

# Billboard

The International Music-Record Newsweekly

## NARM Convention: A Record Smasher

By ELIOT TIEGEL

LOS ANGELES—A number of firsts marked the National Assn. of Record Merchandiser's ninth annual convention held last Monday through Friday (6-10) at the Century Plaza Hotel.

A record attendance of more than 800 regular and associate members converged from all over the nation to attend the five days of business meetings. Seminars spanned electronic data processing, tape CAR-

tridge, handling labor relations and warehousing, inventory control and management training.

For the first time NARM scheduled seminars presided over by experts outside the record industry to offer expertise on subjects of major interest to the distributors of recorded product.

And for the first time, a live presentation of country music was offered to the rack jobbers during the business sessions.

Of major significance was the *(Continued on page 8)*

## Track War Raises Inventory Havoc With Record Dealers

By HANK FOX

NEW YORK—Record dealers carrying tape CARtridges are being faced with a multiple inventory problem. The issue came into focus last week when Columbia joined Capitol Records in the 4-track market and RCA Victor held its 8-track only policy.

"It's impossible for us to carry an in-depth catalog of 4 and 8-track and maybe reel-to-reel cartridges," said one Midwestern dealer. And a perplexed Southern Record shop owner who is enjoying strong 4 and 8-track sales in his small store said, "We've got to do something immediately. We can't afford to lose this kind of business."

A survey of dealers across the nation reveals that mass confusion exists regarding which track to carry, where to store and display the cartridges and what the future trend will be.

Many dealers, previously limiting their inventory to one configuration, have been forced by changing conditions to stock two or three incompatible sys-

tems. The automobile industry's embrace of the 8-track player and the abundance of

Stereo 8 cartridge tapes are the major factors governing the *(Continued on page 71)*

## Modern C&W Radio Cornering Markets

By CLAUDE HALL

NEW YORK — "Modern" country music radio is no fad. Almost two years after the sound literally exploded across the nation, the radio stations that switched to this new kind of country music radio are still gaining ground in both audience and billings. With the exception of a very few radio stations that were driven to other formats by "better" country music operations in the same market, almost all stations that leaped on the country music bandwagon have had success. There are some that have even climbed to No. 1 audience ratings throughout the day or part of the day. Generally, many of the stations at least rank between fourth and second in

their markets, but one and all enthusiastically claim they have not yet reached their peak. All report local billings at new high and most report national billings at very high levels—more than ever before regardless of what formats the stations had before.

The stations that have met with great success include WJJD, Chicago; WPLO, Atlanta; WJRZ, Newark; KSON, San Diego; WWOK, Charlotte; KRAK, Sacramento, Calif.; KAYO, Seattle; KGBS, Los Angeles; WSHO, New Orleans; WMNI, Columbus, Ohio; WQIK, Jacksonville; and dozens of others.

Just who or what station started the whole country music format boom is difficult to *(Continued on page 30)*

## Motown and A&M Joining The Playtape Trackwagon

NEW YORK—Motown and A&M Records became the latest labels to sign up for Playtape's 2-track CARtridge system last week. The joint announcement about Motown was made by Playtape President Frank Stanton and Tamla-Motown; product will be on the market within 60 days.

Stanton also announced that he would be launching a new \$1 "single" cartridge this sum-

mer featuring only two tunes like the 45 r.p.m. record.

The acquisition of Motown and A&M brings the number of labels that are now available on the Playtape system to 18. Stanton felt this represents "by far the largest tape library of its kind in the world—covering rock 'n' roll, pop, jazz, blues, r&b, country music, Latin music, soundtracks, original *(Continued on page 14)*

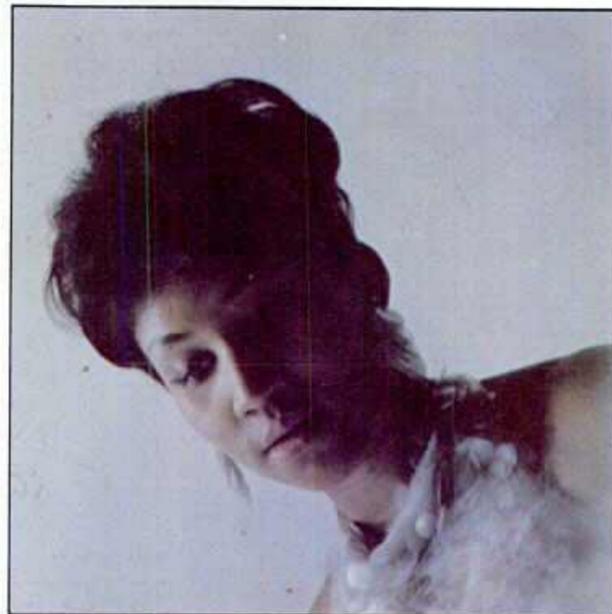
## Huge, 'Thorough' Pitch on 'Millie'

By MIKE GROSS

NEW YORK—Decca Records' soundtrack album of "Thoroughly Modern Millie" will be riding into market with the support of an unprecedented advertising-promotion campaign set up by Universal Pictures. The motion picture company's drive includes a hefty outlay for television spots and newspaper and magazine ads.

Universal had bought 203 TV spots on five channels in New York, which started Friday (10) and will run through March 23, two days after the world premiere of the movie at the Criterion Theater here. These spots will be 10 and 20 seconds in length, cross-plugging the movie, which stars Julie Andrews, Carol Channing, Mary Tyler Moore, Beatrice Lillie, James Fox and James Gavin, and the soundtrack which Decca is releasing simultaneously on LP and tape. The record and tape plug is in the form of a copy line running across the bottom part of the screen at the end of each spot.

Universal has also earmarked the New York area for a schedule of newspaper and magazine ads which will cost in excess of \$200,000. Each ad will plug both *(Continued on page 14)*



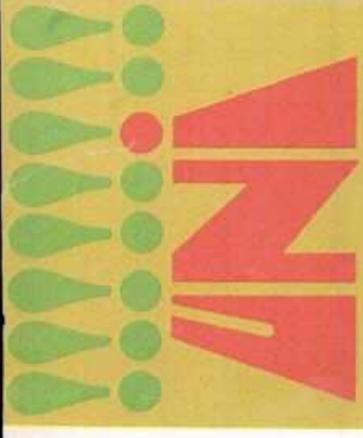
Aretha Franklin's first single for Atlantic, "I Never Loved a Man the Way I Love You" (#2386), is an overwhelming smash. Her first Atlantic album, "I Never Loved a Man the Way I Love You" (#8139/SD 8139), just released, has racked up tremendous advance orders, and will be one of the top-selling albums of the year. *(Advertisement)*



Coming Next Week . . . The Happiest Music From the Happiest Roadshow on Record! Exclusively on Decca! *(Advertisement)*

*(Advertisement)*

*(Advertisement)*





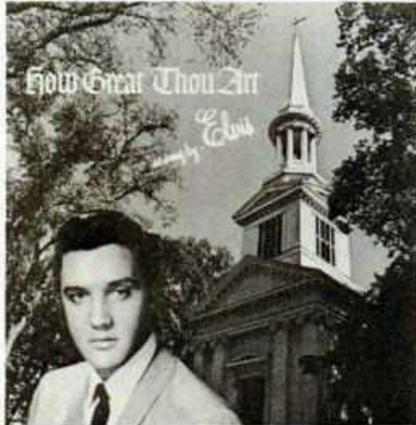
A VERY HIP FLASK

THOROUGHLY MODERN MILLIE

THE HIPPIY DIPPYS

73001/3001 UNIVERSAL CITY RECORDS - A Division of MCA Inc., 8255 Sunset Blvd., Hollywood, Calif. 90046

# ELVIS SPECIAL PALM SUNDAY NATIONWIDE HALF-HOUR EASTER RADIO PROGRAM **ELVIS**



Featuring SACRED SONGS  
FROM HIS NEW  
RCA VICTOR SACRED ALBUM  
**"HOW GREAT THOU ART"**

- |  |   |   |   |  |   |
|--|---|---|---|--|---|
| <b>ALABAMA</b><br>Birmingham<br>WBRC • WLPB • WSGN<br>WVOK • WYAM • WYDE<br>Mobile<br>WABB • WLIQ • WTUF<br>WUNI • WZAM<br>Montgomery<br>WAJM-FM • WBAM<br>WCOV • WMGY<br><b>ALASKA</b><br>Anchorage<br>KFOD<br><b>ARIZONA</b><br>Phoenix<br>KOY<br>Tucson<br>KTKT<br><b>ARKANSAS</b><br>Fort Smith<br>KFPW • KFSA • KWHN<br>Little Rock<br>KAAY • KARK • KDXE<br>KLRA • KMYO<br>KMYO-FM • KXLR<br><b>CALIFORNIA</b><br>Long Beach<br>KFOX<br>Palm Springs<br>KCHV • KCMJ • KDES<br>KGEC-FM • KPAL • KWXY<br>Sacramento<br>KRAK<br>San Diego<br>KSON<br>San Bernardino<br>KRNO<br>San Francisco<br>KSAY<br>Los Angeles<br>KFI<br><b>COLORADO</b><br>Denver<br>KLAK<br>Durango<br>KIUP<br><b>CONNECTICUT</b><br>New Haven<br>WELI<br>Stamford<br>WSTC<br>Waterbury<br>WATR<br><b>DELAWARE</b><br>Wilmington<br>WDEL<br><b>WASHINGTON, D.C.</b><br>WDON<br><b>FLORIDA</b><br>Jacksonville<br>WAPE • WBIX • WMBR<br>WPDQ • WQIK • WQIK-FM | Miami<br>WGOS-FM • WQAH • WQAM<br>WFUN • WIXX (Ft. Lauderdale)<br>Orlando<br>WABR • WFIV (Kissimmee) • WHIY • WHOO<br>Tampa-St. Petersburg<br>WALT • WFLA • WHBO<br>WINQ • WLCY<br>WPLA (Plant City)<br>WSOL • WSUN<br>WWAB (Lakeland) • WYOU<br><b>GEORGIA</b><br>Augusta<br>WBIA • WGAC • WGUS<br>Atlanta<br>WGUN • WSB<br>WTJH • WYNX<br>Columbus<br>WDAK • WHYD • WHYD-FM<br>Macon<br>WBML • WMAZ<br>Savannah<br>WBYG • WEAS • WSAV<br><b>HAWAII</b><br>Honolulu<br>KPOI<br><b>IDAHO</b><br>Boise<br>KBOI<br>Pocatello<br>KWIK<br>Idaho Falls<br>KTEE<br>Twin Falls<br>KLIX<br><b>ILLINOIS</b><br>Chicago<br>WLS<br>Quincy<br>WTAD<br>Peoria<br>WPEO<br>Springfield<br>WTAX<br>Decatur<br>WDZ<br><b>INDIANA</b><br>Indianapolis<br>WIBC • WIFE • WXLW<br><b>IOWA</b><br>Davenport<br>WOC<br>Des Moines<br>WHO<br>Mason City<br>KGLO<br>Cedar Rapids<br>KCRG<br><b>KANSAS</b><br>Colby<br>KXXX | Topeka<br>KEWI • WREN<br>Wichita<br>KFDI<br>KUPK (Garden City)<br>KSIR<br><b>KENTUCKY</b><br>Louisville<br>WHAS<br>Bowling Green<br>WLBK<br>Lexington<br>WAXU<br>Owensboro<br>WVJS<br><b>LOUISIANA</b><br>Baton Rouge<br>WIBR • WLUX<br>Lake Charles<br>KAOK • KIKS • KPLC<br>New Orleans<br>WSHO • WSMB • WWL<br>Shreveport<br>KCIJ • KWKH<br><b>MAINE</b><br>Bangor<br>WGUY<br>Portland<br>WLOB<br><b>MARYLAND</b><br>Baltimore<br>WISZ<br><b>MASSACHUSETTS</b><br>Boston<br>WBOS<br><b>MICHIGAN</b><br>Flint<br>WKMF<br><b>MINNESOTA</b><br>Minneapolis-St. Paul<br>KTCR<br>Duluth<br>WDSM<br><b>MISSISSIPPI</b><br>Jackson<br>WJDX • WJQS • WRBC<br>Meridian<br>WCOC • WMOX<br>Tupelo<br>WELO • WTUP<br><b>MISSOURI</b><br>Kansas City<br>KCMO<br>St. Louis<br>KWK • KXEN<br><b>MONTANA</b><br>Billings<br>KGHL<br>Bozeman<br>KXXL<br>Great Falls<br>KMON | <b>NEBRASKA</b><br>Grand Island<br>KMMJ<br>Lincoln<br>KLMS<br>Omaha<br>KOIL<br>Scottsbluff<br>KNEB<br>Sidney<br>KSID<br><b>NEVADA</b><br>Las Vegas<br>KRAM<br>Elko<br>KELK<br>Reno<br>KOH<br><b>NEW HAMPSHIRE</b><br>Nashua<br>WOTW<br>Keene<br>WKNE<br>Manchester<br>WFEA<br><b>NEW JERSEY</b><br>Newark<br>WJRZ<br>Trenton<br>WTTM<br><b>NEW MEXICO</b><br>Albuquerque<br>KOB<br>Farmington<br>KENN<br><b>NEW YORK</b><br>Albany<br>WEEE<br>Binghamton<br>WINR<br>Buffalo<br>WWOL<br>Rochester<br>WHEC<br>Rome<br>WKAL<br>Syracuse<br>WOLF<br>Watertown<br>WWNY<br><b>NORTH CAROLINA</b><br>Asheville<br>WISE • WLOS<br>WSKY • WWNC<br>Charlotte<br>WBT • WKTC<br>WIST • WSOC<br><b>NORTH DAKOTA</b><br>Bismarck<br>KFYR<br>Fargo<br>WDAY | Williston<br>KEYZ<br><b>OHIO</b><br>Cincinnati<br>WCLU • WKRC<br>WZIP • WSAI<br>Cleveland<br>WAKR (Akron) • WHK<br>WSLR (Akron)<br>Columbus<br>WBNS • WMNI • WRFD<br><b>OKLAHOMA</b><br>Oklahoma City<br>WKY • KOCY • KLPR<br>Tulsa<br>KFMJ • KVOO<br><b>OREGON</b><br>Portland<br>KWJJ<br><b>PENNSYLVANIA</b><br>Allentown<br>WKAP<br>Harrisburg<br>WCMB<br>Philadelphia<br>WRCP<br>Johnstown<br>WJAC<br>Scranton<br>WGBI<br><b>RHODE ISLAND</b><br>Providence<br>WICE<br><b>SOUTH CAROLINA</b><br>Charleston<br>WBEB • WCSC<br>WQSN • WTMA<br>Columbia<br>WCAY • WIS • WCOS<br>Greenville<br>WESC • WQOK<br>Spartanburg<br>WHCQ • WORD<br><b>SOUTH DAKOTA</b><br>Sioux Falls<br>KELO<br>Rapid City<br>KIMM<br><b>TENNESSEE</b><br>Chattanooga<br>WDEF • WDDO • WFLI<br>Knoxville<br>WATE • WBIR<br>WKGN • WNOX<br>Memphis<br>KWAM • WMC<br>WMQM • WREC<br>Nashville<br>WENO • WKDA • WLAC<br>WMAK • WSM<br><b>TEXAS</b><br>Austin<br>KHFI • KNOW • KTBC • KVET | Dallas<br>KBOX • KRLD<br>KSKY • WFAA<br>El Paso<br>KHEY<br>Ft. Worth<br>KBUY • KXOL • WBAP<br>Houston<br>KAYC (Beaumont)<br>KIKK • KNUZ<br>KTLW (Texas City)<br>KWBA (Baytown)<br>San Antonio<br>KBER • KITE<br>KMAC • WOAI<br><b>UTAH</b><br>Salt Lake City<br>KSOP<br>Provo<br>KOVO<br>Richfield<br>KSCV<br>Vernal<br>KVEL<br><b>VERMONT</b><br>Burlington<br>WVMT<br>Waterbury<br>WDEV<br><b>VIRGINIA</b><br>Norfolk<br>WAYV • WCMS<br>WGH • WNOR<br>Richmond<br>WEET • WGOE • WLEE<br>WRNL • WRVA<br><b>WASHINGTON</b><br>Seattle<br>KIRO<br>Spokane<br>KSPO<br><b>WEST VIRGINIA</b><br>Wheeling<br>WVVA<br><b>WISCONSIN</b><br>Milwaukee<br>WRIT<br>Madison<br>WKOW<br>Green Bay<br>WBAY<br>Wausau<br>WSAU • WSAU-FM<br><b>WYOMING</b><br>Cheyenne<br>KFBC<br>Casper<br>KVOC<br>Powell<br>KPOW<br>Torrington<br>KGOS |
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ELVIS NOW APPEARING IN THE HAL WALLIS PRODUCTION "EASY COME, EASY GO,"  
A PARAMOUNT PICTURE, AT YOUR FAVORITE THEATER.

Happy Easter /  / **ELVIS** and the Colonel / 

# Salute to Workers

The final fund-raising event of the Nat King Cole Cancer Foundation, the Birthday Ball on Friday (17) will assure the creation of a medical library at the UCLA Medical Center. This goal was established when the noted vocalist died two years ago. It's realization will — in a very positive way — help perpetuate the memory of one of the world's great entertainers. In the words of Jim Conkling, co-ordinator of the Ball, the library will be a "living thing."

Many people are to be congratulated for their work on behalf of the Cole Cancer Foundation, notably Mrs. Nat Cole, founder and director, Glenn Wallichs and the Capitol Records executives, Jim Conkling, Eddie Albert and countless others who have dedicated their energies and talents to a project which will aid all mankind. The entertainment industry, in brief, has responded nobly.

Tickets are still available, inasmuch as a few days remain before the Ball is held. We urge all to attend.

# Cole Memorial Ball May Raise 100G

LOS ANGELES — The Nat King Cole Cancer Foundation's Birthday Ball Friday 17, stands to raise \$100,000 if the event is a sellout.

All proceeds for the dinner-dance at the Century Plaza have been earmarked for the creation of a medical library at the UCLA Medical Center. The dinner-dance will be the final fund-raising event of the Cole Cancer Foundation, established two years ago when Cole died of cancer. "We have committed ourselves to finance the establishment of a medical library in a privately financed wing at UCLA," explained Jim Conkling co-ordinator for the event. "We have already raised a goodly portion of money to help establish the library, which will be a living thing."

Tickets for the black-tie event have been selling for \$25, \$50 and \$100 through Capitol Records, which is acting as a clearing house for the event.

Arrangers working on the overture are Frank DeVol, "Nature Boy"; Nelson Riddle, "Too Young"; Ralph Carmichael, "Lazy, Hazy Days of Summer," and "Ramblin' Rose." An arranger for "Walkin' My Baby Back Home" will be selected.

A major comic personality is also being sought as master of ceremonies. Show business personalities who will appear at the event include David McCallum, Steve Allen, Edward G. Robinson, Paul Burke, Billy Daniels and David Rose.

Lee Gillette, Cole's long-time associate, selected the 12 numbers for the limited edition album. *(Continued on page 8)*



MRS. MARIA COLE and Jim Conkling with poster for the Nat Cole Birthday Ball.

# Certification to Monkees' 'Bit'

NEW YORK — The latest Monkees single on Colgems, "A Little Bit Me, a Little Bit You" and "The Girl I Knew Somewhere" has been certified a million-disk seller by the Record Industry Association of America simultaneously with its release. The pressing had more than 1.5 million in advance orders. RCA Victor distributes and manufactures Colgems product.

The gold record is a follow-up to the Monkees' "I'm a Believer," which sold more than three million copies in the U. S. and scored heavily in foreign markets. The group's first two

# Herschberg Award

NEW YORK—The Grammy award for best engineered non-classical recording went to Eddie Brackett and Lee Herchberg for "Strangers in the Night" on Reprise, not just to Brackett as previously reported.

LP's "The Monkees" and "More of the Monkees" have each sold about three million copies to date.

"A Little Bit Me, a Little Bit You" was composed by Neil Diamond and produced and arranged by Jeff Barry under the music supervision of Don Kirshner, president of Colgems. "The Girl I Knew Somewhere" was written by Mike Nesmith of the quartet and produced by Douglas Farthing Hatlelid.

# Musicassette Market in Britain Is Scoring Major Breakthroughs

By GRAEME ANDREWS

LONDON—The five-month-old U. K. musicassette market has received a massive uplift with three major deals in this new product field, resulting in the first direct U. S.-originated cassette catalog, the first record company pact to supply a U. K. airline with cassettes, and the launching of the first educational cassettes.

For the first time an American label—CBS—has agreed to put its product on musicassettes marketed by Philips.

This major breakthrough for Philips in its effort to establish its system as the permanent British system follows negotiations which resulted in the signing of a contract last Thursday (9) by Philips Records managing director Leslie Gould and the deputy managing director of CBS in England, Maurice Oberstein. Twenty cassettes of CBS material will be

issued in May, to be followed by regular releases on the label in this format.

Material will include "My Fair Lady," "West Side Story," and recordings by Andy Williams, Tony Bennett, Bob Dylan and Barbra Streisand.

Announcing the deal, Gould pointed out that the EMI, Pye and Polydor groups were already issuing repertoire on cassettes and added, "Only the Decca group is now not in the musicassette business in Britain."

## 250 Cassettes

He added that by October there will be more than 250 musicassettes on the market here, together with a wide range of home, car and portable players that will help to entrench the new record product. Philips has additionally concluded a deal with Visa-phone to issue the first language courses on cassette here.

These will be marketed with full instruction books and initially will cover French, German, Spanish and Italian.

This repertoire explosion is to be backed by a mammoth July promotion drive when Philips will clear the decks by suspending record releases to enable the entire sales force to push cassettes, which will be heavily advertised and promoted.

Coinciding with the major Philips expansion, Polydor will supply British European Airways with cassettes for in-flight passenger programs from April 1. The government-owned airline has not previously provided music for passengers. BEA's Trident airliners will be the first aircraft fitted with cassette-playing facilities. Airline's executives opted for Polydor's cassettes because of the company's strong middle-of-the-road orchestral repertoire.

# HELEN MORGAN 'BILL' IN FOLDER

NEW YORK—An Aurovision recording of "Bill," by Helen Morgan, which was waxed for Columbia Records in 1932, is being included in a Union Camp Corp. folder dedicated to the life and times of Florenz Ziegfeld. Aurovision is produced by Columbia Record Productions. Western Union recently began using Aurovision disks for its new Melody-Grams.

# Monument's Boots Month Scores in Monumental Play

LOS ANGELES — Monument's current Boots Randolph Month—the most extensive artist promotion in the company's history—has resulted in unprecedented airplay for the saxophonist.

According to national sales manager Bob Summers, approximately 1,900 radio stations answered a questionnaire sent out by the label which reveals these outlets will offer heavier Randolph programming during the Randolph Month which extends into the first part of March.

Monument's Randolph exploitation program hinged on three factors; gold record status for the "Yakety Sax" LP,

"Randolph being featured in American Airline's Astro Stereo program for February (the promotion began in the last half of February) and the artists' ability to devote time to personal appearances and disk jockey calls during February.

Randolph traveled nearly 15,000 miles, according to Summers, visiting parties at Playboy Clubs in Los Angeles, New York and Chicago, where he performed with his quartet; he also made side trips to a score of major cities to visit with DJ's. Fred Foster, Monument's president, traveled with Randolph throughout the trip, which has resulted in increased interest in his new LP with strings and his back catalog.

# Stations Slate Presley Play

NEW YORK — More than 300 radio stations in 50 States will broadcast a special 30-minute program of sacred music from Elvis Presley's RCA Victor album "How Great Thou Art." The Palm Sunday program is contained on a 12-inch special album, which includes a spot announcement for the national Red Cross. The program, which is being sponsored by Presley and Colonel Parker, his manager, also has an open time period for local charity plugs.

Trade and consumer ads by Victor on the album will support the saturation programming. Ad mats of 600 lines on the new album, with space for local copy, are being made available for local and regional advertising to tie in with the Palm Sunday broadcasts.

# Baharis to Aim At R&B Singles

LOS ANGELES—Kent Records will become the 1967 platform for rhythm and blues singles for the Bahari Brothers, which started in r&b production in 1944 with the Modern line. For the past nine years, the Baharis—Saul, Jules, Joe—have concentrated on their Crown low-priced album line.

Now, reports Saul Bahari, the family emphasis is on singles, with Mike Akopoff hired to work in r&b a&r-promotion. Akopoff will secure material with Jules Bahari hand. *(Continued on page 8)*

# Executive Turntable

Carl S. Nelson Jr. has been named to the newly created post at Capitol of director for development engineering. William L. Robinson, director of the label's Hollywood studio, has been named director of electronic engineering. Peter Dent takes over Robinson's vacated post, with John F. Kraus replacing Dent as night recording supervisor. Named to the post of administrative services engineer is Pell Kruttschnitt who will oversee administration of the engineering and recording operation. Named recording quality control manager is Martin Getzler, a 13-year Capitol employee.

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Happy Goday has resigned as vice-president and general professional manager of The Richmond Organization (TRO). Goday spent seven years with TRO as general professional manager. He became a vice-president in 1966. Goday played a key role in the exploitation of songs by Charles Aznavour.

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Norman Foley has joined the Sam Fox Publishing Co. as general professional manager. He will be responsible for developing and exploiting new properties as well as promoting the Fox catalog. Foley has been associated with the MGM publishing wing, Big Three, and the Warner Bros. pubbery, Witmark & Sons.

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Steve Leber has been named head of the music division of the William Morris Agency. He will be in charge of college booking. Leber has been with the agency three years. He handled bookings, as a student, at Northeastern University, Boston, before joining William Morris.

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Harold Lewis has been named national sales representative of Vanguard Records. He entered the record business in 1944 with a retail shop, managed Record Producers, a national classical line distributorship, and for the last 15 years was a partner in Stanley-Lewis Distributing Co., New York.

*(Continued on page 8)*

# New Sales Peak Registered by Atl.-Atco With 2-Month Gusher

NEW YORK—Atlantic-Atco Records, which racked up the most successful sales year in its history for 1966, is hitting new sales marks for 1967. Sales figures for January and February are already double the same period last year.

Atlantic and Atco have been scoring with 10 to 12 records on the charts every week for the past two months. Single sales for Atlantic were sparked by one of the fastest-breaking records in the firm's history, Aretha Franklin's "I Never Loved a Man (The Way I Love You)."

The record sold more than 250,000 within two weeks of release and is continuing at a hot sales pace. The single created a demand for the new Aretha Franklin album, and orders for 200,000 copies were received before the album was shipped this week. The album has the same title as the hit single.

Other clicks that have come from Atlantic-Atco and its combine of Stax, Volt, Dial and Fame labels during the past two months were Sonny & Cher's "The Beat Goes On";

the Young Rascals' "Lonely Too Long;" Wilson Pickett's "Everybody Needs Somebody to Love;" the Buffalo Springfield's "For What It's Worth;" Bobby Darin's "Lovin' You;" Percy Sledge's "Baby Help Me;" Joe Tex's "Show Me;" Eddie Floyd's "Raise Your Hand;" Jimmy Hughes' "Why Not Tonight;" Arthur Conley's "Sweet Soul Music" and Sam & Dave's "When Something Is Wrong With My Baby."

On the album front, Atlantic-Atco also racked up strong sales with nine LP's on the charts and many new LP releases picking up quick consumer acceptance. Among the chart albums are the Young Rascals' "Collections;" Wilson Pickett's "The Exciting Wilson Pickett" and "The Wicked Pickett;" Otis Redding's "Dictionary of Soul" and "The Soul Album;" the Buffalo Springfield's LP; Bobby Darin's "If I Were a Carpenter;" "Solid Gold Soul—Vol. II" and Sam & Dave's "Hold on I'm Comin'."

Among the company's new LP releases in February which show strong sales potential are Sonny & Cher's "In Case You're In Love;" the soundtrack of "The Game Is Over;" Herbie Mann's "Impressions of the Middle East;" Charles Lloyd's "Forest Flowers;" Jack McDuff's "Tobacco Road;" Nat Adderly's "Live at Memory Lane;" Roland Kirk's "Here Comes the Whistler;" Sonny Stitt's "Deuces Wild" and Hank Crawford's "Mr. Blues."

## McCoy on Own as Producer

NEW YORK — Van McCoy, until recently a partner with Dave Kapralik in Daedalus Productions, is forming his own independent producing company, to be called VMP (Van McCoy Productions). VMP will turn over masters and also create its own labels for distribution by other independent companies.

While with Daedalus, McCoy arranged, conducted and produced "Let's Fall in Love," a Date release which went to No. 27 on the Hot 100 chart last week.

McCoy is also a writer of note and in this capacity is under contract to Blackwood Music. Some of McCoy's credits are "Baby, I'm Yours," a big

one for Barbara Lewis on Atlantic, and such tunes as "Before and After" and "I Don't Want to Lose You Baby," both cut by Chad and Jeremy.

McCoy stated that with his new firm he will seek "to bring to New York the impetus of a fresh, new r&b-oriented sound, geared for the broadcast market." He added that he was in the process of assigning administrative duties. VMP's first production will be released this week under the banner of Soul Sound Productions. It is a single by Sandy Sheldon on Okeh Records, titled "You're Gonna Make Me Love You."

McCoy is currently scouting material and setting deals with labels.

## FINLEY'S SON WAXES RECORD

LOS ANGELES — Another Finley has entered show business. The newest entry is Guy Finley, 18-year-old son of Larry Finley, former ballroom owner-disk jockey, now president of International Tape Cartridge Corp.

Guy Finley plays drum with the Laughing Wind, a folk-rock quartet just signed with Tower. The group's debut single is "The Bells." Youngsters have been together one year, working in the Los Angeles area. Michael Lloyd and Jimmy Greenspoon are the group's two composers and within the past six months have penned 30 original tunes.

## Capitol Issues Promotion Disk

LOS ANGELES — Capitol Records is issuing a "Record Merchandiser" 12-inch LP with a sleeve packed with merchandising tips.

Inside, the label has provided 10 tracks from four new March albums. The sleeve is prepared like a three-column magazine, with album news, a photo salute to Al Martino, thumbnail sketches of four LP's, a pitch for oldies singles, photos of four new merchandising displays and a country music "corner" of statistics.

The label asks recipients to pass along success stories and any "bones to pick" for a column titled "Ideas That Work."

## K-R, Righteous Deal

NEW YORK — The production team of Koppelman and Rubin have been signed to produce the Righteous Brothers on Verve Records. The new release will be "Melancholy Music Man."

## Billboard

Published Weekly by

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

Publisher

Hal B. Cook New York Office

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

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Subscription rates payable in advance.

One year, \$20 in U. S. A. (except Alaska,

Hawaii and Puerto Rico) and Canada, or

\$45 by airmail. Rates in other foreign

countries on request. Subscribers when

requesting change of address should give

old as well as new address. Published

weekly. Second-class postage paid at

New York, N. Y., and at additional mail-

ing offices. Copyright 1967 by The

Billboard Publishing Company. The com-

pany also publishes Record Retailer,

Vend, Amusement Business, High Fidelity,

American Artist, Modern Photog-

raphy, Merchandising Week. Postmaster,

please send Form 3579 to Billboard,  
2160 Patterson St., Cin-

cincinnati, Ohio 45214.

Vol. 79 No. 11

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## Roulette & Philips Enter Deal for U.K.

NEW YORK—Roulette Records, which will be launched in England in April, will also become available there on the Philips cassette system as soon as possible, Roulette President Morris Levy announced here last week.

Philips already has U. S. rights to Roulette product. Levy just entered a partnership with Phil Solomon's Major-Minor organization to launch the Roulette label in Britain; these records will be pressed and distributed by Philips there. Roulette product was formerly released in Britain by EMI on its Columbia label.

However, Pye Records has released such Roulette artists

as Tommy Jones and the Shondells, Joe Cuba and Sonny Stitt recently.

Levy said he'd started Roulette in England "because the time is ripe. The illusion has been that American record companies couldn't operate in England because distribution was a problem. But the way I analyze the situation is that airplay — not distribution — was the problem." He felt that even the government couldn't sink all pirate radio stations. Radio Caroline, one of the stations he expects to continue, has an hour nightly taped show hosted by deejay Symphony Sid, who is a regular on New York's WEVD. The show will feature Roulette product.

## Burton Fete Lining Up Acts

NEW YORK — Among the artists appearing next Tuesday

**Lee Heads Group To WB-Reprise**

NEW YORK — George Lee, vice-president and director of Eastern operations for Warner Bros.-Reprise, will head a contingent of New York-based staffers to meetings at the firm's Coast headquarters starting Thursday (16). Accompanying Lee will be Ron Mosley, national promotion chief; Jerry Ragovoy, artists and repertoire producer, and Carl Deane, New York promotion head.

Meetings, which will run through March 19, will cover promotion and a&r.

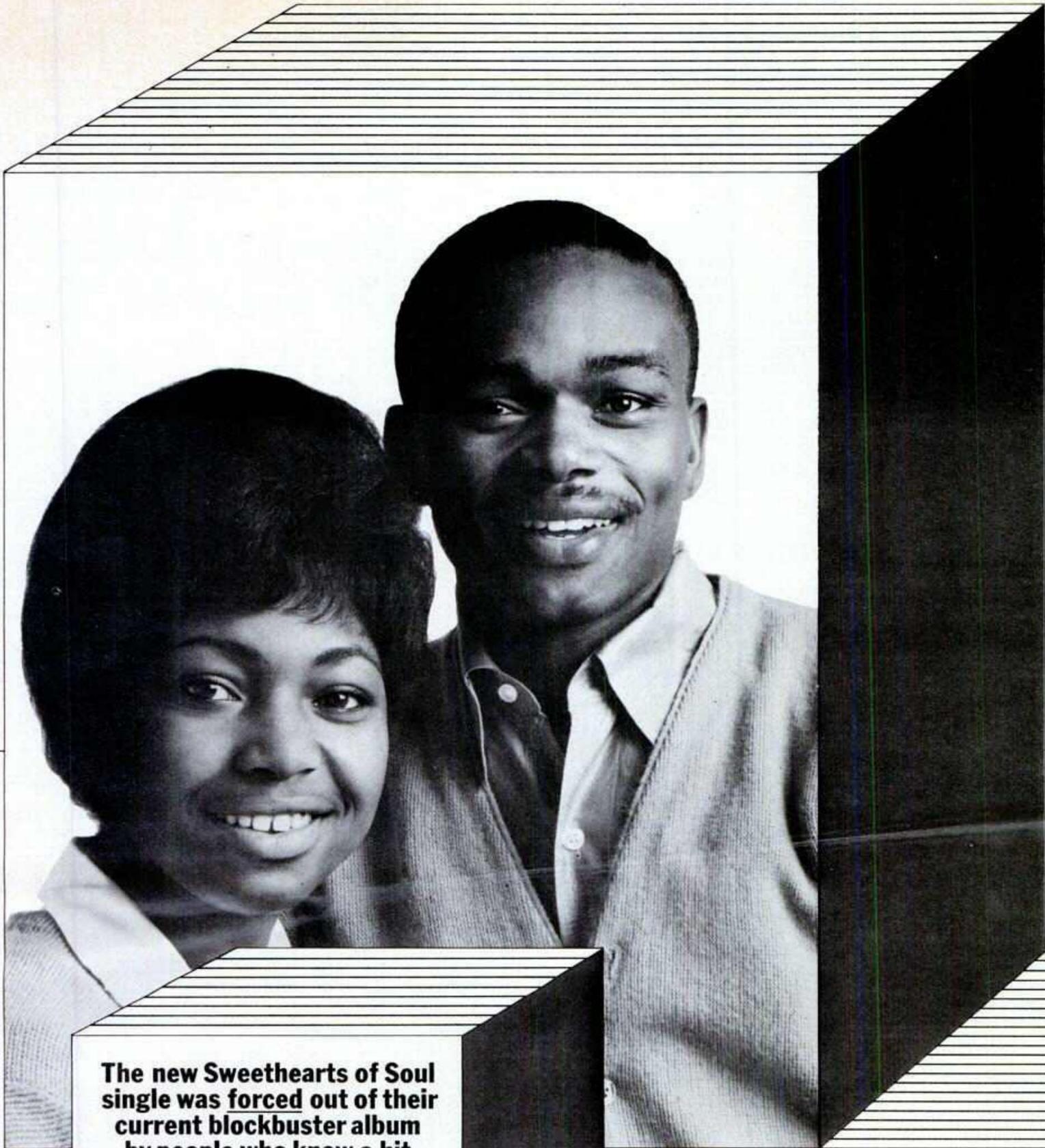
(21) at the Friends of Robert J. Burton dinner at the hotel Americana will be Tito Puente and his Latin band, Count Basie and his band, and Tommy James and the Shondells. Morris Levy, president of Roulette Records and chairman of the dinner committee, was seeking a major solo artist to top the entertainment roster.

The Friends is a group of music-record industry people, all friends of the late president of Broadcast Music, Inc., who are raising \$100,000 to establish a fellowship in copyright law at Columbia University Law School in Burton's honor. A large portion of the funds were raised through personal contributions, and the dinner is



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# Blockbusters



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# A Portrait of the Record Industry as Seen by the NARM Parley Artists

By PAUL ACKERMAN

LOS ANGELES—The record business as seen through the eyes of the artists proved a most interesting topic discussed by a NARM panel chaired by Stan Gortikov.

Members of the panel included Minnie Pearl, Starday; Jeannie Seely, Monument; Mantovani, London; Ed Ames, RCA Victor; Guy Lombardo, Capitol; Jan Howard, Decca, and Tex Ritter, Capitol.

The subjects elaborated upon by the artists included: (1) Whose fault is it when a record—which the artists feels is a good one—does not happen? (2) When a record proves to be successful one, who, in addition to the artist deserves credit? (3) Do rack jobbers and distributors have an obligation to expose merchandise when an artist's popularity wanes? (4) What advice can the artist give to record merchandisers?

The session was marked by witty and knowledgeable comment by the artists. Mantovani mentioned that the timing of a record had a lot to do with its chances of success, citing examples. Ed Ames noted that sometime neither the public nor the industry is prepared to accept a certain type of album by a specific artist. Lombardo noted that the record business is a "Cinderella Business"; citing examples of big hits when the artist and arranger were doubtful about the potential of those sides. Lombardo also noted that generally, an artist should stick to his metier or particular niche.

Jeannie Seely said that with regard to credit, the songwriter was the forgotten man; that he deserved kudos for a successful disk, and that next to him was the producer.

Mantovani observed that record merchandisers should not neglect an artist whose popularity declines. Such an artist should be given a chance to recoup, because his material, or the timing of the release, might have been wrong.

Miss Pearl observed that new artists should be given a chance; that record merchandisers should not overlook the untried artist because of the "mercurial nature" of the American public. New sounds, she stated, are exciting and sell.

Ames noted that an artist who had made it once may very possibly make it again. He also stressed the importance of recognizing new artists and promoting them.

Seely stated that what the record merchandisers buy could, in some degree, be influenced by their faith in the record label.

Gortikov asked the panel its opinion as to new sounds and trends. Howard noted that the line of demarcation between musical categories was disappearing, as between country and pop.

Ritter advised record merchandisers to give careful attention to regional preferences. "Do you send the same records to every store?" he queried. Finally, Ames urged record merchandisers to try to anticipate trends and new sounds. 1/2 \* 62 lines

## Research Urged at Seminar On Electronic Data Processing

LOS ANGELES—A suggestion for more research—not surveys—into the field of electronic data processing emerged from a seminar into the subject during the NARM conclave.

The suggestion was put forth following a discourse by three representatives from Continental Computer Associates of Pennsylvania into the proper utilization of electronic data processing. Cecil Steen, who chaired the seminar, said this suggestion would be brought to the members attention.

The seminar turned to the subject of more information applicable to the record industry when Herb Rosen of Consolidated Distributors said that outside data processing consultants didn't know anything about the record business. Rosen suggested that NARM hire someone to make a study.

Steen said that the racks needed specific charts on how to do payroll, accounting, invoices.

The three computer company officials, Mort Wolpert, Joe Herberts and Dick Thatcher, came in for a barrage of criticism from persons attending a seminar for non-users of EDP equipment.

The three executives had noted the high costs involved in running an EDP system. California Music's Sam Ricklin charged: "You've done more to discourage me than encourage me." Herberts claimed it could cost up to \$25,000 in salaries for qualified persons to run the complicated computer. His rentals were for a company doing from \$1 to \$5 million gross with a staff of some 20 employees.

Steen, whose Recordwagon firm has been working with EDP for some time, answered, that "you can do the same thing with \$295 equipment that you can do with \$1,000 equipment. The only thing is you can't do it as fast."

## Monkees' Climb Accented, Snaring Three Awards

LOS ANGELES — Colgems' Monkees marked their significant rise in the recording industry by winning three NARM artists awards at the convention's concluding banquet. The quartet earned awards as Best Selling American Vocal Group in the best selling LP, "The Monkees," and for the top single, "I'm a Believer."

Other best selling awards included:

Economy Lines Over \$1: Camden.

Economy Lines Under \$1: Tie between Ambassador, Crown, Pickwick.

Classical Artists: Leonard Bernstein (Columbia). Comedy Artist: Bill Cosby (WB). Male Vocalist: Dean Martin (Reprise). Female Vocalist: Barbra Streisand (Columbia).

Female C&W Vocalist: Loretta Lynn (Decca). Male C&W Vocalist: Eddy Arnold (RCA).

Folk Artist: Simon and Garfunkel (Columbia). Most Promising Female Vocalist: Nancy Sinatra (Reprise). Most Promising Male Vocalist: Lou Rawls (Capitol). Jazz Artist: Ramsey Lewis (Cadet). English Vocal Group: Tie between Herman's Hermits (MGM) and the Rolling Stones (London). Male Rhythm and Blues Vocalist: James Brown (King). Female Rhythm and Blues Vocalist: Dionne Warwick (Scepter). Original Cast LP "Fiddler on the Roof" (RCA).

Film Soundtrack: "Dr. Zhivago" (MGM). Orchestra: Lawrence Welk (Dot). Instrumental Group: Herb Alpert and the Tijuana Brass (A&M).

In addition, there were two already announced special presidential awards for Mantovani, London artist, and George R. Marek, retired vice-president and general manager of RCA Victor Records.

## CMA Pitches Country Story Via Gala Show

LOS ANGELES — The Country Music Association combined a sales pitch with some lively entertainment to provide a morning change of pace for NARM last Wednesday (8).

Utilizing a script by Billboard's Paul Ackerman, the country music story was told by Minnie Pearl and Tex Ritter, supplemented by a color slide presentation and a CMA-produced movie. Miss Pearl also provided comedy relief.

The live entertainment portion was handled by NARAS winner Jeannie Seely and by Jan Howard, who sang individually and in an impromptu duet, and by Ray Price, who was accompanied by a 30-piece orchestra.

The script portion of the program outlined the growth of country music, results of surveys showing the composite of the country music audience, and the figures demonstrating how country music is a salable item, with loyal customers.

The value of a top arranger was clearly demonstrated when Price performed his new recording of "Danny Boy."

Nashville arranger Cam Lullins was flown from the West Coast to direct the presentation and had to come up with nearly 24 extra musicians to provide the strings and other instrumentation for the background. Most of the musicians were hired from the Lawrence Welk Band, with the bill footed by Columbia.

The tune received an encore both at the CMA presentation and at the earlier appearance before the Academy of Country and Western Music.

## TRACK UNIFORMITY ISSUE GOES AROUND & AROUND

LOS ANGELES—The uniformity issue on tracks was left unresolved and disputed by members during the well-presented tape cartridge seminar.

J. A. Rubinstein, sales manager of Calctron in San Francisco, delved into the problems in his presentation. He stated the variety of configurations include 8-track, 4-track, cassette, playtape and 3-M. Various members of the audience expressed preferences and cited figures showing the results of sales of these cartridges in their specific markets. There was considerable variance.

The problem of bootlegging also was discussed, but again not resolved. However, it was suggested that since a Senator and a former Representative now are among the nation's recording stars, some sort of legislation may not be completely unreasonable.

Rubinstein discussed display, and augmented his talk with color slides showing methods now being implemented.

## Seminar Cites Need Of Systems, Controls

LOS ANGELES—A NARM seminar Thursday (9) analyzed the subject of inventory control and warehousing management, emphasizing that effective systems and controls were necessary in these areas in order to achieve increased volume, decreased cost and improved service at the point of sale. The seminar was conducted by Harbridge House, Inc., Boston, with William E. Ritchie directing. Ritchie's presentation entailed the use of slides, ample statistical material and a brochure with illustrative chart material and summations.

The brochure also included a quiz on inventory control and warehouse management, whereby the NARM member could determine how effective was his own operation.

Ritchie noted that as a company grows, the personal touch

tends to become lost and manifold problems develop. A company must develop a well-organized base, he said, if it is not to run head on into inventory control and warehouse problems. He showed how the lack of control systems could affect growth; and he said that systems need not be extremely expensive. "Estimates, guesses and feels are not enough to carry you through," he told the NARM members.

"When you talk of Electronic Data Processing (EDP), you are talking about a wide range of systems . . . you can get the information you need from a relatively inexpensive installation or from an outside service."

Ritchie cautioned, however, "Even when you have the best information in the world, you must use that information."

## 4G's in Scholarships Awarded to 4 Youths

By BILL WILLIAMS

LOS ANGELES — Scholarships were presented by NARM at the convention. Additionally, plans were announced to add a Walt Disney Memorial Scholarship next year.

The scholarships, totaling \$4,000, were given to Gregory T. Rasmussen, Mankakee, Ill.; Michael D. Wong, San Francisco; Ronald Jasinski, Bridgeport, Conn.; and Barbara Brenner, Minneapolis.

Members of the scholarship selection committee were Cecil Steen, chairman; Amos Heilicher, Charles Schlang, Lou Klayman, John Billinis and Don Ayers.

One of the scholarships was donated by Lou Playman and his Brothers, Sam and Al, on behalf of the late Ike Playman. The other, given by the family of the late Harry Schwartz,

was listed in his name. Under the set-up, NARM matches any contribution made by an individual or a company.

The selection committee was advised by Dr. William G. Owen, Dean of Admissions, University of Pennsylvania, who also delivered the keynote address at the awards luncheon. Owen cited a need for creativity at all levels of the recording industry, and an "interdependence between the market place and the classroom." He said the scholarships emphasized this interdependence and was a necessary first step toward recognition of the fact that much of the future of the industry now rested at the scholastic level.

The four scholarships, worth \$1,000 a year, are continuing. The Walt Disney scholarship will be for a like amount.

Cy Leslie, Pickwick International hosted the banquet.

## Artists Display Their 'Wares'

LOS ANGELES — Top entertainment in all fields of music was provided last week for NARM conventioners.

At Sunday evening's opening, Herb Alpert and the Tijuana Brass performed, along with the Baja Marimba Band, Brasil 66, and Chris Montez. Bill Dana was a humorous master of ceremonies.

On Monday night, RCA Victor presented Henry Mancini and a large symphony orchestra in concert.

On Wednesday night, Dot

Records offered Lawrence Welk, his orchestra and show, plus Pat Boone, Billy Vaughn, Frankie Carle, Bonnie Guitar, Rita Moss and Barbara Eden.

On Thursday night at the awards banquet, Andy Williams was the headliner, along with Les Brown and his orchestra, Jim Nabors, Dionne Warwick, Lou Rawls, and Sandler & Young. Dick Clark was emcee.

The emphasis was on adult performers.

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Nature of Business \_\_\_\_\_

# NARM Parley Breaks Records On a Wide Variety of Fronts

• Continued from page 1

heavy representation from the wholesaling field. Unlike previous NARM conclaves in which members and record manufacturers would often verbally square off at each other, this 1967 gathering was devoid of emotionalism. The emphasis, instead, was on gaining insight into better business procedures.

## Largest Held in Hotel

The NARM convention, according to hotel executives, ranked among the largest held during the hotel's first nine months of operation.

To keynote the theme, "Horizons Unlimited," Clive J. Davis, CBS Records vice-president and general manager, incorporated several topics of contention in his opening address, "Your Past Is Not Your Future."

