scenery In Depth.
- Time Feature — Adjustable.
- Beat This Score Feature.
- Standard Chute — 10¢
- Kiddie Platform — Optional Extra

SIZE  
24½" Wide  
35½" Deep  
69" High  
318 lbs. Crated Wt.

Williams

ELECTRONICS, INC.  
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 CABLE ADDRESS WILCOIN CHICAGO  
 AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

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convinced  
that the  
**NEW GP  
IMPERIAL  
Model 433**  
by  
**ROCK-  
OLA**  
is a real  
money  
maker!  
**buy  
one!**

## ALL MACHINES READY FOR LOCATION

CC Corvette	\$895.00
CC Pro Shuffle	165.00
CC Playland	195.00
CC Shoot the Clown	75.00
CC TV Baseball	395.00
Bally Champion Horse	345.00
Bally Spinner	35.00
Gott. Captain Kidd	75.00
Gott. Gigi	125.00
Gott. World's Fair	185.00
State Fair Gun	95.00
United Capri	295.00
United Savoy	95.00
United 7 Star	225.00
Wms. Batting Champ	225.00
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

**Lew Jones** Distributing Co.

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: MEloose 5-1593

## Vendor to Talk on Commissions

• *Continued from page 70*

comes a Batman or Super Balls and it clicks."

The operation here on Sutter Avenue in suburban University City shows much of the inventiveness Katz employs in his operation. He works closely with a professional printer who performs part-time services for him in making up special decals and display fronts.

Katz has streamlined his operation in many ways and is very alert to the importance of cleanliness and the resultant neat presentation of products. One device he particularly points to with pride is a special hopper used to fill globes with ball gum. He has a special divider at the bottom so that two girls can alternately work at once out of the same unit.

### Attention to Details

Thoroughness might be the secret Katz will try to convey in his speech at the convention. Attention to every detail of his operation will be evident as he outlines his own approach to the question of commissions. "I will

break down the cost of machines, depreciation of equipment, maintenance, broken mechanisms and all the things that locations may not know eat into the operator's cost," he explained.

Katz will also touch on factors such as sales tax, insurance, shrinkage, slugs and licenses, on the theory that operators must be keenly aware of each item in their own individual cost of doing business to be able to intelligently know how far they can go with commissions.

"The license thing itself is one of our biggest headaches here," he commented. "St. Louis is like a lot of other big cities in that it is made up of a lot of suburban communities. Each one seems to have a separate set-up on licenses. Some are \$10 a year and a few even higher than this," he said.

Revealing these and other points with which Katz uses in his own approach to location owners in ironing out commission arrangements should spark one of the most interesting of NVA's sessions this year.