In making his first major appearance behind the rostrum at a key industry event, Davis attacked "profitless prosperity" and called for multiple pricing of albums.

Davis' calm tones underscored the seriousness of his subject matter. He pointed to allied fields of entertainment where prices reflected the high cost of production and the public's acceptance of high ticket merchandise when that merchandise is in demand.

## Main Sore Point

Davis also pointed to the manufacturer's main sore point: that rack jobbers don't stock in depth. He noted that while they had "extended the over-all industry sales volume," they had caused "manufacturers to depend far too heavily on just a few items sold by them."

"It's shocking that so many of you have put the servicing of your accounts into the hands of a truck driver with an inventory list without hiring carefully and selectively those who have a knowledge of our business, enthusiasm for it and intelligence to prosper in it. So many of you have spurned all advice of manufacturers, refused to participate in his marketing programs or advertising plans."

Davis was also critical of what he termed "endless exaggerated and uniformed predictions about the future of tape." He said his mood was one of caution and that "... no amount of claims or concerted headlines in certain trade papers will put them there. . . There is room for new products in our business and this includes tape cartridges—but no revolution is going to occur. If it grows, it will grow at a steady not a

frantic pace. There will be no bandwagon to join. The reason is that our basic product, the disk, is too good and has too many inherent advantages for it to be seriously infringed upon."

The subject of "profitless prosperity" also was touched upon by John Billinis, NARM's outgoing president, in his well-coming remarks, when he said all members were responsible for this state. It is time for a re-evaluation of all business procedures, he said, adding that 1967 was a time for a "sobering up" of past successes to take a serious look at the future.

Sharing the dias with Billinis and Davis on the opening day of business, were NARM's general counsel Earl W. Kinter, labor attorney Allen G. Siegel and Thomas F. Bartley, a market training services manager from Whirlpool Corp.

Siegel, an attorney in Kinter's Washington firm, added a touch of homespun Yiddish humor to his topic of the National Labor Relations Board and Federal Wage and Hour investigations. Bartley, with a driving sermonizing style, effectively profiled a well-managed business.

On Tuesday, conventioners began attending workshops in the more sensitive areas of electronic data processing, tape cartridge merchandising and labor relations. A trio of spokesmen from Continental Computer Associates of Jenkintown, Pa., conducted the computer discussions, with attorney Siegel reprising his labor specialty and Sasch Rubenstein of Calectron, San Francisco, handling the cartridge sessions.

Three topics of additional interest comprised the Wednesday morning business session. Andy Csida, managing director of Billboard's special projects division, analyzed the publication's charts; the Country Music Assn. offered a live and filmed sell boost for country music and the topic, "Artists Can Talk, Too" was treated by Guy Lombardo, Ed Ames, Jan Howard, Tex Ritter, Minnie Pearl, Mantovani and Jennie Seely. The artists offered their opinions as to what they felt the rack jobbers should play in selling their recordings.

In commenting on the convention, Jules Malamud, executive director of NARM, said the importance of this year's gathering was the emphasis placed on educational seminars. "We wanted the members to feel they had learned something when they left the seminars," Malamud said. "We stressed education in our convention concept this year because of the growth of the industry and the need for knowledge."

Asked for comments on the elimination of NARM's traditional person-to-person 15-minute meetings between racks and suppliers in favor of open exhibition booths, Malamud stated:

"The change was prompted by the regular membership which felt they wanted a change. The convention committee will continue to seek modifications to improve ourselves. The worst feature about the exhibition booths is their lack of privacy. We are extremely concerned and we will have to work on these things. Because we've grown so big, it's almost impossible to keep within a person-to-person format."

Exhibitors commented they

# Market Quotations

(As of Noon Thursday, March 9, 1967)

NAME	65-66		Week's Vol. in 100's	Week's		Week's Close	Net Change
	High	Low		High	Low		
Admiral	55½	28½	1636	31¾	30	30¾	- ¾
American Broadcasting	93½	62	364	79¾	74¾	74¾	-4½
Ampex	32½	17	3672	31½	28¾	31¼	+1¾
Audio Devices	41¼	17	440	25¾	22	24¾	+1½
Automatic Radio	7¾	2¾	58	5½	4¾	4¾	- ¼
Automatic Retailer Assoc.	63¾	42½	157	61¾	61	61	-1¾
Cameo Parkway	4¾	1¾	4	2¾	2¾	2¾	- ½
Canteen Corp.	36¾	18¼	265	27¾	26¾	27½	Unchg.
CBS	74¾	42	888	74¾	71¾	73¾	+ 2
Columbia Pic.	39¾	22¾	242	37¾	35¾	36½	- ¾
Consolidated Elec.	49½	31	1393	49½	42¼	48¾	+5¾
Disney, Walt	94½	40¾	320	90	83¾	87½	+ 3¾
EMI	5¾	3¾	477	4¼	3¾	4¼	+ ½
General Electric	120	80	1490	90¾	86	90¾	+2¾
Handleman	27¾	13¾	57	27¾	26¾	27¼	+ 1
MCA	61¾	28¼	88	47¾	45¾	46¾	+1½
Metromedia	55¾	25	400	53¾	51½	52¾	- ½
MGM	41¾	24¾	1821	41¾	37¾	39½	+2½
3M	89¼	61	336	89¼	87	89¼	+ ¼
Motorola	233½	90	1787	114¼	106	108½	-4½
RCA	62¼	36¾	1634	50¾	49	50¼	+ ½
Seeburg	32¾	11¾	436	17¾	16¾	17¾	+ ¾
Tel-A-Sign	5¾	1¾	388	3¾	2¾	3	Unchg.
20th Century	46¾	25¾	1097	46¾	43¾	45	+ ½
U-A	37¾	21½	557	37¾	34¼	34¼	-2½
WB	24¼	11¾	2569	24¼	19¾	22¾	+2¾
Wurlitzer	34	15½	800	34	27½	34	+6¾
Zenith	87¾	46¾	1948	58¼	55¾	57¾	+ ¾

## OVER THE COUNTER\*

(As of Noon Thursday, March 9, 1967)

NAME	Week's		Week's	
	High	Low	High	Low
Dextra Corp.	2¾	2½	2¾	2¾
GAC	5¾	5¾	5¾	5¾
Jubilee Ind.	4¼	4¾	3½	3½
Lear Jet	18½	17½	18	18
Merco Ent.	10¾	9¾	10¾	10¾
Mills Music	25¼	24¼	25¼	25¼
Pickwick Inter.	10	9	9¾	9¾
Telepro Ind.	4¾	4¼	4¾	4¾
Tenna Corp.	3¼	12¼	12¼	12¼

\*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.

# Executive Turntable

• Continued from page 3

Miss K. Terry has been appointed Vox artists repertoire manager. She will handle promotion and publicity, and will assist national promotion manager T. Warren Hampton. Miss Terry formerly was talent co-ordinator for "Swingin' Country," an NBC country television show.

★ ★ ★

Burton L. Litwin, theatrical and industrial lawyer, has become associated with Mills Music. Litwin will be responsible for the firm's legal activities and especially commercial use of its catalogs. He had previously been associated with Halperin, Morris, Granett & Cowan, counsel for the William Morris Agency, Inc.

were disappointed in the lack of traffic in the display area.

A total of 68 exhibitors manned booths in a lower level of the hotel, the majority record manufacturers, with Muntz Stereo-Pak, International Tape Cartridge Corp., Ampex Corp., Lear Jet and General Recorded Tape, representing the cartridge duplicators.

Larry Finley, president of ITCC, said that compared to last year's convention, rackers this year were in a much more cartridge-buying mood. "At the last convention everybody wanted to wait and see," Finley said. "Now they're placing orders." Finley credited Sasch with helping break the resistance barrier. "Record merchandisers saw how tape cartridges could be merchandised in areas other than in the record industry," Finley estimated "90 per cent" of the NARM people were now in the cartridge business.

Finley revealed that ITCC

has just begun a sales-marketing program to all distributors which encompasses a 1 per cent functional discount and a 3 per cent co-op advertising discount. Jim Gall, ITCC's sales-marketing vice-president, prepared the program. In selling directly to racks as distributors, NARMites become eligible for the program.

Irv Stimler, MGM Records, joined Finley's discussion in the hallway to add that on a new release of product, 8-track cartridges are running 7 to 1 ahead of 4-track. But, he added, 4-track creeps up on this ratio over a period of time.

During the final business seminar on Thursday, William E. Ritchie, director of manufacturing management service, Harbridge House, Boston, spoke on warehousing and inventory.

The convention wound up with an awards banquet on Thursday night (9).

MARCH 18, 1967, BILLBOARD

**EVERY MOTHERS' SON is stalwart, manly, and can out-drink the toughest guy on the block.**



## Cole Memorial

• Continued from page 3

bum. The songs picked include two foreign language interpretations, "Love" in Italian and "Autumn Leaves" in Japanese. The other tracks are "I Got Love," "As Far as I'm Concerned," "In a Mellow Tone," (a piano solo), "Sleeping Beauty," "The Shadows," "I Promise You," "Sweet Williams," "This Holy Love" and "Peace of Mind." Nelson Riddle and Ralph Carmichael split orchestral credits on these tracks which go back to 1953.

In the two years since Cole's death, Capitol has released four albums of tracks from previous performances.

The Ball will have several entertaining features. Nelson Riddle and a 16-piece orchestra will perform specially written overtures of five of Cole's hit recordings; the Bobby Bryant Quartet will play for cocktails and some 1,500 limited edition LP's of previously unreleased material will be sold, with the framed master from this LP auctioned off.

## Baharis Aim

• Continued from page 3

ling a&r. Current acts on Kent include Mary Love, Z. Z. Hill, Lowell Fulsom and B. B. King, one of the mainstays of the Kent operation.

The company has assigned Crown to George Panos, its general manager-sales chief, while the Baharis seek out their own acts and buy outside masters.



# THE WHO



**Pick a Dilly !  
The Original No. 1 Recording  
Direct from London Town**

**"HAPPY JACK"**

**DECCA**  **32114**

And Now  
Their First  
U.S. Appearance  
In New York  
March 25  
thru April 2



# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 113—Last Week, 170

\*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 MONKEES—A LITTLE BIT ME, A LITTLE BIT YOU** (Prod. by Jeff Barry) (Writer: Diamond) (Screen Gems-Columbia, BMI)—**THE GIRL I KNEW SOMEWHERE** (Prod. by Douglas Farthing Hatelid) (Writer: Nesmith) (Screen Gems-Columbia, BMI)—Destined to become their third million seller in a row, the TV stars have another double sided smash. Neil Diamond penned the first side and Michael Nesmith the flip. Equal potential. **Colgems 1004**

**THE BYRDS—MY BACK PAGES** (Prod. by Gary Usher) (Writer: Dylan) (Witmark, ASCAP)—With a Bob Dylan number, group returns to the sound of their earlier hits, and this plaintive folk rocker should match their success by climbing right to the top of the Hot 100. Flip: "Renaissance Fair" (Tickson, BMI). **Columbia 44054**

**SPENCER DAVIS GROUP—I'M A MAN** (Prod. by Jimmy Miller) (Writers: Miller-Winwood) (Essex, ASCAP)—Hard driving rock follow up to their "Gimme Some Lovin'" smash will keep the British group at the top of the Hot 100. Solid dance beat and good teen oriented lyric are right in the groove. Flip: "Can't Get Enough of It" (Essex, ASCAP). **United Artists 50144**

**DAVE CLARK FIVE—YOU GOT WHAT IT TAKES** (Prod. by Dave Clark) (Writers: Gordy-Gordy-Carlo) (Fidelity, BMI)—The Marv Johnson hit of 1960 is brought up to date in this pulsating rocker that moves and grooves from start to finish. One of the hottest commercial entries from Clark in some time. Tremendous dance beat in support. Flip: "Doctor Rhythm" (Branston, BMI). **Epic 10144**

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

**LOU RAWLS—DEAD END STREET** (Prod. by David Axlerod) (Writers: Axlerod-Raleigh) (Raw Lou/Beechwood, BMI)—Infectious blues rocker with strong line that should have no trouble skyrocketing Rawls back up the chart. Flip: "Yes, It Hurts—Doesn't It" (Wertz, BMI). **Capitol 5869**

**THE ELECTRIC PRUNES—GET ME TO THE WORLD ON TIME** (Prod. by Dave Hassinger) (Writers: Tucker-Jones) (Pomona, BMI)—Chalk up another solid hit rocker for the group. Hot on the heels of their "I Had Too Much to Dream" hit, this hot follow-up will keep them active on the Hot 100. Flip: "Are You Lovin' Me More" (Pomona, BMI). **Reprise 0564**

**PEACHES & HERB—CLOSE YOUR EYES** (Prod. by David Kapralik & Ken Williams) (Tideland, BMI)—With their initial success currently on the Hot 100 at No. 21, duo has another hot commercial entry here with a top revival of the Five Keys' of the past. Strong vocal workout. Flip: "I Will Watch Over You" (Kapralik-Peterna, ASCAP). **Date 1549**

**THE YOUNGBLOODS—MERRY-GO-ROUND** (Prod. by BSM Prod.) (Writers: Pappalarid-Collins) (Windfall, ASCAP)—A topper for their initial "Grizzly Bear" success is this good rhythm material aimed right at the teen market. Should hit the Hot 100 with impact. Flip: "Foolin' Around" (Whitfield, BMI). **RCA Victor 9142**

**DEE DEE WARWICK—WHEN LOVE SLIPS AWAY** (Prod. by Jerry Ross) (Writers: Ross-English-Melrose) (Helios/Act Three, BMI)—The stylist's first release for 1967, and a powerful blues ballad it is, loaded with sales appeal. Lush strings, choir, and slow dance beat lend strong support to the fine vocal reading. Flip: "House of Gold" (Patlen, BMI). **Mercury 72667**

**LEN BARRY—THE MOVING FINGER WRITES** (Prod. by Barry-Cullen-Wisner) (Writers: Borisoff-Eli-Wisner) (Young Baron/Jaywis, BMI)—In his switch to RCA, Barry has a smooth rocker that could easily put him back in the "1-2-3" success bag. Good material and sound. Flip: "Our Love" (Young Baron/Jaywis, BMI). **RCA Victor 9150**

**SPYDER TURNER—I CAN'T MAKE IT ANYMORE** (Prod. by Arnold Geller Prod.) (Writer: Lightfoot) (Witmark, ASCAP)—Culled from his "Stand By Me" album, the blues wailer has a strong entry in this rhythm number with a good dance beat supporting a fine vocal performance. Flip: "Don't Hold Back" (Maclare, BMI). **MGM 13692**

**LOU CHRISTIE—SHAKE HANDS AND WALK AWAY CRYIN'** (Prod. by Charles Calello) (Rambled, BMI)—Marking his move over to Columbia, Christie has a sure-fire winner in this exciting rocker in the "Lightning Strikes" bag. His high-pitched vocal, dance beat and clever arrangement should spiral Christie back to the Hot 100 once again. Flip: "Escape" (Rambled, BMI). **Columbia 44062**

**BOBBY GOLDSBORO—GOODBYE TO ALL YOU WOMEN** (Prod. by Jack Gold) (Writer: Goldsboro) (Unart, BMI)—With a slight touch of "Sunshine Superman" sound, Goldsboro can't miss with this easy-beat rocker. Strong teen material penned by the singer features catchy dance arrangement. Flip: "Love Is" (Unart, BMI). **United Artists 50138**

**LENNY WELCH—THE RIGHT TO CRY** (Prod. by Hy Grill) (Writers: Goffin-King) (Screen Gems-Columbia, BMI)—This Goffin-King production ballad is possibly Welch's strongest release since his "Since I Fell For You" smash, and it could easily meet with the same success. Beautifully performed and arranged. Flip: "Until the Real Thing Comes Along" (Chappell/Ross-Jungnickel, ASCAP). **Kapp 808**

**\*RAY PRICE—DANNY BOY** (Prod. by Don Law & Frank Jones) (Writer: Weatherly) (Boosey & Hawkes, ASCAP)—The top country performer has a definite and unique pop quality and sound in this moving rendition of the traditional favorite. Timed well with St. Patrick's Day, this lush string treatment should grow and establish Price in the pop field. **Columbia 44042**

**JEFFERSON AIRPLANE—SOMEBODY TO LOVE** (Prod. by Rick Jarrard) (Writer: Slick) (Copper Penny, BMI)—This hard driver, featuring powerful female vocal in the lead, never stops from start to finish. Wild dance number loaded with vocal excitement should establish the group as hot sellers. Flip: "She Has Funny Cars" (Jefferson Airplane, BMI). **RCA Victor 9140**

**\*ANDY WILLIAMS—MUSIC TO WATCH GIRLS BY** (Prod. by Nick DeCaro) (Writers: Velona-Ramin) (S.C.P., ASCAP)—The success of the Bob Crew instrumental hit could be repeated by this clever lyric interpretation. Has the appeal of "Standing on the Corner" hit of the past. Williams is in top vocal form. Flip: "The Face I Love" (Janciro/Barnaby, ASCAP). **Columbia 44065**

**MARY WELLS—(Hey You) SET MY SOUL ON FIRE** (Prod. by Bob Gallo & Cecil Womack) (Writers: Wells, Womack) (Pronto/Welwom, BMI)—With the dynamic smooth rocking style that first brought her to fame, Miss Wells has powerhouse sales potential in this entry. Her warm wailing and pulsating Bob Gallo arrangement are a gas. Flip: "Coming Home" (Pronto/Welwom, BMI). **Atco 6469**

**JANIS IAN—YOUNGER GENERATION BLUES** (Prod. by The Shadow) (Writer: Ian) (Dialogue, BMI)—The teen performer-composer comes up with what should prove a teen smash with proper radio exposure. Story line of what's happening today in the teen world, the excitement of a live performance, and raucous dance beat could put it over fast. Flip: "I'll Give You a Stone If You'll Throw It" (Dialogue, BMI). **Verve Folkways 5041**

**THE GURUS—IT JUST WON'T BE THAT WAY** (Prod. by Michales & Gormann) (Writer: Ryan) (Tender Tunes/Elmwin, BMI)—This raucous pile driver could be the one to bring the group onto the Hot 100, Loaded with discotheque appeal, the record moves and grooves all the way. Left-fielder to watch. Flip: "Everybody's Got to Be Alone Sometime." (Urug, BMI). **United Artists 50140**

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

**THE WHO—Happy Jack** (Essex, ASCAP). **DECCA 32114**

**TAMIKO JONES & HERBIE MANN—Day Tripper** (Maclen, BMI). **ATLANTIC 2392**

**RAY CONNIF—The World Will Smile Again** (Screen Gems-Columbia, BMI). **COLUMBIA 44055**

**BEN E. KING—Tears, Tears, Tears** (Pronto-Sue, BMI). **ATCO 45-6472**

**RICHARD & THE YOUNG LIONS—You Can Make It** (Saturday, BMI). **PHILIPS 40438**

**JACKIE DeSHANNON—The Wishing Doll** (United Artists, ASCAP). **IMPERIAL 66236**

**THE IN CROWD—Never Ending Symphony** (Gringo, BMI). **VIVA 610**

**THE PARADE—Sunshine Girl** (Inevitable/Good Sam, BMI). **A&M 841**

**CHUCK JACKSON—Need You There (To See Me Through)** (Flomar, Nes-Nu/Julmar, BMI). **WAND 1151**

**PATTI LABELLE & THE BLUEBELLES—Always Something There to Remind Me** (Jungnickel, ASCAP). **ATLANTIC 2390**

**THE REASONS WHY—I Don't Care If You Don't Care** (Art Projects, BMI). **AMY 980**

**THE HANGMEN—Dream Baby** (Combine, BMI). **MONUMENT 983**

**THE BLUES MAGOOS—So I'm Wrong and You Are Right** (Breck, BMI). **VERVE-FOLKWAYS 5044**

**AL KOOPER—New York's My Home** (Sea-Lark, BMI). **AURORA 164**

**CASH McCALL—Let's Try It Over** (Arc-Cragvee, BMI). **THOMAS 15540**

**THE ANITA KERR SINGERS—One in a Row** (Pamper, BMI). **WARNER BROS. 7010**

**MIKE DOUGLAS—Galaway Bay** (Leeds, ASCAP). **EPIC 10132**

**HARRY SECOMBE—This Is My Song** (Leeds, ASCAP). **PHILIPS 40434**

**VIC DAMONE—A Quiet Tear** (Irving, BMI). **RCA VICTOR 9145**

## COUNTRY SPOTLIGHTS

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

**BUCK OWENS—SAM'S PLACE** (Prod. by Ken Nelson) (Writers: Owen-Simpson) (Blue Book, BMI)—Culled from his current hit LP, this catchy rhythm item penned by Owens and Red Simpson has all the ingredients of another "Tiger by the Tail" smash hit. Watch it hit No. 1 in country and spill over into pop markets. Top Owens performance. Flip: "Don't Ever Tell Me Goodbye" (Blue Book, BMI). **Capitol 5865**

**JOHNNY PAYCHECK—JUKEBOX CHARLIE** (Prod. by Aubrey Mayhew) (Writers: Paycheck-Mayhew) (Mayhew, BMI)—His last jukebox number "A-11" proved a giant in sales and this powerful rhythm item will have no trouble topping the original hit. Clever material penned by Paycheck and Aubrey Mayhew can't miss in radio, boxes or sales. Flip: "Something in Your World" (Mayhew, BMI). **Little Darlin' 0020**

**NORMA JEAN—CONSCIENCE KEEP AN EYE ON ME** (Prod. by Bob Ferguson) (Writers: Goza-Rhodes) (Piccolo, BMI)—Powerful ballad of love gone wrong and Norma Jean sings it to perfection. This one should have no trouble climbing to the top of the country chart. Flip: "Still" (Moss-Rose, BMI). **RCA Victor 9147**

**WAYLON JENNINGS—MENTAL REVENGE** (Prod. by Chet Atkins) (Writer: Tillis) (Cedarwood, BMI)—Strong Mel Tillis material fits the bluesy style of Jennings like hand in glove and should fast put him right back at the top of the country charts. Fine performance and arrangement. Flip: "Born to Love You" (Wilderness, BMI). **RCA Victor 9146**

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

**RAY MEFFORD—Goodbye to You** (Boomerang, BMI). **ACCENT 1216**

**RED JOHNSON—Hidden Feelings** (Bud Auge, BMI). **HEP 2936**

**JIMMY DEE—Naggin** (Pamper, BMI). **TRAIL 100**

**ERNIE BIVENS—It's a Long Way From Home** (Seesus, BMI). **FLAME 8201**

**CARL SMITH—I Should Get Away Awhile (From You)** (Cedarwood, BMI). **COLUMBIA 44034**

**SANDY MASON—There You Go** (Auff-Rose, BMI). **HICKORY 1442**

**RAY CORBIN—Mama, Don't Cry For Me** (Combine, BMI). **MONUMENT 1002**

**SHIRLEY MELTON—Hardly Anymore** (Auff-Rose, BMI). **K-ARK 732**

**PATSY CLINE—Does Your Heart Beat for Me** (Mills, ASCAP). **DECCA 25712**

**JOHN CARVER—Gotta Go Home** (Cedarwood, BMI). **IMPERIAL 66234**

## R&B SPOTLIGHTS

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

**BOOKER T. & THE M.G.'S—HIP HUG-HER** (Writers: Cropper-Dunn-Jackson-Jones) (East, BMI)—Funky blues rocker headed for fat sales in both r&b and pop markets. Groovy dance beat set to an infectious rhythm. Flip: "Summertime" (Gershwin, ASCAP). **Stax 211**

**BIG MAYBELLE—TURN THE WORLD THE OTHER WAY AROUND** (Prod. by Taylor Gallo) (Writer: Peters) (Flingerlake, BMI)—A topper for the "96 Tears" is this country oriented blues ballad aimed right at the top of the heap. Another outstanding Maybelle performance on strong material. Flip: "I Can't Wait Any Longer" (Streetcar, BMI). **Rojac 115**

**BOBBY HARRIS—THE LOVE OF MY WOMEN** (Prod. by Bert Berns) (Writer: Townsend) (Sylvia, BMI)—Blockbuster Ed Townsend blues material is handled in top wailing fashion by Harris and the result should be a fast chart climber. Flip: "Baby Come Back to Me" (Pronto, BMI). **Shout 210**

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

**BRENTON WOOD—The Oogum Boogum Song** (Big Shot, ASCAP). **DOUBLE SHOT 111**

**DOUG LANE & THE SOUL SPINNERS—That's What Love's All About** (Bullet, ASCAP). **BULLET 11007**

**LEON HAYWOOD—Skate a While** (Vault, BMI). **FAT FISH 8008**

**TRAVIS WAMMACK—Night Train** (Frederick, BMI). **ATLANTIC 2387**

**LUKAS LOLLIPOP—Don't Hold On to Someone (Who Don't Love You)** (DeFaith/Drexmar, BMI). **LOMA 2067**

**THE DELACARDOS—I Know I'm Not Much** (Redwal, BMI). **ATLANTIC 2389**

**JOHNNY PRAYE—I Cherish Your Precious Love** (Mirby, BMI). **SIDEWALK 911**

**THE PALM BEACH BAND BOYS—The Object of My Affection** (Bourne, ASCAP). **RCA VICTOR 9141**

**CLAUDIO VILLA—Non Pensare a Me** (Chappell, ASCAP). **4 CORNERS OF THE WORLD 140**

**IVA ZANICCHI—Non Pensare a Me** (Chappell, ASCAP). **UA INTERNATIONAL 2081**

**BOBBY MAC—Walkin' Together** (Maxwell & Zulu, BMI). **ORIGINAL SOUND 68**

**THE FACTORY—Smile, Let Your Life Begin** (Duchess, BMI). **UNI 55005**

**PEGGY MARCH—How Can I Tell Him?** (Ametrop, BMI). **RCA VICTOR 9143**

**TEDDY NEELEY FIVE—Love Her** (Screen Gems-Columbia, BMI). **CAPITOL 5781**

**PERRY-KINGSLEY—Visa to the Stars** (Pavanne, ASCAP). **VANGUARD 35051**

**THE SHAGGY BOYS—Behind These Stained Glass Windows** (Unart, BMI). **UNITED ARTISTS 50135**

**CHRIS CLARK—I Want to Go Back There Again** (Jobete, BMI). **VIO 2504**

**THE OTHER HALF—Wonderful Day** (Big L/Sun-Vine, BMI). **ACTA 801**

**THE RIDDLES—Sweets for My Sweet** (Brenner/Trio/Progressive, BMI). **MERCURY 72669**

**HOWARD ROBERTS—Soft Winds** (Regent, BMI). **CAPITOL 5859**

**LEE MALLORY—Take My Hand** (Sherman-DeVorzon, BMI). **VALIANT 761**

**FRIEND & LOVER—A Town Called Love** (Lowery, BMI). **ABC 10910**



# DAILY GOLD RUSH



## NITTY GRITTY SOUND HITS PAY DIRT IN CALIFORNIA



**NEWS OF DIRT BAND STRIKE  
CREATES BUYING PANIC AT  
ALL L.A. RECORD DEALERS.**

Four record buyers suffer badly  
sprained fingers when hands get caught  
in browser box containing new TOP 10  
Nitty Gritty hit single. When asked for  
her comments, Miss D.H.K., 17 year old  
nuclear physicist replied..."I'll

**BUY FOR ME THE RAIN!**

b/w **GANDY MAN** #55948

even if I break both arms doing it!"



TOTALLY



RAUCOUS



STARCH



SPIDER BONES



KING 'O



SPANKY DUFF



### 12 NUGGETS FOUND AT NEW STRIKE!

12 nuggets worth their weight in gold were found in the Nitty Gritty dirt bag. Upon examination by Professor Israel Arab it was found that when a centrifugal force of 33 1/3 rpm was applied to these nuggets they grew to immense proportions.

## THE NITTY GRITTY DIRT BAND

"The Greatest New Sound



Since The Stock Market Crash"

LRP-3501 / LST-7501

**Thank You NARAS For Awarding  
GEOFF STEPHENS and  
THE NEW VAUDEVILLE BAND  
BEST CONTEMPORARY RECORDING OF 1966**

**WINCHESTER  
CATHEDRAL**

**and for the BEST CLASSICAL ALBUM <sup>of</sup> the YEAR  
RCA Victor Recording**

**IVES: SYMPHONY NO. 1  
IN D MINOR**

**Morton Gould Conducting the Chicago Symphony Orchestra  
Howard Scott, Producer**

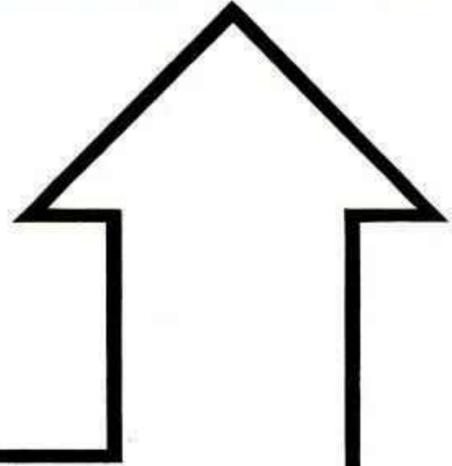
**SOUTHERN MUSIC PUB. CO., INC.,  
PEER-INTERNATIONAL CORPORATION  
MRS. MONIQUE PEER-MORRIS, President**



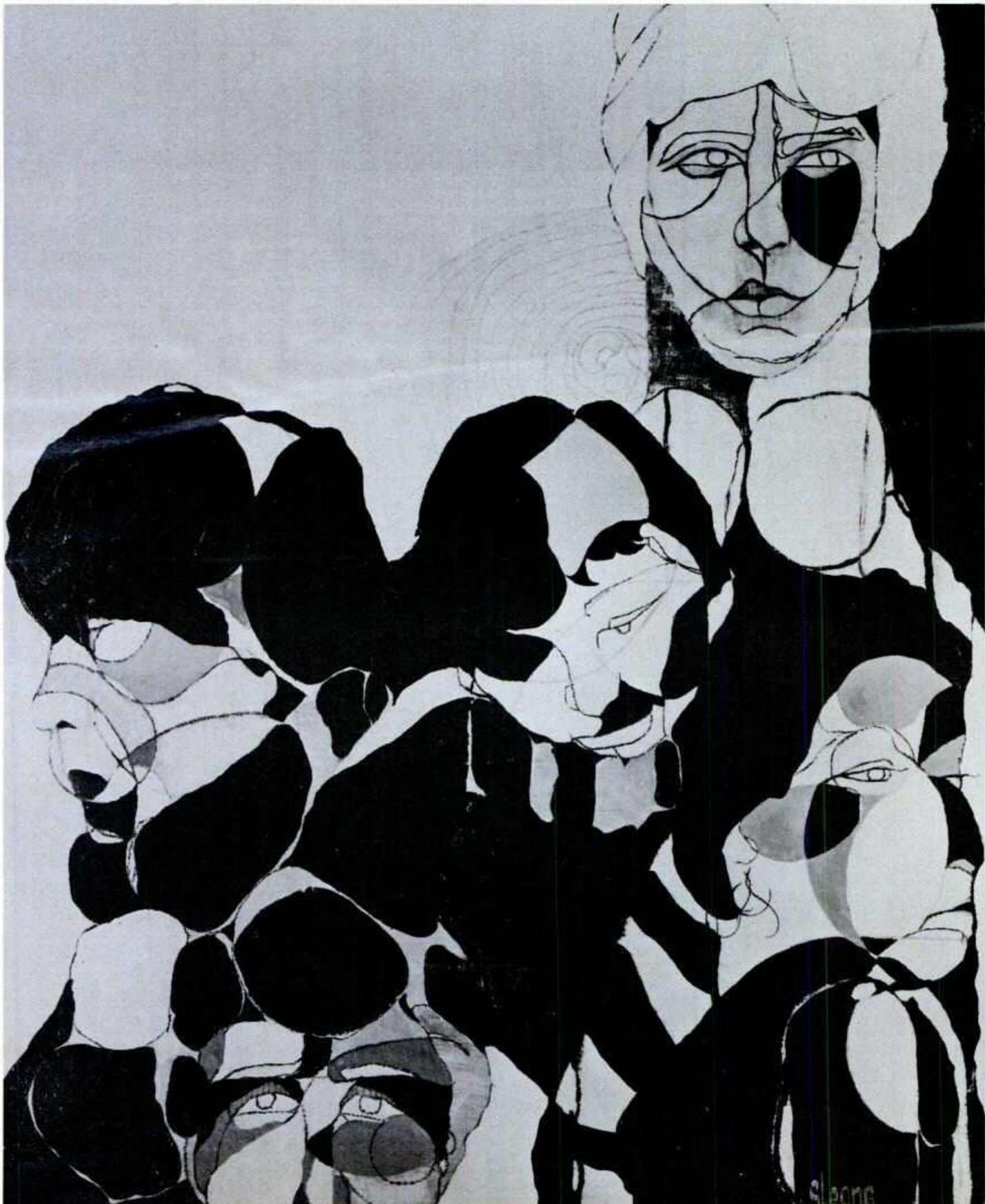
# THE ELECTRIC PRUNES

IN THEIR BRAND NEW CHART CINCH  
"GET ME TO THE WORLD  
ON TIME"

0564



ANOTHER CHART IMPERATIVE FROM



# 'Millie' Gets Giant, Thorough Promotion

• Continued from page 1

the movie and the soundtrack on record and tape.

In addition, Universal has prepared a trailer that is currently being shown at the Criterion Theater. The trailer also is being shown in the entire B. F. Moss chain of 11 theaters throughout Metropolitan New York, Long Island and New Jersey.

And, as an added fillip, Universal has put up a billboard at the intersection of Broadway and 7th Avenue in Times Square, promoting the film and the soundtrack. The sign measures 75 feet by 125 feet.

## Writers on Tour

As part of the Decca-Universal promotion effort, the song-writing team of Sammy Cahn and Jimmy Van Heusen will make a five-city tour holding

press, radio and TV interviews. They will cover Philadelphia, Boston, Cleveland, Pittsburgh and New York. As a result of their New York visit, Decca is holding a cocktail party on Tuesday (14) at the Rainbow Grill at which time the soundtrack album will be unveiled. Cahn and Van Heusen wrote the title song which, besides being included in the album, is also available as a Decca single by Julie Andrews.

Other singles of the title song are by Pete Fountain on Coral, Bob Thiele on ABC, the Hippy Dippys on UNI, the Banjo Barons on Columbia, Mickey Finn on Dunhill and Nelson

# Wills Reissuing Casinos Platter

RICHMOND, Ind. — Tommy Wills, head of the Tommy Wills Agency, with headquarters here, is reissuing "That's the Way" b.w. "Too Good to Be Too," by the Casinos, on his Airtown Records label. Distribution is being handled by the Terry-Gregory outlets, Wills says.

Fraternity Records, Cincinnati, headed by Harry Carlson, has the big one on the Casinos, "Then You Can Tell Me Good-bye," currently No. 10 on Billboard's Hot 100.

Riddle on Liberty. "The Jewish Wedding Song," another tune in the film, has been recorded by Pete Candoli on Decca, and the Barry Sisters on ABC.

# Motown and A&M Joining The Playtape Trackwagon

• Continued from page 1

cast recordings, and kiddie product. With the Motown catalog comes such hit recording artists as the Supremes, the Four Tops, the Temptations, Stevie Wonder, Smokey Robinson and the Miracles and Martha and the Vandellas. The A&M catalog includes Herb Alpert and the Tijuana Brass, Sergio Mendes, the Baja Marimba Band and Chris Montez.

## Already Signed

Other record companies and their subsidiaries that have already signed up for Playtape include MGM, United Artists, ABC and Cameo-Parkway.

"It's indeed gratifying for Motown to become associated with a sophisticated new development, so simple to operate, in our great music industry."

Playtape will now have available more than 700 cartridge selections marketed as

"singles," "EP" (featuring four tunes), and "LP" (featuring eight songs). They retail for \$1, \$1.49 and \$2.49 respectively.

Stanton said, "We now can offer the widest choice of both talent and song in the entire music industry for all age groups — especially the teen market where Playtape is already making itself felt. And, as we add more libraries, it will get bigger still." But Stanton pointed out that, while entertainment was a major facet in the marketing plan, there were many other uses inherent in the Playtape system that are in the works. Education is the largest single business in the U. S., he said. With the development of language teaching cartridges and continuous-play memory exercise tapes that will run all night while the learner sleeps — and both are past the blueprint stage — it will serve another area of the public.

# Music City Holds Awards Fete Of Its Own—in Sales Category

LOS ANGELES—Two trophies and four gift certificates were presented to Music City employees at the retail chain's first annual record division awards dinner recently.

Trophies were presented for outstanding salesmanship to the Hollywood store and one of its former salesman, Bob Packwood. John Snyder, Hollywood store manager, accepted the trophy in behalf of his entire record department.

Ken Thomas, sales manager for the five store record departments, presented the revolving trophies at ceremonies at Don the Beachcombers restaurant.

Some 50 persons attended the

festivities which also saw Music City gift certificates presented to winners of a recent store classical sales contest. They included Miss Zita Yallouris of the Torrance store, store manager and assistant manager, Hans Berman and Roger Perry, respectively. Hollywood salesman Charles Peck won the fourth certificate.

Company vice-president Ethan Caston observed that most record stores are self-service, with salesmanship playing little or no part. "The awards dinner proves that Music City people make an effort to sell," Caston said. "Salesmanship is still the name of the game," Caston continued, "even though many retailers would like to hide from this fact." Caston noted that a "dog album" was a record that wasn't selling. "If people are buying it, it is not a dog."

Guest speakers were Anita Kerr, artist-arranger, who said the old-time country songs are being replaced by a new kind of pop music, featuring country songs but with pop backgrounds and Ted Lindgren, head of Capitol's education department. Lindgren traced the history of the record industry up to stereo CARtridges, promising more innovations in the future.

# Maynew's Big A

NEW YORK—Aubrey Maynew, president of Little Darlin' Records, is setting up a pop label which will give recognition to publishers on the logo. New label is called Big A, and will be distributed through the Dot distributing organization and independents. Debut artist is Johnny Paycheck, established on the country charts, but considered a pop talent on Big A. His first release will be "Nothing Lasts Forever," published by Music, Music, Music, Inc.



JAMIE/GUYDEN RECORDS has signed Dionn Records to a long-term distribution deal. Big single on the label is Brenda and the Tabulations with "Dry Your Eyes." From left, Larry Cohen, national sales and promotion chief of Jamie/Guyden; Maurice Coates; Brenda; Gilda Woods, manager of the group; Harold Lipsius, president of Jamie/Guyden; Eddie Jackson, and Sylvester Rutger.

# Lloyd 4 to Play Soviet as Jazz Fest Exchange Curtain-Raiser

NEW YORK — Directors of the Soviet Jazz Festival have invited the Charles Lloyd Quartet to become the first Americans to perform publicly with Soviet jazz musicians. The Festival, which will be held May 11-14 in Tallin on the Baltic Sea, is a first step toward an exchange of jazz festivals. The idea was first proposed by two cultural advisers to the Citizens Exchange Corps, Elaine Lorillard and George Avakian, who were sent to the U.S.S.R. by CEC this past summer.

Mrs. Lorillard, founder of the Newport Jazz Festival, and George Avakian, record producer, jazz writer and manager

of the Lloyd group, continued talks on the exchange during a recent New York meeting with Anatoly Gromyko, son of the Soviet Foreign Minister.

Members of the quartet in addition to Lloyd, are Keith Jarrett, pianist; Jack DeJohnette, drummer, and Ron McClure, bassist. After the Festival, the group plans to play for student and youth groups in Moscow, Leningrad and other Soviet cities. Avakian accompanied the Benny Goodman Orchestra on its 1962 Soviet tour and produced the RCA Victor album of tour recordings. The Charles Lloyd Quartet records for Atlantic Records.

# 4 Hot Cover Tunes Making It Hot Race for the Oscar

LOS ANGELES—Four songs which obtained a strong representation of recordings spotlighted the five tunes nominated last week for an Academy Award.

The four tunes which proved to be good chart material are: "Alfie," music—Burt Bacharach; lyrics—Hal David; "Georgy Girl," music—Tom Springfield; lyrics—Jim Dale; "Born Free,"

music—John Barry; lyrics—Don Black; "My Wishing Well," music—Elmer Bernstein; lyrics—Mack David and "A Time for Love," music—Johnny Mendel; lyrics—Paul Francis Webster.

"Wishing Well" from "Hawaii" was the lone tune not receiving a rash of disk covers. The "Alfie" title tune was sung by Cher in the film and released on Imperial. "Georgy Girl" was sung by the Seekers in the film and released on Capitol. "Born Free" was made popular by Roger Williams on Kapp and Matt Munro on Capitol but was not performed in the picture by either performer. Tony Bennett's Columbia dishing of "A Time for Love" from "An American Dream" helped popularize that selection.

In the best scoring category the five nominees were: "A Funny Thing Happened on the Way to the Forum," Ken Thorne; "The Gospel According to St. Matthew," Luis Enrique Bacelov; "Return of the Seven," Elmer Bernstein; "The Singing Nun," Harry Sukman and "Stop the World—I Want to Get Off," Al Ham.

# Jubilee Ad Drive Keeps the Faith

NEW YORK—Jubilee Records is promoting its Adam Clayton Powell album, "Keep the Faith Baby," with an extensive consumer advertising campaign. The budget calls for space in 11 regional editions of TV Guide with a circulation of 4,738,000, Jet Magazine with a circulation of 325,000, and newspapers in 11 major markets with a combined circulation of 8,463,000.

Jubilee is also buying space in 46 Negro newspapers and offering co-operative advertising money to distributors.

Other promotional aids include the mailing of 7,000 14 by 17-inch folders of the New York Times review of the album and a reproduction of the album cover, flyers to rack jobbers, distributors and retailers, easel displays, window streamers, browser cards, buttons and counter boxes.

**EVERY MOTHERS' SON is brave, trustworthy, and does a great early Bogart.**



# Good as Gold!

**Every record by The Monkees has topped  
the million mark! This one's next!**

**"A LITTLE BIT ME, A LITTLE BIT YOU"**

**"THE GIRL I KNEW SOMEWHERE"**

**# 1004**



**COLGEMS**

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# Grammy Award Highlights

## HOLLYWOOD



RAY CHARLES, left, holds one of his Grammys for "Crying Time," judged the best rhythm & blues recording and performance. With him in Hollywood are Anita Kerr and Ray Coniff, whose groups won for best performances by a vocal group and a chorus respectively.



HERB ALPERT holds two Grammy awards and Michelle Phillips, of the Mamas and the Papas, holds one at Hollywood's ceremonies. Joining Miss Phillips are John Phillips, left, and Dennis Doherty, of the Mamas and the Papas, whose "Monday, Monday" was named best contemporary (r&r) group performance. Alpert and the Tijuana Brass won for best instrumental performance other than jazz for "What Now My Love," for which Alpert won an award for best instrumental arrangement.



JIMMY BOWEN holds his Grammy as producer of the "Record of the Year" at Hollywood's NARAS awards ceremonies. With Bowen are Keely Smith (Mrs. Bowen), who sang the winning song, "Strangers in the Night"; Mo Austin, right, head of Reprise Records, which issued the Frank Sinatra disk, and Davey Jones of the Monkees, a presenter.

## CHICAGO



CHICAGO SYMPHONY Grammy award is accepted by the director of the Chicago Symphony Chorus, Margaret Hillis. Presenter is Norman Ross, WMAQ Radio.



MARSHALL CHESS accepts Grammy on behalf of label's Ramsey Lewis in Chicago ceremony. At mike is WVON Radio's Lucky Cordell.



SI ZENTNER, whose band provided the music at the Chicago awards dinner, accepts thanks from Chicago NARAS chapter president Lew Green.

## NEW YORK



CLIVE J. DAVIS, vice-president and general manager of CBS Records, accepts the award for best spoken word, documentary or drama recording, which was won by the Columbia package of "Edward R. Murrow—A Reporter Remembers—Vol. 1, The War Years."



D. H. TOLLER-BOND, president of London Records, accepts special trustee awards received for the British Decca-London project of recording Wagner's "Ring" cycle, the fourth album of which "Die Walkure" was declared the top operatic recording of 1966.



GEORGE LEE, vice-president and director of eastern operations for Warner Brothers/Reprise Records, accepts one of the many awards presented to Frank Sinatra at the New York ceremonies.



EYDIE GORME beams after receiving a Grammy for her Columbia recording of "If He Walked Into My Life," judged the best female vocal performance. Sharing the moment is her husband, Steve Lawrence, who was the presenter for the category at the New York ceremonies.



RICHARD MOHR, RCA Victor Red Seal a&r producer, accepts the Grammy for Leontyne Price, whose Victor album, "Prima Donna," was cited as best classical vocal soloist performance, the fourth consecutive year the soprano received that award. With Mohr are Skitch Henderson, left, presenter, and Tony Randall, M.C. in New York.



WOODY HERMAN leads on Tony Bennett for applause after Bennett's performance at the New York ceremonies.

## NASHVILLE



NASHVILLE WINNERS gathered at the rostrum are, from left, Felton Jarvis, RCA Victor a&r producer of best folk recording, Cortella Clark's "Blues in the Street"; Les Leveritt, photographer, for album cover of Porter Wagoner's "Confessions of a Broken Man" on Victor; Jeannie Seeley, for best female country and western performance, "Don't Touch Me," on Monument; Fred Foster, president of Monument Records; Glenn Sutton, co-author of the best country and western song, "Almost Persuaded"; David Houston, who recorded the song for Epic, and Billy Sherrill, Epic a&r producer and co-author of the number.



BRENDA LEE and the Casuals perform at Nashville's Grammy evening.

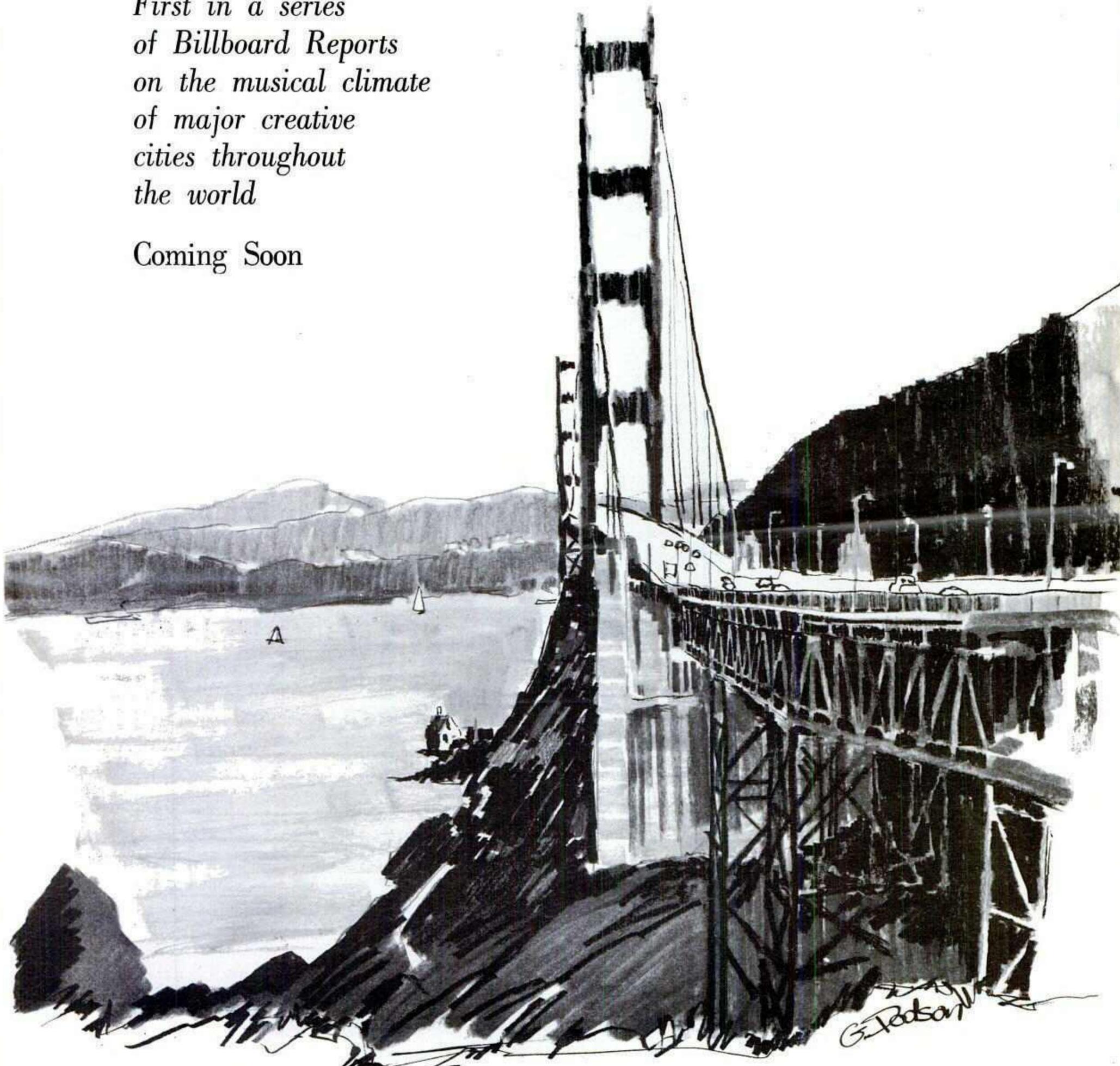


(Right) DAVID HOUSTON discusses one of the two Grammys he received for "Almost Persuaded" with his wife and Bill Denny, president of the Nashville chapter of NARAS.