## New Equipment



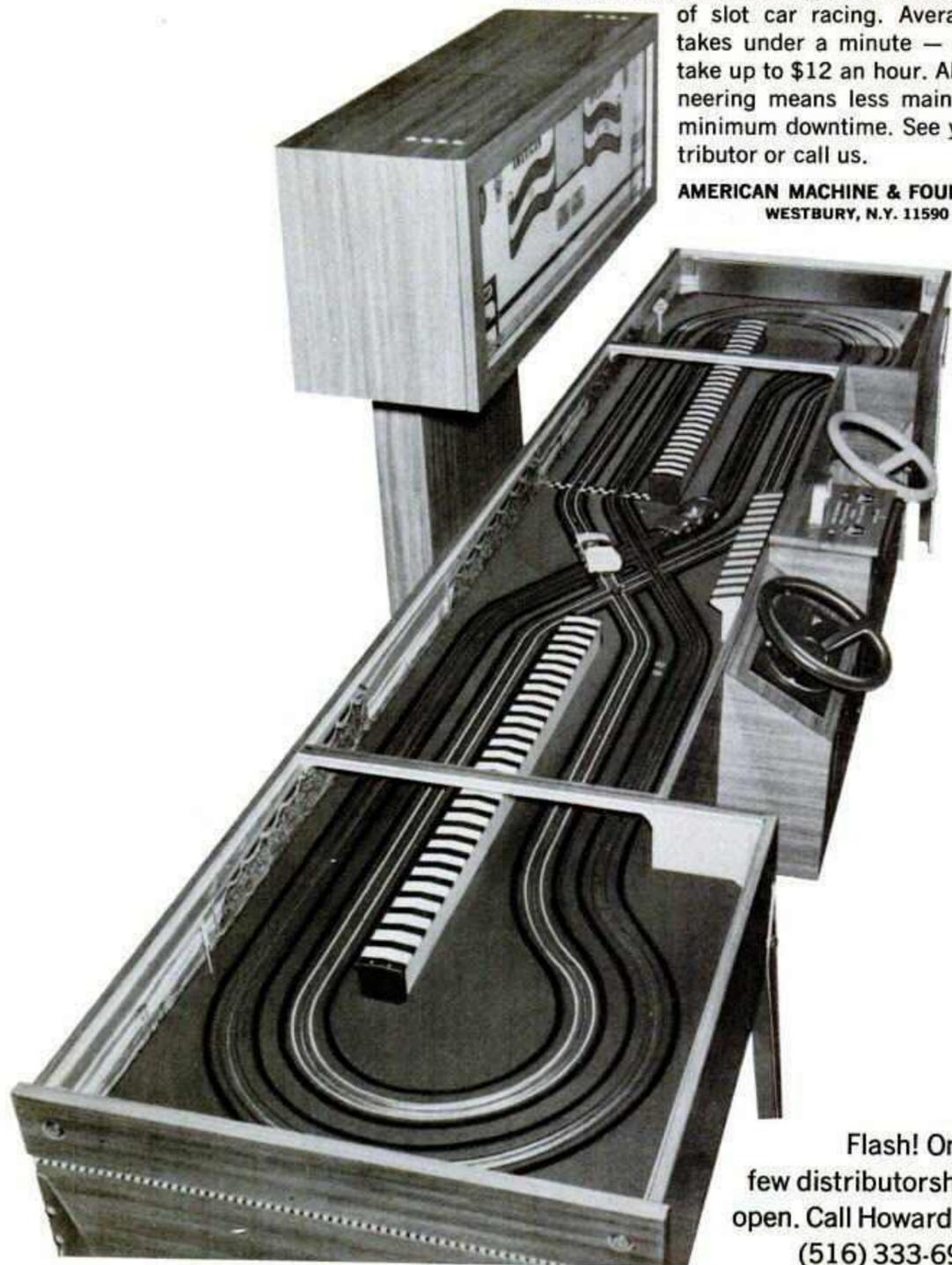
Chicago Coin—Beatniks 2-Player

Spotlighted on the newest two-player flipper game introduced by Chicago Coin is on an original "action ring feature." The game, called Beatniks, is another in the series of flipper games resumed by this division of Chicago Dynamic Industries, Inc., last year. The action ring has a rollover button in the center, and, in the words of Chicago Coin's Ross Scheer, "creates a crazy-quilt pattern of play, so fast that the player will literally jump out of his shoes trying to keep up with the ball. The rollover button scores 100 points when numbers "1," "2" or "3" are illuminated. The same player may shoot again when the ball passes through the lighted, side rollovers. Replays are also achieved on high score and match number. The three individual coin chutes are now equipped with micro switches. Game available in free-play and add-a-ball models.

# American Speedway...the first new game idea in 8 years... now being shipped nationwide

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.

AMERICAN MACHINE & FOUNDRY CO.  
WESTBURY, N.Y. 11590



Flash! Only a few distributorships still open. Call Howard Smith (516) 333-6900

## Rowe Service Schools Set

WHIPPANY, N. J.—Service training schools, which will include instruction for coin machine mechanics with limited experience, are being scheduled by Rowe Manufacturing at its factory here and in Grand Rapids, Mich. Director of field engineering James S. Abato announced six vending instruction sessions for the training center here and six music training seminars at Grand Rapids to be scheduled over the next several months.