# SAN FRANCISCO

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on the musical climate  
of major creative  
cities throughout  
the world*

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**GRACE** W. R. GRACE & CO., CRYOVAC DIVISION, DUNCAN, S. C.

## Billboard TOP 40

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

THIS WEEK	Wk. Ago			TITLE Artist, Label & Number	Weeks On Chart
	1	2	3		
1	1	1	2	LADY Jack Jones, Kapp 800 (Roosevelt, BMI)	10
2	3	4	6	DADDY'S LITTLE GIRL Al Martino, Capitol 5925 (Cherie, BMI)	8
3	2	2	3	I'LL TAKE GOOD CARE OF YOUR CARES Frankie Laine, ABC 10891 (Ramick, ASCAP)	10
4	6	3	1	MY CUP RUNNETH OVER Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	16
5	4	6	9	PEOPLE LIKE YOU Eddie Fisher, RCA Victor 9070 (Faist, ASCAP)	8
6	5	5	5	SUNRISE, SUNSET Roger Williams, Kapp 801 (Sunbeam, BMI)	9
7	9	9	10	GONNA GET ALONG WITH-OUT YA' NOW Trini Lopez, Reprise 0547 (Reliance, ASCAP)	8
8	8	10	14	SHERRY! Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	7
9	7	7	8	SWEET MARIA Billy Vaughn Singers, Dot 14985 (Roosevelt, BMI)	11
10	11	13	20	IT HURTS TO SAY GOODBYE Vera Lynn, United Artists 50119 (United Artists, ASCAP)	6
11	15	19	26	THE LADY SMILES Matt Monro, Capitol 5823 (Roosevelt, BMI)	6
12	10	12	12	DIS-ADVANTAGES OF YOU Brass Ring, Dunhill 4065 (Scott, ASCAP)	8
13	19	21	29	CABARET Ray Conniff, Columbia 43975 (Sunbeam, BMI)	6
14	23	27	40	MORNINGTOWN RIDE Seekers, Capitol 5787 (Amadeo, BMI)	4
15	12	8	4	MUSIC TO WATCH GIRLS BY Bob Crews Generation, Dyno Voice 229 (SCP, ASCAP)	12
16	16	25	27	PEEK-A-BOO New Vaudeville Band, Fontana 1573 (MRC, BMI)	5
17	13	11	7	ALL James Darren, Warner Bros. 5874 (Marks, BMI)	15
18	—	—	—	THIS IS MY SONG Petula Clark, Warner Bros. 7002 (Shamley, ASCAP)	1
19	14	16	17	THE HONEYMOON IS OVER Steve Lawrence & Eydie Gorme, Columbia 43930 (Chappell, ASCAP)	7
20	21	29	38	LONELY AGAIN Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	4
21	25	26	37	CRY OF THE WILD GOOSE Baja Marimba Band, A&M 833 (American, BMI)	4
22	—	—	—	SOMETHIN' STUPID Nancy Sinatra & Frank Sinatra, Reprise 0561 (Green Wood, BMI)	1
23	17	15	13	WISH ME A RAINBOW Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	17
24	20	17	18	LOVIN' YOU Bobby Darin, Atlantic 2376 (Faithful Virtue, BMI)	7
25	22	22	25	THEME FROM "THE SAND PEBBLES" Tony Martin, Dunhill 4073 (Hastings, ASCAP)	6
26	—	—	—	WADE IN THE WATER Herb Alpert & the Tijuana Brass, A&M 840 (Almo, ASCAP)	1
27	27	30	39	SWEET MISERY Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	5
28	18	18	15	WHAT MAKES IT HAPPEN Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	11
29	30	40	—	JUST LIKE A MAN Margaret Whiting, London 106 (Morris, ASCAP)	3
30	29	36	—	MAIRZY DOATS Innocence, Kama Sutra 222 (Miller, ASCAP)	3
31	31	37	—	STEP BY STEP Ray Charles Singers, Command 4092 (Marks, BMI)	3
32	32	24	24	STOOD UP Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	6
33	35	—	—	CHANSON D'AMOUR Gunter Kallmann Chorus, 4 Corners FC 4-139 (Bibo, ASCAP)	2
34	34	—	—	59TH STREET BRIDGE SONG Harpers Bizarre, Warner Bros. 5890 (Charling Cross, BMI)	2
35	36	—	—	FOR ME Sergio Mendes & Brasil '66, A&M 836 (Jannino, ASCAP)	2
36	39	39	—	SIGNS Jerry Vale, Columbia 44027 (Mills, ASCAP)	3
37	37	—	—	HERE, THERE & EVERYWHERE Johnny Mathis, Mercury 72653 (Elm Drive/Bikini, ASCAP)	2
38	—	—	—	BECAUSE OF YOU Chris Montez, A&M 839 (Gower, BMI)	1
39	—	—	—	HAVE YOU SEEN THE ONE I LOVE GO BY Jerry Vale, Columbia 44027 (Gil, BMI)	1
40	—	—	—	I BELIEVE IT ALL Poze Seco Singers, Columbia 44041 (Mayham, ASCAP)	1



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# **CONGRATULATE THEIR WINNERS! 1966 GRAMMY AWARDS**

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**RECORD OF THE YEAR**

**"STRANGERS IN THE NIGHT"**

**FRANK SINATRA (Artist) & SONNY BURKE (Producer)**

**ALBUM OF THE YEAR**

**"SINATRA: A MAN AND HIS MUSIC"**

**FRANK SINATRA**

**BEST VOCAL PERFORMANCE – MALE**

**"STRANGERS IN THE NIGHT"**

**THE ANITA KERR SINGERS**

**BEST PERFORMANCE BY A VOCAL GROUP**

**"A MAN AND A WOMAN"**

**BILL COSBY**

**BEST COMEDY PERFORMANCE**

**"WONDERFULNESS"**

**STAN CORNYN**

**BEST ALBUM NOTES**

**"SINATRA AT THE SANDS"**

**ERNIE FREEMAN**

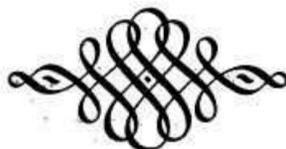
**BEST ARRANGEMENT ACCOMPANYING A VOCALIST**

**"STRANGERS IN THE NIGHT"**

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**BEST ENGINEERED RECORDING**

**"STRANGERS IN THE NIGHT"**



HOT 100

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



Chart header table with columns: THIS WEEK, Wk. Ago, Wks. Ago, TITLE, Artist (Producer, Label & Number), Weeks On Chart

Main chart listing songs 1-31 with their chart positions and week numbers.

Main chart listing songs 32-65 with their chart positions and week numbers.

Main chart listing songs 66-100 with their chart positions and week numbers.

HOT 100—A TO Z—(Publisher-Licensee)

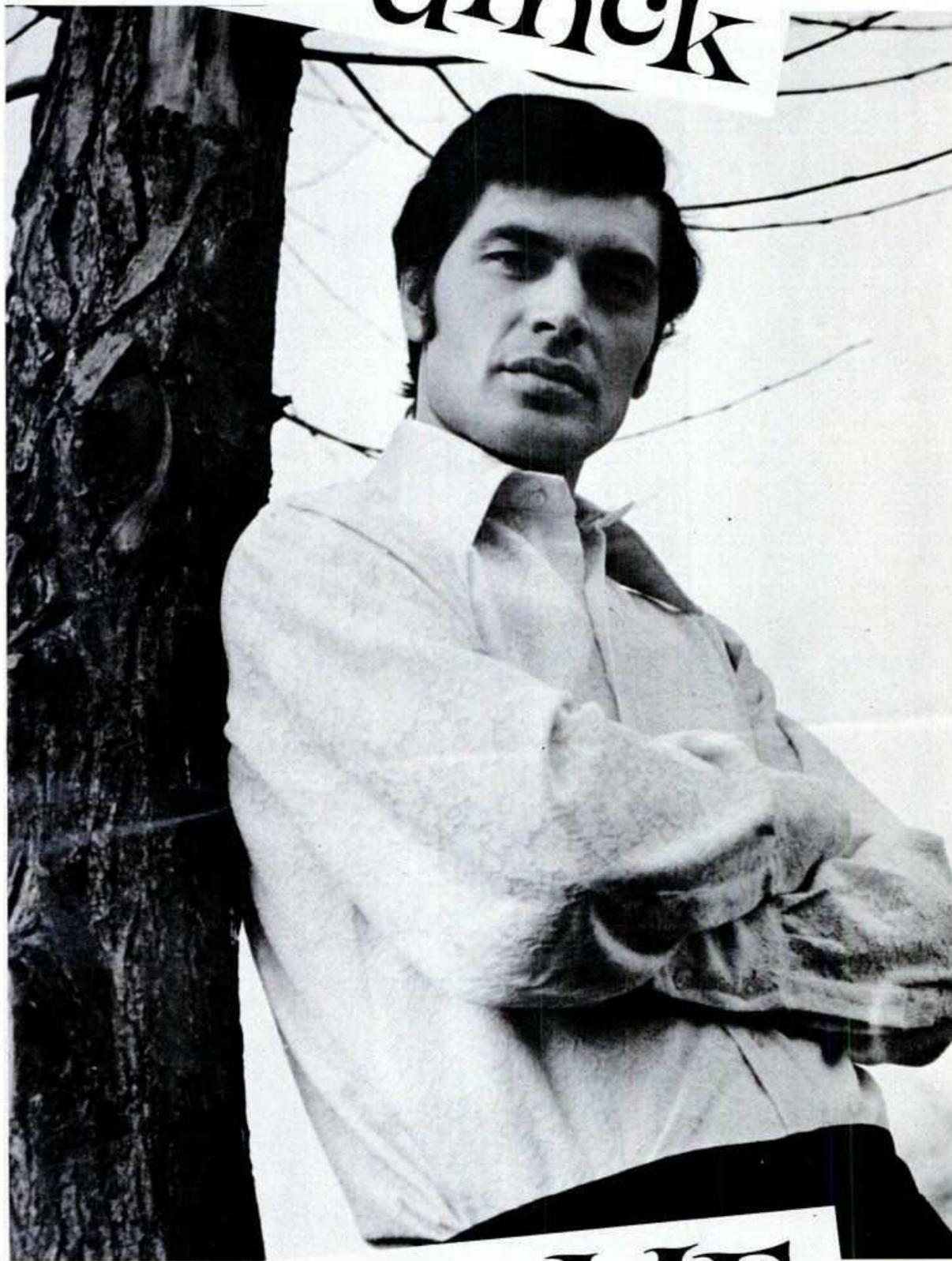
Alphabetical index of songs from the chart, listing song titles and their corresponding chart numbers.

BUBBLING UNDER THE HOT 100

List of songs that are bubbling under the Hot 100, including titles and chart numbers.

THIS HAS GOTTA BE A WINNER !

# Engelbert Humperdinck



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Music Director : Charles Blackwell



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RECORDS

# TALENT

## Mitchell, the Knack Acts Getting Cap.'s Merchandising Showcase

By ELIOT TIEGEL

LOS ANGELES — Capitol Records has developed an in-depth merchandising program for two new acts, Rubin Mitchell and the Knack.

For pianist Mitchell, discovered by Buffalo salesman Joe Okla, a booking was secured for his trio at the Century Plaza Hotel where the NARM convention was held last week. This strategic booking enabled

the mass movers of his recordings to gain a first hand look-see of the artist whose products they are expected to accept. During recent regional distributing corps meetings in Los Angeles, New York, Dallas and Chicago, Mitchell made a surprise visit to play for the salesmen. Brown Meggs, Capitol's merchandising chief, accompa-

nied the pianist to these special performances.

In addition, Mitchell's debut LP "Presenting": two cuts were packaged as a stereo Little LP for free distribution to consumers at the dealer level. Some-50,000 copies of the seven-inch stereo sampler were pressed and spotlighted in a counter display. Two tracks were also pressed for a disk jockey sampler.

Capitol's special project director Bob Yorke was instrumental in placing Mitchell with the William Morris agency for bookings. An outside p.r. firm was retained for six months to generate newspaper and magazine interest. At the New York sales meeting, TV show producers were invited to watch Mitchell perform.

In an unusual move, CRDC offered a 60-day 100 per cent exchange for credit on Mitchell's LP, which came out Feb. 13.

(Continued on page 66)

## Goulet Shows Form as Singer —And Comedian

LAS VEGAS—Robert Goulet, although he didn't need it, used more comedy dialog in his act on opening night at the Sahara Hotel Tuesday (21).

Goulet, who records for Columbia, tells audiences about his funny accounts of the Bob Hope golf tournament where he flubbed a shot on national television, and Jack Benny said to Hope, "he sings much better than he golfs."

Well, Goulet didn't flub anything opening night here. He opened with "On a Clear Day," and followed with many standards and a snappy arrangement of "Mame." Highlight was his stroll through the audience where he sings to the gals. He seems to enjoy this portion of

the show, and there is little doubt how the women feel.

Of course, he closes with his trademark, "If Ever I Would Leave You." Ralph Sharon guides the Louis Basil orchestra for the star, who has trumpeter Alan Rubin and drummer Joey Preston traveling with him. **DON DIGILIO**

## Gaye Best as R&B Blaster Ballads Slow Down Pace

LOS ANGELES—Ciro's, a long time cafe society bistro, re-opened Wednesday (22) as a rhythm and blues spot. Marvin Gaye, a top r&b personality, was the first act booked under the new policy. Apparently Gaye was overcome by the past glory of the club. Instead of strictly presenting his raw, basically bluesy program, he expanded his repertoire to include moody, tender ballads. His voice, when offered softly, isn't too effective. When he gets into his shouting, blasting tunes in which the tempos are more frantic, his tone is stronger and more alive. This has been his success on Motown and it produced successful date at the

Trip when it was the Strip's top r&b club two years ago.

For his Giro's turn, Gaye sang "Shadow of Your Smile," "Georgia Rose" and "Who Can I Turn To?" as his attempts to present adult songs. They were his weakest offerings. When he moved into such numbers as "Yeah, Yeah Yeah" and "Pride And Joy," he began to groove. The 12-piece Joe Swift band, featuring Curtis Amy on tenor, worked well with Gaye but could not get together with the Raeletes quartet, making its bow as a solo act. The girls high pitched voices sounded shrill over the club's p.a. system, and their six-tune act lacked punch.

ELIOT TIEGEL

## East Japanese Band Jazz Meets West Jazz on Campus

SAN FRANCISCO — Jazz east met jazz west on the University of California Berkeley campus as Japan's Waseda University High Society Jazz Orchestra appeared with U. C.'s Lee Schipper Quintet.

It was the beginning of an 11-concert three-week California College tour by the Basie-oriented Japanese group. Performing as a 16-piece band, the Waseda group travels with 30 musicians, rearranging personnel for each appearance. Their ensemble sound often combines the Basie bite with Ellington lushness in the reeds but there are few soloists of note.

Trombonist Yasushi Ichiura seemed relaxed and blew distinctive clean expressions; Professor Tomoso Tazima was equally impressive on Miles Davis-derived trumpet solos. It is significant that the Japanese orchestra's material was almost entirely drawn from slick commercial charts, with such tunes as "Taste of Honey," "Hello, Dolly" and "Watermelon Man."

They broke into "Hard Day's Night." The movie ran in Tokyo a couple of years ago as "Yeah, Yeah!" The Waseda University jazz orchestra is actually more of a yeah-yeah stage band than a jazz organization.

PHILIP F. ELWOOD



ARTHUR GODFREY, left, is honored in Washington as an outstanding American by Sen. Harry F. Byrd Jr. of Virginia. Following the ceremonies Godfrey made personal appearances at E. J. Korvette record departments in Rockville, Md., and Bailey's Crossroads, Va., where he autographed copies of his RCA Camden LP, "Our Country 'Tis of Thee."

## Franchi Gives Masterful Singer, Showman Display

NEW YORK — One of the great mysteries of the record business is why Sergio Franchi doesn't sell more than he does. The Italian tenor put on a masterful display at his Persian Room opening last Wednesday (8), demonstrating a powerful, trained voice, a deep feeling for the lyric, and a quality of showmanship that should put him among the top of contemporary performers.

When the RCA Victor artist steps on the stage, there's no question that he's all man, all singer and all showman. His "Impossible Dream," aside from its vocal excellence, was delivered with as much conviction as any artist has performed the song to date.

His latest RCA Victor single, "What Will Tomorrow Bring," is a beautiful ballad, but he needs stronger material to make it high on the pop charts.

His other selections — "C'est Magnifique," "Shadow of Your Smile," "Girl From Ipanema," "My Cup Runneth Over," "Shalom" and "If He (She)

Walked Into My Life"—all hit the mark.

All Franchi lacks is the material for a hit single. And when he gets it—watch out.

## BMI Offers \$1,000 In College Contest

NEW YORK — Broadcast Music Inc. has set the wheels in motion for its seventh annual Varsity Show Competition. A prize of \$1,000 will go to the composer and lyricist of the best college musical comedy or revue presented in the U. S. or Canada during the 1966-1967 academic year. BMI will also award an additional prize of \$500 to the drama or music department, or to the student dramatic club sponsoring the production. A panel of leading figures from the theater will act as judges. Rules for the competition, which closes June 15, are available from Allan Becker at BMI's New York office.

## 'Brown' Filled With Laughs

NEW YORK — "You're a Good Man Charlie Brown," a musical at Theater 80 St. Marks, is based on the comic strip "Peanuts," and that's all it is—a comic strip in action. It lacked a cohesive element such as suspense to make it a play. But, as a live comic strip, the

show sparkled with chuckles and Peanuts fans will delight in it.

Bill Hinnant, playing the part of Snoopy, provided the night's highlight with "Supper-time," a dance and song number about a dog feeling that supper is more than just a meal. "Book Report" is a charming number about "Peter Rabbit," from the psychological viewpoints of Linus and his blanket, Charlie Brown, Lucy and Schroeder. "My Blanket and Me" also had charm as Ship Hinnant showed the uses to which a good man can put a good blanket.

MGM Records has the show album of the Arthur Whitelaw and Gene Persson production. Clark Gesner did the music and lyrics; book was by John Gordon. Joseph Hardy directed.

CLAUDE HALL

## Signings

Jimmy Reed Jr., 20-year-old son of blues singer Jimmy Reed, signed to Mercury Records. Al Smith, a veteran Chicago producer-talent manager who has worked with singers like John Lee Hooker, Betty Everett and Lightning Hopkins, will guide young Reed's recording and personal appearance activities. . . . ABC Records' new Bluesway label has added blues singer Joe Turner to its roster. The deal was made through Lou Zito Management Corp., representing Turner. . . . The Young Americans, 18 boys and 18 girls, to ABC Records. The group, which has been touring with Johnny Mathis, will have Sid Feller, independent West Coast arranger-producer, handling their sessions for ABC. . . . Ravi Shanker has re-signed with World Pacific for five years. His LP's have been WP's top Asian product. The new

fact calls for a minimum of two albums a year. Shankar plans opening a sitar school in Los Angeles in May. . . . Singer D'aldo Romano to Warner Bros. . . . Tasso Mavris, Greek singer, to Fran Record Co., based in Brooklyn, N. Y.

Carl Smith, country singer, has signed a new exclusive contract (Continued on page 24)

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# CONNIE FRANCIS

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*(Non Pensare a Me)*

**b/w Born Free**

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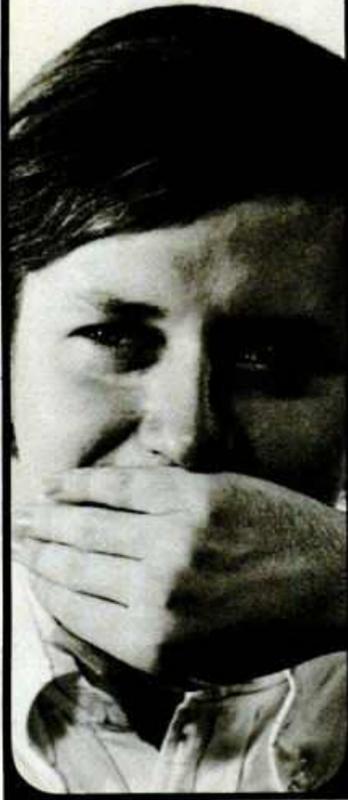


And time alone will tell  
if this doesn't prove to be Connie's biggest single ever!  
(After all, isn't that just what you'd expect when the First Lady of Song  
sings the First Song of the San Remo Festival?  
And backs it with an Oscar nominee!)



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## Caesars Palace Has The Gold \$\$ Touch

By DON DIGILIO

LAS VEGAS—Dave Victorsen is all smiles these days. As entertainment director at the less than a year old \$25 million Caesars Palace, everything he's touched so far has turned to cash.

After booking name entertainers like Tony Bennett and Andy Williams into the new Strip hotel, Victorsen brought in the Broadway smash "Sweet Charity."

"Things have been so good," he said, "that we just picked up the option on 'Charity' and it will now play at the Palace until June 28."

Is there a big difference in name acts as compared to shows like "Sweet Charity?"

### Signings

• *Continued from page 22*

with Columbia Records. Smith's recordings will continue to be supervised by Don Law, who is now working as an independent producer in Nashville. . . . Roy Brown, singer-composer, has signed with Bluesway, ABC's blues label. His first single for the new label is "New Orleans Woman" b - w "Standing on Broadway." Both songs were composed by Brown. . . . Jazz pianist Bill Evans has signed for another term with MGM Records. . . . Bobby Sherman, formerly with Decca, has joined Epic's Coast Roster with Stu Phillips handling a&r.

"Not in attendance," says Victorsen, "if 'Charity' is to be used as a yardstick. This show has been a big draw, if it wasn't we wouldn't be picking up the option."

#### No Set Policy

Victorsen said the hotel does not have a set policy on what type of show will play the hotel. "We try to offer the public what we feel is the hottest thing going. We brought in 'Charity,' and when it closes on June 28, we will go back to big name stars for a while, then around Christmas time we will bring in 'Mame.' We just want to have the top attraction. It doesn't make a difference if it is a name star, a musical or what have you."

He pointed out that the plush showroom at Caesars Palace has the type of stage and lighting to put on any kind of a show. Some hotels, he said, are limited to what type of show they can put on, but at the Place, Victorsen says they can book anything.

"When a new hotel opens," he said, "the entertainment director has a job on his hands trying to sign big acts. Here in Las Vegas most of the top stars are already signed by other hotels. I took a chance with the 'Mickey Finn' show here and it was a success. The Palace also brought in Woody Allen and Petula Clark and they both were a big success."

What is in line at Caesars Palace when "Sweet Charity"



JERRY HERMAN, composer of the Broadway hit "Mame," receives a Grammy at his hospital bed for the best original score from Goddard Lieberson, CBS Columbia Group president. Lieberson produced the original cast album. Eydie Gorme displays the Grammy she received for her single of "If He Walked Into My Life" from "Mame."

## Rock Finalists to Battle It Out in Jersey Aug. 25 to 27

LAMBERTVILLE, N. J.—The Rock Music World Championships will be held Aug. 25-27 here at the St. John Terrell's Music Circus. Gerald Krone, general manager, said that 16 finalists will converge on Lambertville after a nationwide series of preliminary contests staged by the Tea Council, which sponsored the elimination battles last year when it was known as the Rock 'n' Roll World Championship.

closes? Victorsen says such stars as Anthony Newley, Andy Griffith, Woody Allen, Petula Clark, Milton Berle and Lou Rawls have already been signed to contracts.

The Tea Council, in co-operation with various amusement parks, is sponsoring 16 regionals this year; there will be sub-regional contests to select rock groups to appear at the regional events, Krone said.

Each group that makes the finals in Lambertville will appear with a deejay from their area, who'll introduce them on stage. The four top groups will receive prizes. Robin and the Hoods won top place last year.

In addition to the competing bands, Krone said that the week will be devoted to rock 'n' roll music with three or four name groups appearing for concerts on other nights of the week.



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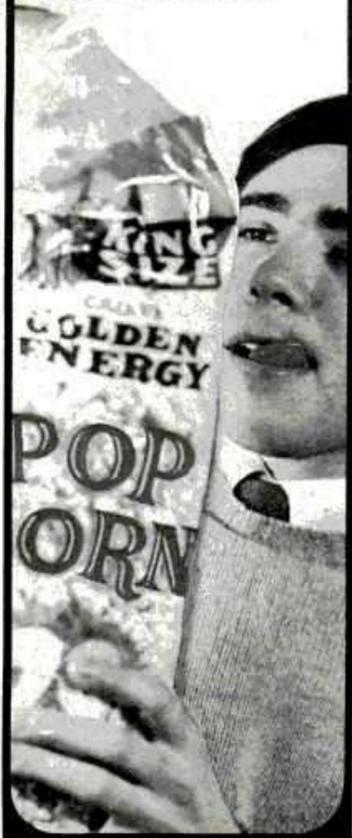
Best Country and Western Male Vocal Performance

Special congratulations to Billy Sherrill as producer, and to Billy Sherrill and Glenn Sutton as co-writers.



Best Country and Western Song

**EVERY  
MOTHERS'  
SON is  
courteous,  
thrifty, and  
likes that  
greasy  
kid stuff.**



## Hanna Aroni in Coast Concert

LOS ANGELES — There is apparently a market for Continental vocalists, as witnessed by the enthusiasm displayed for Hanna Aroni, who performed in seven languages at the Santa Monica Civic Auditorium Saturday (29).

Vocalist falls into the dramatic class, using her arms and face as emotional props in concert with her multi-octaved voice which rings with emotion in English, Hebrew, Yiddish, Spanish, French, Italian and Russian.

Her concert appeal is strictly for the multi-linguists and although she offers authentic dialectic interpretations, this many-tongued approach has the negative effect of keeping her out of the mass audience class.

Miss Aroni tackles difficult cantorial music, usually sung by men, and does an outstanding job. She breathes life and a gutsy feeling into her songs, be it "What Now My Love" in French, "Corcovado" in Brazilian or "Exodus" in English.

Appearing on the program presented by Phil Blazer and Charles Tishman, were the Baladeers, (two gals-one guy) whose distinct harmonies and up-tempo delivery added a modern flavor to some vintage folk tunes. Gershon Kingsley's 19-piece orchestra was outstanding in supporting both acts. **ELIOT TIEGEL**

## 2d Longhorn Jazz Fest Set

AUSTIN, Tex.—Texas will again play host April 28-30 to great names in jazz for the second annual Longhorn Jazz Festival to be held in this capital city.

Produced by George Wein and directed by Austin broad-

## Baroques 'Prism' Waxed by Chess

MILWAUKEE—Chess Records has recorded "Prism" a package of folk rock "Psychedelic-styled" songs by the Baroques, discovered by Director Corp., based here. A few weeks ago Chess recorded the Shaprels and jazz vocalist Charleen Gibson, both Milwaukee acts.

Organizing the Chicago recording session was Ralph Bass, a&r veteran who produced the current Dunhill click, "Dedicated to the One I Love," by the Mamas and the Papas. Bass describes the Baroques' material as being in the poet-minstrel vein and noted that all 12 of the tunes, one of which is scheduled as a single, were originals.

The group consists of Dean Nimmer, Jay Barkenhagen, Jacques Hutchinson and Rick Bieniewski. Barkenhagen, the youngest at 19, plays organ, harmonica, electric piano and lead guitar. Nimmer, drums and Hutchinson, rhythm guitar and flute, are both 21 and bass guitarists Bieniewski is 20. The group has been free-lancing at several area colleges

casting executive Rod Kennedy, last year's festival attracted over 12,000 jazz fans to the city, and the 1967 festival is expected to double the crowds.

Held in Austin's Braves' Disch Field, the now annual festival of more than 50 jazz stars has eliminated the threat of rain for the 1967 schedule of five events by having the \$3,000,000 Austin Municipal Auditorium on stand-by, instead of buying rain insurance as the festival did last year.

The 1967 festival will present evening concerts at 8 Friday and Saturday, April 28 and 29, and at 6 p.m. Sunday, April 30. Workshop sessions featuring many famous jazz artists will be featured at 2 p.m. Saturday and Sunday afternoons.

## College Winners to Attend the Expo 67

NEW YORK — The winners of the first Intercollegiate Music Festival, set for May in Miami, will go to Montreal this summer to participate in Canada's Expo 67.

The winners will represent the U. S. as a "Special Attraction" during a nine-day period, June 10-18.

The winners of the IMF will be chosen from finalists in five intercollegiate jazz festivals to be held this spring. These festivals are: Villanova Intercollegiate Jazz Festivals, Cerritos College Jazz Festival, Midwest College Jazz Festival, the Little

## Ruth Price Like Singers of Old—Loud and Clear

SAN FRANCISCO — Singer Ruth Price, an attractive and classy performer, has a rich contralto voice under perfect control and uses it to sing distinctive and unpretentious renditions of a broad range of tunes. She is accompanied during her engagement at the Trident, in nearby Sausalito, by the Hollywood arranger-composer Dave Grusin, who also has a Columbia LP featuring his jazz piano activities.

Miss Price reminds one of an earlier singing era when vocalists sang words and notes and when dynamics and breathing, and timbre, were important. Her approach is more emotional than hysterical.

Her version of "Once Upon a Summertime" was sultry, and on "Give Me the Simple Life" she was bouyant. Among other tunes, she sings jazz trombonist Miff Mole's old ballad, "You're Worryin' the Life Outa Me." A real classic.

Although Miss Price recorded with guitarist Johnny Smith some years ago, and more recently with Shelly Manne's Manne-hole group (on Contemporary), she has no recording affiliations at present. **PHILIP F. ELWOOD**

Rock Jazz Festival and the Mobile Jazz Festival.

Regional winners from each of these festivals will also make appearances at Expo 67.

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# Jazz Beat

By ELIOT TIEGEL

UCLA, which has regularly booked jazz attractions for its cultural programs and on-campus student functions, is about to have its own full-fledged jazz festival.

The weekend spectacular is being prepared by Jimmy Lyons on the weekend of May 12-13-14 in the 12,000-seat Pauley Pavilion.

The festival has been commissioned the Los Angeles Jazz Festival at UCLA, with Gary McFarland, musical director. McFarland will assemble a festival orchestra. Having worked with the Monterey Jazz Festival and also having helped launch the Costa Mesa outdoor jazzorama last October in Southern California, Lyons promises several innovations in festival presentation.

The festival orchestra will perform specially written thematic overtures for headliners. "Preceding Miles Davis, or John Coltrane will be a 12 to 15-minute suite composed for that artist," Lyons said. McFarland will do one suite. Lyons is looking to J. J. Johnson to write the overture for Davis, for example.

Theme for the weekend will be "The Tradition of the New."

Lyons envisions Dizzy Gillespie performing the "New Continent" suite with Lalo Shifrin conducting the orchestra. He also speaks of a string quartet to work with either Bill Evans or Dave Brubeck.

The festival is shooting for major attractions players. A budget running in the \$45,000 to \$50,000 range, has been set.

Sunday afternoon will showcase for the Middle Eastern-Far Eastern influences. Don Ellis' experimental band, which is an exponent of Indian rhythms, is being sought. If a performer is willing to work under new creative guidelines, Lyons is interested in signing him up. "We don't want artists playing the same old sets they play at clubs."

During April and May, Lyons is emceeding some limited college dates with a package of players. Following last year's Monterey Festival, he hit the personal appearance circuit with a Monterey All-Star package headlined by John Handy.

In the Los Angeles area, modern jazz is king, with a new club, Marty's on the Hill, booking Gabor Szabo, Herb Ellis and C. C. Smith. The Light-house in Hermosa Beach is a haven for the Modern Jazz Quartet and Ramsey Lewis, et al, with the Manne Hole booking Chet Baker, Stan Kenton, Art Blakey, Charles Lloyd and Joe Williams.

In June, several weeks after the UCLA Festival, the Century Plaza Hotel's 300-seat Hong Kong bar has booked jazz performers. The room has thus far booked pop acts. In addition, there is solid, hard-driving jazz at Memory Lane in East Los Angeles. The only hang-up for the aficionado, is that distance creates laziness and there appears no way for Los Angeles to develop its own 52d Street where New York marquees used to sparkle with the names of powerhouse jazz musicians during the bop era.

Billboard SPECIAL SURVEY for Week Ending 3/18/67

## BEST SELLING JAZZ LP's

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MERCY, MERCY, MERCY The Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	2
2	2	SPELLBINDER Gabor Szabo, Impulse 9123 (M); S 9123 (S)	2
3	3	CARRYIN' ON Lou Rawls, Capitol 2632 (M); ST 2632 (S)	2
4	4	GOING LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	2
5	5	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	2
6	6	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	2
7	9	CORNBREAD Lee Morgan, Blue Note BLP 4222 (M); BST 84222 (S)	2
8	7	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	2
9	10	TOBACCO ROAD Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S)	2
10	8	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	2
11	11	WACK WACK Young Holt Trio, Brunswick BL 54121 (M); BL 754121	2
12	14	HAPPENINGS Bobby Hutcherson, Blue Note BLP 4231 (M); BST 84231 (S)	2
13	12	ROUGH 'N' TUMBLE Stanley Turrentine, Blue Note BLP 4240 (M); BST 84240 (S)	2
14	15	NEW MANN AT NEWPORT Herbie Mann, Atlantic 1471 (M); SD 1471 (S)	2
15	13	BYRDLAND Charlie Byrd, Columbia CL 2592 (M); CS 9392 (S)	2
16	19	SWINGIN' NEW BIG BAND Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	2
17	17	SOUL MESSAGE Richard "Groove" Holmes, Prestige 7435 (M); S 7435 (S)	2
18	20	MILES SMILES Miles Davis, Columbia CL 2601 (M); CS 9401 (S)	2
19	—	WHAT'S NEW Sonny Stitt, Roulette R 25343 (M); SR 25343 (S)	1
20	—	DAVE BRUBECK'S GREATEST HITS Columbia CL 2484 (M); CS 9284 (S)	1

### 2 Pubs Added By Monument

LOS ANGELES — Two music publishing firms, designed to spotlight international copyrights, have been formed by Monument Records. Bobby Weiss, international division vice-president, has been tagged to head the two firms, Wide World of Music (ASCAP) and Songs of the World (BMI).

First copyrights acquired for the song houses are from Italy: "Tutta La Gente Del Mondo," by Bruno Canfora and A. Wertmuller; "Lo No," by A. Testa and N. Remigi; "La Ronda Dell'Amore," by Panzeri and Pace; "Monaco Concerto," by C. Romano and B. Canfora and "Vitta na Crozza," by Franco Li Causi.

Monument has assigned a number of top American lyricists to create words for these selections, including Johnny Mercer, Paul Francis Webster and Gene Lees. Webster recently completed lyrics to a Henry Salvador ballad from France "I'm Not in Love Anymore," which is the initial song to be published through the ASCAP firm.

### Dale to Cougar

LOS ANGELES — Dick Dale, a former champion of the surfing sound, has joined the newly formed Cougar Records, with Jim Monsour and Jim Economides handling production on his forthcoming debut single. Ray Lawrence has been retained to develop national distribution and promotion.

### Jazz Gains in East Europe

LOS ANGELES—In Eastern Europe jazz is gaining inroads as a popular form of musical expression. Years ago, the Russians proclaimed they invented jazz. Today, from East Germany to Poland, young people are tuning into the sounds of local jazz players, who have generally been inspired by broadcasts from the Voice of America.

Festivals are staged in Czechoslovakia for the first time, and several Polish groups begun playing outside their own borders.

### UCLA Sponsors Chamber Jazz

LOS ANGELES—"Chamber Jazz" is being presented for the community by UCLA. Brazilian guitarist Bola Seta, opened the series with his trio Saturday (11) at Schoenberg Hall.

Big Mama Willie Mae Thornton presents a program of blues songs next Saturday (18), with the Jazz Crusaders bowing April 1 with their own brand of modern up-tempo sounds.

This is the second year that UCLA has scheduled public concerts spotlighting small groups.

when answering ads . . .  
Say You Saw It in  
Billboard

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albums as the  
**BEST OF THE YEAR!**

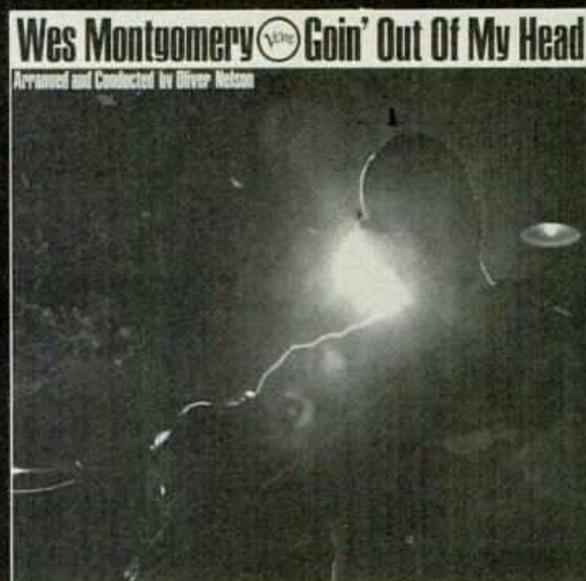
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WRITTEN FOR A MOTION PICTURE:**



1E/S1E-6 ST



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JAZZ PERFORMANCE:**



• V/V6-8642



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# RADIO-TV programming

## FCC Puts All Radio Stations on Over-Commercialization Notice

WASHINGTON — Radio stations that are crowding more than 18 minutes per hour of advertising between record spins will have to tell the Federal Communications Commission why. The FCC has in effect given notice to all stations by sending a warning letter to seven Florida AM's which proposed to schedule 20 minutes per hour advertising as a regular policy.

The FCC has granted the seven stations three-year renewals, and said broadcasters have a right to make "reasoned judgments" on commercial policy—but the commission has doubts about the reasons these stations gave for the 20 minutes policy.

The FCC has more or less adopted the code standards of the National Association of Broadcasters (NAB) as a touchstone—18 minutes per hour on radio, and 16 minutes on TV. Last October, the FCC sent questionnaires to all radio and

TV stations asking for a statement of their policy on commercials, explaining how it served their community to schedule more than 18 minutes hourly, on radio. FCC wanted "precise" reasons for any proposed coverage, and set deadline for Jan. 1, 1967.

FCC wants each of the seven Florida stations queried to report, halfway through the three-year license period, what complaints have been received on the advertising; during how many hours the station has run over the 18 minute limit; how much over, and why was the extra commercial time necessary. Finally, it wants another statement of station policy on commercials, and how the policy fits in with local community needs. Deadline is August 31, 1968.

Stations coming up for the

midterm review are: WBSR, and WCOA, both in Pensacola; WPDQ, Jacksonville; WFAB, Miami; WGGG, Gainesville; WMOP, Ocala and WLAK, Lakeland.

Ironically, during the same week, the NAB relaxed its radio code limits by listing exceptions for special circumstances. Radio stations can temporarily run over code limit of 18 minutes per hour to meet requirements of the Fairness Doctrine, or Equal Time provisions during political campaigning; when special news or public interest programming pre-empts regular advertising; when public emergencies or station equipment failure black out regular broadcasts; when other news media in the area are temporarily out of action by strike or other reason; and to help special community promotional events.

## Govt's Seminar On School Drive

NEW YORK—The office of Vice-President Hubert Humphrey is planning a seminar in Washington to brief r&b radio personalities in the government's Stay-in-School campaign.

This was announced last week here by Jon Massey, an information specialist for the Vice-President. At a meeting at headquarters of the National Association of Radio Announcers, Massey and NARA acting president Del Shields also introduced a recorded message from Humphrey to NARA member deejays. The message, which will be distributed to 500 members and membership radio stations, thanked r&b radio stations and members for joining in the Stay-in-School campaign.

"Through your personal influence and efforts as a pop-

ular radio personality, we are reaching many young people who listen to your program and to this radio station," Humphrey said.

The message is designed primarily as a "bread and butter" note, but Shields said he hoped most stations would air the one-minute spot announcement.

Massey said during the meeting that Al Abrams, promotion man for Stax Records, had volunteered to press 4,000 EP's featuring "Memphis Sound" artists supporting the campaign.

John Rosica, RCA Victor Records national promotion chief, brought out the point that every record company "in one way or another" will be involved in the campaign.

Gregory H. Moses Jr., financial advisor for James Brown  
*(Continued on page 34)*

## NAFMB Survey Results March 31

CHICAGO — The National Association of FM Broadcasters will present the results of its programming survey March 31 at its annual convention here. Alex Smallens, station director of WABC-FM, New York, chairman of the program research committee, will make the presentation, based on 804 returned questionnaires from a mailing of 1,550 stations. The survey will include information on stereo broadcasting, duplication and automation, plus programming by time slot.

### For the NAB Convention

Billboard will feature by-lined articles by some of the most successful station managers, in the April 8 issue, to be distributed Monday, April 3, at the National Association of Broadcasters Convention in Chicago. Among the station managers featured will be Elmo Ellis, Harvey Glascock, Charlie Mudrock, George Dubinetz, Dan McKinnon, Ed Thorne, Lynn Christian, Frank Ward, Warren Earl and Norman Wain.

## Modern Country Format Sticks

• *Continued from page 1*

say; many take credit for it. One of the stations that certainly had a lot to do with it and has been eager to guide other stations onto the path is WENO in Nashville. The comradeship among country music radio stations, incidentally, is a unique factor, and this harmony has been fostered and nourished by Jo Walker, executive director of the Country Music Association and its members. Jerry Glaser, general manager of WENO, said, "We like to think we were the first using jingles, news on the hour, and a top-40 type format." The station has been country music about nine years, but only changed to a modern country sound about four or five years ago.

It was a money-maker after the first seven months, but nothing like at present. 1966 was 30 per cent ahead of 1965, Glaser said, and "we're running 12 per cent this year over last year even though 1966 was our biggest year." Loyal to the country music cause, Glaser still feels that the only country music radio stations that have done well in ratings are the ones with a format. . . the "stations that have done good radio things—contests, shows, tight production."

It was WJJD in Chicago, however, that became the fig-

urehead and set the standards by which many stations patterned themselves. George Dubinetz, vice-president and general manager of the daytime outlet that scores fourth and third in ratings, said that prior to switching to country music on Feb. 15, 1965, the station didn't even appear in audience surveys. Now, in housewife time, ARB has given the station a No. 1 ranking, Pulse a No. 2.

Jo Walker of the CMA once said: "It's amazing how many times people refer to WJJD when they're talking about the key country music station around the country. One would think WJJD has been a kingpin in country music for a decade or more."

Dubinetz considers WJJD a "standard bearer," but for excellent reasons—he was one of the country music station managers, along with Dan McKinnon of KSON in San Diego, who had to change the image of the field. Many advertising buyers thought the average listener of country music was a hick. "We had to go to agencies and sell them on country music. . . had to break through. . . do a real selling job." He felt from the first, and has proven it, that his station was competing on a level with WLS, WGN and WIND in the market.

Lazar Emanuel, general manager of WJRD in Newark,

felt that his station will continue to climb in ratings for some while. Before switching to country music on Sept. 15, 1965, the station had seldom cropped up in the ratings battle. Last September, the station came up as high as fourth in one afternoon time period. It averages three to eight shares in the market, but has added two factors which should boost ratings much higher in the future. First, it has acquired rights to broadcast the New York Mets baseball games; second, it has just begun broadcasting from new towers at Hackensack, N. J., and its signal is now reaching the New York metropolitan area much better.

"Country music has been the making of our station," he said. As for making money, "it sure is." He felt there was no reason why any country music station, using a modern radio format, shouldn't do well.

WPLO in Atlanta was doing well with a rock 'n' roll format before switching to country music on Jan. 15, 1966, but general manager Herb Golombeck said, "We felt the full potential of the station hadn't been realized in the old format. At that time, we were the second rocker."

Today, WPLO has 15-20 shares in the morning and 17-22 shares in the afternoon and Golombeck wonders "if the sky

isn't the limit." The billings didn't increase just over night, but what helped is that advertisers could see immediate results whereas with top 40 "you just never knew." The big surprise to Golombeck is that the station is now reaching a large adult and teen audience.

"The kind of country we're programming is rare. . . the format. . . so there's nothing to go by," he said, adding that because of this it was hard to tell just where the station's audience would level off. To show the strength of the station, WJJD had to turn away 1,200 fans at a recent country music show.

KGBS in Los Angeles switched to country music relatively recent in comparison to most of the stations—Jan. 3, 1966. General manager Dale Peterson reported billings "way over what they were." Ratings have shown constant growth. In addition, the station has promoted several country music shows and all but a show on New Year's Eve were great successes; last June the station pulled 13,000 fans to Hollywood Bowl for a show.

*(This is the first in a series of a second-look at country music radio stations after the excitement has died down. Next week, the stories of WWOK, WMNI, WZIP, WSHO, and KOYN.)*



CHICAGO ROOTS FOR BOOTS as radio and record people turned out in force to greet Monument Records' Boots Randolph during a recent promotional stop. At left, he greets WLS deejay Bernie Allen, left, and WLS-FM program director Harvey Wittenberg and wife. Boots has hopped to another table in center picture to chat with WCFL

deejay Jim Stagg and wife, left, and Gene Silverman, Merit Music Distributors, Detroit. And at right Boots is with, from left, WJJD program director Chris Lane, Gussie and Jethro (of Homer and), and WJJD disk jockeys Don Chapman and Stan Scott.

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**THE DAVE  
CLARK FIVE**

destined to be a No. 1 hit.



**THE DAVE CLARK FIVE**  
... Concept '67

As far back as 1964, The Dave Clark Five was one of the biggest-selling record groups in the business. Their numerous hits ever since show how well they've kept pace with the times and sustained their original popularity.

1964 Glad All Over

Bits and Pieces  
Do You Love Me

Can't You See That

She's Mine

Because

Everybody Knows

(I Still Love You)

Any Way You Want It

1965

Come Home

Reelin' and Rockin'

I'm Thinking

I Like It Like That

Catch Us If You Can

Over and Over

At the Scene

1966

Try Too Hard

All Night Long

Please Tell Me Why

Look Before You Leap

Satisfied With You

Don't Let Me Down

Nineteen Days

I've Got to Have

a Reason

1967 **The first big one of  
this year!**

**YOU GOT WHAT  
IT TAKES**



# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Johne Pearson has been named station director of KMBR-FM, Metromedia's Kansas City sister outlet to KMBC; he succeeds Reid Leath, who moves to KSFR-FM, the Metromedia FM facility in San Francisco. . . . Mark Wayne has been named winner of the 1967 Playboy disk jockey jazz poll; he was closest to naming the outcome of the magazine's annual contest. The KING deejay wins a weekend promotion tour with a playmate.

formerly general manager of WEET in Richmond, Va., and one of WWVA's original Big Country Swingers in Wheeling, W. Va. . . . Everybody likes Ray Charles; just a few of the stations helping ABC Records promote the artist's new album include KACY, Oxnard, Calif.; WJBK, Detroit; WTUP, Tupelo, Miss.; WLBG, Laurens, S. C.; WLTN, Suffolk, Va.; WOOK, WOL, and WUST, Washington; KWBB, Wichita, Kan.; KBLA, Burbank, Calif.; CJHD, Montreal; EBC-FM, Toronto; WMEX, Boston; WREP, Norfolk, Va.; and WIBG, Philadelphia.