Rowe distributors are handling reservations for the schools and Abato suggests that applications should be made as soon as possible before the 15-man limit for each session is reached.

Men with limited experience will be welcomed to include air conditioning and heating. A basic course in schematic reading on the Model 270 candy vender and the Riviera cigaret

machine is scheduled. Also, the 333 Changer mechanism and the Model 77 Candy vender will be included in the instruction program.

An April 24-28 vending session will be held for more experienced mechanics at the Whippany plant with emphasis on the Model 270 Candy vender and the Model 212 coffee machine. Older production models will be reviewed as well.

Instruction sessions devoted to jukeboxes at Grand Rapids will be open to both operators and distributor personnel during two periods—Feb. 6-10 and April 3-7. These two sessions will be devoted primarily to the Music Merchant model.

A school scheduled at Grand Rapids for Feb. 27-March 3 will be limited to distributor personnel only and will delve into the Rowe dollar bill acceptor mechanism, the Phonovue and the solid-state amplifier.

### VENDING SPECIALS

Thornly Reconditioned

Corsair 20's	\$125.00
National 11 ML	125.00
Vendo Ice Cream Merchants	495.00
Bally Seeburg Compact	
662CH Coffee	425.00
Choice Vend CU-390 Can	
Vendors, 12 Oz.	675.00
Apco (Dual) Ice Cold Drink	
Vendor	595.00
Rowe L-1000, No Ice, 9 Oz.	495.00
Mar-Vend Potato Chip	175.00
Vendo HBA1B—450 Single	
Cup Cap. Coffee	595.00
Westinghouse Universal	
Candimat, 8 Column	235.00
Candimat, 9 Column	245.00

### BASEBALLS

Bally Heavy Hitter	\$145.00
Bally Batting Practice	175.00
Bally Big Inning	145.00
Mid. Sluggers	250.00
C.C. All Star Baseball	225.00
Un. Bonus Baseball	150.00
Wms. Pinch Hitter	150.00
Official Baseballs	175.00
C.C. Bull's-Eye	125.00
Major League	275.00
Batting Champ	225.00

### MUSIC

WURLITZER 2500	\$425.00
2600	525.00
2700	625.00
2800	725.00
2900	795.00

A.M.I. Lyric	\$295.00
Continental 2-200	395.00
J.A.L.	450.00
Tropicana	650.00
Diplomat	775.00
ROCK-OLA 1455	195.00
1465	245.00
1475	295.00
1485	375.00
1495	450.00
SEEBURG 201	350.00
222-160	425.00
AQ-160	450.00
AY-160	575.00
DS-160	645.00
LPC-1	795.00
LPC-480	875.00

3 STONE AGE KIDDIE RIDES, in beautiful condition, \$295.00 each.

### WANTED

FOUR BAGGERS—57 BASEBALL—SEEBURG COON GUNS—AUTO PHOTOS. All models—SEEBURG DS-160, R—Seeburg Wallboxes, 160 selection—A.M.I. Model WQ-200 Wallboxes—A.M.I. MUSIC BOXES, Models H-I-J-K-200 Selections—Wurlitzer 2400—Scoring Glasses for both Genco 2-Player Basketball and C. C. Pro-Hockey.

## Cleveland Coin International

2029 Prospect Ave., Cleveland, Ohio 44115  
CABLE: CLECOIN (216) 861-6715



**NORTHWESTERN PEOPLE AT RECENT DISTRIBUTORS' conference in Chicago's Conrad Hilton Hotel, hosted by the Morris, Ill., bulk vending machine manufacturer. (Left) from left, Larry Abelson, Chain Store Specialties, Miami Beach, Fla. with pipe; Earl Grout, Vendall Distributing Co., Minneapolis; Allan Bitterman and Bernard K. Bitterman, Bitterman & Son, Kansas City, Mo.; Frank Ubancic, Cleveland Coin Machine Exchange, Cleveland; William Bud Zuber, Vendall Distributing Co., Minneapolis; Al Toronto and Harry Hurvich, Birmingham Vending Co.,**