William F. Williams is the new program director at San Diego powerhouse KCBQ; he was for-

merly morning air personality at KBLA in Los Angeles and KMEN in San Bernardino. Congrats, William. . . . Jim Dixon, formerly with WNAC in Boston (slated to rock), has shifted over to WCOP, same city; he started on the station years ago. . . . Visiting the U. S. under the sponsorship of American Women in Radio and TV, are female broadcasters Mrs. Edvick Jureidini Shayboub of Lebanon, Mrs. Goh Thean Chye of Malaysia, Miss Hiam S. Tabbaa of the Syrian Arab Republic, and Miss Felicity Mugaawa of Uganda. The ladies are here visiting stations coast-to-coast and will attend the 16th annual convention of AWRT in Atlanta May 3-7.

(Continued on page 34)



PHONING FANS kept the Four Seasons busy during a visit to the studios of WCFL, Chicago, recently. That's station personality Jim Stagg overseeing the Philips artists.

# RADIO-TV MART

## RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad. FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%. BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address. CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. PAYMENT MUST ACCOMPANY ALL ORDERS.

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

## HELP WANTED

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

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

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

MAJOR OHIO MARKET: CONTEMPORARY station seeking professional, mature DJ. Midday time slot. Top salary for top man. Send resume and tape to: Box 305, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

NEEDED: PERSONALITY TO HOST daily handstand record show on WDCA-TV, Channel 20, Washington. "Wingding" is on 4:30-5:30 M-F and 4.5 p.m. Saturday. Pay is good. Station headed by Milt Grant, is really pushing this show and there's a possibility of syndication. Contact Al Dullin.

## 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

WOHO, TOLEDO, OHIO, A HOT 100 Format Station, is looking for a deejay. No ticket necessary. Contact Frank Sweeney.

## SITUATION WANTED

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

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

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

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

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

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

## WANTED TO BUY

RECORDS: TOP \$\$\$ PAID. HiFi and Stereo Record Albums and 45's. Call LO 7-6310, Stereo Record King, 15 N. 13, Philadelphia 7, Pa.



# Radio Response Rating

## HOUSTON, TEX. . . . 4th Cycle MARCH 18, 1967

### TOP STATIONS

Rank	Call Letters	% of Total Points
<b>★ POP Singles</b>		
1.	KNUZ	51%
2.	KILT	49%
<b>★ POP LP's</b>		
1.	KPRC	32%
2.	KQUE-FM	24%
3.	KTHY	18%
4.	KODA-AM-FM	14%
5.	KXYZ	12%
<b>★ R&amp;B</b>		
1.	KYOK	54%
2.	KCOH	46%
<b>★ JAZZ</b>		
1.	KTRH (Ed Case)	83%
2.	KPRC (Novella Smith)	17%
<b>★ COUNTRY</b>		
1.	KIKK-AM-FM	80%
2.	KTLW (Texas City)	20%

**★ CONSERVATIVE**  
NOTE: Survey was unable to reflect station effectiveness in this category but the following stations program Conservative segments:  
KBNO-FM, KODA-FM, KQUE-FM, KXYZ

<b>★ COMEDY</b>		
1.	KPRC	48%
2.	KIKK-AM-FM	26%
3.	KNUZ	19%
Others (KTHY) 7%		

**★ FOLK**  
NOTE: The following stations feature Folk music on a regular basis:  
KMSC-FM (9-10 p.m. Tues. & Thurs.); KLVV (9-10 p.m. M-Sat.)  
NOTE: The following stations feature Folk music occasionally:  
KLEF-FM, KWBA, KODA-AM-FM, KXYZ, KTHY

**★ CLASSICAL**  
NOTE: No clear-cut dominance of station in this category. The following stations feature 100% Classical programming:  
KLEF-FM, KRBE-FM

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

### TOP DISK JOCKEYS

Rank	Disk Jockeys	Call Letters	% of Total Points
<b>★ POP Singles</b>			
1.	Paul Berlin	KNUZ	42%
2.	Russ Knight (Wierd Beard)	KILT	22%
3.	Chuck Dunaway	KILT	14%
4.	Buddy McGregor	KNUZ	11% (tie)
4.	Joe Ford	KNUZ	11% (tie)

### ★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)  
Buddy Covington . . . . . Record Librarian, KNUZ  
Chuck Dunaway . . . . . Music Director, KILT

### ★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning	Paul Berlin, KNUZ
Mid-Morning	Jerry Miller, KNUZ
Early Afternoon	Buddy McGregor, KNUZ
Traffic Man	Joe Ford, KNUZ
Early Evening	Russ Knight, (Wierd Beard) KILT (tie)
Late Evening	Joe Ford KNUZ (tie)
All Night	Russ Knight, (Wierd Beard) KILT
	Dave Jordan, KNUZ

### ★ TOP TV BANDSTAND SHOW

Larry Kane Show, KTRK-TV, Saturday 12:30-2:30 p.m.

<b>★ POP LP's</b>		
1.	Tim (Nolan) & Bob (Byron)	KPRC 55%
2.	Ric Richards	KTHY 21%
3.	Webb Hunt	KQUE-FM 12%
Others (Bob Presley, KPRC, Alan Johnson, KPRC, Milt Willis, KODA, Jerry Fullerton, KQUE-FM) 12%		

### ★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)  
Listed alphabetically.  
Larry Fogel . . . . . Program Director, KXYZ  
Webb Hunt . . . . . Program Director, KQUE-FM  
Bob Kelly . . . . . Program Director, KTHY  
Bob Presley . . . . . Music Director, KPRC  
Lynn Sauer . . . . . Record Librarian, KPRC  
Milt Willis . . . . . Program Director, KODA-AM-FM

<b>★ R&amp;B</b>		
1.	Chet McDowell	KYOK 35%
2.	Jeano Baylor	KCOH 15%
3.	Travis Gardner	KCOH 13% (tie)
3.	Cliffon (King Bee) Smith	KCOH 13%
Others (Gladys (Gee Gee) Hill, KCOH; (Skipper) Lee Frazier, KCOH; Les Anderson, QYOK; George Nelson, KYOK) 24%		

<b>★ COUNTRY</b>		
1.	Arch Yancey	KIKK 50%
2.	Bill Bailey	KIKK 26%
3.	(Tater) Pete Hunter	KTLW 13%
Others (Bill Malone, KIKK, Mike Edwards, KIKK) 11%		

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

KILT	610	KTLW	920	KWBA	1360
KIKK	650	KPRC	950	KCOH	1430
KTRH	740	KODA	1010	KLVV	1480
KTHY	790	KNUZ	1230	KYOK	1590
		KXYZ	1320		

### FM RADIO FREQUENCIES

KLVV-FM	92.5	(S)KXYZ-FM	96.5	KTRH-FM	101.1
(S)KBNO-FM	93.7	(S)KFMK-FM	97.9	(S)KMSC-FM	102.1
(S)KLEF-FM	94.5	(S)KODA-FM	99.1	(S)KQUE-FM	102.9
KIKK-FM	95.7			(S)KRBE-FM	104.1

HOUSTON, TEXAS (including Baytown, Pasadena, Texas City) Country's 14th Radio Market (13 AM; 11 FM)

**KBNO-FM:** ERP 25,000 watts, stereo. On the air 24 hrs. Owned by the Daniel Companies. Music format: Standard (50%)-Conservative (50%). Special programming: "Hour on Broadway," complete cast recordings, Sun. eves. 5-min. news on the hr. mornings only, headlines on the hr. afternoons and evenings. New records selected for air-play by prog. dir. & mus. dir. 1-2 new singles and 25-50 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Jerry R. Daniel. Prog. dir., Richard T. Bonelle. Music dir., Frank P. Cook. Send 1 copy of 45's and 1 copy of stereo LP's to Mr. Cook, 3212 Smith Street, Houston, Tex. 77006. Phone: (713) JA 6-3241.

**KCOH:** 1,000 watts. Daytimer. Music format: Rhythm & Blues (100%). Special programming: Yates-Wheatley H.S. Football in season. Jerry Hammons is director of 2-man news dept. Special equipment: 2 mobile units. 5-min. on the hr., headlines on the half-hr., and extended news. New records selected for air-play by committee of station personnel. Playlist published weekly. Record promotion people are seen M-F. Gen'l mgr., R. C. Meeker. Prog. dir., Bob Elton. Send 7 copies of 45's and 2 copies of LP's to Mr. Meeker, 5011 Alameda, Houston, Tex. 77004. Phone: (713) JA 2-1001.

**KFMK-FM:** ERP 10,500 watts. On the air 24 hrs. Owned by Liberty Communications. Gen'l mgr., Lee Wilder, 1900 Medical Towers Bldg., Houston, Tex. 77025. Phone: (713) 526-4764.

**KIKK:** 250 watts. Daytimer. Owned by Industrial Broadcasting. Music format: Country (100%). Editorializes occasionally. Richard Dobbys is director of 3-man news dept. 5-min. news on the hr., headlines on the half-hr. Cuts from Comedy LP's included in regular programming. New records selected for air-play by prog. dir. & committee of station personnel. Playlist published bi-monthly. Approximately 10 new singles and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Mike McKay. Prog. dir., Bill Bailey. Send 4 copies of 45's and 3 copies of LP's to Mr. Bailey, P.O. Box 1152, Pasadena, Tex. Phone (713) GR 3-4433.

**KIKK-FM:** ERP 17,500 watts. On the air 24 hrs. Special programming: local H. S. football in season. Address and other information same as KIKK.

**KILT:** 5,000 watts. On the air 24 hrs. Owned by McLendon Corp. Music format: Contemporary (100%) Editorializes hourly. Special programming: Southwest Conference Football, Houston Oilers Football in season. "Alex Bennett Show," audience call-in. 10 p.m.-1 a.m., M-Sat. Richard Fulgham is director of 5-man news dept. Special equipment: News Cruiser. 5-min. news at 20 past the hr. headlines at 40 past the hr. extended news for big stories. New records selected for air-play by mus. dir. Playlist published weekly. Approximately 10 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Dickie Rosenfeld. Prog. dir., Bill Young. Mus. dir., Chuck Dunaway. Send 3 copies of 45's to

Mr. Dunaway, 500 Lovett Blvd., Houston, Tex. 77006. Phone: (713) JA 6-3461.

**KLEF-FM:** ERP 45,000 watts. On the air 18 hrs. Music format: Classical (100%). Special programming: "Klassic Kwiz," audience call-in, 7 p.m., M-F. "Insight" with Rev. Wm. Roberts, religious discussion, 10:05 p.m., Sun. "Special Projects Division" with Ray A. Landers, live and recorded perf. by local musicians, 9 p.m. on various days. 5-min. news every 2 hrs. on the even hr. plus 7 a.m. New records selected for air-play by prog. dir. Playlist published monthly. Approximately 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Ronald G. Schmidt. Prog. dir., Ray A. Landers. Send 10 copies of LP's to Mr. Landers, Spite 204, Lamar Tower, Houston, Tex. 77006. Phone: (713) 622-5533.

**KLVV:** 1,000 watts, 500 night watts Daytimer. Music format: Contemporary (5%)-Latin (95%). Joe Morales is director of 3-man news dept. 5-min. news on the hr. Folk Music featured on "Alborada Texana," 9-10 p.m. M-Sat. New records selected for air-play by gen. mgr. Playlist published weekly. 20-25 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Felix H. Morales. Send 2 copies of LP's to Mr. Morales, 2903 Canal St., Houston, Tex. 77003. Phone: (713) 225-3208.

**KLVV-FM:** ERP 15,000 watts. On the air 6 hrs. Address and other information same as KLVV.

**KMSC-FM:** ERP 100,000 watts. On the air 24 hrs. Independent. Music format: Pop Standard (100%). Special programming: "Around the World News Flight" with Jeff Thompson, 5-min. space, world, Texas news, 6-6:30, M-Sat. Jeff Thompson is director of 5-man news dept. 5-min. news on the half hr., extended news twice daily and continuous full time coverage during space flights. Folk Music featured on "Expression in Folk Music," 9-10 Tues. & Thurs. Jazz featured on "Party Time," 9-10, Mon. & Wed. New records selected for air-play by Prog. dir., music dir., 4-5 new LP's programmed weekly. Record promotion people are seen M-F. Vice-Pres. Lt. Col. John (Shorty) Powers. Prog. dir., Jeff Thompson. Send 2 copies of LP's to Dan Crego, 18065 Upper Bay Rd., Houston, Tex. 77058. Phone: (713) HU 8-1131.

**KNUZ:** 1,000 watts. On the air 24 hrs. Owned by Texas Coast Broadcasters, Inc. Music format: Contemporary (85%)-Pop Standard (5%)-Country (5%)-Rhythm & Blues (5%). Editorializes occasionally. Special programming: "Sports Show," with Art Casper, 5:30 p.m., M-F. Gary DeLaune is director of 6-man news dept. Special equipment: 2 mobile units, T-9-C remote mike pickup. 5-min. news on the hr., headlines on the half-hr. Cuts from Comedy LP's included in all shows. New records selected for air-play by committee of station personnel. Playlist published weekly. Approximately 12 new singles and cuts from 1 or 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., David

(Continued on page 34)

# Oh that's good, no that's bad

K-13713

## ...No, that's Phabulous!



### together again for the first time!

Produced by Stan Kesler Management: Leonard Stogel & Associates, Ltd.

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



# Vox Jox

• Continued from page 32

Johnny Williams reports having great success with a new country music show on KFFA, Helena, Ark. . . . Roy E. Nilson, operations manager of WLCY in the Tampa-St. Petersburg, Fla. area, needs records. The station is now above 100,000 homes per week in Pulse, Nilson said and new evening DJ Rich Hutchison "Hits a 47 average share" in the 28-station market.

★ ★ ★

David Pound has been named assistant program director of WNEW; with the station since 1954, Pound has been responsible for many of the station's live music spectaculars and remotes.

Thomas (Dusty) Laine at 76 W. Main Street, Newark, Ohio, is putting together a deejay convention Aug. 24-27; Laine, business manager of Prize Promotions, says he's preparing a full schedule of events. For further information, contact him. Personally, I feel it's about time somebody came up with a deejay convention as of yore.

★ ★ ★

CFRB in Toronto last month celebrated its 40th anniversary with a reception for 1,500 guests; Peter Appleyard and his group performed. . . . CKFH, another Toronto outlet, marked its 16th birthday with an advertiser-luncheon last month to introduce its new "now" sound, presenting the

Quiet Jungle, a local group that records for Yorkville Records. As of March 1, the station bowed an all-night r&b show hosted by Norm Blakely, formerly with a Sault Ste. Marie station.

★ ★ ★

Joe Ford, Houston deejay, has been chosen as host of "Teen Show," soon to debut on KHTV-TV, Houston, Sundays. . . . Bill Templeton, formerly music director of Hot 100 outlet KLOG in Kelso, Washington, is now music director of KWRC in Woodburn, Ore. The station is planning to drop its middle-of-the-road format about the end of March and needs Hot 100 and Easy Listening records desperately. "We are in the center of Oregon's largest popu-

lation area," said Templeton, "and our signal covers it well."

★ ★ ★

KHOW in Denver is launching a new duo-deejay show (lord, but these things seem popular), but in this case Buzz Lawrence will be teaming up noon to 3 p.m. with Rosemary Barnwell, Miss Colorado of 1966. The program will be known as "Buzz and Barney" and feature music; reviews of plays, books, and movies; and interviews with show business people visiting the city.

★ ★ ★

WNEW-FM in New York has bowed a new profile-spotlight show hosted by William B. Williams, one of the major deejays of its AM sister affiliate. The Friday hour stereo show titled "William B. and His Friends," featured Sammy Davis on the first broadcast. Format of the show is basically interview, but with eight music selections chosen by the guest.



JUDY COLLINS, Elektra Records artist, plays deejay for a day on KHOW, Austin, Tex. The station held a Judy Collins Day and gave Judy the chance to spin her own album—"In My Life."

Executive producer is Nat Asch, program director of the FM station.

★ ★ ★

Dick Whittinghill, deejay of KMPC in Los Angeles, will be featured in one of the shows of the "Dragnet-1967" TV series. Larry Williams, program director of WAAA-FM, says that the jazz-formatted station is now Winston-Salem's most powerful radio voice with 53,000 watters. . . . Joel W. Caesar has taken over as public relations manager of WMCA, New York; Joe Brooks, another buddy, is now administrative assistant to the president of WIBF Broadcasting, Philadelphia.

★ ★ ★

Bob Dean, deejay with KQUE-FM, has switched over to KTRH in the same city—Houston. . . . Jack Carnegie has resigned as vice-president and general manager of KXYZ, Houston; he was with the station seven years. . . . WEAK on the campus of Michigan State University, East Lansing, Mich., needs all kinds of records, according to program director Dennis Blyth; the college station would also like to be put on the mailing list for playlists. WEAK is a non-profit, carrier-current station located in North Wonders Hall and has teamed up with other campus carrier-current stations to form a campus network. They could also put used equipment to work, if you have any.

★ ★ ★

Perry Samuels has been named general manager of WWCD and WWDC-FM, Washington; he has been vice-president and general manager of WPTR, Albany, N.Y. . . . Ray Owen, formerly with KCEE of Tucson, Ariz., will be the new manager of WAPA, Puerto Rico; Francisco Aranzamendi is program director of the Santurce station. . . . Art Merrill was recently named manager of Quality Broadcasting of Puerto Rico, which includes WKYN and WFQM (English Language station in Puerto Rico) and WORA-FM in Mayaguez. . . . James Bond, deejay on KILT, Houston, has departed the station and Alexander Bennett has taken over his slot.

## STATIONS BY FORMAT

• Continued from page 32

H. Morris, Prog. dir., Buddy McGregor. Record lib., Buddy Covington. Send 3 copies of 45's and 2 copies of LP's to Mr. Covington, 4701 Caroline, Houston, Tex. 77004. Phone: (713) JA 3-2581.

KQUE-FM: ERP 280,000 watts stereo (soon to be 560,000 watts stereo). Music format: Pop Standard (75%)-Standard (15%)-Conservative (10%). FM Prog. dir., Webb Hunt. Send 3 copies of stereo LP's to Mr. Hunt. Address and other information same as KUNZ.

KODA: 5,000 watts. Daytimer. ABC affiliate. Owned by Taft Broadcasting of Houston. Music format: Pop Standard (50%)-Standard (50%). Editorializes weekly. Special programming: Notre Dame Football from ABC network, Univ. of Houston Golf in season. "KODA Weekender" with Ken Collins, music & variety, interviews with night club celebs., 8 a.m.-12 noon, Sat. Gene Arnold is director of 5-man news dept. Special equipment: mobile unit. 5-min. news 55 after hr., headlines on half hr. extended news weekdays at noon and late afternoon. Folk Music and Jazz included in regular programming occasionally. New records selected for air-play by prog. dir. 45's and LP's programmed each week. Record promotion people are seen M-F. Gen'l mgr., Martin Griffin. Prog. dir., Milt Willis. Send 2 copies of 45's and 2 copies of stereo LP's to Mr. Willis, 4808 San Felipe, Houston, Tex. 77027. Phone: (713) NA 2-1010.

KODA-FM: ERP 100,000 watts. Pop Standard (40%)-Standard (40%)-Conservative (20%). Address and other info same as KODA.

KPRC: 5,000 watts. On the air 20 hrs. NBC affiliate. Music format: Pop Standard (75%)-Standard (20%)-Jazz (5%). Special programming: Houston Astros Baseball, Rice Univ. Basketball, S. W. Conference & Univ. of Houston Football in season. Sports call-in with Alan Johnson and Paul Orseck, 10-noon, Sat. TV outlet is KJRC-TV, Channel 2. Ray Miller is director of 15-man news dept. Special equipment: 5 mobile units. 5-min. news on the hr., headlines on the half-hr., extended news 3 times daily. Cuts from Comedy LP's included in regular programming. Jazz featured on "The Novella Smith Show," 9 p.m.-1 a.m., Sat. New records selected for air-play by prog. dir. and mus. dir. Approximately 4 new singles and 6 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Jack Harris. Prog. dir., Tom Reiff. Send 4 copies of 45's and 2 copies of LP's to Mr. Reiff, P.O. Box 2222, Houston, Tex. 77001. Phone: (713) NA 2-2950.

KUBE-FM: ERP 100,000 watts. On the air 24 hrs. Music format: Classical (100%). Special programming: "Calendar of Events" with Mike O'Reilly, M-Sun. 7:30-12:30, 6:30. "Best of Broadway," 5-6 Sun. Mike O'Reilly is director of 3-man news dept. New records selected for air-play by rec. lib. Play list published monthly. 20 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Henry V. Brennan. Prog. dir., Mike O'Reilly. Send 2 copies of stereo LP's to Mr. O'Reilly, 3775 Kirby Dr., Houston, Tex. 77006. Phone (713) 526-4985.

KTHT: 5,000 watts. On the air 24 hrs. Owned by Southern Broadcasting Co. Music format: Pop Standard (100%). Special programming: Texas A&M Basketball, Southwest Conference Football in season. "Another Houston Visitor," with Bob Kelly, interviews, 11:40 p.m., Sun. Frank Boardman is director of 4-man news dept. Special equipment:

Beeper phones, will soon have mobile telephone. 5-min. news at 55 past the hr., headlines on the half-hr. Cuts from Comedy LP's and Folk Music included in regular programming. New records selected for air-play by prog. dir., research of local retailers. "Good" music survey published weekly. Approximately 10 new singles and 4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Charles W. Brunt. Prog. dir., Bob Kelly. Send 1 copy of 45's and 1 copy of LP's to Mr. Kelly, 2100 Travis, Houston, Tex. 77002. Phone: (713) CA 4-6226.

KTLW: 1,000 watts. Daytimer. Owned by Long Radio Enterprises. Music format: Country (100%). Editorializes occasionally. Special programming: "Woman to Woman" with Beverly Bolen, women's news and commentary, 1 p.m.-1:05 p.m., M, W, & F. "Gulf Coast Fishing" with Buddy Richert, live report on Galveston Island fishing, 12:40-12:45 p.m., daily. Chuck White is director of 2-man news dept. 5-min. news on the hr., headlines on the half hr., extended news twice daily. New records selected for air-play by prog. dir., gen'l mgr., Play list published weekly. Approximately 10 new singles and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Bill LeGrand. Prog. dir., Phil Parr. Send 3 copies of 45's and 2 copies of LP's to Mr. Parr, 416 6th St. N., Texas City, Tex. 77590. Phone: (713) 945-4418.

KTRH: 50,000 watts. On the air 19 hrs. CBS affiliate. Owned by Rusk Corp. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: "Celebrity Weekend," special weekend program of music. Jim Harris is director of 13-man news dept. Direct traffic reports from police dispatchers. 10-in. news on the hr., extended news twice daily. Comedy LP's featured on "Woman's World," with Thelma Schoettler, 2:10 p.m., M-F. Jazz featured on "All That Jazz," with Ed Case, 9-12 p.m., Sat. and included in regular programming. New records selected for air-play by prog. dir. Approximately 10 new singles and 20 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Frank Stewart. Prog. dir., Carl Brazell. Send 1 copy of 45's and 1 copy of LP's to Mr. Brazell, Rice Hotel, Houston, Tex. 77052. Phone: (713) CA 7-1621.

KTRH-FM: ERP 60,000 watts. Address and other information same as KTRH.

KWBA: 1,000 watts. On the air 6 a.m.-midnight. Mutual network affiliate. Music format: Country (75%)-Religious (25%). Editorializes occasionally. Special programming: Robert E. Lee H.S. Football, Baseball, Basketball. Sterling H.S. Football, Baseball, Basketball in season. Glen Walker is director of 4-man news dept. 5-min. news on the hr., extended news once daily. Folk Music included in regular programming. New records selected for air-play by prog. dir. Approximately 10 new singles and 5 new LP's programmed weekly. Gen'l mgr., Travis Gary. Prog. dir., Glen Walker. Send 3 copies of 45's and 2 copies of LP's to Mr. Walker, Box 419, (Decker Drive) Baytown, Tex. 77520. Phone: (713) 566-5531 (Baytown); GL 2-4176 (Houston).

KXYZ: 5,000 watts. On the air 24 hrs. Music format: Standard (100%). Editorializes daily. Special programming: Univ. of Houston Basketball. "Tomorrow's History," with Fred Nahas, news & commentary, 6 p.m., M-F. "Slow Down for the Low Down," with Maxine Messenger, columnist, 6:10 p.m., M-F. Joe Coffey is director of 4-man news dept. 5-min. news on the hr., extended news twice daily. Some Folk Music included in regular programming. New

## WXYZ Switching to A 'Good Life' Sound

DETROIT—Unable to carve a niche in the torrid rock 'n' roll field here, WXYZ introduced a "Good Life" sound last week in a drive by new operations director Joe Bacarella to create the station's own audience. The new sound hinges almost entirely on up-tempo tunes from a playlist of about 150 tunes.

The records played include everything from up-tempo tunes by Henry Mancini to records by Sonny and Cher and the Herman's Hermits. But Bacarella emphasized that only the big band sounds of artists like Sonny and Cher and the Hermits would be played.

Records like Sonny and Cher's "The Beat Goes On," said Bacarella, today feature a big band sound. "Whereas at one time the Herman's Hermits put out tunes featuring only the group, today their records feature many more instruments than just the group itself. Ramsey Lewis' 'Wade in the Water' contains that big band backing.

"It's what's happening in today's pop music. It's good to hear that rock beat, but nothing can compare with a Buddy Rich doing it."

Bacarella who came two months ago from Detroit's WCAR, said the station was featuring WNEW type deejays and a WIP format. The 150 tunes include two selections each from 50 albums and 50 singles. Artists played, besides

those already mentioned, include Peggy Lee, Nancy Sinatra and her dad, and Eydie Gorme. The format features 12 albums in four different categories — male vocal, female vocal, group, and instrumental. A new playlist is compiled any time the station feels the need.

As part of its new image, WXYZ recently brought in the deejay duo of Howard and Martin and have invested in a fantastic promotion campaign behind the team. Bacarella said the station was also out to establish a show business image. When Tony Bennett appeared recently at the Roostertail nightclub, the entire deejay staff taped interviews with the artist and Howard and Martin did a show from a script with Bennett for their program.

So far, the reception to the new WXYZ has been excellent said Bacarella.

## Gov't Seminar

• Continued from page 30

Enterprises, said that besides contributing an avalanche of buttons with the message "Don't Be a Dropout," Brown had slated a show in May for WHYZ, managed by Tom Fleet, in Greenville, S. C., and funds from this would be contributed to the cause. Jack Gibson of Decca Records was on hand to help in the campaign. He praised the work of KATZ in St. Louis in its own dropout campaign.

The entire problem now, Massey said, is to launch as soon as possible a mass saturation program. "We would like to have a whole crew of NARA deejays hit this at the same time and stay with it."

## RESCU BOWED BY GEORGE JAY

HOLLYWOOD — George Jay, one of the leading independent record promoters, has launched a new service called RESCU (Radio Employment Service — Contacts Unlimited) catering to radio stations, deejays, and program directors. Larry Green, formerly in artist management, will head the new service, located in the Sunset-Vine Tower.



## TOP SELLING R & B SINGLES

Billboard SPECIAL SURVEY for Week Ending 3/18/67

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	LOVE IS HERE AND NOW YOU'RE GONE Supremes, Motown 1103 (Jobete, BMI)	6
2	2	HUNTER GETS CAPTURED BY THE GAME Marvelettes, Tamla 54143 (Jobete, BMI)	7
3	4	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol 5798 (Zawinul, BMI)	11
4	6	IT TAKES TWO Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	9
5	5	WHY NOT TONIGHT Jimmy Hughes, Fame 1011 (Fame, BMI)	6
6	3	ARE YOU LONELY FOR ME Freddie Scott, Shout 207 (Web IV, BMI)	14
7	7	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	13
8	9	I DIG YOU BABY Jerry Butler, Mercury 72648 (Morpine, BMI)	8
9	13	WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave, Stax 210 (East/Pronto, BMI)	4
10	10	THE DARK END OF THE STREET James Carr, Goldwax 317 (Press, BMI)	7
11	11	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	9
12	12	DRY YOUR EYES Brenda & Tabulations, Dionn 500 (Bee Cool, BMI)	4
13	8	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	9
14	30	I NEVER LOVED A MAN THE WAY I LOVE YOU Aretha Franklin, Atlantic 2386 (14th Hour, BMI)	2
15	15	KEEP A LIGHT IN THE WINDOW Solomon Burke, Atlantic 2378 (Kags, BMI)	7
16	16	RAISE YOUR HAND Eddie Floyd, Stax 208 (East, BMI)	5
17	17	MY SPECIAL PRAYER Joe Simon, Sound Stage 72577 (Cape Ann, BMI)	10
18	14	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olap, BMI)	16
19	24	WITH THIS RING Platters, Musicor 1229 (Vee Vee, BMI)	3
20	22	PUCKER-UP BUTTERCUP Jr. Walker & the All Stars, Soul 35030 (Jobete, BMI)	3
21	19	EVERYBODY NEEDS SOMEBODY TO LOVE Wilson Pickett, Atlantic 2381 (Keetch, Caesar & Dino, BMI)	5
22	18	GIRLS ARE OUT TO GET YOU Fascinations, Mayfield 7714 (Camad, BMI)	10
23	20	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	11
24	36	LOVE I SAW IN YOU WAS JUST A MIRAGE Smokey Robinson & the Miracles, Tamla 54145 (Jobete, BMI)	3

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
25	28	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive-In/Routen, BMI)	6
26	26	OOH BABY Bo Diddley, Checker 1158 (Arc, BMI)	9
27	27	WISH YOU DIDN'T HAVE TO GO James & Bobby Purify, Bell 660 (Fame, BMI)	6
28	43	JIMMY MACK Martha & the Vandellas, Gordy 7058 (Jobete, BMI)	3
29	32	GIRL DON'T CARE Gene Chandler, Brunswick 55312 (Jalynne/Cachand/BRC, BMI)	2
30	47	SWEET SOUL MUSIC Arthur Conley, Atco 6463 (Redwal, BMI)	2
31	31	SOMETHING ON YOUR MIND King Curtis, Atco 6457 (Mercedes, BMI)	5
32	37	I DON'T WANT TO LOSE YOU Jackie Wilson, Brunswick 55309 (Jalynne/BRC, BMI)	3
33	29	THE BIGGEST MAN Tommy Hunt, Dynamo 101 (Vee Vee, BMI)	4
34	25	DANGER! SHE'S A STRANGER 5 Stairsteps, Windy C 604 (Camad, BMI)	8
35	33	HOLD ON (to This Old Fool) Buddy Ace, Duke 414 (Don, BMI)	6
36	42	HOLD ON I'M COMING Chuck Jackson & Maxine Brown, Wand 1148 (Pronto/East, BMI)	3
37	—	BERNADETTE Four Tops, Motown 1104 (Jobete, BMI)	1
38	38	MERCY, MERCY, MERCY Larry Williams & Johnny Watson, Okeh 7274 (Zawinul, BMI)	3
39	49	YOU ALWAYS HURT ME Impressions, ABC 109000 (Chi-Sound, BMI)	2
40	40	SPEAK HER NAME Walter Jackson, Okeh 7272 (Skidmore, ASCAP)	3
41	41	I'VE BEEN LONELY TOO LONG Young Rascals, Atlantic 2377 (Slasgar, BMI)	3
42	50	TRAVELIN' MAN Stevie Wonder, Tamla 54147 (Stein, Van Stock, ASCAP)	2
43	48	THE WHOLE WORLD IS A STAGE Fantastic 4, Ric-Tic 122 (Myto, BMI)	2
44	—	KANSAS CITY James Brown & the Famous Flames, King 6086 (Arno, BMI)	1
45	—	MAKE LOVE TO ME Johnny Thunder & Ruby Winters, Diamond 218 (Melrose, ASCAP)	1
46	—	NOTHING TAKES THE PLACE OF YOU Toussaint McCall, Ronn 3 (Su-Ma, BMI)	1
47	—	BABY HELP ME Percy Sledge, Atlantic 2383 (Pronto/Quinvy, BMI)	1
48	—	EVERYBODY NEEDS HELP Jimmy Holiday, Minit 32016 (Metric, BMI)	1
49	—	SHOW ME Joe Tex, Dial 4055 (Tree, BMI)	1
50	—	MERCY, MERCY, MERCY Marlena Shaw, Cadet 5557 (Zawinul, BMI)	1

## TOP SELLING R & B LP's

Billboard SPECIAL SURVEY for Week Ending 3/18/67

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	SUPREMES SING HOLLAND, DOZIER, HOLLAND Motown MLP 650 (M); SLP 650 (S)	5
2	2	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	14
3	4	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	4
4	3	CARRYIN' ON Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	8
5	5	NANCY—NATURALLY Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	7
6	8	FOUR TOPS LIVE Motown M 654 (M); S 654 (S)	14
7	7	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)	10
8	6	LOU RAWLS SOULINI! Capitol T 2566 (M); ST 2566 (S)	29
9	10	AWAY WE A GO GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	14
10	11	SUPREMES A GO GO Motown MLP 649 (M); SLP 649 (S)	26
11	9	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	47
12	14	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	18
13	13	KEEP THE FAITH BABY Adam Clayton Powell, Jubilee JGM 2062 (M); (No Stereo)	3

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
14	12	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	30
15	15	DOUBLE DYNAMITE Sam & Dave, Stax 712 (M); 712 (S)	11
16	16	FIVE STAIR-STEPS Windy C 6000 (M); 6000 (S)	3
17	—	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	1
18	17	WACK WACK Young Holt Trio, Brunswick. BL 54121 (M); BL 754121 (S)	10
19	19	ART & SOUL Arthur Prysock, Verve V-5009 (M); V6-5009 (S)	7
20	21	HERE WHERE THERE IS LOVE Dionne Warwick, Scepter SRM 555 (M); SPS 555 (S)	4
21	23	CALIFORNIA DREAMIN' Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	2
22	24	COLLECTIONS Young Rascals, Atlantic 8134 (M); SD 8134 (S)	2
23	18	DOWN TO EARTH Stevie Wonder, Tamla 272 (M); S 272 (S)	9
24	—	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	1
25	22	TOBACCO ROAD Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S)	5

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# CLASSICAL MUSIC

## New Works Get Short-Shrifted in Play

By FRED KIRBY

NEW YORK—More contemporary classical music is currently being played in the United States, but the amount is only a small percentage of the material being written, officials at ASCAP and BMI asserted. Gene Bruck, co-ordinator of concert repertoire for ASCAP, explained that, despite the increase in contemporary music performances, a composer was considered fortunate if he received two or three performances by a major orchestra during a season. Oliver Daniel, BMI's assistant vice-president in charge of concert music and administration, said the "composer explosion" has made things difficult for young writers despite more performances over-all.

Daniel said the concert halls had become museums because "Major concerts are so rooted in 18th and 19th century music." Bruck explained that since the modern composer was not regularly exposed to the public, he was "less secure, less dependent on the quality of his work than at any other time." Bruck and Daniel were interviewed separately.

Bruck explained that audiences did not hear contemporary music often enough for that music to be absorbed into the repertoire. He added that in the 19th

century, the performer was the creator, while today most major artists do not play new material. Noting that it usually took six months or more for a major serious work to be written, Bruck said a classical composer could reach 45-50 years of age and still be considered a young composer.

### Opera "Archaic"

Daniel pointed out there was no comparison between the concert stage and the theater, which does not have a block of older works preventing newer pieces from being played. "No culture can develop if it's ignored in its own time," Daniel said. He called the operatic situation "archaic," with thousands of operas being written, but hardly any new American works being performed in the United States.

Bruck noted that ASCAP multiplied performance fees for classical composers because of time involved in writing and rehearsing and expenses, such as having parts copied. This setup amounts to a form of subsidy by pop composers for their classical colleagues.

ASCAP has energetically entered the college field through the issuance of blanket licenses. Annual fees range from \$25 to \$200 depending on enrollment. Calling colleges a great source of music, Bruck explained that colleges did not have the rehearsal or

audience problems other concerts have. One difficulty is that colleges are not accustomed to paying for music.

Daniel cited the lag between date of composition and the time the modern work finally is recognized. He listed Charles Ives as an example with about 40 years passing before the Ives' "Symphony No. 4" finally was recorded and became popular. Daniel feared for the future of American symphonies if major orchestras failed to recognize their responsibility in regularly performing such works.

### Young Not Attuned

Bruck said the failure to include more contemporary music regularly in concerts resulted in a decline in concert attendance by younger people who didn't feel attuned to current concert repertoire. He pointed out that almost all recordings of contemporary music had to be subsidized. Smaller companies specializing in such material were doing a valiant job, he added.

Bruck charged that radio and TV were devoting very little time to contemporary music, contributing to the difficulty of contemporary music to find its audience. He called recordings an obvious way of reaching people, but noted that four foundations had to con-

(Continued on page 41)

## DGG's Ring Off to Flying Start As 'Walkuere' Grabs Grand Prix

NEW YORK — Deutsche Grammophon's five-LP package of Wagner's "Die Walkuere," which is being released this month, has received the Grand Prix du Disque. The set with Herbert von Karajan conducting the Berlin Philharmonic begins DGG's complete "Ring" cycle. The set marks the DGG debuts of Regine Crespin, the Bruenhilde, and Jon Vickers, the Siegmund. Also featured are Gundula Janowitz, Josephine Veasey, Thomas Stewart and Martti Talvela.

The conductor will direct the same cast at the Salzburg Easter Festival. He will conduct a new production of "Die Walkuere" next season, when he makes his Metropolitan Opera debut. The opera also is scheduled to be filmed for TV later this year. All the "Ring" operas will receive new Met productions under Karajan's direction with two complete "Ring" cycles planned for the 1970-1971 season. Display posters are being sent to dealers with a "Walkuere" slick adhered to a pre-printed slogan back.

### 'Te Deum'

DGG also is releasing Nicolai's "Te Deum," a catalog first. Evelyn Lear, Raili Kostla, Thomas Stewart and Heinz Hoppe are vocal soloists with the Berlin Singskademie Chorus, for whom Nikolai originally composed the work, and the Berlin Radio Orchestra directed by Mathieu Lange. A highlight disk of Mozart's "Die Entfuhrung aus dem Serail" is being issued with Erika Koeth, Lotte Schadle, Fritz Wunderlich, Friedrich Lenz and Kurt Boehme featured. Eugen Jochum conducts the Bavarian State Chorus and Orchestra.

Other albums include two Brahms sonatas by cellist Pierre Fournier and pianist Rudolf Firkusny, and three Mozart symphonies by Karl Boehm and the Berlin Philharmonic. The sixth album contains Gloria sections from eight masses and oratorios.

Being issued on Archive are Bach's complete violin-harpichord sonatas with violinist Wolfgang Schneiderman and harpsichordist Karl Richter, the fourth in Archive's Palestrina series with Hans Schrems con-

ducting the Regensburg Cathedral Choir, Nikolaus Harnoncourt and the Vienna Concentus Musicus in Austrian baroque court music by Heinrich

Biber and Georg Muffat, and an album of pieces by J. C. Bach with flutist Hans-Martin Linde and the Berlin Bach Orchestra under Carl Gorvin.

## Kodaly Dies; Writer of 'Janos,' Hungarian Opera

BUDAPEST — Composer Zoltan Kodaly died in a hospital here last Monday (6) of a heart ailment. He was 84. Three weeks earlier, the noted composer was awarded the Britain Royal Philharmonic Society's gold medal. He was buried in a state funeral at Budapest's Farkasret Cemetery last Saturday (11) after his body had lied in state at the Academy of Science here.

One of his best known works was the Hungarian nationalistic opera, "Hary Janos," composed in 1926. The suite from the opera has been waxed by many leading conductors, including Antal Dorati (Mercury), Rudolf

Kempe (Angel), Istvan Kertesz (London), Erich Leonsdorf (RCA Victor), Eugene Ormandy (Columbia), and Artur Rodzinski (Westminster). He also was well known for his use of folk material with arrangements of folk songs and dances.

Among his other catalog works were the "Peacock Variations"; "Sonata for Cello and Piano, Op. 4"; "Te Deum," and "Missa Brevis." Many of the composer's works are available on Qualiton, the Hungarian label. Among other labels with Kodaly material are Crossroads, Urania, Everest, Decca, Music Library, Bruno, Perid, Deutsche Grammophon, Vox, Lyrichord, Louisville and Artsa.

## RECORD REVIEW

### Pirouette Spins Back With 21 Items

NEW YORK—The low price Pirouette label is being reactivated by Everest Records with a 21-title release having appeal for the connoisseur. Highlights include noteworthy performances by violinist Leonid Kogan, flutist Jean-Pierre Rampal, and harpsichordist Francoise Petit. Many of the disks are reissues of items released last year when Ambassador Records initiated the line.

Among the albums are some previously out on the Baroque label, which also was acquired by Pirouette.

A major contribution is Francois Couperin's "Les Nations" complete, performed capably by L'Ensemble Alarius de Bruxelles on two LP's, two books on each. Harpsichord virtuosity is displayed by Miss Petit in an album with the 24th and 25th orders of Couperin's harpsichord music. Couperin harpsichord music also is contained on a set by L'Ensemble Baroque de Montreal with Mireille Legrace as the expert soloist. The disk also includes works by Attaignant, Marais, Purcell, Telemann and Veracini.

Telemann's "Don Quixote" is handled in fine style by Francis Akos and the Chicago Strings on an LP that includes Barber's "Adagio for Strings" and the familiar Tchaikovsky "Waltz from Serenade for Strings." Wolf's "Italian Serenade" and five minutes and six trios of Schubert complete the pressing. "Don Quixote" also re-

ceives a top performance in the 25th anniversary album of the McGill Chamber Orchestra conducted by Alexander Brott. On the other side Rampal joins the orchestra for an expert reading of Telemann's "Suite in A Minor."

Another exceptional album by Rampal and the same conductor and orchestra contains Benda's "Flute Concerto in E Minor," Bach's "Aria for Flute and Strings," and Roussel's "Sinfonietta." The Mozart Society Players also offer top flute playing as Max Stern and Ilse Roth join them in Haydn's "Concerto for Two Flutes in F," which is coupled by that composer's "Concerto No. 1 for Horn" with Ernst Stolzinger as soloist.

The Stuttgart Viol Trio handles Haydn's "Divertimento in D" well on a disk, which also includes shorter pieces by Milandre, Cervetto, Marais and Cannabich. Paul Walter leads the Salzburg Mozarteum Orchestra in competent treatments of Mozart's "Cassations Nos. 1 and 2." Mozart also turns up on another good disk with the Chicago Strings playing the "Divertimento in D, K. 136" along with Corelli's "Concerto Grosso in G" and Dvorak's "Serenade in E, Op. 22."

Another Corelli piece, the "Sonata Op. 5/8 for Viola and Guitar" is included in an album of music for guitar and strings, which features Abel Nagytóthy-Toth as guitarist, violinist Jerry Csaba

(Continued on page 52)

## OPERA REVIEW

### Caballe Gets Sparkling Support in Two Operas

NEW YORK—Soprano Montserrat Caballe starred in "Il Trovatore" at the Metropolitan Opera on March 4 and in "Otello" last Tuesday (7), but in both Verdi operas had to share attention with other stellar performers, mezzo Grace Bumbry in the former and tenor James McCracken and baritone Tito Gobbi in the latter.

Miss Caballe's voice, although not overpowering, took care of the coloratura in "Tace la notte placida" in the first act of "Trovatore," but really shone with breath-taking pianissimos in the fourth-act "D'amor." She seemed a bit tired in "Otello," but sang well in the last act with the "Willow Song" and "Ave Maria." Her current Met performances, including the broadcast "Otello" last Saturday (11), are aiding the sales of her first full-length operatic recording, Donizetti's "Lucrezia Borgia" on RCA Victor. She also has pressed an LP of Verdi arias.

Miss Bumbry, singing her

first Met Azucena, shared the audiences accolades. She was in fine voice and gave a driving portrayal. Both Deutsche Grammophon and London listed her pressings with their companies in program ads. In her latest LP, she's starred in the title role of Heliodor's "Carmen Jones."

The other leads of "Trovatore," more familiar in their roles, also sang well. Richard Tucker, whose new Columbia album "Celeste Aida" contains two arias from the opera, was in excellent voice throughout. Robert Merrill, whose latest set is Victor's "Masked Ball" gave one of his better performances, including a solid "Il balen." He has waxed the role for Angel, which had an ad on the baritone as did London and Victor. Tucker has recorded Manrico for Victor.

Angel also plugged the other two stars of the evening, bass Bonaldo Giaiotti, one of the most dependable artists with the company, and Francesco Molinari-Pradelli, whose conducting was spirited.

McCracken's "Otello" is still

(Continued on page 41)

## CHICAGO OPERA SEASON 'OFF'

CHICAGO — The Chicago Lyric Opera last week canceled its fall season because of failure to reach a contract agreement with the American Federation of Musicians, Local 10-208. According to Daggett Harvey, Lyric Opera president, the main issue dividing the negotiators for a three-year contract was the number of weeks of the season, which was to have begun on Sept. 29. Earlier, the Lyric had announced that the repertoire would include "Norma" with Elena Suliotis, "Salome" with Felicia Weathers, "Manon" with Montserrat Caballe, and "Falstaff" with Geraint Evans. Slated for the now-canceled season were "Tosca," "Masked Ball," "Alceste," and a Stravinsky double bill of "Le Rossignol" and "Oedipus Rex."

## 'MESSIAH' WINS A GRAND PRIX

NEW YORK—Philips three-LP version of Handel's "Messiah" has won the Grand Prix du Disque. The set, conducted by Colin Davis, features Heather Harper, Helen Watts, John Wakefield, John Shirley-Quirk, and the London Symphony Orchestra and Chorus. Davis, who conducted his last performance this season of Britten's "Peter Grimes" at the Metropolitan Opera last Thursday, conducts the Los Angeles Philharmonic in four performances beginning on Thursday (16). He also has conducted the Boston Symphony, Toronto Symphony and Montreal Symphony this season. In September, Davis assumes his duties as conductor of the BBC Symphony.

## Krumlovsky's Crossroads LP

NEW YORK—Crossroads is adding an 18th century composer to the catalog this month, Jan Krumlovsky, who was a Czech viola d'amore virtuoso. Krumlovsky's music appears in an LP of 17th and 18th century divertimentos and partitas, which also includes pieces by Stamitz, Quantz, Buononcini and Schmelzer. A first American release of Kodaly's "Variations on a Hungarian Folk Song" is coupled with Hindemith's "Symphonic Metamorphosis" on an album with Janos Ferencsik and the Brno State Philharmonic.

The Prague City Quartet, currently on an American tour, makes its recording debut with a coupling of two Haydn quartets. Another title has Josef Vlach and the Czech Chamber Orchestra in Tchaikovsky selections. Rounding out the release is Zdenek Koslery and the Czech Philharmonic in Dvorak.

## U.K. CBS Pacts BBC Symphony

LONDON—British CBS has contracted the BBC Symphony Orchestra to record a series of modern works conducted by Pierre Boulez.

Composers involved are Bartok, Berg and Stravinsky.

Taking part in one of the Berg works will be the young piano virtuoso, Daniel Barenboim who is currently at London's New Elizabeth Hall.

Recording sessions began last Friday (10), and will continue through the month.

Most of Boulez' British work has been broadcast by the BBC Symphony. He also conducted it on its recent Russian tour.

## Caballe Support

• Continued from page 40

an artistic triumph. His superb acting grips the audience from the beginning. And, with one of the world's best singing actors in Gobbi, the second act finale was shattering. It's difficult to come up with something new to say at this stage of Gobbi's long and illustrious career, but, for the record, his voice and appearance belie his age. His Iago is one of the outstanding portrayals of this generation. Both of McCracken's monologues were high points.

He has recorded for London,

## 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
1	1	MAHLER: SYMPHONY NO. 8 (2-12" LP's) Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751 (S)	6	21	21	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	21
2	4	GOUNOD: FAUST (4-12" LP's) Sutherland, Corelli, Ghiaurov, London Symphony (Bonyng), London A 4433 (M); OAS 1433 (S)	4	22	35	MAHLER: DAS LIED VON DER ERDE James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	2
3	2	DONIZETTI: LUCREZIA BORGIA (3-12" LP's) Caballe, Various Artists, RCA Italiana Orch. (Perlea), RCA Victor LM 6176 (M); LSC 6176 (S)	5	23	17	ORFF: CARMINA BURANA New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	30
4	3	MOZART: DON GIOVANNI (4-12" LP's) Ghiaurov & Various Artists, Philharmonic Orch. (Klemperer), Angel DL 3700 (M); SDL 3700 (S)	7	24	24	HANDEL: MESSIAH (3-12" LP's) Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	10
5	6	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	50	25	19	CHOPIN WALTZES Artur Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	50
6	8	WAGNER: TRISTAN UND ISOLDE (5-12" LP's) Nilsson, Windgassen, Ludwig & Various Artists, Bayreuth Festspiele (Boehm), DGG 39 221/5 (M); 139 221/5 (S)	5	26	29	ELGAR: CELLO CONCERTO Jacqueline DuPre/London Symphony Orch. (Barbirolli), Angel 36338 (M); S 36338 (S)	3
7	5	WAGNER: DIE WALKUERE (5-12" LP's) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); AS 1509 (S)	18	27	27	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	30
8	7	ROSSINI: SEMIRAMIDE (3-12" LP's) Sutherland, Horne, Various Artists, London Symphony (Bonyng), London A 4383 (M); OAS 1383 (S)	7	28	30	RAVEL: BOLERO/RHAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	17
9	10	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	21	29	23	MAHLER: SYMPHONY NO. 7 (2-12" LP's) N. Y. Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	23
10	9	VERDI: FALSTAFF (3-12" LP's) Fischer-Dieskau & Various Artists, Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	10	30	38	DEBUSSY: CLAIR DE LUNE Philadelphia Orch. (Ormandy), Columbia ML 6283 (M); MS 6883 (S)	2
11	11	OPENING NIGHTS AT THE MET (3-12" LP's) Various Artists, RCA Victor LM 6171 (M); (No Stereo)	25	31	28	ARTUR RUBINSTEIN'S CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	37
12	13	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's) Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	29	32	26	HANDEL: MESSIAH (2-12" LP's) Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	13
13	12	PUCCINI: LA BOHEME (2-12" LP's) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	23	33	31	ALL THE THINGS YOU ARE Boston Pops (Fiedler), RCA Victor LM 2906 (M); LSC 2906 (S)	3
14	15	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	49	34	—	BACH: FOUR ORCHESTRAL SUITES (2-12" LP's) Marlboro Festival Orch. (Casals), Columbia M2L 355 (M); M2S 755 (S)	1
15	14	LEONTYNE PRICE—PRIMA DONNA RCA Victor LM 2896 (M); LSC 2896 (S)	23	35	32	ART OF MARIA CALLAS (2-12" LP's) Angel B 3696 (M); SB 3696 (S)	5
16	16	BACH: LUTE SUITES NO. 1 & 2 Julian Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	28	36	—	KHACHATURIAN: CONCERTO IN D MINOR David Oistrakh/Moscow Radio Symphony (Khachaturian), Melodiya/Angel R 40002 (M); SR 40002 (S)	1
17	20	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	26	37	—	BEETHOVEN: SYMPHONY NO. 7 Philharmonia of London (Klemperer), Angel 35945 (M); S 35945 (S)	1
18	18	PROKOFIEV: PETER & THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6193 (S)	8	38	—	BRUCKNER: SYMPHONY NO. 4 Boston Symphony (Leinsdorf), RCA Victor LM 2915 (M); LSC 2915 (S)	1
19	25	SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/SYMPHONY NO. 9 Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	3	39	40	BACH: VIOLIN SONATINI NR. 2 UND NR. 3 David Oistrakh, DGG 38-989 (M); SLPM 138 989 (S)	2
20	22	MAHLER: DAS LIED VON DER ERDE (2-12" LP's) Ludwig/Wunderlich/Philharmonia & New Philharmonia Orch. (Klemperer), Angel B 3704 (M); SB 3704 (S)	3	40	36	BACH: MAGNIFICAT N. Y. Philharmonic (Bernstein) & Various Artists, Columbia ML 5775 (M); MS 6375 (S)	5

## Classical Notes

Leonard Bernstein will conduct the New York Philharmonic in three performances of Mahler's "Das Lied von der Erde" beginning on Friday (17). Soloists will be tenor Jess Thomas and baritone Dietrich Fischer-Dieskau. . . . The Washington National Symphony has opened its 11th annual Merriweather Post Contest for violinists and cellists who are under 20 years old. . . . Christa Ludwig will sing Fricka and Walter Berry, Wotan under Herbert von Karajan during the Salzburg Easter Festival. . . . Jon Vickers sings his first Metropolitan Opera "Otello" and Gabriel Bacquier, his first Met Iago on April 3. Gabriella Tucci is the Desdemona.

Jean Martinon will lead the

which included him in an ad with Gobbi and the capable conductor, Zubin Mehta. Gobbi, who has recorded Iago for Victor, also was mentioned in an Angel ad, which included Odeon listings. Victor featured Caballe's "Lucrezia Borgia" in the "Otello" program.

FRED KIRBY

Chicago Symphony's observance of composer Rudolph Ganz' 90th birthday with a performance of the overture to "Laughter—Yet Love," an unwritten comedy. The program also will include the Chicago premiere of Benjamin Lees' "Concerto for String Quartet and Orchestra" with the Chicago Symphony String Quartet. . . . Zoltan Rosznyai conducts the San Diego Symphony in Verdi's Requiem on Tuesday (14). Soloists will be soprano Mary-Esther Nicola, mezzo-soprano Paula Chastain, tenor Howard Fried and bass Alan Pitt. . . . Pianist Denver Oldham gives a recital at Carnegie Hall on Thursday (16) under the auspices of the Gospel Association for the Blind.

Andre Previn last Saturday (11) conducted the season's final One Dollar Concert of the Houston Symphony. . . . Norman Lowrey's "Celebration Overture" had its world premiere at the Midland (Mich.) Symphony concert last Friday (10) under conductor Fedor Kabalin. Cellist Mihaly Virizlay also will play during the program. . . . Pianist Gary Graffman gives a recital at Carnegie Hall next Monday (20). . . . The Metro-

## New Works Short-Shrifted

• Continued from page 40

tribute for a recent RCA Victor waxing of an Elliott Carter concerto by the Boston Symphony.

BMI's 1965-1966 orchestral survey reported 19,375 performances played, 12,655 of standard works and 6,720 of 20th-century works. The 1964-1965 figures were 9,136 performances of standard works and 5,473 of 20th century material for a total of 14,609. However a greater number of 20th-century titles in each sea-

politan Opera will present seven Verdi operas in concert at Newport from Aug. 17-27. Scheduled are "Macbeth," "Rigoletto," "La Traviata," "Il Trovatore," "I Vespri Siciliani," "O," and "Aida."

Pianist John Browning gives a recital at Philharmonic Hall next Wednesday (22). . . . Pianist Lili Kraus will participate in the Israel Festival in Caesarea this summer. She also will tour Japan in June and will hold master classes in July at the Winterthur Conservatory of Music in Switzerland and

(Continued on page 52)

son meant fewer performances of each modern piece.

Aaron Copland leads the since-1938 composers with 167 performances, compared to 1,298 for Mozart, 1,202 for Beethoven and 326 for Stravinsky, the leading 20th-century composer. However, figures for number of performances of other leading contemporary composers are more revealing. During 1965-1966, Jean Martinon received only 12 performances by major American orchestras, William Sydeman, seven; Ernest Bloch, seven; Carter, 15; Ylysses Kay, 15; Henry Cowell, 30; Lukas Foss, 15; Roy Harris, 15; Roger Sessions, 13; Irving Fine, 11; William Kraft, nine, and Carlos Chavez, six.

Both ASCAP and BMI run contests for young serious composers and award scholarships, but much of the future of contemporary music lies with the orchestras, recording companies and foundations. Conditions are improving, but there's still a long way to go.

TOP 100

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

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

Main table containing 100 columns of chart data. Each row includes: Rank (circled), Last Week, Title-Artist, Label & No., (EDP Mono & Stereo No.), and Wks. on Chart. The table is organized into three vertical sections.

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.

“THE WORLD  
WILL SMILE  
AGAIN” “17”

C/W 4-44055

## Great Movie Themes Make Great Ray Conniff Hits

In the best-seller tradition of “Somewhere My Love” from *Doctor Zhivago*, Ray Conniff’s new single couples two great, chart-contending motion-picture themes—“The World Will Smile Again” from *Night of the Generals* and the title song from Eric Soya’s *Seventeen*.



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# New Album Releases

- A&M**  
CLAUDINE LONGET—Claudine; 121, SP 4121
- CAPITOL**  
GAITE PARISIENNE GRADUATION BALL—Philharmonia Orch. (Mackerras); P 8654, SP 8654  
ROGER WILLIAMS CHORALE—The Hollywood Bowl Wedding Album; P 8653, SP 8653  
RAVI SHANKER—Three Ragas; T 2720, DT 2720  
PETER & GORDON—Knight in Rusty Armour; T 2729, ST 2729  
VARIOUS ARTISTS—Morning & Evening Ragas; T 2721, DT 2721
- CAPITOL IMPORTS (FRANCE)**  
YVONNE PRINTEMPS & SACHA GUITRY—Selections From Their Repertoires; 50040  
MOZART: CONCERTI NO. 13 IN C MAJOR—Moscow Chamber Orch. (Barshai); ASDF 889
- CAPITOL IMPORTS (TURKEY)**  
VARIOUS ARTISTS—Classical Music of Turkey; STX 221
- CAPITOL IMPORTS (CHINA)**  
IVY LING PO; SCPAX 325
- CHISA**  
The Emancipation of Hugh Masekela; CHM 101, CHS 4101
- COLUMBIA**  
ADDISS AND CROFUT; CL 2611, CS 9411  
BARTOK: CONCERTO FOR 2 PIANOS, PERCUSSION & ORCH.—New York Philharmonic (Bernstein); ML 6456, MS 6956  
BEETHOVEN: QUINTET IN C OP. 29—Budapest String Quartet/Walter Trampler; ML 6352, MS 6952  
RAY CONNIFF en Espanol; CL 2608, CS 9408  
LISZT: CONCERTO NO. 1—New York Philharmonic/Andre Watts (Bernstein); ML 6355, MS 6955  
Sabre Dance—Philadelphia Orch. (Ormandy); ML 6358, MS 6958  
SOUNDTRACK—The Spy With a Cold Nose; OL 6670, OS 3070  
RICHARD TUCKER—Celeste Aida; ML 6357, MS 6957

- COLUMBIA (EX Series)**  
El Sorprendente Mundo De Sandro; EX 5182  
Homenaje a Rafael Hernandez Canta Linda Vera; EX 5181  
CUCO SANCHEZ/ANTONIO BRIBIESCA—Carino, Carino; EX 5180  
TRIO LOS PANCHOS—The Ballads of Venezuela; EX 5177
- CUTTY WREN**  
JACQUELINE SHARPE—No More War; CWR 101
- DGG**  
BRAHMS: CELLO SONATEN OP. 38 & 39—Pierre Fournier/Rudolf Firkusny; 139119  
MOZART: SYMPHONIES NOS. 34, 31, 26—Berlin Philharmoniker (Boehm); 139159  
MOZART: DIE ENTFUEHRUNG AUS DEM SERAIL—Various Artists/Bavarian State Orch. (Jochum); 19429, 136429  
NICOLAI: TE DEUM—Berlin Radio Symphony (Lange); 39170, 139170  
VARIOUS ARTISTS—Gloria in Excelsis Dio; 136491  
WAGNER: DIE WALKUERE—Berlin Philharmoniker (Karajan); 139229/33
- DORE**  
LEW BEDELL—Oh Mighty Game of Golf; LP 320
- EPIC**  
DAMITA JO—If You Go Away; LN 24244, BN 26244  
GOLDENGATE STRINGS—The Monkees Song Book; LN 24248, BN 26248
- EVEREST**  
YALTAH MENUHIN Piano Recital; 6146, L3146
- EYEWITNESS**  
LEE HARVEY OSWALD Speaks; EW 1002
- FIESTA**  
ELEMER HORVATH—Hungarian Folk Songs & Csardases; FLP 1469, FLPS 1469  
28 AKKORDEON TRUMPFE—Die Lustigen Akkordeon Jungens; FLP 1470  
PETER KREUDERS Europa Cocktail; FLP 1471, FLPS 1471  
ANGELO e la sua ORCH. TIPICA ITALIANA—Accordion—Italian Style; FLP 1472, FLPS 1472

## BREAKOUT SINGLES

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### ★ NATIONAL BREAKOUTS

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**SOMETHING STUPID**  
Nancy Sinatra & Frank Sinatra, Reprise 0561 (Green Wood, BMI)

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### ★ REGIONAL BREAKOUTS

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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.

**SPEAK HER NAME . . .**  
Walter Jackson, Okeh 7272 (Skidmore, ASCAP) (Baltimore-New Orleans)

---

**PERSECUTION SMITH . . .**  
Bob Seeger, Cameo 465, ASCAP (Detroit)

**NOTHING TAKES THE PLACE OF YOU . . .**  
Toussaint McCall, Bonn 3 (Su-Ma, BMI) (Baltimore)

**HIP HUG-HER**  
Booker T & the MG's, Stax 211 (East, BMI) (Memphis)

**WHOLE WORLD IS A STAGE AND EVERYBODY IS PLAYING A PART . . .**  
Fantastic Four, Ric-Tic 212 (Myto, BMI) (Washington)

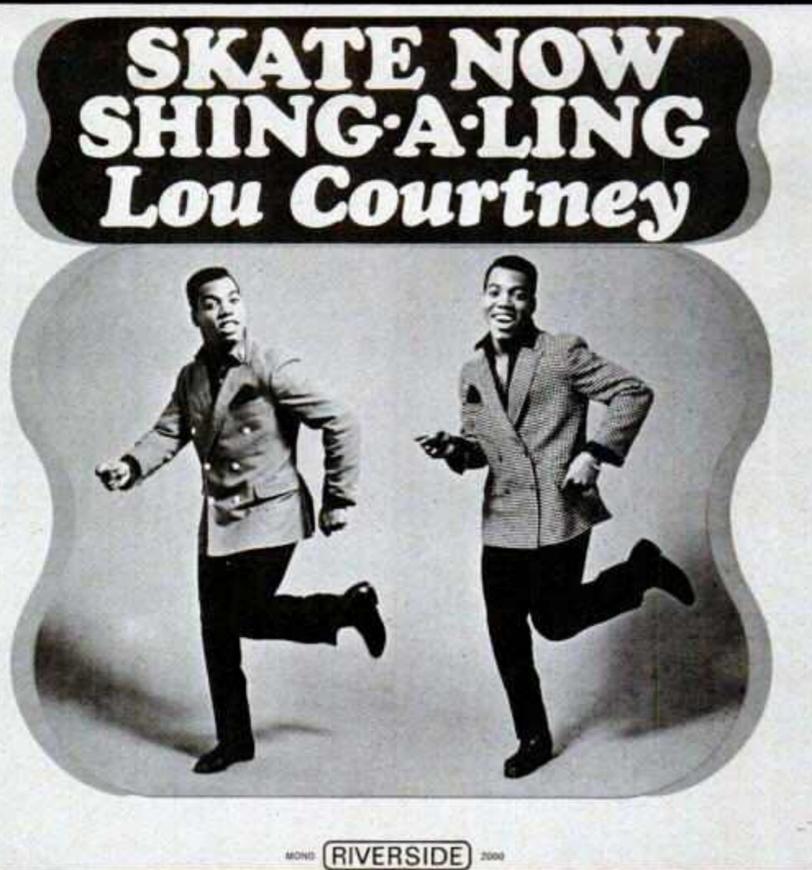
- VARIOUS ARTISTS**—Die Schonsten Mutterlieder; FLP 1473
- RUDI KNABL**—Die Traumende Zither; FLP 1474, FLPS 1474
- GRECOPHON**  
The Exciting TRIO KRIS; GR 313, GRS 313
- GREGORY**  
TOMMY WILLS COMBO—Man With a Horn Vol. 2; 61203
- HAPPENING**  
MARK LANE—Rush to Judgment; CA 3210
- LIBERTY**  
The Spooky Sound of MIKE SHARPE; LRP 3507, LST 7507
- LONDON**  
DAKOTA STATION—Dakota '67; LL 3495, PS 495
- MERCURY WING**  
LOS BOOGALOO'S—Orchestra Soul; WC 16338
- MGM**  
SOUNDTRACK—You're a Big Boy Now; KLP 8058, KLPS 8058

- MINIT**  
The Best of JIMMY McCRACKLIN; LP 40009, LP 24009  
THE O'JAYS—Soul Sounds; LP 40008, LP 24008
- MUSICOR**  
GEORGE JONES—Walk Through This World With Me; MM 2119, MS 3119  
GENE PITNEY—Just One Smile; MM 2117, MS 3117  
Los Grandes Exitos De TITO RODRIGUEZ; MM 2118, MS 3118
- ODYSSEY**  
COPLAND: PIANO FANTASY/PIANO VARIATIONS—William Masselos; 32160039, 32160040  
HAYDN: SYMPHONIES NOS. 4, 5, 6—Vienna State Opera Orch. (Goberman); 32160033, 32160034  
Music for the Baroque Oboe—Piguet/Lange/Rogg; 32160049, 32160050  
PROKOFIEV: ROMEO AND JULIET BALLET SUITE—N. Y. Philharmonic (Mitropoulos); 32160037, 32160038  
Renaissance Dances—Ancient Instrument Ensemble of Zurich/Lionel Rogg; 32160035, 32160036
- PARKWAY**  
HARDLY WORTH IT PLAYERS—Wildier Things; P 7057, SP 7057

- PIROUETTE**  
VARIOUS COMPOSERS—L'Ensemble Baroque de Montreal; JA 19001, JAS 19001  
BACH: CANTATAS NOS. 31 & 50—Soloists, Choir & Orch. of Dresden Cathedral (Bauer); JA 19017, JAS 19017  
BACH: SONATA NO. 3—Leonid Kogan; JA 19018, JAS 19018  
BACH: CANTATA NO. 76—Soloists, Choir & Orch. of Dresden Cathedral (Bauer); JA 19009, JAS 19009  
BACH: HARPSICHORD CONCERTOS NOS. 3 & 6—Maria Van Der Lyck/Ton-Studio Orch. (Michael); JA 19008, JAS 19008  
BACH: LITTLE MAGNIFICAT—Arts Quebec Instrumental Ensemble; JA 19003, JAS 19003  
BENDA: FLUTE CONCERTO—McGill Chamber Orch. (Brott); JA 19012, JAS 19012  
CORELLI/MOZART/DVORAK—Chicago Strings (Akos); JA 19021, JAS 19021  
COUPERIN: ORDES 24 & 25—Francoise Petit; JA 19011, JAS 19011  
COUPERIN: LES NATIONS, Vol. 1—L'Ensemble Alarius de Bruxelles; JA 19025, JAS 19025  
COUPERIN: TWO SUITES—Hubert Bedard; JA 19019, JAS 19019  
COUPERIN: LES NATIONS, Vol. 2—L'Ensemble Alarius de Bruxelles; JA 19026, JAS 19026  
KENNETH GILBERT—Baroque Organ Masters; JA 19034, JAS 19034  
VARIOUS COMPOSERS—Simard/Gilbert/Carpenter; JA 19007

(Continued on page 50)

# "IT'S ABOUT SOUL"



Riverside LP 2000 (Stereo 92000)

# spelled L-O-U C-O-U-R-T-N-E-Y

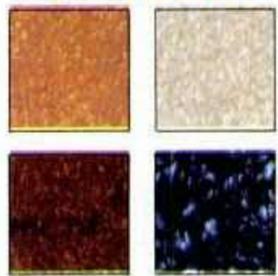
Brand new LP, sure to pick up the momentum of Courtney's smash single "Skate Now" (#4588), and Lou's current hit "Do The Thing" (#4589). Put "Soul" in your sales!

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come with goat skin heads of the finest quality. The new idea of gluing the head into the grooved shell eliminates the use of nails, bringing to a minimum the possibility of the head pulling away from the rim. In our Deluxe models the stainless steel band allows replacement of heads very easily.



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# ALBUM REVIEWS (continued)



**POP SPOTLIGHT**

**THE SPOOKY SOUND OF MIKE SHARPE**

Liberty LRP-3507 (M); LST-7507 (S)

Sharpe made his mark on the Hot 100 with "Spooky" and he should do well on the LP charts with his album follow up. Top instrumental arrangements of "Mellow Yellow," "Green, Green, Grass of Home" and "That's Life," are offered in this highly danceable album.



**POP SPOTLIGHT**

**THE HIT SOUND OF THE EVERLY BROTHERS**

Warner Bros. W 1676 (M); WS 1676 (S)

A collection of 12 hit pop and country tunes receives the distinctive Everly Brothers' treatment in a winning pressing. Some of the best work is in slower rock numbers like "The House of the Rising Sun" and "Trains and Boats and Trains." The country favorite "A Legend in My Time" is high point. "Good Golly, Miss Molly" tops the faster selections.



**POP SPOTLIGHT**

**ON THE MOVE**

Sandler & Young, Capitol T 2686 (M); ST 2686 (S)

The talented duo has an exciting follow up to the first hit LP, and with a well balanced program featuring "C'est Si Bon," "Chanson D'Amour," and "Put On a Happy Face," they are sure to be equally successful. Their interpretations of "Cu-Cu-Rru-Cu-Cu, Paloma" is a highlight.



**POP SPOTLIGHT**

**JANIS IAN**

Verve Folkways FT 3017 (M); FTS 3017 (S)

Janis Ian has created a stir with her singles hit "Society's Child" and her fame should spread when this LP hits the stands. Her folk-oriented style is well within the current trend, and her intriguing performances add spark to her own compositions. Her new single "Younger Generation Blues" is also included for immediate sales appeal.



**POP SPOTLIGHT**

**HOT LINE FOR SOUND**

Bob & Phil & the Ork. Project 3 PR 5002 (M); PR 5002SD (S)

The bongo leads the way through a solid and varied program that's filled with excitement. From the opening "Blowin' in the Wind" to "Out of Nowhere," the pace builds in this outstanding Enoch Light production and it's a sure bet for top sales.



**POP SPOTLIGHT**

**DEFINITELY HEFTI!**

Neal Hefti, United Artists UAL 3573 (M); UAS 6573 (S)

Hefty, indeed! A gem of a package based on scores from United Artists soundtracks. Neal Hefti's instrumentation of "Lord Love a Duck" and "Rescue From a Ritual" are bright, spirited and well done. His "Requiem for a Bachelor" features an unusual and delightful choral interpretation.



**POP SPOTLIGHT**

**THE MEXICALI SINGERS RIDE AGAIN**

Warner Bros. W 1677 (M); WS 1677 (S)

The sparkling wordless vocals of the Mexicali Singers are a joyous listening treat as they interpret the big country hits. "Jambalaya," "I Can't Stop Loving You" and "San Antonio Rose" are included along with an exciting treatment of "El Paso." Top programming and sales potential.



**POP SPOTLIGHT**

**CONFECTIONS OF LOVE**

I, Brute Force, Columbia CL 2615 (M); CS 9415 (S)

Brute Force has ideas that are original and a manner of delivery that's determined and effective. His songs have a point of view that are touched with humor and cynicism and which can't be easily dismissed. This is an offbeat package but it is fresh and invigorating and bound to find its way.

## NEW ACTION ALBUMS

**★ NATIONAL BREAKOUTS**

**THE BEST OF THE LOVIN' SPOONFUL . . .**

Kama Sutra KLP 8056 (M); KLPS 8056 (S) (603-08056-3; 603-08056-5)

**MAMA'S AND PAPA'S DELIVER . . .**

Dunhill D 50014 (M); DS 50014 (S) (445-50014-3; 445-50014-5)

**THERE'S A KIND OF A HUSH ALL OVER THE WORLD . . .**

Herman's Hermits, MGM E 4438 (M); SE 4438 (S) (660-04438-3; 660-04438-5)

**★ NEW ACTION LP'S**

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

**SURREALISTIC PILLOW . . .**

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

**98.6/AIN'T GONNA LIE . . .**

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

**LET'S FALL IN LOVE . . .**

Peaches & Herb, Date TEM 3004 (M); TES 4004 (S) (391-03004-3; 391-04004-5)

**GOIN' LATIN . . .**

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

**GIMME SOME LOVIN' . . .**

Spencer Davis Group, United Artists UAL 3578 (M); UAS 6578 (S) (875-03578-3; 875-06578-5)

**ERIC IS HERE . . .**

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

**THE MAGNIFICENT MEN . . .**

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

**IT'S NOW WINTER'S DAY . . .**

Tommy Roe, ABC ABC 594 (M); ABCS 594 (S) (105-00594-3; 105-00594-5)

**CALIFORNIA DREAMIN' . . .**

Wes Montgomery, Verve V 8672 (M); V6-8672 (S) (895-08672-3; 895-68672-5)

**IN CASE YOU'RE IN LOVE . . .**

Sonny & Cher, Atco 33-203 (M); SD 33-203 (S) (175-33203-3; 175-33203-5)

**WALK AWAY RENEE/PRETTY BALLERINA . . .**

Left Banke, Smash MGS 27088 (M); SRS 67088 (S) (815-27088-3; 815-67088-5)

**JOHNNY MATHIS SINGS . . .**

Mercury MG 21107 (M); SR 61107 (S) (650-21107-3; 650-61107-5)

**STAND BY ME . . .**

Spyder Turner, MGM E 4450 (M); SE 4450 (S) (660-04450-3; 660-04450-5)

**FIVE BY FIVE . . .**

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

**DON'T COME HOME A DRINKIN' . . .**

Loretta Lynn, Decca DL 4842 (M); DL 74842 (S) (400-04842-3; 400-74842-5)

**THE ELECTRIC PRUNES . . .**

Reprise R 6248 (M); RS 6248 (S) (780-06248-3; 780-06248-5)

**SAYIN' SOMETHIN' . . .**

Righteous Brothers, Verve V 5010 (M); V6-5010 (S) (895-05010-3; 895-65010-5)

**THE SEA . . .**

San Sebastian Strings, Warner Bros. W 1670 (M); WS 1670 (S) (925-01670-3; 925-01670-5)

**SATURDAY NIGHT AT THE MOVIES . . .**

Brass Ring, Dunhill D 50015 (M); DS 50015 (S) (445-50015-3; 445-50015-5)

**HOW GREAT THOU ART . . .**

Elvis Presley, RCA Victor LPM 3758 (M); LSP 3758 (S) (775-03758-3; 775-03758-5)

**A MAN AND HIS SOUL . . .**

Ray Charles, ABC ABC 590 X (M); ABCS 590 X (S) (105-00590-3; 105-00590-5)

**THE EXPLOSIVE LITTLE RICHARD . . .**

Okeh OKM 12117 (M); OKS 14117 (S) (693-12117-3; 693-14117-5)



**CLASSICAL SPOTLIGHT**

**MOZART/BEETHOVEN: QUINTETS IN E FLAT**

Vladimir Ashkenazy / London Wind Soloists, London CM 9494 (M); CS 6494 (S)

Ashkenazy's powerful performances on both sides make this an album of beauty. Playing in perfect interchange with excellent chamber instrumentalists, he distinguishes himself here even more than on previous disks.



**CLASSICAL SPOTLIGHT**

**DVORAK: SYMPHONY NO. 6 / CARNIVAL OVERTURE**

London Symphony (Kertesz), London CM 9495 (M); CS 6495 (S)

Probably, the finest recording to date by Kertesz, this LP offers a colorful treatment of this romantic symphony. The skillful London Symphony is brilliant in the Allegro non tanto and Scerzo, while fresh in the pastoral Adagio. The finale is scintillating. The "Carnival Overture" is a glittering bonus to complete the disk.



**LOW PRICE CLASSICAL SPOTLIGHT**

**BRAHMS: VIOLIN SONATAS 2 & 3**

Joseph Suk/Jan Panenka, Crossroads 22 16 0087 (M); 22 16 0088 (S)

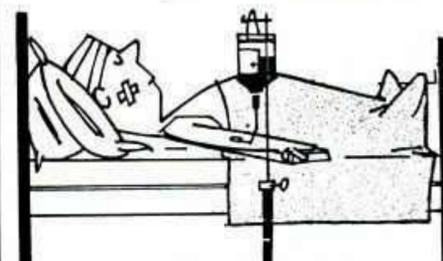
There's such magnificent and significant playing throughout this recording that one movement shouldn't be pointed out. It's all skillful, moving and right on target by two of the best musicians around.

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.

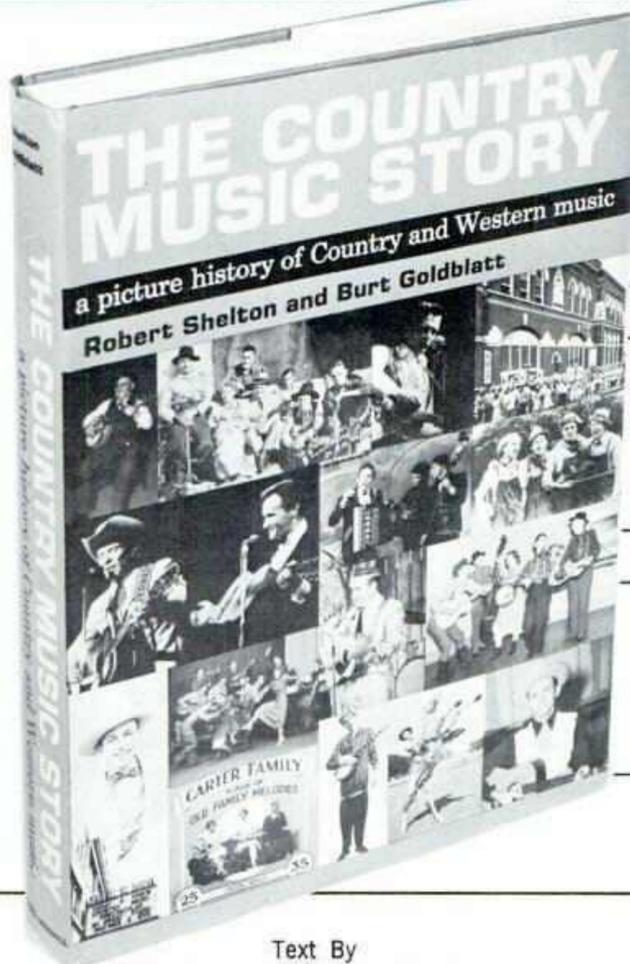
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# ALBUM REVIEWS (continued)



**JAZZ SPOTLIGHT**

**TENNESSEE FIREBIRD**

Gary Burton. RCA Victor LPM 3719 (M); LSP 3719 (S)

An interesting, enjoyable experiment—country music artists supporting an accomplished jazz musician—and it works. The effect is contrived, but solid jazz. Tunes country fans will recognize include "Born to Lose," "I Can't Help It," and "Gone." This album will sell well in the jazz field and many country music fans will purchase it, too.



**JAZZ SPOTLIGHT**

**SOUL ESPANOL**

Oscar Peterson. Limelight LM 82044 (M); LS 86044 (S)

Another outstanding performance by Peterson, this album features Latin interpretations mainly in the jazz samba vein. His rendition of the popular "Mas Que Nada" is worth the price of the album alone. Other top notch numbers are "Manha de Carnival" (from the movie "Black Orpheus") and "Soulville Samba."



**RELIGIOUS SPOTLIGHT**

**BRIGHTEN THE CORNER**

Ella Fitzgerald. Capitol T 2685 (M); ST 2685 (S)

The "Queen of Song" has recorded a beautiful album of hymns that's been long overdue. She's in perfect form as she offers her own compelling interpretations of "Rock of Ages," "The Old Rugged Cross," "In the Garden" and others. The smooth support of the Ralph Carmichael Chorus and orchestra adds to the beauty of the exceptional production, and this Capitol debut LP should prove to be a healthy sales item.



**POLKA SPOTLIGHT**

**SHALL WE DANCE?**

Myron Floren. Dot DLP 3787 (M); DLP 25787 (S)

Very commercial polka as Myron Floren zips through show tunes from "My Fair Lady" and "Mary Poppins," among others. This is definitely out of the ordinary polka and, with his TV exposure on "The Lawrence Welk Show," this LP will move at a rapid clip from the shelves.



**INTERNATIONAL SPOTLIGHT**

**FIESTA JAROCHA**

Various Artists. Capitol T 10464 (M); ST 10464 (S)

All the excitement on record of a complete Mexican festival—the music, the lyrics, the live atmosphere by a variety of artists. Tunes include "Veracruz," "El Coconito," and "La Bamba." Expect this one to sell very big in Latin markets and fairly well on pop shelves as well.

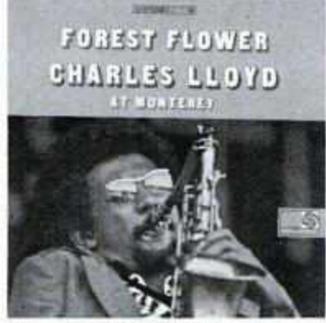


**JAZZ SPOTLIGHT**

**BUCKET O' GREASE**

Les McCann Ltd. Limelight LM 82043 (M); LS 86043 (S)

The boogaloo beat gets new importance in this Les McCann workout. It serves as the base for such varied melodies as "Yesterday," "Music to Watch Girls By" and "Bang! Bang!" and the foundation is musically firm.



**JAZZ SPOTLIGHT**

**FOREST FLOWER**

Charles Lloyd. Atlantic 1473 (M); SD 1473 (S)

Charles Lloyd, jazzman extraordinaire, particularly shines on flute in this live album recorded at the Monterey Jazz Festival. "Sorcery" features a tremendous psychedelic breakdown that deserves heavy airplay.



**RELIGIOUS SPOTLIGHT**

**SONGS FOR THE SOUL**

Red Foley. Decca DL 4849 (M); DL 74849 (S)

Among some of his biggest sellers have been gospel and hymns and Red Foley provides here another beautiful collection bound to be tremendously popular. Tunes include "Nearer My God to Thee," "Where Could I Go?" and "Amazing Grace."



**INTERNATIONAL SPOTLIGHT**

**DIO, COME TI AMO**

Domenico Modugno. U. A. International UN 14508 (M); UNS 15508 (S)

A powerful package for the Italian and American markets is this top collection by the "Volare" man, Domenico Modugno. Led off by his exciting treatment of "Dio, Come Ti Amo," he weaves his way through "Notte Chiara" and "L'Avventura" among others. Modugno at his best.



**INTERNATIONAL SPOTLIGHT**

**THE GREAT SONGS OF ADOLFO GARZA DE MEXICO**

Capitol T 10460 (M); ST 10460 (S)

Beautiful, soulful Latin tunes by Adolfo Garza that will make this LP an instant hit in Latin markets. Tunes include "Peregrina (the Wanderer)," "Rayito de Sol (A Bit of Sunshine)," and "El Mexicano Ausente." Excellent mariachi support.

*(Continued on page 50)*

# Sala Benefit Ball

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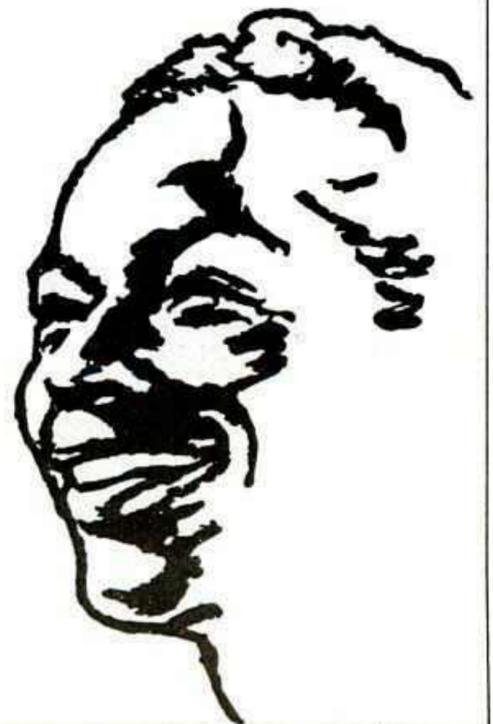
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## ALBUM REVIEWS

Continued from page 49



### 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

FRANKIE CARLE

Dot DLP 3789 (M); DLP 25789 (S)

Carle has been playing the piano for a good number of years now, and has moved steadily along with the times. In this latest entry, Carle offers classy interpretations of pop hits "Sweet Maria," "Young at Heart" and "China Nights." The program is well balanced and will come in for much radio exposure. Should prove to be a good sales item also.



POP SPECIAL MERIT

BLOSSOM TIME

Blossom Dearie. Fontana MGF 27562 (M); SRF 67562 (S)

Blossom Dearies is constant listening pleasure. Her small voice packs a big wallop and her interpretation of a lyric is unusual but always right. There are 10 knockout cuts here with "On Broadway" standing out as a Dearie definitive.



POP SPECIAL MERIT

IN PERSON/SAN FRANCISCO

Carmen McRae. Mainstream 56091 (M); S/6091 (S)

Carmen McRae, who is now on the Atlantic label, is a persuasive stylist. With an innate jazz feeling, she gives added dimension to a pop standard repertoire. All of Miss McRae's mastery is in evidence here which makes the package alive and vivid.



POP SPECIAL MERIT

THE NITTY GRITTY DIRT BAND

Liberty LRP 3501 (M); LST 7501 (S)

A collection of folk, ragtime, pop and megaphone sounds of the 1920's, the Nitty Gritty Dirt Band has a highly entertainable package here. The group capitalizes on the upsurge of good time music and they perform it well. Strictly a musical 'fun' album.



POP SPECIAL MERIT

CHAPIN MUSIC

The Chapin Brothers. Rock-Land RR 66 (M)

The Chapin Brothers have something to say and they know how to say it. They're in the contemporary groove with a sound that's highly musical and a lyric that's most meaningful. Both the group and label are fairly new but the breakout potential is there.



LOW PRICE SOUNDTRACK  
SPECIAL MERIT

SINGIN' IN THE RAIN

Soundtrack. Metro M 599 (M); MS 599 (S)

One of the all time great film musical soundtracks is now available at the low price level, and it should prove to be a big seller. The cast, including Gene Kelly, Debbie Reynolds and Donald O'Connor continue to enchant with such treats as "Good Morning," "You Were Meant for Me" and the title tune.



COUNTRY SPECIAL MERIT

THE CARTER FAMILY SINGS THE COUNTRY ALBUM

Columbia CL 2617 (M); CS 9417 (S)

The noted family sings songs which will appeal to a very broad segment of the buying public—that is, c&w buyers, folk and even pop. A well-recorded package, attractive to collectors aware of the significance of the Carter's meaning to American music.



CLASSICAL SPECIAL MERIT

SHIELD: ROSINA

Various Artists/Ambrosian Singers/London Symphony (Bonyngue). London A 4160 (M); OSA 1160 (S)

This 18th century ballad opera makes a graceful, delightful bonbon in this one-LP boxed set. The London Symphony is capably conducted by Bonyngue, who has a real flair for opera. A top quintet of soloists is headed by Margreta Elkins in the title role, Elizabeth Harwood and Monica Sinclair. Excellent English diction is a strong plus in this album's appeal.



LOW PRICE CLASSICAL  
SPECIAL MERIT

MOZART: NINE OVERTURES

Royal Philharmonic (Davis). Seraphim 60037 (M); S 60037 (S)

A timely disk as Davis steadily increases in fame and stature as one of the finest young conductors around. He leads the Royal Philharmonic in a spirited, clean reading of these operatic overtures from the lesser-known "La Finta" to "the Marriage of Figaro." Among the many highlights are the overtures to "Cosi Fan Tutte," "The Impresario" and "Don Giovanni."



JAZZ SPECIAL MERIT

IMPRESSIONS OF THE MIDDLE EAST

Herbie Mann. Atlantic 1475 (M); SD 1475 (S)

Herbie Mann's venerable flute playing explores yet a new bag. One can visualize the belly dancers with beads afflutter as he takes us on an Hellenicly rhythmic jazz tour. An irresistible beat with expertly modern overtones creates an album which ought to pick up a big market among the jazz and ethnic buyers.



JAZZ SPECIAL MERIT

BORN FREE

Milt Jackson. Limelight LM 82045 (M); LS 86045 (S)

A soul and sweet groove—one of Jackson's best efforts—this album embodies his maturity and excitement in modern jazz. Very boss handling of rock, jazz waltz, ballads and pure swinging jazz. This particular bag can be played at low volume for easy listening, but boosted up, it takes over in overwhelming style!



FOLK SPECIAL MERIT

MALVINA REYNOLDS . . . SINGS THE TRUTH

Columbia CL 2614 (M); CS 9414 (S)

Malvina Reynolds is a 66-year old folk singer-writer but she fits right into the taste and style of the younger generation. Some of her songs, like "Little Boxes" and "What Have They Done To the Rain," have been performed by more established folk singers but she makes them live anew. It's doubtful if "I Don't Mind Failing" could ever be done better.



LOW PRICE RELIGIOUS  
SPECIAL MERIT

TENDERLY HE WATCHES

George Beverly Shea. RCA Camden CAL 653 (M); CAS 653 (e) (S)

A fine package by one of the greatest of artists in his field. Shea sings "The Army of the Lord," "There's a Song in the Air," "Sunrise" and others. Outlets handling merchandise of this type will do very well with this one.



INTERNATIONAL SPECIAL  
MERIT

DIE SPITZENREITER 1966

Various Artists. Polydor 237 318 (S)

Another in the successful line of Schlager collections with an impressive roster of pop stars. One side is devoted entirely to German hits including Freddy's "100 Mann und ein Befehl," Ivo Robic's "Rot ist der Wein" and Connie Francis' "Meine Reise ist zu Ende," while the second half features some English vocals. The Lovin' Spoonful, Bert Kaempfert, Udo Jurgens are others in the talent line-up.



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

AFRICA ADDIO

Soundtrack. United Artists UAL 4141 (M); UAS 5141 (S)

### POPULAR

TAKE IT LIKE YOU GIVE IT

Aretha Franklin. Columbia CL 2629 (M); CS 9429 (S)

EXOTICA TODAY

Martin Denny. Liberty LRP 3465 (M); LST 7465 (S)

ALOHA FROM TENNESSEE

Ernie Ford. Capitol T 2681 (M); ST 2681 (S)

CHEETAH BEAT

Sandy Nelson. Imperial LP 9340 (M); LP 12340 (S)

MILLS BROTHERS LIVE!