**Birmingham; Noel Douchier, Laniel Amusement, Inc., Montreal. (Top center) from left, Milton Hampton and Tom Emms, Graff Vending Co., Dallas; Earl Yearon and H. B. Hutchinson, H. B. Hutchinson Co., Atlanta; Paul Crisman, King & Co., Chicago; L. B. Anderson, Star Vending Co., Denver; Willard Shoemaker, Northwestern Corp., Morris, Ill.; Floyd V. Price and Everett Graff, Graff Vending Co., Dallas; Earl Veatch, Central Distributors, St. Louis. (Bottom center) from left, Irving Schultz and Alex Schwartz, King & Co., Chicago; Alan Cohen and Moe Mandell, Northwestern Sales & Service, New York; W. R. Hamilton, sales engineer; Richard Bolen, general man-**

**ager; Waldo E. Bolen, president, and W. R. Greiner, sales manager, Northwestern Corp., Morris, Ill.; Thomas J. King, King & Co., Chicago. (Right) from left, Bill Miller, Veedco Sales Co., Philadelphia. (light suit); Robert Feldman, Acme Vending Co., Los Angeles; Irvin Kovens, Parkway Machine Corp., Baltimore; Kenneth Shollenbarger, Continental Vending Supply, Inc., Phoenix; Sidney Weinstein, Sidmor Vending Co., Pittsburgh; Harold Christiansen, Angott Dist. Co., Detroit; Blair Norris, Brady Dist. Co., Charlotte, N. C.; David H. Liebling, Cleveland Coin Machine Exchange, Cleveland; Norman Allison, Northwestern Sales, Jacksonville, Fla.**

## Vending News Digest

• Continued from page 72

ships with frozen foods through New Jersey and California commissaries.

• Canteen's Campus Hosts and Hospital Hosts Divisions, both benefiting from school and medical services growth explosions.

• The new Restaurant Management division, operating such locations as "Top of the Met" at Lincoln Center. Ten million dollars in sales are expected of the division in 1967.

All divisions of the company are operating at a profit, O'Malley said at the Feb. 21 meeting.

### Cigaret Price Hike in Canada

MONTREAL—Increased price of flue-cured leaf tobacco and a 1 per cent increase in federal sales tax to 12 per cent were given as reasons behind a cigarette price hike by Imperial Tobacco Co. here. The present price of \$15.53 per thousand cigarettes will be increased to \$16.01 or a net increase of 48 cents per 1,000 cigarettes.

### New Hampshire Study on Tax

CONCORD, N. H.—Republican legislative leaders here have engaged a Boston consulting firm to do a \$20,000 study on the merits of a 2-cent-per-pack increase in cigarette taxes as requested in Gov. John W. King's biennial budget message. The lawmaker group said an honest difference of opinion existed between their tax consultants, the tax commission and Governor King. The difference amounts to \$3.5 million, they said. The governor, who expects cigarette tax revenue to bring in \$9 million, noted the State had a boom in tobacco and liquor revenues the past two years. Figures for the first seven months of the fiscal year show a gain of \$621,999 in tobacco tax revenue.

### Wometco Earnings at New High

MIAMI—Increased sales in all divisions, new acquisitions, cost cutting, effective budgeting and productivity gains in new facilities were cited as factors in a record \$1.82 per share increase in earnings for Wometco Enterprises, Inc., here during fiscal 1966. Sales last year rose 24.3 per cent to \$49,600,000. This was the eighth consecutive yearly increase for the 42-year-old company that became publicly owned in 1959.

### 'Batter Up!'

ATLANTA — Commercial Mechanisms, Inc. here, manufacturer of automatic baseball pitching devices under the trade-name "Blazer," has a coin-operated model suitable for commercial batting ranges and playground locations near "Little League" ball diamonds. Powered by a 110-volt electric motor, the unit holds 300 balls and can be adjusted for height and speed of pitch. Normal pricing is 10 balls for a dime.

Say You Saw It in  
Billboard

# Valley® the "Cadillac" of Quality and Craftsmanship

HERE'S WHY VALLEY'S 6-POCKET POOL TABLES DELIVER MORE OPERATOR AND PLAYER BENEFITS.

1. Completely new trouble-free operating mechanism—ends down time because of non-functioning parts. Cuts service calls for operator and adds to player enjoyment of game because pool table is always in tip-top shape.
2. Revamped internal structure provides for faster ball return—speeds plays; thereby increases collections.
3. Bolted rails—provides solid holding and lets players have faster and more accurate ball action.
4. Easily removable and lightweight ball viewer drawer—speeds entry to table's mechanism.
5. New color combinations of Burl Walnut and Goldtone Formica covers entire table, including legs—enhances any location.
6. Locked in cue ball—ends borrowed balls; thereby saving operator frequent replacement costs.
7. Recessed Coin Chute—separate from cash box.
8. Redesigned separate locked cash box—provides extra security for contents.
9. Four (4) popular 6-pocket models to choose from:

- #1787M (78" x 45" x 31")
- #1877M (88" x 50" x 31")
- #1937M (93" x 53" x 31")
- #1017M (101" x 56" x 31")



### A Valley Exclusive

ANOTHER BIG REASON FOR OPERATORS CHOOSING VALLEY is that only Valley® has the 2¼" Magnetic Cue Ball . . . the only cue ball that always measures 2¼", the exact size of the other 15 balls. Magnetic Cue Ball hits balls "dead center" instead of above or below center. Hits cushion at proper height for greater accuracy. Players get more "english" and "draw" on the ball.

Valley® manufacturing & sales company  
333 Morton Street • Bay City, Michigan • Area Code 517 892-4536

For information on Valley's 2¼" Magnetic Cue Ball . . . the innovation that's revolutionizing the coin-operated billiard industry, write or call.

## Woodhull Passes on Some Tips

• *Continued from page 73*

wrong mechanical adjustments." Problems revolving around the sound system make up

Woodhull's fourth category and he divides the approach to this area into three groups. "If it's poor sound there are four things to investigate," he points out. "It can be worn records or a worn needle," and again pointing to an obvious area, "or the amplifier may be overloaded with remote speakers. The speakers can still be the problem

if they are set up for more wattage than the rating on the amplifier or if it is not in any of these areas I would look for defective electronics in the amplifier itself."

Low volume is another aspect of sound system problems. Woodhull directs attention at three possible trouble spots. "Again it could be defective electronics in the amplifier or CV speakers on the low impedance terminal." Still another, and again obvious, place to look,

an improperly seated stylus, Woodhull explained.

Finally, the problem of no sound at all but everything else in the jukebox appearing to function normally. Woodhull points to four things when he said, "It can be simply a blown fuse. Again I would suspect defective electronics in the amplifier but it could be two other things," he said. "It might be defective pickup leads or shorted speaker lines."

**MEN WHO READ  
BUSINESS PAPERS  
MEAN BUSINESS**

## 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 12-13—Ohio Automatic Merchandising Association, annual conference, Sheraton-Columbus Hotel, Columbus.

May 19-21—North Carolina Vending Association/South Carolina Automatic Merchandising Association, annual meeting, Ocean Forest Hotel, Myrtle Beach, S. C.

May 20-21—Kansas Tobacco-Candy Distributors & Vendors, yearly convention, Lassen Hotel, Wichita, Kan.

May 21-25—National Restaurant Association, 48th annual convention, Navy Pier, Chicago.

May 27-31—National Confectioners Association, 84th Annual Convention, Chicago.

June 2—New York Automatic Vending Association and New York Bulk Vendors Association, Inc., joint meeting, Sagamore Hotel, Lake George.

June 16-18—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lac Lake, Wis.

June 21-23—Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.