(Recorded at the Tivoli Gardens, Copenhagen). Dot DLP 3783 (M); DLP 25783 (S)

GOLDEN GREATS

Gene McDaniels. Liberty LRP 3502 (M); LST 7502 (S)

SARAH SLIGHTLY CLASSICAL

Sarah Vaughan. Roulette R 52123 (M); SR 52123 (S)

THE SONS OF THE PIONEERS

SING CAMPFIRE FAVORITES  
RCA Victor LPM 3714 (M); LSP 3714 (S)

HEY, LISTEN BABY—

LET'S DANCE  
David Carroll Ork. Mainstream 56095 (M); S/6095 (S)

MIRA

Hugo Montenegro & His Ork. Mainstream 56092 (M); S/6092 (S)

KEITH ALLISON IN ACTION

Columbia CL 2641 (M); CS 9441 (S)

TOO MUCH TEQUILA

Ruben Rodriguez & His Guadalajara Kings. Liberty LEP 3489 (M); LST 7489 (S)

I LOVE EVERYBODY

Johnny Hartman. ABC ABC 576 (M); ABCS 576 (S)

SING ALONG WITH UNCLE DICK'S

OLD TIME SINGERS  
Warner Bros. W 1681 (M); WS 1681 (S)

SOFT HAWAIIAN SOUNDS

Don Tiare & the Alohas. Dot DLP 3784 (M); DLP 25784 (S)

### LOW PRICE POPULAR

HELLO YOUNG LOVERS

Perry Como. RCA Camden CAL 2122 (M); CAS 2122 (S)

HEARTBREAK HOTEL

Megaphones & the Mikes. RCA Camden CAL 2132 (M); CAS 2132 (S)

### COUNTRY

WE ARE YOUNG

Jimmy Bryant. Imperial LP 9338 (M); LP 12338 (S)

### LOW PRICE CLASSICAL

GEMINANI: THE ENCHANTED FOREST/LOCATELLI: IL PIANTO D'ARIANNA

Angelicum Orch. of Milan (Jenkins). Nonesuch H-1151 (M); H-71151 (S)

MASQUE MUSIC

Concentus Musicus of Denmark (Mathless). Nonesuch H-1153 (M); H-71153 (S)

(Continued on page 52)

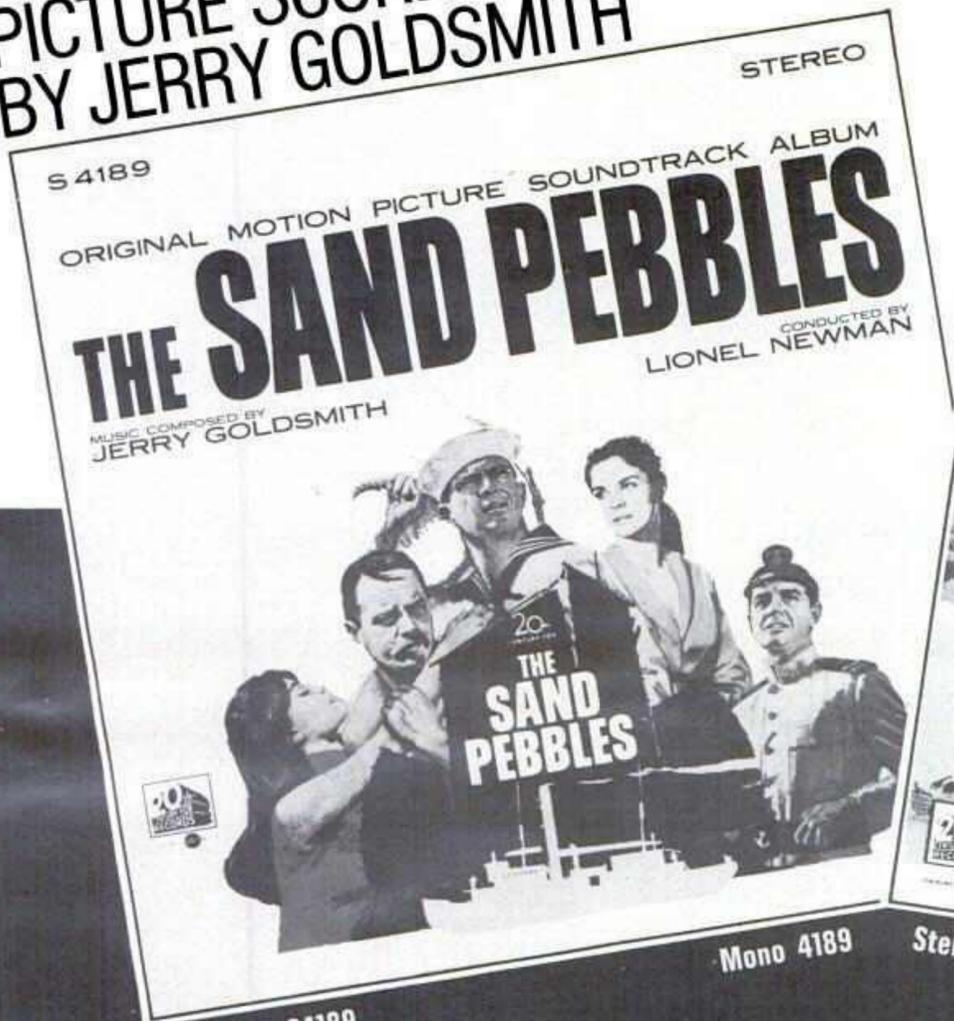
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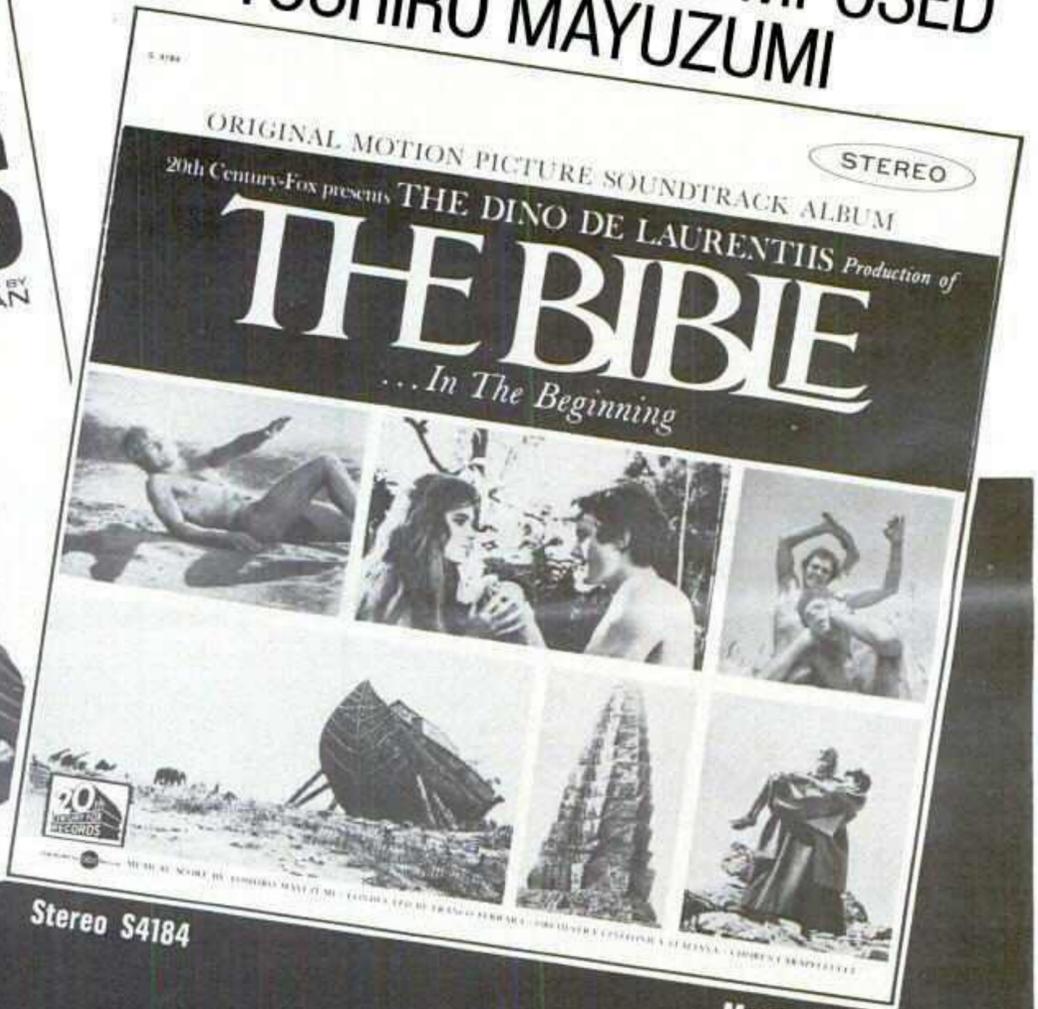


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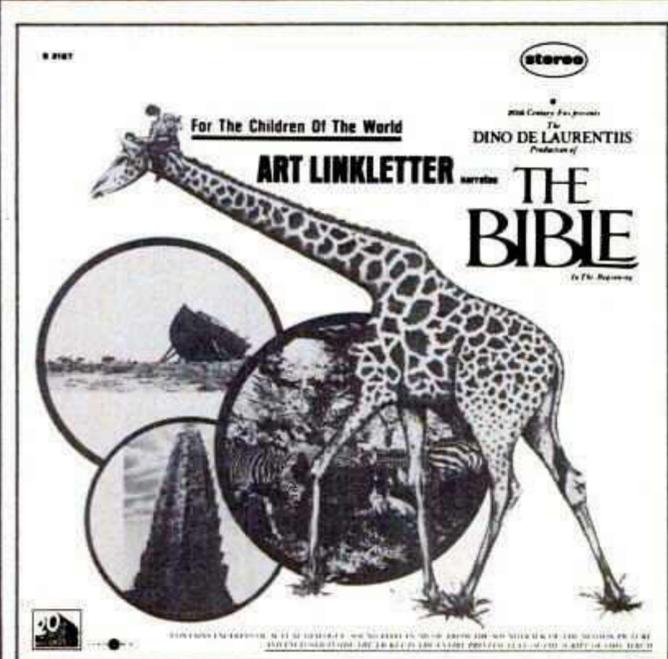
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Stereo S3187

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# ALBUM REVIEWS

Continued from page 50

**RACHMINOFF: SONATA IN C MINOR/KODALY: SONATA, Op. 4**  
Harvey Shapiro/Earl Wild. Nonesuch H-1155 (M); H-71155 (S)

**HAYDN: THE SEVEN LAST WORDS OF CHRIST**  
Little Orchestra of London (Jones). Nonesuch H-1154 (M); H-71154 (S)

**BEETHOVEN: STRING QUARTETS**  
Claremont Quartet. Nonesuch H-1152 (M); H-71152 (S)

**SCHUETZ: KLEINE GEISTLICHE KONZERTE, Book 1**  
Various Artists. Nonesuch HB-3012 (M); HB-73012 (S)

## RHYTHM & BLUES

**McSHANN'S PIANO**  
Jay McShann. Capitol T 2645 (M); ST 2645 (S)

## JAZZ

**EAST BROADWAY RUN DOWN**  
Sonny Rollins. Impulse A 9121 (M); AS 9121 (S)

**THE MELODY LINGERS ON**  
Dizzy Gillespie. Limelight M 82042

(M); S 86042 (S)

**JAZZ FOR ALL SEASONS**  
Lionel Hampton. Folkways FJ 2871 (M)

**NAT ADDERLEY LIVE AT MELODY LANE**  
Atlantic 1474 (M); S 1474 (S)

**THE GEORGE BENSON COOKBOOK**  
George Benson Quartet. Columbia C 2613 (M); CS 9413 (S)

**THE JAZZ CORPS**  
Various Artists. Pacific Jazz PJ 10116 (M); ST 20116 (S)

**"LIVE" AT MONTEREY!**  
Don Ellis Orchestra. Pacific Jazz PJ 10112 (M); ST 20112 (S)

**STRIDE!**  
Roger Kellaway. World Pacific WP 1861 (M); WPS 21861 (S)

## FOLK

**FINE SOFT LAND**  
Dave Ray. Elektra EKL 319 (M); EKS 7319 (S)

**FOLK SONGS OF NEW YORK CITY**  
June Lazare. Folkways FH 5276 (M)

## LOW PRICE CHILDREN'S

**THE OFFICIAL ADVENTURES OF THE GREEN HORNET**  
Various Artists. Leo CH 1030 (M)

**EL FLAMENCO**  
Manuela Vargas. U. A. International N 14509 (M); NS 15509 (S)

**LAS FUENTES DE MEXICO**  
La Tipica de Chapultepec. Capitol T 10461 (M); ST 10461 (S)

## NEW ALBUM RELEASES

Continued from page 44

**HAYDN: DIVERTIMENTO IN D—Stuttgart**  
Viol Trio: JA 19013, JAS 19013

**HAYDN: CONCERTOS—Mozart Society Play-**  
ers: JA 19010, JAS 19010

**MOZART: CASSATIONS NOS. 1 & 2—Salz-**  
burg Mozarteum (Walter): JA 19015, JAS 19015

**Music for Guitar and Strings—Nagtothy-**  
Toth/Jerry Csaba/Janos Casaba: JA 19031, JAS 19031

**PALESTRINA: MISSA SREVIS—Le Quatour**  
Double (Courville): JA 19004, JAS 19004

**VARIOUS COMPOSERS — Chicago Strings**  
(Akos): JA 19024, JAS 19024

**TELEMANN: SUITE IN A MINOR/DON**  
QUIXOTE SUITE—McGill Chamber Orch. (Brott): JA 19016, JAS 19016

### REPRISE

**JACQUES BREL—Encore!**: R 6246, RS 6246  
**DUANE EDDY — The Toaring Twangies**: R 6240, RS 6240

**THE WEST COAST POP ART EXPERIMENTAL**  
**BAND, Part 1**: R 6247, RS 6247

### ROULETTE

**SARAH VAUGHAN—Sarah Slightly Classical**:  
52123, SR 52123

### SHOUT

**FREDDIE SCOTT—Are You Lonely for Me?**:  
SH 501, SLP5 501

### VAULT

**CHARLIE BARNETT—Big Band 1967**: 9004  
**CHALLENGERS' Greatest Hits**: LP 111

### VERVE FOLKWAYS

**LEADBELLY . . . From Last Sessions**: FT  
3019

# 21 Releases By Pirouette

Continued from page 40

and violist Janos Csaba. The other selections are by Spohr, Paganini, Hesse and Rhode. Kenneth Gilbert, an expert organist, capably plans a baroque program containing works of Buxtehude, Boehm and Walther.

Two other pressings feature stellar harpsichordists. On one, Hubert Bedard plays two suites by Louis Couperin and four suites by Boehm. The other has Maria Van der Lyck as soloist in Bach's "Concertos Nos. 3 and 6" with Hans Michel conducting Stuttgart's Ton-Studio Orchestra.

Kogan is superb in a pairing of Bach's "Sonata No. 3" and Prokofiev's "Sonata in D Major, Op. 94." Oboist Jacques Simard also plays well in six sonatas with Gilbert on the harpsichord and Michael Carpenter as cellist. The LP contains pieces by Handel, Boismortier, Telemann and Locatelli.

Kurt Bauer is conductor-organist of soloists, choir and orchestra of the Dresden Cathedral in two fine sets, one with Bach's "Cantata No. 76" and the other with Bach's "Cantatas Nos. 31 and 50" and Buxtehude's "O Gottes Stadt." Another LP features soprano Micheline Tessler with the Arts Instrumental Ensemble in Bach's "Little Magnificat in A Minor," Vivaldi's "O Qui Caeli Terraeque" and Handel's "Nel Dolce Del Oblivio." The 21st disk pairs Palestrina's "Missa Brevis" with four Marenzio madrigals performed by Le Quatour Double under Yves Courville.

FRED KIRBY

## RIAA Extending Auditing Service

NEW YORK — The Record Industry Association of America has inaugurated a program under which member companies will be able to participate in joint audits of foreign licenses. The pilot program will be conducted in Japan sometime late this spring.

RIAA's executive secretary Henry Brief explained that the service being extended RIAA was designed to reduce the high cost involved, were individual companies to attempt such audits alone. Participation in this program is voluntary among RIAA's members and those who do participate will share the cost on a pro rated basis.

# From The Music Capitals of the World

## NEW YORK

Gene Lees takes a look at the men who make the country scene in the April issue of High Fidelity.

United Producers Group, which deals solely in the placement of masters, has opened offices at 1650 Broadway. UPG will service both independent producers and record company staffers.

Glenn Yarbrough will give concerts at the Berkeley Community Theatre, Friday (17) and at the Masonic Auditorium, San Francisco, Sunday (18). Yarbrough is also booked for 19 appearances throughout the South, as a result of the Block Booking Conference held recently in South Carolina. . . . A girl, Nicole, was born Saturday (4) to Mr. and Mrs. Stan Poses. He is with Albert Grossman Management.

Ivan Mogull has placed two of his standards, "I Should Care," and "This Love of Mine" in the upcoming show "You Know I Can't Hear You When the Water's Running." . . . Dave Clark, leader of the Dave Clark Five, has formed his own motion picture company, Big 5 Films. He has just completed a short, "The Dave Clark Five Hits in Action," which features all of the boys with several of 3 million selling hits as background music. . . . Rex Allen will narrate a pageant, produced by Pageants Inc., for the 100th anniversary of the Colorado Cattlemen's Association at the Colorado State Fair Grounds, Aug. 20 through 22. . . . Della Reese will open a five-week engagement at the Sands, Las Vegas, starting May 3. . . . Hazel Scott will

appear at Town Hall in a "Homecoming Concert" on Easter Sunday (26) afternoon.

Jazz drummer Elvin Jones and his quintet are appearing for an unlimited engagement at the Five Spot Cafe. . . . Appearing at the Ali Baba East for an indefinite stay is the Louis Metcalf Quartet. . . . The Erskine Hawkins Quartet and singer Terri Bryant have opened for four weeks at the Chateau Renaissance, North Bergen, N. J. . . . Bobby Darin returns to the Copacabana starting next Thursday (23) for a three week engagement. . . . Carol Lawrence will be a regular member of the Dean Martin summer replacement variety series on NBC. . . . Academy Award winner Harry Warren and Johnny Mercer have been signed by Jacques Mapes to write a title song for Universal Picture's "Rosie," which will star Rosalind Russell, Sandra Dee, and Brian Aherne. . . . The Piccolino Pop Strings Orchestra have cut Gladys Shelley's "Clown Town." The group is comprised of musicians from Venice and Rome. . . . The Young Rascals will headline the opening of the Palisades Amusement Park, N. J., Saturday and Sunday (24 and 25). . . . The "Oh Paris" French restaurant is featuring the Roland Granier Trio. . . . Producer Martin Ransohoff has signed the Byrds to score the Filmways movie "Don't Make Waves," which will include a title song to be done by the group over the main titles. . . . El San Juan Hotel in Puerto Rico has signed Paul Anka to play a minimum of two engagements a year for the next three years. He will make his first appearance there this month.

Goddard Lieberson, president of CBS/Columbia Group, has been awarded a certificate by the Mexican Theatre and Music Critics Club for the dissemination of Mexican music abroad during 1966. . . . The Cork Lounge at the Chateau Renaissance, North Bergen, N. J. is spotlighting the Arist-O-Crats, a vocal and instrumental combo, through April. . . . Cliffie Stone Productions has signed Bobby Austin to an exclusive management and booking contract. Austin will have a Capitol LP released shortly. . . . Stone, who is UNI Records country a/r chief, just recorded Johnny Booth for the new MCA label in Hollywood. Booth's first record for UNI is "I Think I Can" b/w "Wishful Thinking."

"My Soldier Boy Over There," recorded by La Shell & the Shelllets on Eagle Records, has been picked for broadcast by the U. S. Armed Services Overseas Network. . . . The Association of Record Dealers of New York and New Jersey has been reactivated and will meet in April. Mickey Gensler is president, Lou Shapiro is secretary. . . . Cameo/Parkway has named Peak Records, Ltd. of New Zealand as its new licensee. . . . Epic/Okeh/Crossroads has named Music Distributors of Seattle to handle the distribution of the labels in the Northwest. . . . Neva Small, who is appearing in the Broadway comedy, "The Impossible Years," has cut a single for MGM titled "Shsss, I'm Watching the Movie."

The 10th Anniversary Jazz Bash benefit luncheon, co-sponsored by the Ad Men's Post No. 209 American Legion and the Advertising Club, will be held on March 27 at the Ad Club. The proceeds will go to the Herald Tribune Fresh Air Fund and Ad Post's Rehab Fund which includes J.O.B. (Just One Break) and the Bedside Network. The tickets will be \$7.50 each. Reservations can be made by calling the Ad Club, MU 5-1810.

## LAS VEGAS

The Fables set a new attendance record for the Fremont Carnival Room. . . . Shani Wallis, set for a two-weeker at the Sahara Hotel with Roger Miller next Tuesday (21), got her official date for

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# Classical Notes

Continued from page 41

Texas Christian University. Miss Kraus continues her Mozart concerto series at Town Hall on Tuesday (14). . . . Louis Lane conducted 30 members of the Cleveland Orchestra in Cleveland high school concerts last Thursday (9) and Friday (10). . . . Jose Serebrier recently conducted a Bridgeport Symphony concert. . . . Soprano Renata Tebaldi sang with Howard Mitchell and the Washington National Symphony.

Georges Prete conducts the Philadelphia Orchestra at Carnegie Hall on Tuesday (14). . . . Organist Virgil Fox performs with Leon Barzin and the Washington National Symphony on Tuesday (14) and Wednesday (15). . . . Pianist Evelyn Crochet plays Mozart with Erich Leinsdorf and the Boston Symphony on Friday (17) and Saturday (18). . . . The eighth annual Metropolitan Opera Club Ball following the April 8 performance at the Met, Starring in "La Boheme" that night will be Miss Tebaldi, Franco Corelli, Jean Fenn and Mario Sereni. . . . Pianist Beveridge Webster performs with Vladimir Golschmann and the American Symphony at Carnegie Hall on Sunday (12) and Monday (13).

## Fiedler to Baton 2 San Diego Concerts

SAN DIEGO—Arthur Fiedler is slated to conduct two concerts of the San Diego Symphony's summer season, including the July 11 opener. Pianist Thomas Shumacher will be soloist on the initial program. Robert Emile will conduct the other three concerts. Among the other soloists will be the Romeros, violinist David Abel, pianist Whittemore and Lowe, baritone Theodore Uppman, tenor Stanley Kolk, and soprano Maria Graziano.

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STAN CORNYN — *Best Album Notes*, "Sinatra At The Sands".

DUKE ELLINGTON — *Best Original Jazz Composition*,  
"In The Beginning God".

ERNIE FREEMAN — *Best Arrangement Accompanying A Vocalist  
Or Instrumentalist*, "Strangers In The Night"  
recorded by Frank Sinatra.

MORTON GOULD — *Album Of The Year* — Classical,  
"Ives: Symphony No. 1 In D Minor" (Mr. Gould  
conducting the Chicago Symphony Orchestra).

NEAL HEFTI — *Best Instrumental Theme*, "Batman Theme".

JERRY HERMAN — *Best Score From An Original Cast Show Album*,  
"Mame".

FRANK SINATRA — *Album Of The Year*, "Sinatra: A Man And His  
Music," and *Best Male Vocal Performance*,  
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HERB ALPERT AND THE TIJUANA BRASS — *Best Instrumental  
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Arrangement*, "What Now My Love"  
by Gilbert Becaud and Carl Sigman.

RAY CONIFF SINGERS — *Best Performance By A Chorus*, "Somewhere  
My Love" by Maurice Jarre and Paul Francis Webster.

EYDIE GORME — *Best Female Vocal Performance*, "If He Walked Into  
My Life" by Jerry Herman.

ANITA KERR SINGERS — *Best Performances By A Vocal Group*,  
"A Man And A Woman"  
by Francis Lai, Pierre Barouh and Jerry Keller.

ERICH LEINS DORF — *Best Performance — Orchestra*,  
"Mahler: Symphony No. 6 in A Minor"  
(Boston Symphony Orchestra).

NEW VAUDEVILLE BAND — *Best Contemporary Recording*,  
"Winchester Cathedral" by Geoff Stephens.

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MAURICE JARRE — *Best Original Score Written For A Motion Picture  
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WARNER BROS.' Leroy Van Dyke, left, visiting London, congratulates Pye executive director Leslie Cocks on his appointment as general manager of Pye Records sales.

## E. GERMAN CONDUCTORS' 'LEANINGS' ANGER GOVT.

EAST BERLIN—Conductors of the 64 state orchestras in East Germany have angered their government because the number of West German and Western bloc compositions included in their repertoires.

Statistics released by the East German Government reveal that the most performed composers last year were Beethoven, Mozart and Brahms, at a combined total of 623 concerts.

East German works played numbered 243, compared with 67 of West German origin and 84 from the rest of the Western bloc. George Gershwin got 13 plugs during the year.

The official report criticizes the conductors for favoring Western bloc works at the expense of East German compositions.

## Philips Gets Spring on Spring With 'Specials'

HAMBURG — Philips has just announced one of its largest and most diversified spring offerings of pop releases.

The program encompasses entertainment, dance, chansons, cabaret, folk, jazz, prose, children's and cassette music. It also includes 10 releases on the Fontana budget label.

Features of the program are:

Konrad Adenauer's "promotion" from a classical to pop music commentator; a big number of cassette titles (15); increased attention to the kiddie market under the theme "today's babies — tomorrow's customers"; imaginative "special project" disks featuring

gymnastics for pregnant women. There are 13 titles in the "U" (for Unterhaltung or "entertainment") section; 23 dance titles; 21 prose, chanson, cabaret and folk titles; and 10 jazz titles.

Product makes use of the Philips, Fontana, Amadeo, Mercury and Star Club repertory.

Standout titles are Nana Mouskouri's world hit "The Last Rose of Summer"; a medley of musicals ("The Best From the World of the Musical"); the McGuire Sisters, "Still More Genius of Horst Jankowski"; and jazz releases with Louis Armstrong, Ray Charles and Erroll Garner.

## EMI Execs From 9 Nations Hold Confab on Expansion

LONDON — EMI publishing operation executives from nine European countries met in Brussels last Thursday (2) for a

### Baden Baden Out

BADEN BADEN—The 1967 Baden Baden pop music festival has been canceled. It will be replaced by a new form of pop competition for radio-TV presentation.

The decision to cancel the festival was based on dissension within the German music industry over the value of the festival and the format for the 1967 competition.

two-day conference on the company's expanding international music activities.

Chaired by the EMI group records director L. G. Wood, the meeting was deemed such a success that already plans have been tentatively set for a repeat conference in October.

Major topics at the conference included promotion, artists and repertoire liaison, and the role the many European song festivals could play in EMI's publishing activities.

The delegation at the meeting included Geoffrey Bridge, joint general manager, overseas

(Continued on page 56)

## Nasatir Plans Wrap-Up Talks On MGM Operation in U.K.

By GRAEME ANDREWS

LONDON — MGM president Mort Nasatir is scheduled in London March 31 for final talks before setting up its expanded operations in Britain.

Nasatir will be talking with leading industry personalities including agent Harold Davison. In his round of discussions, he is expected to settle finally on the choice of the industry figure who will helm MGM's operations here appointing staff and planning activities for the label after its present release deal with EMI expires June 30.

Already, MGM has started to move toward a more intensive role in the U. K. market. It

has begun to acquire British product for U. K. release, including a single by the domestic group Moons Train, which was produced by Rolling Stone Bill Wyman. MGM is also negotiating for British and other overseas rights to Eric Burdon and the Animals.

Additionally, MGM has started to advertise its product directly to the British trade supplementing the regular promotion EMI puts behind MGM material as part of its licensed repertoire operations.

Expecting to meet Nasatir is Phil Solomon, who launched Major-Minor at the end of last year. Solomon is intensifying the label's operations. He is

known to be planning U. S. deals to follow his arrangement to launch Roulette here.

As executive director of the offshore station, Radio Caroline, Solomon can now offer powerful promotion. In addition to direct airing of records, Solomon also swaps time on his station for use of other promotional media to boost his activities.

Recent example involved national daily newspaper advertising for a Major-Minor single, "Tomy Jones," a cover of an American release by MGM's Johnny Tillotson so far not scheduled for British issue by EMI.

## Rack-Jobbing Test in Sweden Is Facing Appraisal in Mid-April

By ESPEN ERIKSEN

STOCKHOLM — Mid-April will be the time when the prospects of rack jobbing in Sweden can be assessed and plans for the future laid. Manufacturers are hoping to attract an additional buying public via racking.

Sweden is the first Scandinavian country to experiment with this selling device (Billboard, Feb. 25). A pilot operation was launched in five supermarkets in the Gothenburg area in January and later 10 more were added. All were

situated some distance from the nearest record dealers.

"When the test period is over, we'll know whether we can organize permanent rack jobbing," said Eddie Landquist, head of Grammophonbolagen Distributioncentral (GDC), formed as a joint distribution organization in 1963 by Metronome, the Sonet group, Knappupp and Polar, which were later joined by Karusell and Philips-Sonora.

"We are aiming at a completely new buying public. Although we have concentrated

mostly on singles of local and foreign pop material," continued Landquist, who visited the States in 1965 to study rack jobbing. "I think we'll have to introduce a large LP repertoire as well soon."

Landquist anticipates positive and promising results when the test period has elapsed, and larger sales in the experimental area are already apparent.

"Regular record retailers are happy about the rack jobbing," claims Landquist, "because it is increasing the buying public's interest in our product."

## CBS Germany Into Classical Production With Mozart LP's

By OMER ANDERSON

FRANKFURT—CBS Schallplatten has just launched its own classical music production with the release of five LP's, "Die Reisen des jungen Mozart" (The Journeys of Young Mozart).

The series is described as a "diary in tones." The five LP's tell the musical story of Mozart's travels alone and with his father between 1762 and 1733.

The five records seek to bring music and the history of this period into synthesis. Titles are "Mozart in London," "Mozart in The Hague," "Mozart in Milan," "Mozart in Rome and Bologna" and "Mozart in Paris."

Each LP has music associated with Mozart's stay in each of the cities. Interpreters for the series are Helen Donath, soprano; Karl Engel, piano; Klaus Pohlers, flute; Helga Storck, harp. Music is by the Frankfurt Chamber Choir under Hans Richard Stracke; and the Frankfurt Chamber Orchestra under Hans Koppenburg.

Stracke has been appointed chief of German CBS' classical production.

CBS Schallplatten's chief, Bernhard Mikulski, pointed out that the five Mozart LP's are the first independent classical production by the German company. He announced that CBS is embarking on an independent classical production program under Stracke, which aims at stressing new artists and new production techniques.

### No Duplication

Mikulski said that German CBS' classical production will not duplicate production by CBS parent company in the U. S. or by CBS sister

companies elsewhere in the world, but will seek to "fill the gaps in CBS' over-all classical production."

Mikulski hopes to do with classical production much the same thing he has accomplished with pop production. Mikulski has made a name in the German trade by the original ideas and the great energy he has brought to pop production. He has stressed the development of young pop artists, and he has exhibited great imagination in picking pop themes for singles production.

Mikulski will now carry over essentially these same basic techniques into German CBS' classical production. He disclosed that German CBS has signed an agreement with the owner of a collection of six Stradivarius violins and other rare string instruments for CBS classical recording.

### Freire Pacted

CBS has placed under exclusive contract Nelson Freire, a 22-year-old Brazilian pianist, and is currently producing two LP's with Freire. They will be solo productions with works from Beethoven, Schubert, Schumann and Brahms.

Stracke said CBS would not make an exclusive contract with any one orchestra but would look for young, qualified musicians from Switzerland, France, Germany and Spain, and would sponsor so-called "Arbeitswochen" or workshop sessions which would then be recorded.

Stracke said the idea was to hold a "Marlboro" type festival at Winterthur, Switzerland, which has been picked as the production site. He said it was not the task of German CBS to attempt

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CLYDE OTIS reached an agreement with Durium for exploitation of his record productions and Eden Music copyrights in Italy. Involved in the pact are Giampiero Scussel, Durium A&R, left, and Franco Cassano, Durium Music manager, right.

## Electrola-Linked Cornet Is Rolling on Production Front

COLOGNE — Heinz Gietz and Rolf Engleder's new Cornet label is starting production. The new firm, which has a close tie-up with Electrola, began production of six singles and four LP's, on March 1 and extending through Oct. 10.

Cornet titles will be pressed by Electrola's Carl Lindstroem GmbH pressing plant and distributed through Electrola and through the disk wholesale trade. Cornet expects to produce between 25 and 30 singles per year and 20 to 25 LP's. Singles are priced at about \$1.20 and LP's at \$4.50.

The label will produce for the domestic market with contract artists and also will offer its production on the international market. It will produce in English and will produce foreign product in German for the German market. The initial three releases will be in English and foreign artists.

Gietz, a composer; Ilgner, a veteran producer, and Rolf Engleder, who will join the new firm later to head distribution are all well-known in the German disk trade and been associated in the past with Electrola as well as other German disk firms.

## 17 Silver Records, Added LP Output Puts Norway in Pink

OSLO—Seventeen silver records awards during 1966 and increasing local LP production spotlight the healthy condition of the Norwegian record market.

On the LP front, local sessions are lined up for Solvi Wang (Nor-Disc/Polydor), protest singer Minous (Nera/RCA Victor), Wenche Myhre (Polydor), and Kirsti Sparboe is planning an album of Arne Bendiksen songs for Triola.

Also, the Beatnicks are preparing their first LP for the Norwegian market, to be re-

corded in Metronome's Stockholm studios. Nera has introduced a low price LP series with the German Starlet label. All five major Norwegian record firms now have one or more low price album series on the market.

The silver records are awarded by the Arbeiderbladet newspaper for sales of 25,000. Jim Reeves won four and the Beatles three last year, and latest recipients are Herman's Hermits for their "No Milk Today," a chart topper for eight consecutive weeks.

## Ariola to Sell Soviet Melodia Via Magazine Record Clubs

GUETERSLOH, W. Germany—Ariola is expanding the sale of its Melodia-Eurodisc Soviet product into the German magazine disk club trade.

The first Soviet disk to be so distributed is the recording by the famous Ossipov People's Orchestra of "Beloved Melodies by Famous Composers."

It is one of three initial offerings through the just negotiated tie-up between Ariola-Eurodisc and Bunte Illustrierte, a big weekly illustrated magazine published by the Burda Publishing Company.

The other two titles are "Rendezvous with Rudolf Schock" (opera arias and

songs), and "Vergissmeinnicht" (Forget Me Not), with the late Fritz Wunderlich singing folk melodies.

The program—"Musik fuer dich" (Music for You)—will make selected Ariola-Eurodisc repertoire available to the magazine's readers at the special price of \$4.50.

Most important for Soviet product, it will take the Melodia repertoire into the German mass disk market for the first time. The move marks a definite shift of emphasis in marketing Melodia recordings.

Now that the extensive Melodia repertoire (there have been around 100 titles released so far) well received and established in German classical disk markets, Ariola is moving to dress up the Soviet product and promote it on the mass LP market.

## More Inroads Made in the Italy Market

By GERMANO RUSCITTO

MILAN—The first release of San Remo repertoire and classical music mark further major advances for music on tape in this country. Phonogram and Ecofina have both released San Remo material, the first time when issues have not come from existing record repertoire.

Phonogram's release consists of two musicassettes, one presenting a miscellany by some of the artists involved in this year's festival, from masters leased by Ricordi, Fonit-Cetra, Interrecord, Rifi and Ariston.

The second features a selection by Fonit-Cetra artists only, some of whom took part in the festival. Ecofina has issued two 4-track Fidelipac cartridges featuring numbers by Rifi and Ricordi artists, some of whom were San Remo performers this year.

Phonogram is first on the tape market with classical music, with two musicassettes of Vivaldi's "Four Seasons" and the Bach Brandenburg Concertos. Ecofina has obtained the rights for exclusive exploitation on tape of the GTA repertoire, and Sil of Turin has gained first option on phonocolor material, releasing five 4-track cartridges, featuring John Foster, Juca Chaves, Gino Mescoli's Orchestra, Archibald, and Tim and the Bad Boys.

## Rovere Selected Top French Jazz Musician of '66

PARIS—Bassist Gilbert Rovere of the Martial Solal Trio has been awarded the 1966 Prix Django Reinhardt as the outstanding French jazz musician of the year by the Academie du Jazz.

Other awards announced by the Academie at a reception in the Left Bank's Miniland discotheque were: Record Oscar: (for the best jazz record of 1966): "Unit Structures" by Cecil Taylor (Blue Note). Runner-up: "Discovery" (CBS) and "Dream Weaver" (Atlantic) by Charles Lloyd. Third: Buddy Tate and the Celebrity Club Orchestra (Black and Blue).

Prix Fats Waller: (for the best jazz re-issue): "The Definite Charlie Parker" Vol. 1 (Verve). Runner-up: "Bill Coleman in Paris" (La Voix de Son Maitre).

Blues/Gospel Prize: "It's a Man's Man's Man's World" by James Brown (Polydor International). Runner-up: Clara Ward and Her Gospel Singers at the Village Gate (Amadeo-Vanguard). Third: Junior Walker (Tamla Motown).

## Hamburg DGG, Basart in Deal

AMSTERDAM — DGG, Hamburg, and the Dutch publisher Basart have agreed to the exploitation of the Editions Arena-Holland catalog. The deal marks another stage in the changeover affecting the Aberbach international chain.

Editions Arena-Holland pub-

## CAN. DISK TRADE SCORED HUGE INCREASES IN 1966

TORONTO — The record industry in Canada chalked up another record year in 1966, with Dominion Bureau of Statistics' figures released this month showing unit sales up a whopping 21.6 per cent over 1965, and dollar sales, based on distributors' net selling price, up 20.1 per cent. The increases, though impressive, were not unexpected, as the lead over last year has been hitting that 20 per cent mark at each quarterly analysis—unit sales at the end of the first quarter were up 21.6 per cent; at the six-month point they were up 20 per cent; at the end of the third quarter they were up 21.1 per cent.

Total domestic production in 1966 was 40,302,306 units; unit sales totaled 34,194,484; for a dollar volume (distributors' net selling price) of \$33,169,697. Record club sales, up 6.5 per cent over 1965, totaled \$4,152,548.

The biggest increase in unit sales was shown by stereo LP's, up 39.4 per cent over 1965 sales. Mono album sales increased by 22.9 per cent, with singles up a healthy 14 per cent.

## From The Music Capitals of the World

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the film, "Oliver." She reports to London's Shepperton Studios on April 10. . . . Shecky Greene returned to the Riviera Hotel March 8 for an unscheduled three-week engagement. He replaced Sarah Vaughan and Tubby Boots. Phil Harris with the Kim Sisters, Andy Williams with the five Osmond Brothers, and Danny Kaye all go into the Desert Inn after the March 14 opening of Jimmy Durante as the DI reverts to the "big" name policy at least until September. . . . Exciting singer Maria Desti held over in the Sands' Celebrity Theater, will do a spring tour of the West Indies nightclubs. . . . Pretty singer Jan Daley, who closed with Tony Martin at the Riviera Hotel last Monday (16) opened at the El San Juan. . . . Susane Ray, now appearing at the Golden Nugget with country singing star Freddie Hart, has just signed a new contract with Capitol Records.

DON DIGILIO

## BRUSSELS

Helmut Zacharias, one of Germany's top recording artists, has been signed by Polydor Belgium. His first LP was released March

## Fats Waller Day In Amsterdam

AMSTERDAM — Negram-Delta and Dutch Teenage magazine have dubbed Saturday (18) as Fats Waller Day.

A contest has been organized in which 20 beat groups will compete. Each will play three Fats Waller songs. The group considered best in terms of presentation and interpretation will win a recording contract.

The adjudicators for the contest will include prominent disk jockeys and music journalists.

## Teen Mags Merge

MUNICH — Germany's two big teen-age pop music magazines, Bravo and OK, will merge. Bravo has sales of 706,664 per issue, and OK 117,778.

lishes the original German material of the Arena and Aberbach, and will now also act as publishing outlet for local copyrights of recordings by Dutch Polydor.

2. . . . The Cream will visit Brussels March 23-28 for TV appearances to promote their disk "I Feel Free" bw "NSU" which is getting good airplay. . . . Polydor Belgium has formed its own music publishing company, S.A. Editions Musicales Belges Arena.

## CHICAGO

Mitch Miller is sitting in at WGN Radio March 3 through 18 for vacationing Wally Phillips, one of the town's two top morning men. . . . Boston's Bert Johnson topped 27 other Mercury promotion managers by first obtaining a top 10 position for Lesley Gore's "California Nights" single and won an expense-paid trip to Southern California. . . . Main Line Distributors in Cleveland has founded a manufacturing division, Main

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## Musidisc Now Output Giant

PARIS — Musidisc-Europe, operating in France in the Bel-Air premises at Courbevoie, formerly owned by Madame Nicole Barclay, is now producing 100,000 LP's a month, making the company the fourth biggest in France in terms of album production.

Philippe Thomas, the company's president, said his company is putting out 20 new albums a month featuring classical, folk and jazz music.

Musidisc acquired the Bel-Air label and premises last April. It also distributes the American Savoy and Vox labels, the Italian Cetra label as well as its own Musidisc and Visadisc product.

Thomas plans to visit the United States in April or May in search of new contracts with record companies. Already 50 per cent of Musidisc's production is of foreign origin.

## EMI Execs

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division; Norrie Paramor, international publishing controller, and Harry Lewis, general manager of EMI's UK. Ardmore and Beechwood Publishing Co.

Among the 17 attending were Bovema chief Gerry Oord together with other executives from Holland, France, Germany, Belgium, Italy, Spain, Sweden and Denmark.

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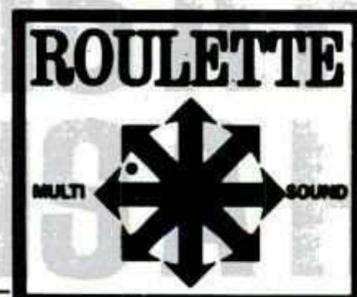
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# CBS Germany Into Classical Production With Mozart LP's

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the production of great symphonic; that this was being done by the New York Philharmonic, the Philadelphia and Cleveland orchestras and the London Symphony.

### Extend Program

Rather, Stracke emphasized, German CBS will attempt to develop a unique classical program which will extend the over-all CBS repertoire. One of the next CBS Schallplatten projects will be the classical production with the "Trio Stradivarius," a Swiss chamber music group which CBS has placed under long-term contract. This group will record string trio music with instruments from the Stradivarius collection.

The first work will be the E sharp major Divertimento from Mozart. Other recordings will encompass the works of Haydn, Boccherini and Beethoven.

Mikulski said that the German CBS company has approached classical production in three steps: The first step was to import U. S. parent CBS classical product and adapt this material

to the German market, mainly in the matter of packing, titles, and explanatory text.

### Increased Product

The second step was pressing. CBS Schallplatten began to press its own pop singles nearly three years ago, and since 1965 it has been pressing an increasing quantity of classical product.

The third step was classical co-production with U. S. CBS, the German company using artists who were under contract to Columbia in the U. S. These included Isaac Stern and Zino Francescatti.

CBS Schallplatten calculates that it must sell at least 2,000 copies of a classical production merely to cover pressing and distribution costs. However, for prestige purposes, CBS' German company distributes classical in smaller quantities on the German market through co-operative arrangements with CBS companies in Britain, France, Italy, Switzerland and Austria.

Under this arrangement, one CBS company produces for all of the CBS companies or for most of them on the basis of advance agreement.

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• Continued from page 56

Line Records, with branch offices in Miami and Atlanta. President is Eugene V. Shipley, executive vice-president is Michael Spence, Carl Lombardo and Edwin Rosenblatt are vice-presidents in distribution. Ross Halamay is rack manager. Jerry Sharell heads record production, Jack Solinger runs the Atlanta branch and Sherman Lieberman is in charge in Miami.

In Des Moines, Jerry Biddle, William Cox and Douglas Samuel, president, vice-president and secretary-treasurer, respectively, have formed Monex Records, Inc. . . . A "big band bash" highlights the fourth annual Kansas City Jazz Festival April 1-2. Headliner will be Stan Kenton's 18-piece ensemble. Other bands booked are the 19-piece Kansas City Kix and the Warren Durrett Brass, and a group headed by Oliver Nelson. Other artists to appear are Lou Rawls, Marilyn Maye, Sammy Tucker Trio, Bettye Miller, Milt Abel, Herb Ellis, Don Winsell and, hopefully, Jay McShann. . . . Through the good offices of Capitol Records, 57 stations of the Australian Broadcasting Commission are rebroadcasting a 90-minute salute to the late Nat King Cole, originally aired by Mike Rapchak on WLS-FM here. . . . Peter Thompson, Percy James, Richard Simmons and Albert St. James—the Quartette Tres Bien, open at the London House Wednesday (15). Following into the room March 28 for three weeks is the George Shearing Quintet.

### DUBLIN

Larry Cunningham received a plaque from the Drogheda mayor at the annual Lord Mayor's Show to mark his victory as the country's No. 1 singer in Billboard's 1966 poll. The Johnstons and Dermot O'Brien also received awards for their chart toppers, "The Traveling People" and "The Merry Ploughboy." . . . T. J. Byrne, manager of the Royal Show Band for the last 10 years, resigns March 26. The Royal has been one of Eire's leading dancing and recording attractions during the last seven years. Byrne intends launching another similar unit shortly. . . . Danny Doyle, a new solo folk singer, scored here in the show band-dominated chart with his first single, "Step It Out Mary," released on the new Major label.

The Strangers (Pye) debuted last week with "Look Out (Here

Comes Tomorrow)," from the Monkees' second LP. . . . The Capitol's "disk-a-month" scheme's second single is "Sorry 'Bout That, Chief" by Don Long. The title is a catch-phrase from the weekly TV show "Get Smart."

KEN STEWART

### HAMBURG

RCA Victor's 24 continental representatives met to discuss marketing plans for the rest of this year. . . . Philips has produced an LP of the German "The King and I" production. The show has done well in Munich and Vienna. . . . American disk jockey Paul Siegel has joined RIAS Radio in Berlin. . . . Teldec artists Julian Bream (England), John Brownling (U. S.), Montserrat Caballe (Spain) and Mario Del Monaco (Italy) have been in Germany for concerts and recording. . . . The State TV Service turned down the Monkees series. . . . Teldec's new low-price (\$2.40) "Music for All" LP series features Caterina Valente, Vico Torriani, Billy Mo, Manuela, Hilde Gueden, and Joseph Keiberth. . . . Violinist Igor Oistrakh (Ariola) will play concerts in Germany. . . . Actress Senta Berger's first single will be "No Time for Romance" and "Music and Memories". . . . Polydor has recorded a German version of the "Hello, Dolly!" show, featuring Will Millowitsch, Roy Black, Brigitt Petry, Louise Martini and Rene Kollo. . . . Hansa's Peter Meisel is now producing records for Caterina Valente (Decca), Bernd Spier (CBS), Hans Juergen Bauemler (CBS), Rex Gildo (Ariola), the Loof (Hansa) and Gerd Boettcher (Hansa).

WOLFGANG SPAHR

### LONDON

CBS is setting massive promotion for its first single from Georgie Fame, his own composition "Because I Love You." The disk is being rushed out in U. K. Friday (17) to be followed by worldwide release on CBS (Epic) in the U. S. . . . The British disk is being pressed with a special picture of Fame on the label and posters, give-away label badges and book matches are being used to promote Fame and CBS. All promotional material features the slogan "Fame in 67" and a special logo. . . . Phil Solomon has captured hot Irish artist Dermot O'Brien for his Major-Minor label. RCA Victor has issued a single

by British TV artist Malcolm Roberts "Time Alone Will Tell," English version of the San Remo Festival winner, "Non Pensare a Me," with new lyrics by Norman Newell who also produced the single. . . . Decca is planning to launch Lee Hazelwood's LHI label in Britain, and has also acquired rights to Detroit's Impact label, which will be issued on the London label here. . . . Pye has placed a single "Love Hates Revenge," by Episode Six with Elektra in the U. S. . . . This month's European tour by Stax artists headed by Otis Redding will be recorded in theaters in London and Paris for a live album release. . . . RCA's "Sound of Music" film album this week reaches its century mark in the U. K. album charts. Since its release two years ago it has sold 1,500,000 copies in the U. K. . . . Andrew Heath has left the independent Strike label to become professional manager of Roulette's Planetary-Nom publishing operation in London. . . . Rene Maget, head of EMI's Spanish offshoot, flew in Thursday (9) for talks with EMI chiefs in London. August Batzem, export manager of Electrola is due next Monday (13)

GRAEME ANDREWS

### LOS ANGELES

White Whale has moved to new quarters at 8961 Sunset Boulevard. . . . The Electric Prunes starred at a Heart Fund Charity bash last Tuesday (7) at the newly opened Mod Street West Club in Culver City. Owners are Barry Campbell and Larry Duranty.

The Playboy Club holds its second talent audition on Monday (13) in the Penthouse club at 11 a.m. Sue Zan Jenkins handles audition appointments. . . . Muntz Stereo-Pak opens a franchise CARtridge outlet in Laguna Beach on Tuesday (14). Store owner is Jerry McDonald, who also runs Costa Mesa Tape City. Don Brown, formerly at the Costa Mesa store, shifts over to manage the new outlet. Americana Records has been formed by Marshall Berle, former rock 'n' roll booker at Associated Booking Corp. His first six acts are Joel Scott Hill, Mile Ends, Nine of Diamonds, Little Richard, Joanna Hill and Wolf Man Jack, XERB disk jockey. Berle's offices are at 9477 Brighton Way, Beverly Hills. 20th Century Fox is planning a promotion campaign for actor Tony Scott, who records for Liberty. His debut single is "With All My Heart." Pianist Calvin Jackson is boosting a new singing talent Susan Roberts, who debuted at Sir Michael's Restaurant, Santa Anna, last Monday (7).

New film assignments: Jerry Goldsmith, Quincy Jones and Johnny Williams will score pictures for the Mirisch Corp. Goldsmith will work on "The Law and Tomb-

stone"; Jones on "In the Heat of the Night" and Williams on "A Garden of Cucumbers." Alfred Newman signed to score "Fire-creek" and William Lava has been tagged to score "The Assignment," both for Warner Bros. Virgin Island vocalist King Charles Mack Niles has composed two songs for Universal's "Crisis Cross" full-length feature. David Rose's music is heard on 23 television themes. . . . The Checkmates Ltd. cut their first LP March 13-14 in Hollywood. . . . Disneyland has lined up its Easter week entertainment thusly: the Mills Brothers, Steve Alaimo, Martha and the Vandellas, Hank Thompson and His Brazos Valley Boys, the Mustangs, Nous Four, Individuals, Bill Elliott and his orchestra, the Young Men From New Orleans and the Ward Gospel Singers.

ELIOT TIEGEL

### MILAN

CGD this month mounts a publicity campaign to promote the WB-Reprise lines. . . . Don Backy (Clan) recorded his San Remo hit, "L'Immensite" in Spanish, for release by Discos Vergara, Madrid. . . . RCA Italiana released Luigi Tenco's last recordings made before his suicide, "Guarda Se Io" and "Vedrai, Vedrai," both co-published by RCA Italiana and Ricordi. . . . Imre Rozsa, Vienna's Symphony tone production general manager, is expected for talks with SAAR, which may take Symphony's classical and folk material for its Joker low-price line. The New Vaudeville Band (Fontana-Phonogram) is expected here Monday (13) for TV and promotion of "Winchester Cathedral," now turning the 70,000 units mark. Other versions of this tune including Frank Sinatra (CGD-Reprise), Antonio Marchese (Fonit), Natalino Otto (Telerecord), Bob Swanson's Playboys Band (Variety-Rifi), Fausto Papetti (Durium), Cesco Anselmo (Vedette) and the Young Springtime Band (GTA).

GERMANO NUSCITTO

### MUNICH

Two new musicals have been premiered here this month. One is "Wie Lernt Man Liebe" (How to Learn Love), written by Mischa Spoliansky and starring Christine Goerner, Ursula Benz, Irmgard Barth and American Keith Engen. The other is based on the "Charley's Aunt" comedy, with local star Hans Clarin playing the Ray Bolger part. Music is by Ralph Maria Siegel, the book is by Robert Gilbert and Max Colpet. American dancer Gene Reed arranged the choreography.

Sandy Posey (MGM) recorded for Polydor and did TV promotion. . . . For Polydor, Czech singer Karel Gott has recorded another German version of "Lara's Theme." . . . Jonie James tours American clubs here next month. . . . "The Swinging Years," TV show produced by Hans Roth, features film clips of U. S. bands and singers.