MARCH 4, 1967, BILLBOARD

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Chicago Coin's **NEW**  
**2-PLAYER**  
**Beatniks**

**ACTION!**  
**ACTION!**  
**MORE ACTION!**

*New*  
**ACTION RING**  
feature with  
**ROLLOVER BUTTON**  
SCORES 100 POINTS,  
WHEN LIT  
Possible to Score 500-600-700  
or More Points with One Ball

**AUTOMATIC BALL LIFT**

- Lift-Out Self-Locking Play Field . . . Brilliant "Long-Life Finish"
- Adjustable 3-5 Ball Play
- Stainless Steel Moulding and Trim
- Number Match

- **4 THUMPER BUMPERS** with Changing Score Values
- **COMPLETING NAME "BEATNIKS"** Scores 1 Replay - Carries Over from Game to Game
- **2 LOCKING GATES** Ball Going Thru, When Lit, Adds Another Letter in Name
- **3 INDIVIDUAL COIN CHUTES** 5c-10c-25c Extra Large Cash Box with Individual Coin Separators

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**GOING STRONG!** **PARK LANE** ● **FLAIR** ● **FESTIVAL**

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**CHICAGO DYNAMIC INDUSTRIES, Inc.**  
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SIX CONE  
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TURN DELIVERS  
ENRaptured  
LISTENERS AND  
CASH BOXES  
CRAMMED  
WITH COINS.

## WURLITZER AMERICANA

Big in Sound...in Beauty  
in Service-Saving Features

# Reviews



**POP SPOTLIGHT**

**MY CUP RUNNETH OVER**

Ed Ames. RCA Victor LPM 3774 (M); LSP 3774 (S)

Ames is enjoying his first smash hit single as a solo with the title tune, and the LP followup should soar to the top. His rich, deep voice adds new dimension to an exceptional program including "Melinda" from "On a Clear Day...", "True Love" and "In the Arms of Love." A stirring treatment of "Edelweiss" from "Sound of Music" is a gem.



**POP SPOTLIGHT**

**YOUNGER THAN YESTERDAY**

Byrds. Columbia CL 2642 (M); CS 9442 (S)

The Byrds will be riding high on the LP charts again, with this top rock package. Their current hit single "So You Want To Be a Rock and Roll Star" is included along with easy folk rock treatments of "Time Between" and "Back Pages."

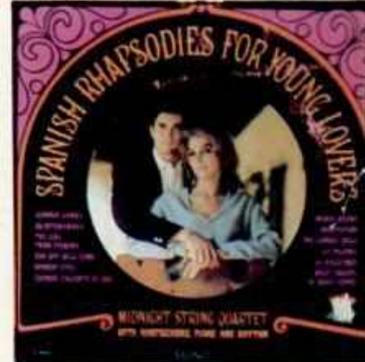


**POP SPOTLIGHT**

**SPANISH RHAPSODIES FOR YOUNG LOVERS**

Midnight String Quartet. Viva V 6004 (M); VS 6004 (S)

The lush, baroque sound that made "Rhapsodies for Young Lovers" a hit album has been recaptured in this followup turned over to the Spanish influence. "The Lonely Bull," "Guantanamera" and "Spanish Eyes" are treats in this exceptional production, which should be more successful than their first.

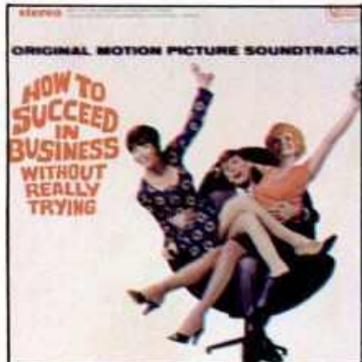


**SOUNDTRACK SPOTLIGHT**

**HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING**

Soundtrack. United Artists UAL 4151 (M); UAS 5151 (S)

The Pulitzer Prize winning show is on the screen with all the Frank Loesser songs bursting forth with new vitality. Stars of the original Broadway cast, Robert Morse, Michele Lee and Rudy Vallee, have been retained for the screen version, and add an exciting spark to the LP.