JIMMY JUNGERMANN

### OSLO

Norwegian TV has bought six Monkees' episodes for spring and summer transmission. . . . "I'm a Believer" still tops the Hit Parade. . . . The Beatles have qualified for their 13th Norwegian silver disk for 25,000 sales of "Yellow Submarine," released by Iversen last August. "Penny Lane" is currently second in the chart. . . . Troll chief Jorg-Fr. Ellertsen visited Stockholm to set Swedish distribution of the Dizzie Tunes' records through Cupol.

The Spencer Davis group (Britain) and Sten and Stanley (Sweden) made successful personal appearances here. Laila Granum and the Key Brothers (Troll) have cut another version of "Lara's Theme." . . . Kjell Grunnteig's debuts for Triola with a Norwegian version of "Distant Drums." . . . The 2nd Evolution Corps, pop group, bowed on Philips with "Look Away."

ESPEN ERIKSEN

### PARIS

Johnny Hallyday has recorded a French version of VIP's song, "Back Into My Life Again," for Philips. . . . Tutti has achieved world-wide sales of the Jennifer song "La Meldoie de la Radio" by Daniel Faure and Andre Salvat. . . . Barclay beat the world with the rush release of "When I Was Young" on an EP by Eric Burdon and the Animals. . . . John William (Polydor) and Rosy Armen (CBS) have recorded Eddy Marnay's French version of "Games That Lovers Play" ("Les Jeux des Amoureux"). . . . Francis-Day sees the success of the Beach Boys' "Good Vibrations" on Pathe-Marconi as proof of a big market for singles in France, and an indication that original versions of foreign hits are becoming more important than the French cover versions. . . . Noelle Noblecourt has recorded for Decca the French version by Pierre Amel of the song "I'd Let You Break My Heart All Over Again" (Comme Un Pantin). . . . Sonny and Cher's "The Beat Goes On" is scoring big sales for Barclay following extensive airplay. . . . Claude Francois has recorded a French version of the Cat Stevens hit "Matthew and Son" for Philips. . . . Music-disc has released the San Remo prize winner, "Non Pensare a Me" by Claudio Villa on the Cetra label. The song is co-published in France by Jacques Plante and Tutti. Mireille Mathieu has recorded a French version of the song for Barclay.

Philips released the first EP by young singer-songwriter Gerard Gray, who wrote the words for the Swiss Eurovision entry, "Quel Coeur Vas-Tu Briser?" . . . Alain Barriere's three-week season at the Olympia was a big success. Barclay has released a new LP by the singer Evariste, who is also a Chamade and "Lolita." . . . Latest addition to the Disc'AZ stable is singer Evariste who is also a Doctor of Physics. . . . Jacques Brel's latest LP for Barclay, featuring "A Jeun," "La Chanson des Vieux Amants" and "Le Gaz" is proving a big seller, as are two new EPs by Jean Ferrat, which include "Pauvre Boris" and "Heureux Celui Qui Meurt d'Amour."

MIKE HENNESSEY

### SAN JUAN

Los Gemelos Del Sur (The Twins from Southern Spain) two young performers, have placed their first album (Borinquen Records) and single by the same title, "Una Mentira Piadosa," in the top spot on Puerto Rico radio and in record sales. Two other singles from the album, "Amor que te di" and "Consejos de la Gente" also very high in the local charts. . . . Veteran record man Angel Cuin, for many years in charge of the classical record department of Martinez Vela, largest record store in Puerto Rico, recently opened his own store in nearby Santurce, Cuin's Discoteca Selecta, at 1606 Fernandez Juncos Avenue, Santurce, P. R. . . . Wayne Newton (Capitol Records) opens at the Americana Hotel for his first Puerto Rico visit. . . . Pedro (Piquito) Marciano, another of Puerto Rico's greats in the pop composing-recording business, will be honored by the Asociacion de Aficionados a la Musica del Ayer (APANA). . . . Adrian Associates, record designer and manufacturer, recently moved from New York to Miami. Adrian does a big business with Puerto Rico labels.

### TORONTO

Verve-Folkways' second single by the Paupers, "Simple Deed" and "Let Me Be," both written by lead single Adam Mitchell and drummer Skip Prokop, was pre-released in Canada due to demand created by the success of the Toronto group's initial disk, "If I Call You By Some Name." . . . Lee Armstrong, sales manager of Compo's Apex division, just back from a week on the West Coast conferred with affiliate companies, Crescendo, Challenge, and the new

(Continued on page 60)

# Get in on the incredibly rich teen-age market with your own HULLABALOO SCENE teen dance club



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**TV's HULLABALOO SCENE**

BB-1

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	SNOOPY VS. THE RED BARON	The Royal Guardsmen (Festival)
2	2	I'M A BELIEVER	The Monkees (RCA)—Leeds
3	—	WARDS OF LOVE	Mama's and Papa's (RCA)
4	6	HAPPY JACK	The Who (Philips)—Essex
5	4	COALMAN	Ronnie Burns (Festival-Spin)
6	3	BIG TIME OPERATOR	The Id (Festival-Spin)
7	8	GEORGY GIRL	The Seekers (Columbia)—Chappells
8	9	FRIDAY ON MY MIND	The Easybeats (Parlophone)
9	—	GREEN, GREEN GRASS	Tom Jones (Decca)—Palace
10	—	KIND OF A DRAG	The Buckingham (Stateside)—Alberts

## BRITAIN

(Courtesy Record Retailer)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	RELEASE ME	Engelbert Humperdinck (Decca)—Burlington-Charles Blackwell
2	2	PENNY LANE/STRAWBERRY FIELDS FOREVER	The Beatles (Parlophone)—Northern-George Martin
3	3	THIS IS MY SONG	Petula Clark (Pye)—Leeds-Ernie Freeman
4	6	EDELWEISS	Vince Hill (Columbia)—Williamson-Bob Barratt
5	7	ON A CAROUSEL	Hollies (Parlophone)—Gralto-Ron Richards
6	4	HERE COMES MY BABY	Tremeloes (CBS)—Angusa-Mike Smith
7	5	I'M A BELIEVER	Monkees (RCA)—Screen Gems-Jeff Barry
8	11	THERE'S A KIND OF HUSH	Herman's Hermits (Columbia)—F.D.&H.-Mickie Most
9	8	MELLOW YELLOW	Donovan (Pye)—Donovan-Mickie Most
10	10	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)—Copyright Control-Gernhard
11	13	DETROIT CITY	Tom Jones (Decca)—Southern-Peter Sullivan
12	18	GEORGY GIRL	Seekers (Columbia)—Springfield-Tom Springfield
13	9	PEEK-A-BOO	New Vaudeville Band (Fontana)—Hournew-Geoff Stephens
14	22	GIVE IT TO ME	Troggs (Page One)—Dick James-Larry Page
15	14	I WON'T COME IN WHILE HE'S THERE	Jim Reeves (RCA)—Metric-Chet Atkins/Bob Ferguson
16	16	IT TAKES TWO	Marvin Gaye and Kim Weston (Tamla-Motown)—Carlin-Stevenson/Cosby
17	31	THIS IS MY SONG	Harry Secombe (Philips)—Leeds-Johnny Franz
18	12	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY	Rolling Stones (Decca)—Mirage-Andrew Oldham
19	17	SINGLE GIRL	Sandy Posey (MGM)—Mecolico-Chips Moman
20	32	I'LL TRY ANYTHING	Dusty Springfield (Philips)—Raintree-John Franz
21	37	MEMORIES ARE MADE OF THIS	Val Doonican (Decca)—Campbell Connelly-Ken Woodman
22	15	MATTHEW AND SON	Cat Stevens (Deram)—Cat-Mike Hurst
23	23	LET ME CRY ON YOUR SHOULDER	Ken Dodd (Columbia)—Dominion-Norman Newell
24	41	LOVE IS HERE AND NOW YOU'RE GONE	Supremes (Tamla-Motown)—Carlin-Holland and Dozier
25	19	SUGAR TOWN	Nancy Sinatra (Reprise)—Criterion-Lee Hazelwood
26	26	STAY WITH ME BABY	Walker Brothers (Philips)—Essex-Johnny Franz
27	42	AL CAPONE	Prince Buster (Blue Beat)—Melodisc-Melodisc
28	21	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Burlington-Peter Sullivan
29	44	I WAS KAISER BILL'S BATMAN	Whistling Jack Smith (Deram)—Mills-Noel Walker

30	33	I'VE PASSED THIS WAY BEFORE	Jimmy Ruffin (Tamla-Motown)—Carlin-Dean/Weatherspoon
31	20	I'VE BEEN A BAD BAD BOY	Paul Jones (HMV)—Leeds-John Burgess
32	39	THEN YOU CAN TELL ME GOODBYE	The Casinos ((President)—Acuff-Rose-Gene Hughes
33	24	INDESCRIBABLY BLUE	Elvis Presley (RCA)—Carlin
34	34	SO GOOD	Roy Oribson (London)—Acuff-Rose-Rose/Vienneau
35	29	BEAT GOES ON	Sonny and Cher (Atlantic)—Carlin-Sonny Bono
36	30	LAST TRAIN TO CLARKSVILLE	Monkees (RCA)—Screen Gems-Boyce/Hart
37	35	RUN TO THE DOOR	Clinton Ford (Piccadilly)—Carlin-John Schroeder
38	48	SIMON SMITH AN HIS AMAZING DANCING BEAR	Alan Price (Decca)—Schroeder-Ivor Raymonde
39	38	COLD LIGHT OF DAY	Gene Pitney (Stateside)—Bron-Pitney/Kahn
40	47	KEEP IT OUT OF SIGHT	Paul and Barry Rvan (Decca)—Cat-Mike Hurst
41	—	TOUCH ME, TOUCH ME	Dave Dee, etc. (Fontana)—Lynn-Howard/Blakley
42	28	I'M A MAN	Spencer Davis Group (Fontana)—Island-Island
43	27	HEY JOE	Jimi Hendrix (Polydor)—Yamata-Yameta
44	—	I CAN'T MAKE IT	Small Faces (Decca)—Immediate-Mariotti/Lane
45	43	KNOCK ON WOOD	Eddie Floyd (Atlantic)—Belinda
46	25	NIGHT OF FEAR	Move (Deram)—Essex-Denny Cordell
47	36	98.6	Keith (Mercury)—Screen Gems-Gerry Ross
48	—	MY FRIEND JACK	Smoke (Columbia)—Morgan-Monty Babson
49	—	IS THIS WHAT I GET FOR LOVING YOU	Marianne Faithfull (Decca)—Screen Gems-Andrew Oldham
50	—	DARLING BE HOME SOON	Lovin' Spoonful (Kama Sutra)—Robbins-Erik Jacobsen

## EIRE

(Courtesy New Spotlight, Dublin)

This Week	Last Week	Title	Artist
1	4	THIS IS MY SONG	Petula Clark (Pye)—Leeds
2	1	HOUSE WITH THE WHITEWASHED GABLE	Drifters (Pye)—Copyright Control
3	—	PENNY LANE	Beatles (Parlophone)—Northern Songs, Ltd.
4	2	I'M A BELIEVER	Monkees (RCA Victor)—Screen Gems
5	—	RELEASE ME	Engelbert Humperdinck (Decca)—Burlington
6	3	MATTHEW AND SON	Cat Stevens (Deram)—Cat Music
7	6	RUBY TUESDAY	Rolling Stones (Decca)—Mirage
8	9	GENTLE MOTHER	Big Tom McBride (Emerald)—Hyde Park Music
9	—	STREETS OF BALTIMORE	Des Kelly (Pye)—Copyright Control
10	7	WHEN YOU CRY	Dickie Rock (Pye)—Dick James

## 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	10	C'EST MA CHANSON	Les Compagnons de la Chanson (CBS)—Sim Beuscher
4	5	TA TA TA TA	Michel Polnareff (A.Z.)—Meridian
5	4	LES PLAY BOYS	Jacques Dutronc (Vogue)—Alpha
6	3	C'EST MA CHANSON	Petula Clark (Vogue)—Sim Beuscher
7	8	KILIMANDJARO	Pascal Danel (A.Z.)—Le rideau rouge
8	7	PAR AMOUR PAR PITIE	Sylvie Vartan (RCA)—Labrador
9	9	SI J'ETAIS CHARPENTIER	Johnny Hallyday (Philips)—France Melodie
10	—	PENNY LANE	The Beatles (Odeon)—Northern Song France

## HOLLAND

\*Denotes local origin

This Week	Last Week	Title	Artist
1	—	STRAWBERRY FIELDS FOREVER/PENNY LANE	The Beatles (Parlophone)—Leeds, Holland-Basart—BIEM
2	1	I'M A BELIEVER	The Monkees (RCA Victor)—Internationale Muziek Comp.—BIEM
3	2	HET LAND VAN MAAS EN WAAL	Boudewijn de Groot (Decca)—Altona—BIEM
4	3	LET'S SPEND THE NIGHT TOGETHER	The Rolling Stones (Decca)—Essex, Holland-Basart—BIEM
5	—	NA NA NA	Shoes (Polydor)—Impala Basart—BIEM
6	—	RELEASE ME	Engelbert Humperdinck (Decca)—Altona—BIEM
7	4	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)—BIEM
8	10	I'M A MAN	Spencer Davis Group (Fontana)—Essex, Holland-Basart—BIEM
9	5	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Altona—BIEM
10	—	HEY JOE	Jimi Hendrix (Polydor)—BIEM

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	CUORE MATTO	Little Tony (Durium)—Durium
2	2	PIETRE	Antoine (Vogue)—Sciascia
3	3	PROPOSTA	Giganti (Ri Fi)—Cicogna
4	4	BISOGNA SAPER PERDERE	Rokes (Arc)—RCA
5	9	L'IMMENSITA'	Johnny Dorelli (CGD)—Clan

6	6	CIAO AMORE CIAO	Luigi Tence (RCA)—RCA-R.R. Ricordi
7	7	IO, TU E LE ROSE	Orietta Berti (Polydor)—Nazionale
8	11	UN MONDO D' AMORE	Gianni Morandi (RCA)
9	8	LA RIVOLUZIONE	Gene Pitney (Musicor)—Supersonic
10	5	L'IMMENSITA'	Don Backy (Clan)—Clan

## NORWAY

(Courtesy Verdens Gang)

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER	Monkees (RCA Victor)—Screen Gems
2	5	PENNY LANE	Beatles (Parlophone)—Edition Lyche
3	2	LET'S SPEND THE NIGHT TOGETHER	Rolling Stones (Decca)—Essex
4	4	INATT JAG DROMDE	Hep Stars (Olga)—Sonora
5	3	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Palace Music
6	10	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)
7	—	I WON'T COME IN WHILE HE'S THERE	Jim Reeves (RCA Victor)
8	6	HAPPY JACK	Who (Polydor)—Reuter & Reuter
9	9	MELLOW YELLOW	Donovan (Epic)—Southern Music
10	8	VID DIN SIDA	Sven-Ingvars (Svensk-American)—Seven Bros.

## PHILIPPINES

This Week	Last Week	Title	Artist
1	1	KEEP ON DANCING	The Gentrys (MGM)—Mareco, Inc.
2	2	LAND OF 1000 DANCES	Wilson Pickett (Atco)—Mareco, Inc.

3	3	SPANISH NIGHTS AND YOU	Connie Francis (MGM)—Mareco, Inc.
4	5	I'M A BELIEVER	The Monkees (RCA)—Filipinas Record Corp.
5	4	TOGETHER AGAIN	Buck Owens (Capitol)—Mareco, Inc.
6	6	HOMEWARD BOUND	Simon and Garfunkel (CBS)—Mareco, Inc.
7	8	WINCHESTER CATHEDRAL	New Happiness (CBS)—Mareco, Inc.; Palm Beach Band Boys (RCA)—Filipinas Record Corp.
8	7	I CALL YOUR NAME	The Mama's & The Papa's (RCA)—Filipinas Record Corp.
9	10	WEDNESDAY'S CHILD	Matt Monro (Capitol)—Mareco, Inc.
10	—	TWO OF US	Harriette Blake (Monument)—Mareco, Inc.

## 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	5	REMEMBER WHEN	Max Bygraves (Pye)
4	4	RAMBLIN' BOY	Des Lindberg (CBS)
5	3	CRY SOFTLY	Nancy Ames (CBS)
6	6	IF I WERE A CARPENTER	Bobby Darin (Atlantic)
7	9	MELLOW YELLOW	Donovan (CBS)
8	17	SAVE ME	Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)
9	13	SWEET PEA	Tommy Roe (ABC-Paramount)
10	7	PAINT ME A PICTURE	Gary Lewis and the Playboys (Liberty)

## From The Music Capitals of the World

Continued from page 58

Uni label. . . Gordon Lightfoot is back from sessions in Nashville for his second United Artists LP. . . One of the Red Leaf label's most successful groups, the British Modbeats, have their third single off the presses, "No More

Love" and "Try to Understand," with their first album, "Mod is the British Modbeats," due the end of the month. . . Quality reports Ian and Sylvia's debut single on the MGM label, "Lovin' Sound" is taking off in Toronto and Montreal. About 3,000 rioting fans caused

\$5,000 damage at the Ottawa Coliseum when the Animals refused to go on stage for their concert Wednesday (1), claiming they had only been offered \$300 in advance against the contract price of \$3,500. Police were unable to locate the promoters of the show. . . The first two shows produced in color in the CBC-TV network's controversial "psychedelic" public affairs series, "Sunday," featured Ian and Sylvia, who wrote the theme for the show, on which Ian is a host; the Buffalo Springfield, two of whom are Canadians, and Joan Baez. **KIT MORGAN**

## With U. S. Fighting Forces



Three facets of service given by Red Cross workers assigned to units of U. S. forces in South Viet-Nam: An assistant field director delivers a message to the captain of a refrigerator ship; a hospital worker passes out homemade cookies to a convalescent patient; a center-clubmobile girl starts a recreation program in a straw-roofed building for servicemen during a brief respite from fighting.

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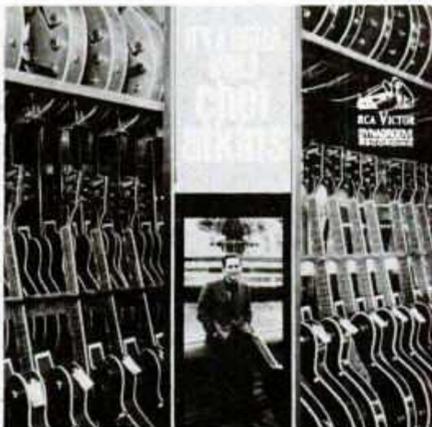
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# America's Favorite Country Music is on RCA VICTOR

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new albums for March



Songs from around the world as Chet plays "January in Bombay," "Et Maintenant (What Now My Love)," "Sempre," "What'd I Say," "A Taste of Honey," "Ranjana," 6 more. LPM/LSP-3728



His first RCA Victor album. 12 old and new hits should put this one over big! "Stand Beside Me," "If the Whole World Stopped Lovin'," "My Way of Life," "Your Country Boy." LPM/LSP-3727



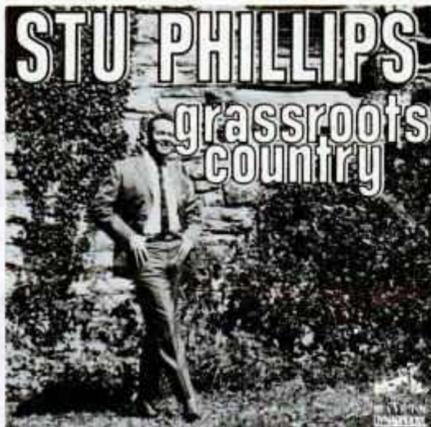
New breed in country music does hits of Harlan Howard. "The Everglades," "She Called Me Baby," "Busted," "Heartaches by the Number," "Tiger by the Tail," "Foolin' 'Round." LPM/LSP-3660



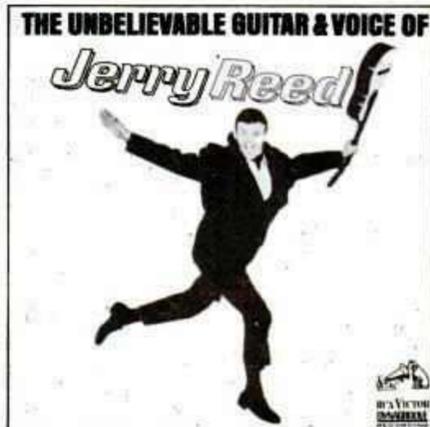
Her birthday present for Porter Wagoner. She sings 12 of his greatest hits. "Dooley," "Company's Comin'," "A Satisfied Mind," "Howdy Neighbor, Howdy," "Your Old Love Letters." LPM/LSP-3700



New concept features a chamber music approach to country songs. "I'm Movin' On," "The Three Bells," "Sweet Dreams," "Four Walls," "Oh, Lonesome Me," "Bonaparte's Retreat." LPM/LSP-3767



His second album features more of those warm, down home songs. "Green, Green Grass of Home," "Through the Night," "The Last Thing on My Mind," "Guess Things Happen That Way." LPM/LSP-3717



New talent on the Nashville scene explodes with 12 great numbers. "Guitar Man," "It Don't Work That Way," "I Feel for You," "U.S. Male," "Long Gone," "Love Man," "Woman Shy." LPM/LSP-3756



12 campfire favorites sung in the well-known style of this great group. "That Lucky Old Sun," "Don't Fence Me In," "Leanin' on the Ole Top Rail," "Moonlight on the Colorado." LPM/LSP-3714



Hank Snow goes Hawaiian in an album that should please his many fans. He does "Hula Love," "Beyond the Reef," "Trade Winds," "Blue for Old Hawaii," "Oahu Rose." LPM/LSP-3737



The best in gospel music in a powerhouse package that features songs like "Ten Thousand Angels," "Satisfied," "This Train," "May God be With You," "I Asked the Lord." LPM/LSP-3721



# COUNTRY MUSIC



CONGRATULATING BOB JOHNSTON on his new job as director of country a&r for Columbia Records is a bevy of New York and Nashville label executives. Scene was a party at the label's Nashville studios. From left: Larry Baunach, manager of administrative services, a&r, Nashville; Bill Gallagher, vice-president of the label; Johnston; Jack Wiedenmann, director, administration and a&r, and Frank Jones, country a&r producer.

## Dean C&W Academy Man of Yr.

By BILL WILLIAMS

LOS ANGELES — Dean Martin, in absentia, was named "Music Man of the Year" by the Academy of Country and Western Music in a surprise climax to a lengthy awards banquet at the Beverly Hilton last Monday (6).

A show which brought together some contrasting elements of the entertainment world and an endless parade of talent was marked by a notable absence of recipients.

Nonetheless, it was a gala second annual affair. Geared specifically for the West Coast, it had all the glitter of Hollywood and many of film's personalities. Martin, on location for a movie, was not among them. His teen-aged daughters, who identified their father as the "Italian Cowboy," accepted in his behalf.

The biggest winners were members of the audience, who were treated to a scripted narration titled "Celluloid Cowboy" narrated by Lorne Greene and a great deal of non-scripted banter by Greene, his "Bonanza" son, Michael Landon, Andy Devine, Chill Wills, Nick Adams, Irene Ryan, Pat Buttram, Bea Benaderet, Edgar Buchanan, Donna Douglas, Eddie Albert and Minnie Pearl. Nearly 1,200 guests, dressed in everything from formal wear to gaudy noodie costumes, also got a full measure of entertainment from Tex Ritter (who sang), Ray Price (who sang a

blues number and "Danny Boy," but nothing country), Bonnie Guitar, Tex Williams, Sheb Wooley and Roger Miller.

### Other Stars

Other stars who made presentations, and played it straight, were Andrew Pine, Judy Lynn, Melody Patterson, James Drury, Frances Preston, Brenda Scott and Ken Curtis.

Billy Mize was tapped as the most promising male vocalist and also the top TV personality. The most promising female vocalist was Cathy Taylor. Top female vocalist honors went to Bonnie Guitar, while the top male vocal award was won by Merle Haggard.

The top song of the year was "Apartment No. 9," by Bobby Austin, Fuzzy Owen and Johnny Paycheck. Bonnie Owens and Merle Haggard won the award as the top vocal group. Ken Nelson of Capitol Records was cited as the top producer. Awards also were presented for talent management, country nightclub, and lead guitar, steel guitar, drums, bass, fiddle, piano and band leader.

The house band was directed by Carl Cotner and included in its offerings an overture of Western music. The Sons of the Pioneers also entertained. A large contingent of the Country Music Association was on hand.

## Nashville Scene

By HERB WOOD

David Houston in town last week to cut a follow-up disk to his "Loser's Cathedral" smash. Accompanying David was his manager and bass player Tillman Franks. . . . Also recording in Columbia's studios was New York deejay Herb Oscar Anderson, cutting an LP of standards for MGM and producer Creed Taylor. . . . Buck Owens

joins Jackie Gleason on the latter's TV'er this Saturday (11). Buck and his Buckaroos, with Merle Haggard, Bonnie Owens, Dick Curless, Tommy Collins, Kay Adams and Rose Maddox recently played to an SRO audience at the brand-new Fresno Convention Center, Fresno, Calif. The show was emceed by San Joaquin Valley deejays. Buck's latest single on Capitol, "Sam's

(Continued on page 64)

## Gotham Digs Live Acts, Says Roberts

By CLAUDE HALL

NEW YORK — The metropolitan New York area has turned into a fairly good stomping ground for country music artists, according to Starday Records artist Kenny Roberts. Both nightclubs and social organizations in the area are now making wide use of country music entertainment. Among the clubs at which Roberts has appeared recently in or near New York are the

Ponderosa Club in Pine Brook, N. J.; the Copa in Secaucus, N. J.; the Grotto in Kenilworth, N. J.; Regulas Club, Riverhead, L. I.; the Coral Bar, East Paterson, N. J.; Henry's in Brooklyn; the Colonial Inn, Westbury, L. I., and the Countripolitan in Newark, N. J., which just recently switched over from a rock 'n' roll policy.

Roberts, managed by Quentin W. (Reed) Welty, lives in Saginaw, Mich., commuting to

(Continued on page 64)

# A SOLID HIT CONTENDER

# by WEBB PIERCE on DECCA RECORDS



# "GOODBYE CITY, GOODBYE GIRL"

32098

DECCA RECORDS, A Division of MCA Inc., New York, N. Y., U.S.A.

# Country Has Big N.Y. Sales Gains

By CHARLES BARRETT

NEW YORK—Country music record sales in the metropolitan area are on an upswing, according to distributors here.

The sales climb and increased popularity was traced to country stations WJRZ and WTBE and sharp promotion and advertising techniques.

Frank Campana, New York area promotion executive for Columbia, said that both stations helped boost sales by airing country music and that he felt the two had a strong influence on the consumer. Campana said that the label also arranges time-buys with larger metropolitan stations that normally play only pop music to expose country records. One example is WNEW which is playing a new Ray Price album, according to Campana. "This," said Campana, "will bring the country artist closer to pop mu-

sic lovers that would perhaps not necessarily go for country music." Campana added that Price may be making a personal appearance in the New York area this spring at the White Plains County Center. Country music record sales in upstate New York, the New York suburbs, and New Jersey and Connecticut are stronger than in the city, he added.

A spokesman at Capitol Records feels that the new "contemporary sound" of Merle Haggard is helping to boost country music sales for that label. Marlene Seidenstock of the promotion department, said that the blending of pop and country music makes it easier for a greater range of stations to play country sounds. Capitol has a country "Artist of the Month" program in which an artist is exploited for one month in the newspapers and radio. The label also buys time on WJRZ.

An increase in sales is also seen with Decca, according to Lenny Salidor, director of publicity and promotion. Salidor emphasized that sales were strong for country records in the Albany area, and that the city has experienced a sales increase within the last six months. Salidor said advertising is at a minimum in New York. He added that stations in the area, as well as WWVA, Wheeling W. Va., and WSM, Nashville, beam in strong here at night and also influence sales in the city and the rest of the three-State area. Radio exposure is invaluable, he said. "Our rack-jobbing has also increased considerably in the city and upstate, thanks to radio."

Alpha, a major distributor for numerous labels, is also part of this picture. Murray Viscoso, distributing official, said a large metropolitan country station would be the best thing that could ever happen. Alpha handles Hickory, Starday, Monument, Warner Bros. (WJRZ in Newark has just completed new towers and has them in use; this should help country music sales considerably in New York.)

Viscoso felt that country sales in the rural areas were far better than those in the city. He added, however, that there has been an increase in New York within the past year. Viscoso said that the two-area country music stations aided strongly in the sales climb of country product.

## Bill Strength Back On WMIN, St. Paul

ST. PAUL — Texas Bill Strength, c&w entertainer and deejay who was forced to vacate the local radio scene more than a year ago due to ill health, has rejoined WMIN, Minnesota's only 24-hour country music station. Fred Scott recently took over managerial reins of WMIN.

Strength was in Houston recently to attend the trial of the man arrested in the murder of his former wife Jackie nearly two years ago. The 22-year-old youth was found guilty, Strength reports, and given a life sentence.

# Nashville Scene

• Continued from page 63

Place," is due out March 13. . . . Word's out in Music City that RCA Victor artist Justin Tubb has received his telegram from Uncle Sam.

RCA Victor artist Hank Show is on a 15-day tour of Japan, which will include a special TV appearance there. Masako Hari, who met Snow during a previous Far East tour on Tokyo's "Grand Ole Opry," is traveling with the troupe as featured vocalist. . . . Waylon Jennings' latest RCA Victor single, "Mental Revenge," penned by Cedarwood's hot writer, Mel Tillis, released last week by the label. Flip is "Born to Love Only You."

. . . Sonny James has signed for an appearance on the Lawrence Welk show. Bob Neal, James' manager, said the Capitol Records artist will tape the show in late March. It will be aired coast to coast on ABC-TV April 15. Although this marks James' first appearance with Welk, the show has featured several country artists in recent months. . . . Carl Perkins, whose "Country Boy's Dream" is a single and LP smash, will follow the hit with "Shine, Shine, Shine," a tune he penned himself. . . . Connie Smith was forced to cancel a Welk TV date due to a bout with the flu. Connie's Victor single, "I'll Come a Runnin'," is hot on the country charts. . . . Hank Thompson currently touring the Far East, with stops in Japan, Okinawa and Thailand, will be gone

until March 21. He then begins a three-week trek through the Southwest, filling dates in Arizona, Texas, Oklahoma, Kansas and California. . . . Tony Moon, who manages Barmour Music here, brought the Vogues into Music City for recording sessions last week. The group, from Pittsburgh, has had several big pop hits on the Co & Ce label, including "Five o'Clock World" and "Magic Town" in 1966. . . . Ray Pennington, who made a big splash with his initial Capitol recording of "Who's Been Mowing the Lawn," has a solid sound in his second single of "Let Go" b-w "Ramblin' Man." Ray, writing exclusively for Pamper Music, penned both sides. . . . A slight goof in this column two weeks ago promoted a note from songwriter Randall Richardson. On Slim Whitman's "What's This World a Comin' To," I mentioned Joan Whitney and Alex Kramer as the writers. Randall informs me that it was a four-way collaboration with Willard Robison, Richardson, Whitney and Kramer sharing the load. . . . Kelso Hurston proud of his first production for Capitol and rightly so. His initial effort, "What Am I Gonna Do Now," by Ferlin Husky, looks like a smash. . . . United Artists' Del Reeves busting into the charts with an LP and a single. Del's novel "Blame It on My Do Wrong" single is catching on, as a record and as a catchy phrase around Music City. His "Struttin' My Stuff" LP is also a hot item.

## Gotham Digs Live Acts, Says Roberts

• Continued from page 63

Wheeling, W. Va., for performances on the WWVA "Jamboree" live show. Of late, he has been making only about one appearance a month on the show due to a heavy schedule of personal appearances. Besides club dates in the New York area, for example, he recently performed at the VFW

## WPLO 'Stars' Seg Sets Crowd Mark

ATLANTA — WPLO, top-rated country station in Atlanta, recently held its first Shower of Stars Show of 1967 at City Auditorium and turned away more than 1,000 people as the all-star country line-up broke all records here for a show of its type. Featured were Ferlin Husky, Don Gibson, Connie Smith and David Houston.

The show was highlighted by the presentation of WPLO's Country Artist of the Year Award to Bill Anderson. The Decca recording star was voted most popular country artist in a poll of listeners conducted by the station that drew a response of more than 25,000 cards.

Anderson's parents appeared on stage to accept the award and were surprised when Bill made his unexpected appearance.

## Acuff-Rose, Subar In Collection Deal

NEW YORK — Acuff-Rose Publications has entered into a collection agreement with the Subar Music Publishing Co., Ltd. of Israel. Terms of the contract call for an option to publish Acuff-Rose material in Israel, as well as the appointment of Subar as the collection agent of songs performed in Israel.

Hall at Deer Park, L. I.

In practical retirement from country music, Roberts was host of the "Kenny Roberts Show" on WNEM-TV in Saginaw, Mich., for about three years. Welty, general manager of WWST in Wooster, Ohio, talked Roberts into becoming active again about two or three years ago. Welty also manages Kathy Dee. He keeps both artists busy. Roberts, for example, starts April off with a week at the Flame in Minneapolis, plays the second week at the Horseshoe in Toronto, moves to the Montreal Country Palace for a week, then to Club Utica in Buffalo, N. Y., for a week; all are repeat engagements for the artist.

Roberts, probably best known for the million-selling "I Never See Maggie Alone," has a new single out on Starday Records next week entitled "Singing River." He credited a lot of his popularity in the New York area to WJRZ, Newark; WTBE on Long Island, and WWVA in Wheeling, which has a tremendous nighttime audience.

## 100,000 HEAR ARNOLD SING

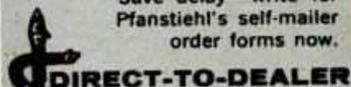
HOUSTON — Eddy Arnold, RCA Victor Records artist, performed before more than 100,000 fans in four shows here at the Astrodome March 4-5. The occasion was the annual Houston Live Stock Show and Rodeo. Louis M. Pierce Jr., president of the show, reported a record gross of \$220,000 for the two-day event, attended Sunday night by 41,956. Jeff Toffler of the Gerard W. Purcell Office speculated that this might be the largest audience ever to see a live country music.



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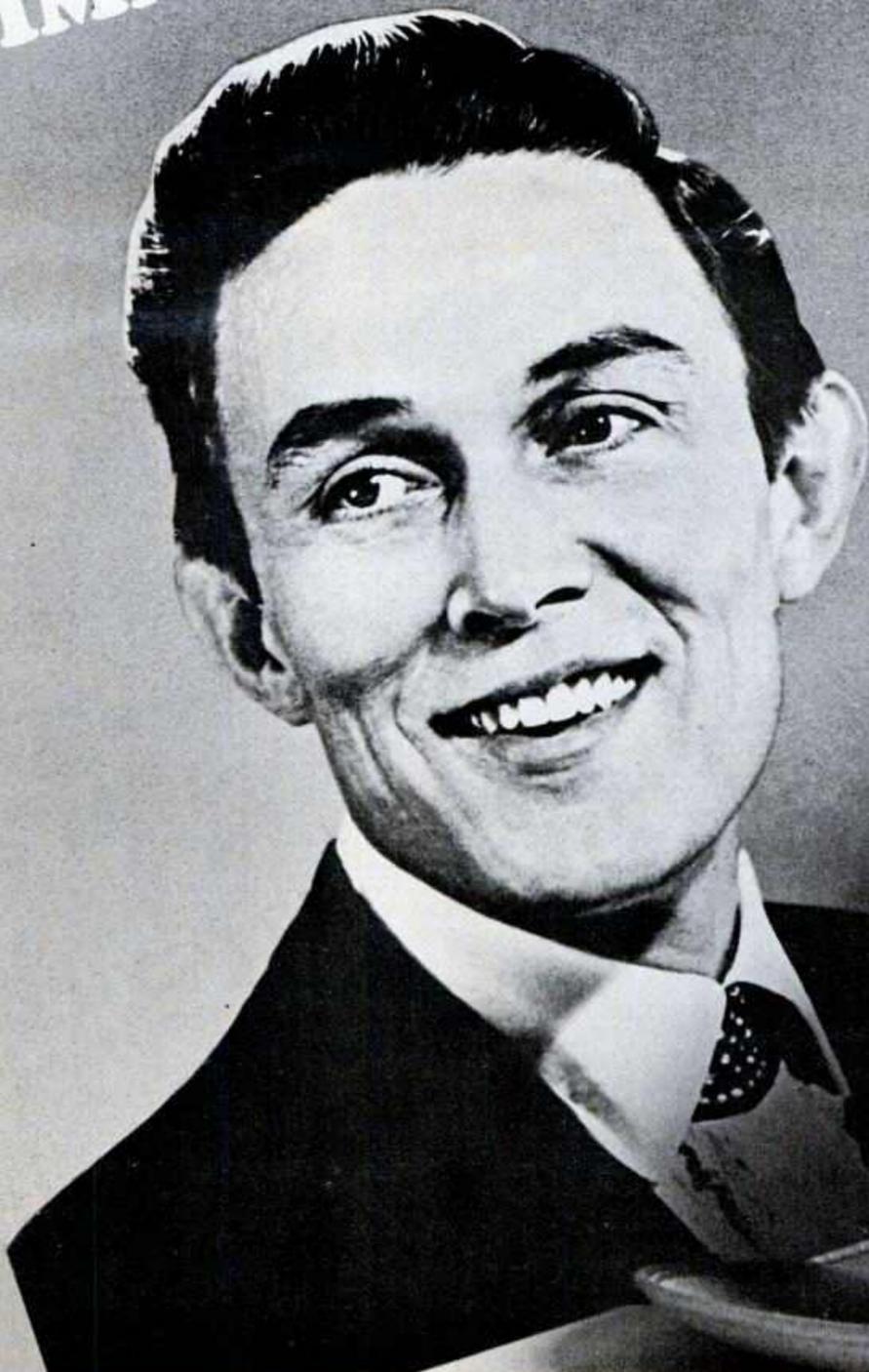
His first RCA Victor album!

TV's spokesman for country music has put his special brand on this great recording—and it's a humdinger! Recent guest shots on TV, along with personal appearances around the country, are constantly adding new fans to this artist's tremendous following. LPM/LSP-3727

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## Wheeler, Rink And Dallas Ink

NASHVILLE — Billy Edd Wheeler, Kapp recording artist, has signed a personal manager's contract with Buz Wilburn, of Meek Enterprises here.

Wheeler, noted songwriter for artists such as the Kingston Trio, Johnny Cash, Judy Collins, the New Christy Minstrels, Joan Baez, Judy Henske, Johnny Sea, Bobby Darin, the Greenwood County Singers and others, also hit it big with his own recording of "Ode to the Little Brown Shack Out Back."

Billy Edd's activities are not confined to songwriting and recording. He is a creative playwright with seven plays and two musicals already to his credit. He has also written, directed and starred in a movie. He just finished a book of poetry, "West of Virginia," that is now being published.

\*\*\*

In other deals, movie-TV actor Rink Hardin, who has recently turned country singer, signed a booking pact with the Hubert Long Talent Agency. Hardin is also a songwriter, having placed material with Johnny Horton and Jerry Lee Lewis and several others.

\*\*\*

New Zealand's "Most Popular Female Singer," Maria Dallas, has signed a recording contract with RCA Victor. The country-pop vocalist inked the pact with Chet Atkins in December, but only last week arrived in the U. S. for her initial recording session.

The new Victor discovery has also signed a personal appearance contract with Gerard Purcell Associates, of Nashville and New York.

## Scepter Pitch on Dionne Warwick

NEW YORK—Scepter Records is celebrating "Dionne Warwick Month" this month. The promotion by the company and its distributors is aimed at radio stations, rack jobbers, one stops and consumer. Participating radio stations will be supplied with a special LP featuring some of Miss Warwick's hits plus cuts for programming by easy listening stations. Miss Warwick also cut station breaks for participating stations. Scepter reports that almost 1,000 stations are participating to date.

These stations are designating one day this month as "Dionne Warwick Day," when they will program much Warwick material. Scepter is inaugurating the campaign by issuing "Dionne Warwick in Great Shows That Made Great Movies," a new album. Also slated are an appearance on the Ed Sullivan Show, an ABC-TV special, incentives to distributors and rack jobbers, and extensive trade and consumer advertising.

## Rawls Strikes Gold With His 'Live' LP

LOS ANGELES — Capitol Records' Lou Rawls has won his first gold record. His "Live" LP has just been certified by the RIAA. His two other LP's, "Carryin' On," has moved past the 300,000 sales point, and a previous title "Soulin," has exceeded 400,000 units sold, according to the company.



BILL ANDERSON surprises his parents, Mr. and Mrs. Jim Anderson, by striding on stage to accept WPLO's Country Artist of the Year Award at the station's Shower of Stars show in Atlanta. Bill's parents were present to accept the award for the country singer, when he appeared himself to the delight of the audience and his parents. At right is WPLO's Rick Fight.

## Jones Is Heading For New Stints

NEW YORK — Jack Jones, Kapp Records singer who just wound up a three-month nightclub tour, is set for a busy spring round. He begins a two-weeker at the Flamingo Hotel in Las Vegas on March 23 and then follows with successive dates at the Palmer House in Chicago, Blinstrub's in Boston, the Twin Coaches in Pittsburgh, and the Persian Room of the Plaza Hotel in New York.

During the summer, Jones will headline his own concert package playing summer theaters throughout the country as well as doing scattered one-nighters. He'll also begin studying dramatics in preparation for his entry into motion pictures.

## Metcalf Quartet Fresh & Bouncy

NEW YORK — The Louis Metcalf Quartet provided fresh, often bouncy, interpretations of old standards at the Ali Baba Club here Tuesday (7).

Trumpeter Metcalf also sings and plays the bongos. His drummer, Struttin' Sam, vocalizes, too. In addition, Metcalf goes out into the audience and blows his horn softly to couples. The group's repertoire ranged from "Three Little Words" to "Yellowbird."

Spivey Records has released an LP entitled "Louis Metcalf Quartet at the Ali Baba." The quartet has been appearing as a regular at the supper club for the past two years. It shares the bill with Jimmy Neely Trio, which fills out the evening niely. **CHARLES BARRETT**



JOHNNY TILLOTSON, in Cincinnati recently to plug his new MGM release, "Tommy Jones," is shown here flanked by Dave Reinhardt (right), musical director and deejay of WSAI Radio, and Tom Dooley, WSAI deejay. While in Cincy, Tillotson also appeared on Bob Braun's "50-50 Club" and Nick Clooney's "Bandstand" show on WLW-T, and helped Vivienne Della Chiesa kick off her new "Afternoon Show" on the same station. Squirring Johnny about the town was veteran platter promoter Julie Godsey.

## Mitchell the Knack

• Continued from page 22

As part of the merchandising concept, Capitol assigned a marketing man as project manager to Mitchell and the Knack, a local rock 'n' roll group. Jack Schnyder has been working on the Mitchell project; Ken Mansfield, the Knack.

For the Knack, signed by teen specialist Nick Venet, Capitol bought them their electric instruments, working uniforms and has been providing them with a "subsistence allowance."

During the past two months, the Knack has played before students at 30 high schools in the Los Angeles area. This has reportedly resulted in some 4,000 members of a fan club and the nucleus of an audience for their recordings.

To showcase the act for high school journalists, the label presented them in a live performance on a weekday.



## Retailers Back Coding Move

NEW YORK—The National Retail Merchandisers Association is getting behind the move toward universal coding. The organization's promotion of a standardized identifying markings comes at a time when the record industry is pushing toward a universal coding system of its own.

In its move to spark interest in universal coding, the National Retail Merchandisers Association is publishing a book spelling out a code numbering system for all product. The book will be available later this month.

## Major Factors In Norway Mkt.

OSLO — Expanding album interest and determination to beat obstacles are the major factors in the current Norwegian record market.

Local LP production is increasing. Recent local albums have come from Wenche Myhre (Polydor), folk singer Alf Cranner (Nor-Disc), and the Beatnicks and Vanguard, beat groups (Triola).

The Reader's Digest organization in Norway will participate in the marketing of the 20 EP's of fairy tales recorded by prominent Norwegian actors for the Bendiksen label.

Bendiksen's plans for selling this series were initially hampered by the refusal of major booksellers to include the disks in their door-to-door sales service (Billboard, Feb. 25).

The agreement with Reader's Digest will mean additional distribution for the EP's which are to be normally available through record retailers.

## One-Niters Sets Snow in Japan

NASHVILLE — One-Niters, Inc., talent and booking agency, has increased their scope of operations to encompass foreign markets, and the agency is currently negotiating to send artists to Europe and South America, as well as to the Far East.

The agency, through Lucky Moeller, arranged concert and TV appearances for Hank Snow and the Rainbow Ranch Boys in Japan, Okinawa, Taiwan and the Philippines. This is the second time in three months that Snow has been to the Far East, having entertained servicemen in Vietnam over the Christmas holidays.

The agency has also set return engagements for Brenda Lee and the Casuals, the Vegas-based all-female show group, the Coquettes, and Red Foley.