**POP SPOTLIGHT**

**GOIN' LATIN**

Ramsey Lewis. Cadet LP-790 (M); LPS 790 (S)

Lewis has created one of his most commercial packages to date. Latin rhythms applied to "One, Two, Three," "Free Again," and "I'll Wait for You," add a new dimension, and pop, jazz and r&b buyers will want this one. The Richard Evans Orchestra lends great support.



**POP SPOTLIGHT**

**THE ELECTRIC PRUNES**

Reprise R 6248 (M); RS 6248 (S)

With the album title song currently riding the Hot 100, this debut LP is assured of healthy sales. Powerful performances dominate the exceptional package with "Are You Lovin' Me More" and "Get Me to the World on Time" the standouts.

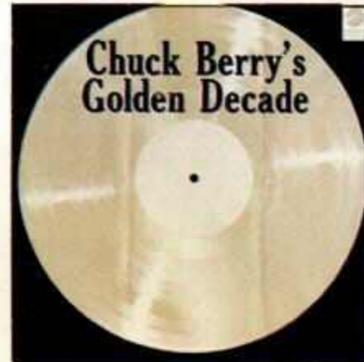


**POP SPOTLIGHT**

**SPICED WITH BRASIL**

Nancy Ames. Epic LN 24238 (M); BN 26238 (S)

Brazil is invaded by Nancy Ames, and the outcome is an excitement-filled package that will be a top programming item. Guitarist Laurindo Almeida's accompaniment is a perfect complement to the Ames voice, as they interpret "Mas Que Nada," "Cherish" and "So Nice," among others.



**POP SPOTLIGHT**

**CHUCK BERRY'S GOLDEN DECADE**

Chess LP 1514 D (M)

Chuck Berry's decade has been filled with gold, and this deluxe album contains them all. From the early "Maybellene" and "Roll Over Beethoven," to the recent "Rock and Roll Music" and "Sweet Little Sixteen," the rock artist shows why he has remained at the top. His influence on the current trends in rock 'n' roll is evident in this top offering.



**POP SPOTLIGHT**

**NOBODY SEES ME CRY**

Diahann Carroll. Columbia CL 2571 (M); CS 9371 (S)

Diahann Carroll is off to a good start with her first LP for Columbia. Her vocal wallop is given full play here as she punches across a superior repertoire. Each song gets a full-bodied vocal dressing that develops excitingly.



**POP SPOTLIGHT**

**VO, VO, DE, OH DOE**

Tony Randall. Mercury MG 21108 (M); SR 61108 (S)

The dulcet tones of Randall, are given a workout in this exciting debut LP. The well balanced program of old and new numbers (all made to sound old) are a delight in his compelling interpretations. Randall's whistling in the second chorus of "Winchester Cathedral," is classic, and with the right exposure, it could be a big one.

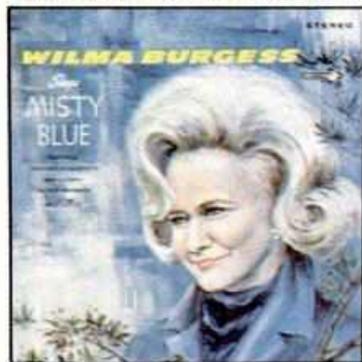


**COUNTRY SPOTLIGHT**

**WILMA BURGESS SINGS MISTY BLUE**

Decca DL 4852 (M); DL 74852 (S)

With her big, beautiful ballad hit "Misty Blue" leading off this exceptional package, Burgess should ride high on the LP charts. Her moving rendition of "The Lip of My Fingers" and "Is It Really Over?" are highlights along with "Ain't Got No Man."



**COUNTRY SPOTLIGHT**

**STRUTTIN' MY STUFF**

Del Reeves. United Artists UAL 3571 (M); UAS 6571 (S)

The "Doodle Doo-Doer" is back with another album that's sure to reach hit proportions. His "This Must Be the Bottom" is included along with "Walking on New Grass" and "Motel Time Again." "I've Used Up My Doodle Doo-Doos" is a gem.

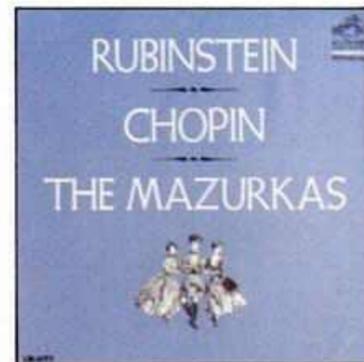


**CLASSICAL SPOTLIGHT**

**CHOPIN: THE MAZURKAS (3 LP's)**

Artur Rubinstein. RCA Victor LM 6177 (M); LSC 6177 (S)

Rubinstein and Chopin have been an unbeatable combination for years and this new three-record package of the 51 mazurkas continues the practice. All 51 receive precise treatments from the master pianist, who currently has two Chopin albums on the chart.

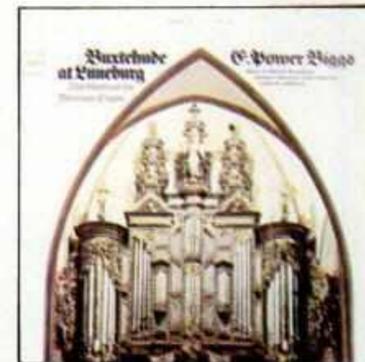


**CLASSICAL SPOTLIGHT**

**BUXTEHUDE AT LUNEBURG**

E. Power Biggs. Columbia ML 6344 (M); MS 6944 (S)

Biggs is once again the Mr. Big of the organ in this vivid and exciting recording. He plays with a grandeur and authenticity which retains the times and mood of Buxtehude and his music. Should be another chart climber.

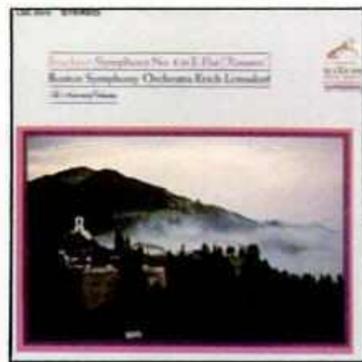


**CLASSICAL SPOTLIGHT**

**A REGIME CRESPIN SONG RECITAL**

Angel B6405 (M); S 36405 (S)

Regine Crespin keeps her large voice under perfect control in sensitive readings of Schumann's "Liederkreis," five Faure songs, and Sanquet's "Berceuse creole." Two "Chants d'Auvergne" are rousing, while the flexible rhythms of Roussel's "Coeur en peril" are beautifully captured. John Wustman is the competent piano accompanist.



**CLASSICAL SPOTLIGHT**

**BRUCKNER: SYMPHONY NO. 4**

Boston Symphony (Leinsdorf). RCA Victor LM 2915 (M); LSC 2915 (S)

Another excellent pressing of Bruckner's most popular symphony. Leinsdorf leads the Boston in a performance that accents the nobility and character of the music, while permitting its sensuous qualities.



**R & B SPOTLIGHT**

**BILLY STEWART TEACHES OLD STANDARDS NEW TRICKS**

Chess LP 1513 (M); LSP 1513 (S)

Currently riding the singles charts with "Everyday I Have the Blues" (included here), Stewart has come up with strong album followup. His unique style adds a new excitement to "Moonlight in Vermont," "Fly Me to the Moon" and his previous hit, "Secret Love." "Somewhere" from "West Side Story" is a special treat.



**GOSPEL SPOTLIGHT**

**THE STATESMEN QUARTET WITH HOVIE LISTER IN**

RCA Victor LPM 3703 (M); LSP 3703 (S)

At once showmanly and full of spiritual quality are these performances by this noted group. Material includes "Brighten the Corner Where You Are," "Grace for Every Need," "I Told My Lord," and others. Must merchandise for dealers in the gospel field.



**GOSPEL SPOTLIGHT**

**PRAY ON**

Staple Singers. Epic LN 24237 (M); BN 26237 (S)

This is another fine package of performances by this talented group, and the sides have the additional merit of fine engineering. The spirit is really with them as they sing "It's Been a Change," "How Great Thou Art," "The Lord's Prayer," and others.