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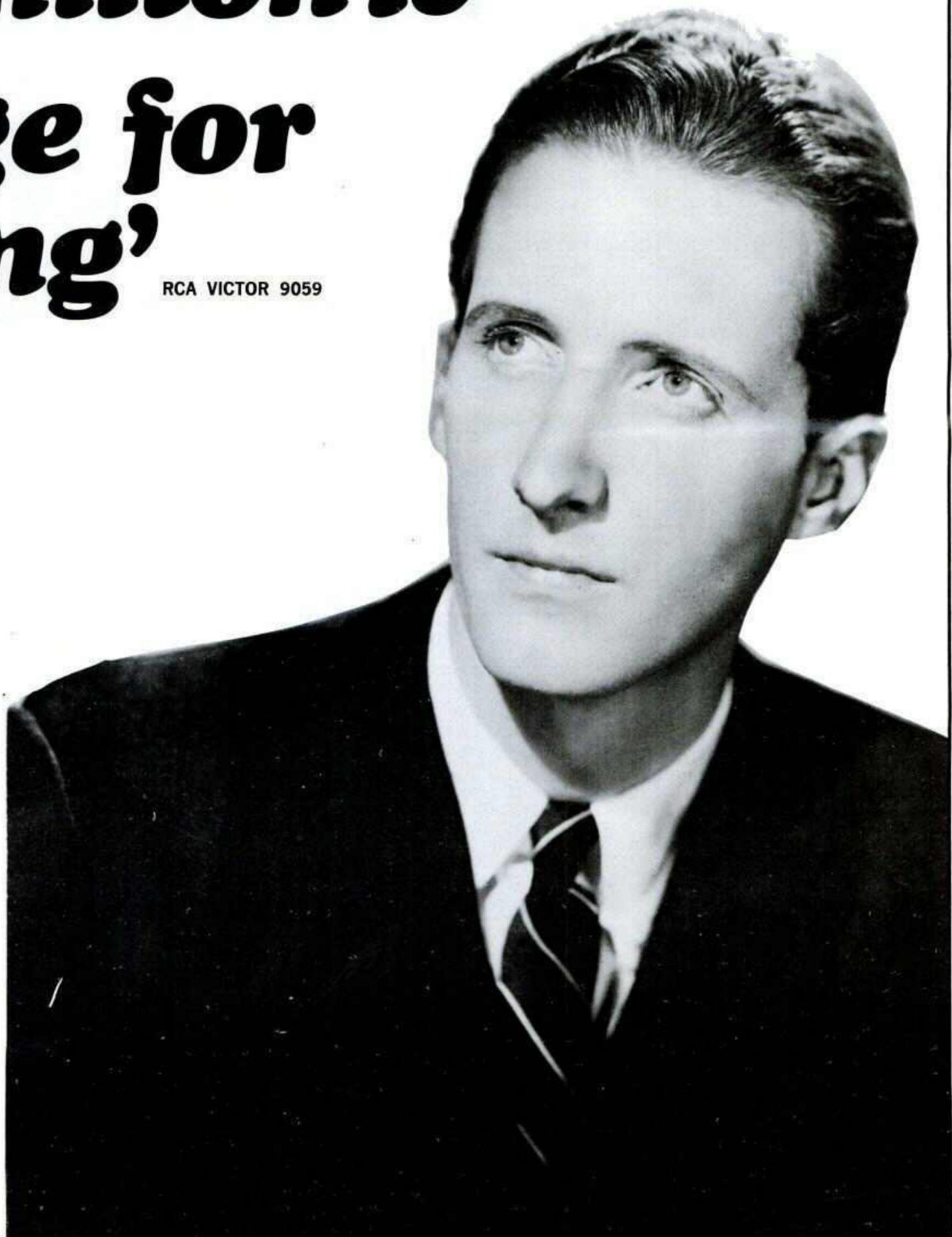
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# COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 3/18/67

## 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	1	WHERE DOES THE GOOD TIMES GO... 10 Buck Owens, Capitol 5811 (Bluebook, BMI)	10	39	42	MY KIND OF LOVE... 4 Dave Dudley, Mercury 72655 (Vector, BMI)	4
	2	3 I WON'T COME IN WHILE HE'S THERE... 9 Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	9	40	55 JACKSON... 3 Johnny Cash & June Carter, Columbia 44011 (Bexhell/Quartet, ASCAP)	3	
3	5	WALK THROUGH THIS WORLD... 9 George Jones, Musicor 1226 (Glad, BMI)	9	41	46 THE TOWN THAT NEVER SLEEPS... 8 Charlie Walker, Epic 10118 (Tree, BMI)	8	
4	2	I'M A LONESOME FUGITIVE... 14 Merle Haggard, Capitol 5803 (4 Star, BMI)	14	42	31 YOU BEAT ALL I EVER SAW... 13 Johnny Cash, Columbia 43921 (Southwind, BMI)	13	
5	6	GET WHILE THE GETTIN'S GOOD... 10 Bill Anderson, Decca 32077 (Stallion, BMI)	10	43	37 I COME HOME A DRINKIN'... 6 Jack Webb, Decca 32087 (Sure Fire, BMI)	6	
6	9	COLD HARD FACTS OF LIFE... 8 Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	8	44	64 ANYTHING YOUR HEART DESIRES... 3 Billy Walker, Monument 997 (Metro, BMI)	3	
7	7	STAMP OUT LONELINESS... 7 Stonewall Jackson, Columbia 43966 (4 Star, BMI)	7	45	54 IT'S SUCH A PRETTY WORLD TODAY... 4 Wynn Stewart, Capitol 5831 (Freeway, BMI)	4	
8	13	LONELY AGAIN... 5 Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	5	46	56 BOB... 4 Willis Brothers, Starday 796 (Jack, BMI)	4	
9	4	LOSERS CATHEDRAL... 13 David Houston, Epic 10102 (Gallico, BMI)	13	47	43 MABEL... 11 Skeets McDonald, Columbia 43946 (Central, BMI)	11	
10	8	HAPPY TRACKS... 13 Kenny Price, Boone 1051 (Pamper, BMI)	13	48	65 HASTA LUEGO... 3 Hank Locklin, RCA Victor 9092 (T. M., BMI)	3	
11	12	TEARS WILL BE A CHASER FOR YOUR WINE... 14 Wanda Jackson, Capitol 5789 (Tree, BMI)	14	49	48 WALK ME TO THE STATION... 7 Stu Phillips, RCA Victor 9066 (Acuff-Rose, BMI)	7	
12	18	FUEL TO THE FLAME... 8 Skeeter Davis, RCA Victor 9058 (Combine, BMI)	8	50	50 FLY BUTTERFLY FLY... 4 Marty Robbins, Columbia 43845 (Mariposa, BMI)	4	
13	16	URGE FOR GOING... 9 George Hamilton IV, RCA Victor 9059 (Gandolf, BMI)	9	51	51 LOVE MAKES THE WORLD GO ROUND... 5 Kitty Wells, Decca 32088 (Wells, BMI)	5	
14	11	JUST BETWEEN YOU AND ME... 16 Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	16	52	49 I CAN'T TAKE IT NO LONGER... 13 Hank Williams Jr., MGM 13640 (Ly-Rann, BMI)	13	
15	24	WORDS I'M GONNA HAVE TO EAT... 9 Bill Phillips, Decca 32074 (4 Star, BMI)	9	53	53 SWEET THANG... 4 Ernest Tubb & Loretta Lynn, Decca 32091 (Su-Ma/Stuckey, BMI)	4	
16	34	DRIFTING APART... 6 Warner Mack, Decca 32082 (Page Boy, SESAC)	6	54	47 DON'T PUT YOUR HANDS ON ME... 11 Lorene Mann, RCA Victor 9045 (Navahaminjo, BMI)	11	
17	21	NO TEARS MILADY... 7 Marty Robbins, Columbia 43845 (Mojave/Noma, BMI)	7	55	71 I'LL COME A RUNNIN'... 2 Connie Smith, RCA Victor 9108 (Brush Arbor, BMI)	2	
18	14	ONCE... 16 Ferlin Husky, Capitol 5775 (Harbot, SESAC)	16	56	58 PARTY'S OVER... 3 Willie Nelson, RCA Victor 9011 (Pamper, BMI)	3	
19	10	THERE GOES MY EVERYTHING... 22 Jack Green, Decca 32023 (Blue Crest, Husky, BMI)	22	57	70 CHARLESTON RAILROAD TAVERN... 3 Bobby Bare, RCA Victor 9098 (Southtown, BMI)	3	
20	29	YOU CAN HAVE HER... 7 Jim Edward Brown, RCA Victor 43845 (Harvard-Big Billy, BMI)	7	58	— GOODBYE CITY, GOODBYE GIRL... 1 Webb Pierce, Decca 32098 (Cedarwood, BMI)	1	
21	19	I NEVER HAD THE ONE I WANTED... 17 Claude Gray, Decca 32039 (Vanjo, BMI)	17	59	60 HARDLY ANYMORE... 5 Bob Luman, Hickory 1430 (Acuff-Rose, BMI)	5	
22	23	COUNTRY BOY'S DREAM... 14 Carl Perkins, Dottie 505 (Cedarwood, BMI)	14	60	63 BIRMINGHAM... 3 Tommy Collins, Columbia 43972 (Seashell, BMI)	3	
23	32	HE'S GOT A WAY WITH WOMEN... 7 Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	7	61	61 THE ONLY THING I WANT... 8 Cal Smith, Kapp 788 (Sure Fire, BMI)	8	
24	25	DUMB BLONDE... 9 Dolly Parton, Monument 982 (Tree, BMI)	9	62	73 WHAT'S THIS WORLD COMING TO... 2 Slim Whitman, Imperial 66226 (Kramer/Whitney, ASCAP)	2	
25	20	OH WOMAN... 11 Nat Stuckey, Paula 257 (Stuckey, BMI)	11	63	66 BUT WAIT THERE'S MORE... 4 Justin Tubb, RCA Victor 9082 (Tree, BMI)	4	
26	26	HEART WE DID ALL WE COULD... 8 Jean Shepard, Capitol 5822 (Central Songs, BMI)	8	64	67 KICKIN' TREE... 4 Bonnie Guitar, Dot 16987 (Sun-Vine, BMI)	4	
27	17	DON'T COME HOME A DRINKIN'... 19 Loretta Lynn, Decca 32034 (Sure Fire, BMI)	19	65	68 YOUR HANDS... 4 Johnny Dollar, Dot 16990 (Yonah, BMI)	4	
28	27	GONE ON THE OTHER HAND... 12 Tompall & the Glaser Brothers MGM 13611 (Jack, BMI)	12	66	62 FISHING ON THE MISSISSIPPI... 4 Bob Morris, Tower 307 (Bluebook, BMI)	4	
29	33	NEED YOU... 4 Sonny James, Capitol 5833 (Bibo, ASCAP)	4	67	74 COUNTRY MUSIC LOVER... 2 Little Jimmy Dickens, Columbia 44025 (Tree, BMI)	2	
30	15	GREEN RIVER... 14 Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	14	68	72 THE COCKFIGHT... 2 Archie Campbell, RCA Victor 9081 (Ly-Rann, BMI)	2	
31	36	SWEET MISERY... 5 Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	5	69	— YOUR GOOD GIRL'S GONNA GO BAD... 1 Tammy Wynette, Epic 10134 (Gallico, BMI)	1	
32	28	ALL OF ME BELONGS TO YOU... 7 Dick Curless, Tower 306 (Bluebook, BMI)	7	70	— PAPER MANSIONS... 1 Dottie West, RCA Victor 9118 (Wilderness, BMI)	1	
33	30	THE REAL THING... 12 Billy Grammer, Epic 10103 (Newkeys, BMI)	12	71	75 ANY OLD WAY YOU DO... 2 Jan Howard, Decca 32096 (Wilderness, BMI)	2	
34	38	I DON'T WANT TO BE WITH YOU... 5 Conway Twitty, Decca 32081 (Wilderness, BMI)	5	72	— BLAME IT ON MY DO WRONG... 1 Del Reeves, United Artists 50128 (Blue Crest, BMI)	1	
35	22	HURT HER ONCE FOR ME... 19 Wilburn Brothers, Decca 21038 (Sure Fire, BMI)	19	73	— WHEN IT'S OVER... 1 Jeannie Seely, Monument 999 (Pamper, BMI)	1	
36	35	DROPPING OUT OF SIGHT... 10 Jimmy Newman, Decca 32067 (Newkeys, BMI)	10	74	— IF I KISS YOU... 1 Lynn Anderson, Chart 1430 (Greenback/Yonah, BMI)	1	
37	40	I DIDN'T JUMP THE FENCE... 5 Red Sovine, Starday 794 (Southtown, BMI)	5	75	— I THREW AWAY THE ROSE... 1 Merle Haggard, Capitol 5844 (Bluebook, BMI)	1	
38	44	LIFE TURNED HER THAT WAY... 5 Mel Tillis, Kapp 804 (Wilderness, BMI)	5				

Billboard SPECIAL SURVEY for Week Ending 3/18/67

## 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	2	OPEN UP YOUR HEART... 9 Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	9
	1	THERE GOES MY EVERYTHING... 10 Jack Greene, Decca DL 4845 (M); DL 74845 (S)	10
	3	TOUCH MY HEART... 8 Ray Price, Columbia CL 2606 (M); CS 9406 (S)	8
	4	SOMEBODY LIKE ME... 13 Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	13
	5	NASHVILLE REBEL... 11 Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	11
	6	THE BEST OF SONNY JAMES... 16 Capitol T 2615 (M); ST 2615 (S)	16
	7	TWO FOR THE SHOW... 7 Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	7
8	12	YOURS SINCERELY... 15 Jim Reeves, RCA Victor LPM 3709 (M); SLP 3709 (S)	15
9	10	YOU AIN'T WOMAN ENOUGH... 24 Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	24
10	9	SWINGING DOORS... 21 Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	21
11	11	LEAVIN' TOWN... 20 Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	20
12	14	WHERE IS THE CIRCUS... 18 Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	18
13	8	WITH ALL MY HEART AND SOUL... 7 Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	7
14	16	MY HEART'S IN THE COUNTRY... 9 Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	9
15	18	DON'T COME HOME A DRINKIN'... 3 Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	3
16	19	LONELY AGAIN... 3 Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	3
17	17	THIS I BELIEVE... 6 Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	6
18	20	DOWNTOWN COUNTRY... 3 Connie Smith, RCA Victor LPM 3725 (M); LSP 3725 (S)	3
19	15	NAT STUCKEY SINGS... 22 Paula LP 2192 (M); LPS 2192 (S)	22
20	13	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033"... 19 George Jones, Musicor MM 2106 (M); MS 3106 (S)	19
21	21	ALL'S FAIR IN LOVE 'N' WAR... 19 Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	19
22	23	TEARDROP LANE... 8 Ned Miller, Capitol T 2586 (M); ST 2586 (S)	8
23	24	BORN TO SING... 21 Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	21
24	25	SOUL OF A CONVICT... 3 Porter Wagoner, RCA Victor LPM 3683 (M); LSP 3683 (S)	3
25	26	HAPPINESS IS YOU... 19 Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	19
26	30	HERE'S WHAT'S HAPPENING... 5 Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S)	5
27	22	I'LL TAKE THE DOG... 16 Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	16
28	28	OUR KIND OF COUNTRY... 10 Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	10
29	29	COUNTRY GENTLEMAN... 6 Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	6
30	33	UNMITIGATED GALL... 4 Faron Young, Mercury MG 21110 (M); SR 61110 (S)	4
31	39	COUNTRY CHARLIE PRIDE... 2 RCA Victor LPM 3645 (M); LSP 3645 (S)	2
32	27	ALMOST PERSUADED... 29 David Houston, Epic LN 24213 (M); BN 26213 (S)	29
33	31	BAD SEED... 14 Jan Howard, Decca DL 4832 (M); DL 74832 (S)	14
34	32	FROM THE HEART OF TEXAS... 9 Bob Wills & the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	9
35	—	WILMA BURGESS SINGS MISTY BLUES... 1 Decca DL 4852 (M); DL 74852 (S)	1
36	37	GAME OF TRIANGLES... 3 Bobby Bare/Norma Jean/Liz Anderson, RCA Victor LPM 3764 (M); LSP 3764 (S)	3
37	—	GET WHILE THE GETTIN'S GOOD... 1 Bill Anderson, Decca DL 4855 (M); DL 74855 (S)	1
38	40	FREE & EASY... 2 Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	2
39	36	BEST OF HANK THOMPSON, VOL. II... 4 Capitol T 2661 (M); DT 2661 (S)	4
40	—	STRUTTIN' MY STUFF... 1 Del Reeves, United Artists UAL 3571 (M); UAS 6571 (S)	1



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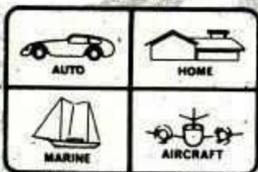
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# TAPE CARtridge

## Track War Raises Inventories Havoc With Record Dealers

• Continued from page 1

dealers' choice of this system. But heavy demand for the 4-track unit, spreading from the Coast, has prompted many dealers to add 4-track cartridges to their inventory. Both Capitol and Columbia have recently announced that they will offer both 4 and 8-track cartridges. They had been marketing 8-track exclusively.

Four-track's appeal, especially to teen-agers, stems from its lower cost (player and tape) and its claimed better fidelity. With few exceptions, all dealers interviewed are now featuring both 4 and 8-track.

### Another Worry

Stores featuring home cartridge equipment have another configuration to worry about — the Philips cassette. Most of these outlets had first stocked the cassette exclusively, but are now adding 4 and 8-track. "We sell all three types," said one store owner, "but right now we see our least problems with the cassette because of its smaller size and the limited product on the market. However, if more companies begin to produce reel-to-reel products, we've got another problem on our hands."

Dealers shying away from 4-track believed it would eventu-

ally die out. They based their assumption on the auto manufacturers going with 8-track. But since Columbia and Capitol have switched their policies, dealers are confused.

"It's like 1948 all over again," said Al Ohnhaus of Hunt's Music House in White Plains, N. Y. "If they all decided on 8-track, why don't they stick to it. A strong stand is needed." Dealers recall 1948 as the year of the speed race on record between 33 and 45 r.p.m. The war, waged primarily between RCA (45) and Columbia (33), forced dealers to stock a double inventory of record product.

### Can't Afford

"This represents quite an investment — one which most dealers can't afford," said D. R. Krantz of Broadway Music Co., Salt Lake City. "If we have to carry each album in mono, stereo, open reel, reel-to-reel cartridge, 4 and 8-track cartridge stock must, by necessity, be thin. Besides, where can we store and display all those tapes?"

"Fifty LP's take up 10 inches of room," said Ronnie Solomon, co-owner of Parker House of Music, Fayetteville, N. C., "but 50 cartridges fill three feet. We sell 100 to 150 (4 and 8-track) cartridges per week so we have to stock both types."

Parker House, located near Fort Bragg, caters to servicemen as well as civilians. Solomon explained. "While the soldiers are buying 4-track, the

townspeople are strictly 8-track. We'll either have to expand or limit selection, but we've got to do something immediately. We can't afford to lose this kind of business."

"There still isn't a good method of protecting tapes," said Roy Muffs of Muffetts Music Shop, Providence, R. I. Max Dolgin, president of Pearson's Music Store, La Grange, Ill., echoed Muffs. "We are displaying 4 and 8-track cartridges, but we don't know how to protect them. Customers want to touch the product so a salesman has to be with them."

"People want to see a whole wall of tape," Muffs added. "We have to carry a huge stock." But as he explained, that huge stock consists of double inventory.

"We have to carry too much for the turnover we get," said Mickey Gensler of Teen Disc-O-Mat in New York. "It's not like the record market. The same people are constantly returning and they want newer things — not just the same as selling on albums, but anything. We can't even anticipate their fancy. While the demand keeps on increasing, the profit ratio for the amount of stock remains the same."

"The cartridge buyer is not like the record buyer," continued Gensler. "He buys on impulse and will not let us special order a cartridge for him. We sell 50-60 cartridges each week, but we're thinking of dropping the department. It's becoming too hard."

## Muntz Italian Tie Is Nearing Reality

By GERMANO RUSCITTO

MILAN—A partnership between Muntz Stereo-Pak and four or five so far unnamed large independent Italian record companies to establish a duplicating plant is a major possibility of the campaign to introduce the Muntz 4-track tape CARtridge into the Italian market (Billboard Feb. 25).

Profitable operation of a duplicating plant would be ensured both by Muntz' technical resources and the volume of work which will result from the wide repertoire automatically obtained from the Italian partners.

The Italian partners would not assign their catalogs to the partnership, but would each distribute cartridges of their own repertoire. There would be no bar either against third-party work for Italian and Common Market customers.

Other points discussed by Muntz International Director Ronald F. Gordon with Italian firms included the possibility of introducing a new version of the popular Model 30 playing unit with dual purpose for car and home to compete with the Philips car-home cassette recorder.

## UTX Home Unit In Speed Switch

LOS ANGELES—An 8-track CARtridge home unit with a fast-forward switch to offer tune selections is being built for Capitol by Universal Tapedex Corp. The unit will retail for \$149, without speakers. CRDC will introduce the unit in late March. A sensing device will locate the start of a number in conjunction with the forward speed switch.

Another important feature is a device which pops the cartridge out of the case at the conclusion of a round of programming. This feature is of

## Victor Japan Gets Rights On Lear

DETROIT — A contract has been signed by Lear Jet Industries, Inc., and the Victor Co. of Japan giving the latter company exclusive manufacturing and sublicensing rights to Lear's 8-track tape cartridges and players.

The contract has been sanctioned by the Japanese Government. Victor of Japan will manufacture the merchandise in Japan under Lear Jet patents and agreements for sale in Japan and other parts of the Far East.

Delivery dates are not set, according to John V. Titsworth, vice - president and general manager of the stereo division of Lear Jet.



CAPITOL'S NEW floor-stand cartridge holder with a locking device which is designed to eliminate pilferage. A circular disk on top is locked into place which closes the doors, holding both cartridges in horizontal and vertical positions. This wood no-glass unit sells for \$75. It holds 134 titles.

## Tenna to Market A New Line of Stereo Players

CLEVELAND—The Tenna Corp. will introduce a new line of stereophonic tape cartridge players for automobiles. President Morton R. Mendes said a 4-track player, a compact 8-track player and combination stereo tape player and FM radio for automobile installation will soon be marketed by the firm.

The company will enter the home entertainment field with a furniture model cartridge tape player during the current quarter.

Tenna's first tape model, a fully automatic player capable of playing either 4 or 8-track cartridges, was introduced last fall.

Sales volume projection for the current year ending in June is between \$25 and \$26 million, a 15-20 per cent increase over last year. Automotive sound equipment now constitutes for 40 per cent of this total volume.

special import for spoken word and classical recordings.

Tapedex, a Van Nuys, Calif., firm headed by Jack Cummings, also plans releasing its own line of high-priced cartridge players under the UTX brand.

## ADVERTISEMENT TAPE CARTRIDGE TIPS

by Larry Finley

BY LINE . . . Los Angeles, California

The most successful convention in the history of NARM has just taken place at the beautiful Century Plaza Hotel, with more enthusiasm shown in the stereo tape cartridge industry than ever before. Sincerest congratulations to Jules and Mickey Malamud for their marvelous manner of handling affairs which more than contributed to the over-all success of the convention.

Clive Davis' marvelous keynote address set the pace for the convention, keeping it moving right up to the closing awards banquet. Another highlight of the convention took place Tuesday morning when J. A. (Sasch) Rubinstein, Sales Manager of Callectron's Tape Division, San Francisco, conducted a seminar, titled "Merchandising the Tape Cartridge." This meeting was held in two sessions so that the crowds could be accommodated. The first session was chaired by Amos Heilicher; the second by Stanley Jaffee, and both men were outstanding.

Following the first session, there was a question and answer period. Distributors in the room were asked the percentage of 8-track cartridge sales over 4-track sales.

In Southern California, where 4-track cartridges and play-back units have had exposure for almost five years, one distributor, Norman Goodwin of Privilege Distributors, reported that 4 track outsold 8 track 18 months ago at a ratio of 19 to 1. He also reported this picture has changed and, during the month of December, 4 track was still in the lead but the ratio was cut to 3 to 1.

Glen Becker of Music Merchandisers, Los Angeles, reported that 4 track led 8 track by a slim margin of 2.5 to 1. This is another indication of the rapid growth of the 8-track concept and in the area which has been known as the "stronghold" of 4 track.

Amos Heilicher of J. L. Marsh Company, Minneapolis, reported that 85% of his business was done in 8 track and only 15% in 4-track cartridges.

Distributors in areas other than Southern California reported ratios of 5 to 1 and 8 to 1 of their 8-track sales over the 4 track.

Sasch Rubinstein's speech was, without question, the most comprehensive and accurate analysis this writer has heard. He was so outstanding with his presentation and supported by actual facts, that it is our desire to have all of our readers review his remarks. His speech clearly tells how distributors and dealers can profitably merchandise stereo tape cartridges.

ITCC is offering reprints of Mr. Rubinstein's speech without charge. For your free copy, please drop the writer a line at: International Tape Cartridge Corporation, 663 Fifth Avenue, New York City (10022).

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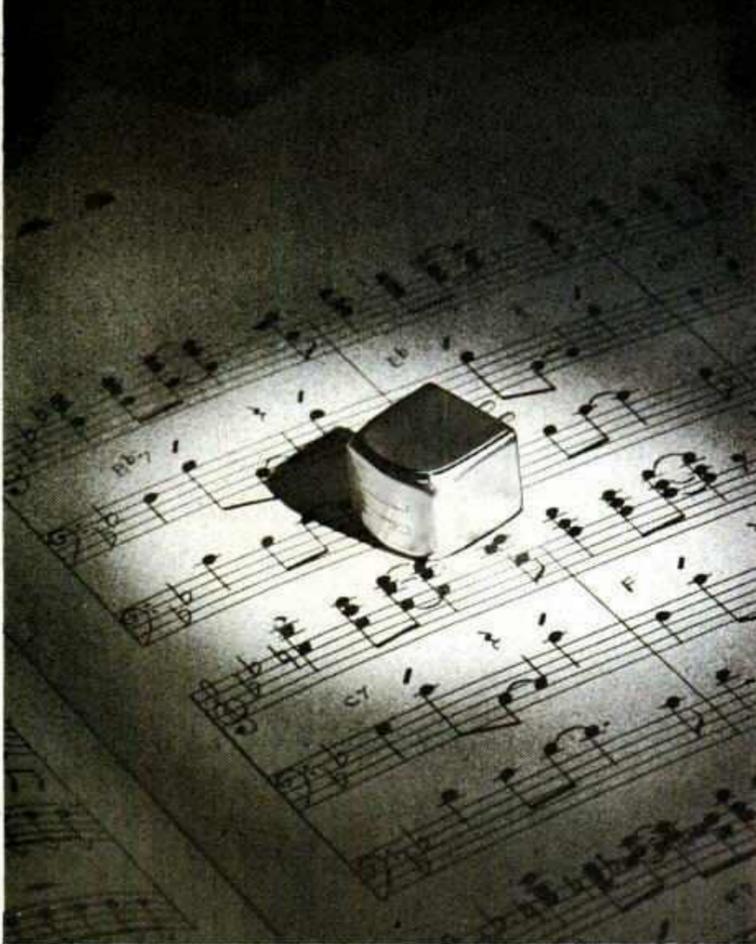
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**TAPE CARTRIDGE**

**Custom Music Gunning Up for The 'Real Kick-Off' in Sept.**

ST. LOUIS—"The real kick-off's going to come with the introduction of the 1968 automobile models in September," says Byrle A. Northup, president of Custom Music Distributors Inc., local supplier for Craig car-home stereo centers in three Midwestern States.

And to be prepared Custom Music will:

Open four franchised retail outlets in the Kansas City area by midsummer. Its 10 St. Louis dealers already have an estimated 85 per cent of the market here.

Soon have stereo-equipped white Ford Mustangs at every franchised outlet. "The best way to demonstrate a stereo unit is to have the customer hear it in a car," says Northup, a 31-year-old former engineer and new product development specialist for Monsanto Co. here.

Expand its warehouse space almost fourfold to 10,000 square feet to handle an expected considerable increase in car and home stereo tapes and equipment.

**Good Future**

"We think there's a good future over the long term for this business, but you've got to be prepared," he explained. Prior planning has thus far paid off for Custom Music.

Since October 1964 the firm has franchised 10 retail outlets and opened 75 accounts with auto shops, accessory dealers and department stores in Iowa, Illinois and Missouri, as well as Memphis and Paducah, Ky. The four Kansas City outlets scheduled for opening will boost the total of franchises to 14 by fall.

Flipping through trade journals, Bob Philpott, the firm's sales vice-president, shows figures that list car stereo units as the hottest selling auto line during 1966 for the Midwest. Significantly, the only other region where car stereo units topped the list was on the West Coast where the industry had its birth.)

**Training School**

Northup and Philpott have combined a number of established franchise principles with a few innovations of their own to write their success story. "You've got to build around the customer and the retail dealer. They're the ones who keep us going," says Northup.

Custom Music insists that all dealers attend its one to two-week training school. "If they can't come to us, we'll go to them."

Service is another strong point. In addition to the standard Craig guarantee, Custom Music offers its own lifetime service warranty. "It's another attempt to keep our reputation clean," Northup says. Three national tape unit makers have failed in the St. Louis area because of poor original equipment and back-up service, he adds.

Promotion, however, is a Custom Music strong point. The Ford Mustangs scheduled for delivery in April are an example. Not only will they provide an ideal stereo listening setting, but they'll be natural attention-getters outside the outlets or at drive-in theaters on which Custom Music places considerable marketing emphasis. "Most of our customers are in the 18-to-25-year-old group—the Mustang generation," explained Philpott. In addition, the firm has a 60-second motion picture advertisement, to which the local dealer can attach his name that gets a big play at drive-in movies in the three-

State area. This is in addition to such normal promotional campaigns as radio, television, newspaper and billboard advertising.

**Local Pockets**

Musically, the Midwest is much like the rest of the country—pop standards strong almost everywhere with local pockets (sometimes several within a city like St. Louis) of country or rhythm and blues.

Four-track has the field to itself here. The margin is about 100 to 1 over 8-track in original units and perhaps 50 to 1 in the sale of tapes, Northup says. "There's been a lot of re-thinking about 8-track," Philpott adds.

That's one reason why Custom Music sees 1968 as a big year for car stereo units. "It's going to deflate the overemphasis on 8-track units," says Northup. "There's going to be a lot more standardization by retailers and that's where it counts." In addition, greater emphasis by the big three auto makers on original equipment stereo outfits will only help to boost the market potential. "Ford made car stereo units more than just a fad," the Custom Music president said.

**Industrialist Invests \$750,000 in Muntz**

By ELIOT TIEGEL

LOS ANGELES — Henry Fenenbock, industrialist - real estate man, has invested \$750,000 in Muntz Stereo-Pak, with an additional \$2.5 million as a line of credit, Earl Muntz, president of the stereo CARtridge company, said.

Fenenbock's financial assistance allows him an option on 25 per cent of the firm's stock. Fenenbock is head of Lawson Investment Co., Lawson Clock Co. and a major stockholder in Parker Pen.

Fenenbock has been made a member of board of directors with the title secretary of the corporation. Other directors are Muntz as chairman; his son Jim, a company vice-president, and Henry Winternitz, controller. A fifth director will be added.

Fenenbock will not take an active part in the running of Muntz Stereo-Pak.

"With our new capital we are going to open a retail service installation in Chicago by mid-April," Muntz said. Jim Muntz will be in charge of all national retail outlets. The senior Muntz indicated he was staying away from opening his own retail outlet in New York at this time, because that area is not as car-conscious as some of the Midwest.

His Chicago outlet will be patterned after his Roscoe Boulevard store several blocks away from his factory. This former tire installation center, carries a complete cartridge library and car player installation facilities. Muntz claims this retail location this year will exceed what the company did nationally in its first year of business.

**Disk Shop's Merchandising, Artist Tie-in Test Clicking**

NEW YORK—Mickey Gensler's retail record shop at 150 W. 34th Street, known as Teen Discomats, is being used as a merchandising pilot by Screen Gems, producer of the Monkees' TV show. The latter seeks to determine how much non-record merchandise, such as sweat shirts, hats, buttons, etc., can be sold by a record dealer when that merchandise has an artist tie-in. Currently on display in Gensler's window are many types of merchandise tying in with the Monkees.

Gensler stated the test is fabulously successful; that he has already moved more than 24 dozen of Monkees sweat

shirts, hats and other items, and he is awaiting additional merchandise.

Gensler feels that record dealers can ease their economic situation in today's changing market by promoting merchandise which lends itself to a record tie-in. He also notes that he is successful in selling tickets to concerts—particularly when the artists are being promoted through current LP product. He also sells tickets to pop and jazz artists who are available on singles as well as LP's. "This type of activity," Gensler states, "builds store traffic, which is what is necessary for the dealer."

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### ELLA FITZGERALD

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4CL-2270 PORTRAIT OF MY LOVE  
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4CL-1669 A SONG FOR YOUNG LOVE

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4CL-1461 THE BEST OF GUY LOMBARDO  
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4CL-2555 TENDER LOVING CARE  
4CL-2495 A TOUCH OF TODAY  
4CL-2433 FROM BROADWAY WITH LOVE  
4CL-2351 GENTLE IS MY LOVE  
4CL-2155 HOW GLAD I AM  
4CL-2136 THE NANCY WILSON SHOW  
4CL-1934 HOLLYWOOD—MY WAY  
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## Electronics Firms Choose EIA Over NAMM Show

By EARL PAIGE and JERIANNE ROGINSKI

CHICAGO — Despite a statement by Bill Gard, executive secretary of the National Association of Music Merchants, that the Chicago Music Show would not lose many major exhibitors to the Consumer Electronics Show in New York, a recent survey of electronics firms shows that most will be exhibiting only in New York. Both NAMM and the Electronics Industry Association have their shows scheduled for June 25-28.

NAMM, however, will still be drawing some of the major electronics firms who have decided to spread themselves out to two shows. Among those who will definitely be at the NAMM show are Ampex Corp., Fisher Radio Corp., Jensen Manufacturing Division, Mercury Record Corp., and the Seeburg Corp. RCA said they have plans for exhibiting at the Chicago show as well as New York but the size of display has not been determined. Matsushita Electric Corp. is one of several electronics firms who are still undecided about exhibiting in Chicago.

Harry Norman of Fisher Radio comments on why his firm decided to be in both shows. "We decided to go to both shows at the detriment of neither. We don't want dealers to have to drive all the way to New York. It'll be more effort on our part but we feel it will be worthwhile."

"The prospect of two conflicting dates is a dilemma for us this year but not from the standpoint of whether we'll go to EIA or NAMM because we have to be at both," quoted E. J. Murnane from Jensen Radio. "Our problem, like a lot of companies, is where to place our emphasis."

Other electronics firms which were in the NAMM show last year but say they will be exhibiting only in New York this year are: Aristo Tone Electronics, Clairtone Sound Corp., Concord Electronics, Craig Pan-

orama, Dynavox Electronics, Delmonico International Corp., Harman-Kardon, Inc., Lear Jet Industries, Inc., 3M Co., North American Philips Co., Olympic Radio & Television Sales Corp., Packard-Bell Electronics Corp., Ross Electronics, Selectron International Co., Sharp Electronics, Sony Corp., Superscope, Inc., and Sylvania Electric.

"The NAMM show is kind of a Washington Monument and for so long now it's been the only way to display for an electronics firm," commented Jim Russell of Craig Panorama. "The EIA show is singular in its concept and we'll be exposing our products to the one segment of the market where our trade show dollars will do us the most good."

Anthony Dillon of Aristo Industries noted "It seems that a real split has occurred between the flute players, let us say, and the dial twisters. We have definitely decided our place is with the dial twisters."

"We are so closely allied with equipment people rather than people who are in sheet music and this kind of thing," said Charles Akden of 3M magnetic tape division, "that we decided to go to EIA."

Dynavox's Joseph Dworken said, "NAMM always quoted us the attendance at their show but never broke it down. We were never sure of the attendance as far as our exposure went."

According to Jack Wayman, staff vice-president of EIA's consumer products division, the New York show will concentrate on electronics products and not

include any other phase of the music business. There will be no record exhibits but may be some showing of tapes. "We are aiming primarily at the dealer who handles white goods as well as brown goods," he said.

"The show will be an image affair and will not entail a whole lot of direct selling," Wayman continued. He pointed out that the EIA has tried to provide more attractive exhibit facilities in New York than the NAMM show did in the past. This is one of the objections most electronics firms has to the NAMM show. Chicago's Conrad Hilton's exhibit areas were not contributive to product appearance or good sound, he said.

Besides of the facilities of the Chicago show the EIA had tried last year to get NAMM to change the name of the show to include electronics products. "Every suggestion of EIA was voted down by NAMM, so we decided to have our own show," Wayman said.

The EIA show will incorporate sessions in their program which are directed at educating the dealer in different phases of the electronics field. One will include a panel of government and industry people discussing regulations and problems of electronics and such items as walkie talkies. Seminars on high fidelity audio components and magnetic tape equipment will also be scheduled.

So far it looks as if the appliance dealer who can afford a New York trip will have little trouble deciding on a show but the music man may have to attend two shows.



ROCK GROUPS as Madison Avenue creations are exemplified by the Fabulous Fakes, being greeted by Esty president J. M. McClintock. Esty provided instruments for the group, created by Hazel Bishop, Inc., to promote its new long fingernails. The group will also work with the Kaiser Jeep Corp. Group includes Vici Spencer, her twin brothers Danny and Bill, George Peel, Jerry Foster and Danny Evans.

## Guitar Sales Scoring 20% Higher in '67

By BRUCE WEBER

LOS ANGELES—Key outlets in Southern California report that predictions made a year ago that 1967 would be a boom year for guitars, amplified as well as nonamplified, are proving to be accurate. In fact sales and earnings are advancing at a healthier pace than expected. The guitar boom is beginning its lucky 13th year with little visible toll from either old age or a lack of business vitality.

Conservatively, some dealers—representatives of mama-and-papa stores included—predicted a mere 7 to 10 per cent increase in guitar sales for 1967. Now, a more liberal figure is quoted—about 20 per cent in many markets.

When Elvis Presley gyrated into the American music scene, he did more than start a record bonanza that led to the multi-million-dollar rock era. Presley carried a guitar, and since that time the sale of guitars has reached proportions that must be considered a "boom." There is no let-up in sight.

### Scanning The News

Motorola has reported record sales and earnings for 1966 and showed a 32 per cent increase over the previous year. . . . Dr. William Thaler, a Georgetown University physicist, is conducting experiments using a Laser beam to transmit FM music and voice simultaneously. It may be the communication wave of the future, he claims. . . . The four Schmitt Music Centers in Minneapolis are offering an all-expense paid trip for two to Disneyland for registering at any of their four stores. . . . Sylvania Electric Products, Inc., subsidiary of Central Telephone & Electronics Corp., is in the process of acquiring the business and assets of the Wilbur B. Driver Co. and Ultronic Systems Corp. . . . Merson-Unicord, Inc., of Denver, celebrated the grand opening of its musical instrument warehouse with a jam session. . . . ZCMI Record Centre, Salt Lake City, and United Artists Records had a record al-

(Continued on page 75)

The reasons for the sharp increase in instrument sales in 1967, according to Charles Rosenthal, sales promotion manager of Fender Guitar, and S. C. Hall, president of Rickenbacker, are threefold:

Its capability as an accompanying instrument. The ease in which people can learn to play the guitar. And, its capability to provide rhythm for rock. The guitar's portable appeal to today's roving teen-agers can be added as a fourth reason for its popularity.

Last year nearly one million guitars were sold in the United States. This year, music dealers are predicting they will do twice as well. Marion S. Egbert, educational director of the American Music Conference, said in a report that "never before has there been such a desire for self-expression (some people call it personal identity) and a need for real satisfaction from leisure-time pursuits."

"This is why music-making has become so popular a past-time in the last decade; it provides both as few other past-times can," the director said.

Rosenthal believes the guitar owes its popularity not only to the influence of the rock music but to its qualities as an instrument. "The guitar is a fairly easy instrument to play," he said. "A person can, in a relatively short time, learn to play some music on the instrument. This is another reason for the demand of the guitar."

"Some sociologists," Egbert commented, "claim the guitar is a symbol of a rebellious youth, which may be true to some extent. What they overlook, however, is that the guitar can be the symbol of almost any personality imaginable."

"We're seeing a new trend in guitar playing," he continued, "and it proves the guitar should receive more credit for its own popularity. People who purchased guitars during the past several years are starting to take the instrument more seriously. This is why there is a shortage of good guitar instructors almost everywhere."

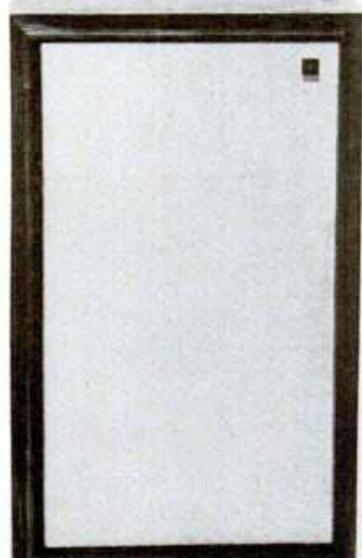
When a teen-ager plunks down hard-earned money for a guitar, the report said, it usually represents a long-term commitment to music. More than 90 per cent plan to continue playing the guitar after they graduate from high school.



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SCOTT has introduced this S-11 controlled impedance extended range speaker for use with solid-state components. Cabinet measures 24 x 14 x 11 1/4 inches. Walnut finish. Air-suspension enclosure. Price is \$149.95.

# New Products



AIWA recently introduced this solid-state AC/DC, FM/AM portable (Model AR-145). A 12-transistor unit with "anti-blackout" system. \$39.95 suggested retail.



ALSO FROM AIWA, this 4-band solid-state AC/DC portable radio with 14 transistors and 3 x 5-inch speaker. Suggested retail is \$59.95.



WMI in a new contract with Teisco of Japan is importing a new line of guitars, organs and amps with first delivery in April. In the line is this Teisco/Del Rey EP-12T, ultra thin, 5-play neck and ebony fingerboard. It's a 12-string electric. WMI Corp., 1228 Emerson Street, Evanston, Ill.



AIWA has brought out this portable tape recorder (Model TP-719) operable on AC/DC/car battery. It's 2-track mono in at-tache case. Capstan drive. Suggested retail price of \$129.95.



AIWA's AR-144 solid-state portable radio just introduced has 3-band reception, built-in AC converter, full-size 5 x 3-inch speaker. Suggested retail: \$54.95.

## Scanning The News

Continued from page 74

bum autograph party featuring Ferrante and Teicher. . . . Krome's Home Entertainment Centers in Minneapolis launched a grand opening of the two new stores. . . . The Japanese Government has sanctioned exclusive manufacturing and sublicensing agreements between the stereo division of Lear Jet Industries, Inc., Detroit, and the Victor Co. of Japan, Ltd., Tokyo. . . . Fire recently destroyed the George J. Simon music store in Ashtabula, Ohio.

PERSONNEL MOVEMENT: Philco-Ford has named Sal Ricci to manage its newly formed Parts & Service Merchandising & Planning Department. . . . Sylvania appoints three: Ludwig Ulrich to sales manager for entertainment products in Eastern Texas and New Orleans; Garlan Morse becomes senior vice-president of the corporation; R. F. Barney is the new manager of advertising and sales promotion. . . . Stanley R. Raskin has joined the legal operation of General Electric's Consumer Electronics Division. . . . Gerard H. Berberian becomes product manager for BASF Sound Recording Tapes. **JERIANNE ROGINSKI**

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## MOA Names Witnesses

WASHINGTON—The Music Operators of America board of directors meeting here last week named the following to appear as industry witnesses at the hearings of the Senate Copyrights Subcommittee this week:

**JAMES TOLISANO**, Clearwater, Fla., operator and president of the MOA.

**WILLIAM CANNON**, secretary of the MOA, a Haddonfield, N. J., operator and president of the New Jersey Council of Coin Machine Operators.

**MRS. LEOMA BALLARD**, a Belle, W. Va., operator and long-time officer in the West Virginia Association.

**IRVING LINDERHOLM**, veteran North Dakota operator and executive in the State trade association.

**TED NICHOLS**, Fremont, Neb., operator, vice-president of the MOA and a director in the Nebraska trade association.

**NICHOLAS ALLEN**, Washington, counsel for the MOA.

## MOA, Licensors Meet

### Discuss Wording Of Section 116

By MILDRED HALL

WASHINGTON — Jukebox operators may now "have a better chance" in the Senate Copyrights Subcommittee hearings this week (March 17) as a result of the grueling three days of meetings, talks and visits to Senators and Congressmen put in by the MOA board leadership and 52 directors here last week. This was the feeling of MOA executive secretary Fred Granger at the close of the Sunday-to-Wednesday campaign against the "unworkable, unenforceable and burdensome" terms of the copyright revision bill's jukebox Section 116.

A surprise feature was an invitation from the music licensing groups for a meeting at the copyright office to discuss the complicated statutory wording—but not the statutory rates. The informal, two-hour meetings, with House Copyrights Subcommittee counsel Herber Fuchs presiding, and Copyright Office Register Abraham Kaminstein and assistant register Barbara A. Ringer attending, was purely exploratory. Two similar meetings were held last year.

MOA's Fred Granger said MOA people in attendance at this meeting recognized a very real desire on the part of the government officials involved to find a satisfactory solution to the problem language in the bill. Naturally, operator and manufacturer spokesmen at the meeting again urged the simpler approach of the MOA plan for an added royalty on jukebox records, rather than the complicated compulsory licensing approach.

Licensors at the get-together suggested that they were not too happy with the "costly" policing required of them in the statutory provisos. However, they were reportedly not pushing too hard for changes in the bill's bookkeeping and reporting processes which jukebox operators say they "cannot live with." The MOA people agreed

*(Continued on page 83)*



JOHN WALLACE

FRED GRANGER

JAMES TOLISANO

## Communication Needed, Says Herb Goldstein

By BRUCE WEBER

LOS ANGELES—The biggest problem facing the bulk vending industry during the next few years is the same problem that has harassed the business during the last twenty, according to Herb Goldstein, vice-president of Oak Manufacturing of Los Angeles.

The lack of communication between the operator, still the most important single element in bulk vending, and the manufacturing company must be solved before bulk vendors can make rapid strides forward, Goldstein believes.

"The neglect shown the bulk vending operators," the executive said, "is apparent throughout the country. Before progress can be made in new areas," Goldstein said, "we must achieve a better working relationship between operators and manufacturers."

Goldstein is organizing the second bulk vending workshop at the National Vendors Association Convention in New Orleans April 5-8 in an effort to close the gap between the man-

*(Continued on page 81)*

## Canteen Corp. V.-P. Is Elected President of California Council

By BRUCE WEBER

LOS ANGELES — Clarence Landis, newly elected president of the California Automatic Vendors Council, believes the vending industry has three programs to implement before it can continue its economic "great leap forward."

Landis, a vice-president with Canteen Corp., is pressing for action in three fields he feels the vending industry must investigate and then solve before the year is over.

To get his program moving, Landis will use the president's chair of the CAVC, a State council of the National Auto-

matic Merchandising Association, as a speaking forum.

Landis, installed as president of CAVC at the 11th annual installation meeting last weekend in Palm Springs, Calif., would like to see programs established on taxation, public relations and health and safety. At the same time, he is pointing out again the basic policy of good service, good product and good equipment and a sound manufacturer-distributor-operator relationship as cornerstones in the industry's quest to improve sales and earnings.

He feels, however, that sound platforms need to be developed,

explored and acted upon in public relations, health and safety standards and a full understanding of the taxation problems facing the industry in California.

Just how big the nation's vending business has really grown can be seen in this:

There are more than 6,000 companies in the vending field, including "mama and papa" operations. Several major companies are expanding at a rate close to 12 to 15 per cent a year, while the remainder of the vending industry claims a growth rate of 8 per cent a year.

Landis breaks the taxation problem into two categories—sales tax and cigaret tax.

"There is more than a strong possibility that Gov. Ronald Reagan's proposed cigaret tax hike this year will be enacted," Landis said. "We have to be prepared for any current hike, but then be able to combat and block any attempt to raise the cigaret levy and sales tax in the future."

The governor called for higher taxes on cigarets, tobacco products, liquor and other "lux-

*(Continued on page 79)*

## Vending Suit at End

By EARL PAIGE

ST. LOUIS—Industry speculation that the Jason Koritz-Ford Gum case would be settled out of court will likely be proved correct. U. S. District Judge James H. Meredith has ordered the two-year-old case vacated to be passed on for settlement outside the court.

A spokesman for the court said, "Generally when cases such as this are passed out for settlement they are not brought back. But if the parties cannot agree it could still be settled in court."

The suit, scheduled for jury trial on five separate occasions after its initiation in March, 1965, left court with Koritz and Four Jems, Inc. seeking \$400,000 and Ford Gum & Machine Co. asking \$95,000 in a counter claim.

Koritz initiated the action, asking for \$150,000 from the Akron, N. Y. firm for breach of contract and restraint of trade. When this charge was met with Ford Gum's original \$85,000 counter-claim Koritz filed for \$250,000 on the original charges and added a \$250,000 claim for alleged libel.

Judge Meredith dismissed the libel count (Billboard, Feb. 11) but Koritz filed another complaint seeking \$400,000.

### Machines Moved

Repeating all the allegations in both the first and second counts, the latest Koritz complaint charged that Ford Gum "... aided and abetted certain Kiwanis Club members ... in removing the plaintiff's gum

machines from certain locations after the plaintiffs had entered into a contractual relationship with ... Kiwanis Clubs."

Ford Gum's answer, in which a total of \$95,000 was sought, stated, "... Defendants acts were legally justified for the reason that defendant had prior contractual relations with the

*(Continued on page 78)*

## Monkees LP Out Next Week

CHICAGO—"The Monkees" in Little LP form will be released by Seeburg the week of March 20, national promotion manager Stan Jarocki has announced.

The Colgems LP was third-ranked on the Billboard LP chart last week.

For the weeks of March 6 and 13, Seeburg has also released the following Little LP's in its 1967 stepped-up program:

"What The World Needs Now Is Love" by the Ray Charles Singers (Title song, I Can't Stop Loving You, Open a New Window, I'll Walk Alone, Promises, Don't Cry) Command RS903/Seeburg Part No. 1116.

### Basie

"Broadway, Basie's Way" by Count Basie and Orchestra (Mame, Hello Young Lovers, On a Clear Day, On the Street Where You Live, Here's That Rainy Day, People) Command RS905/Seeburg 1117.

"Don't Touch Me" by Wilma Burgess (Title song, I Love You Drops, I'm So Lonesome I Could

Cry, You Can't Stop My Heart From Breaking, Welcome to My World) Decca DL 74788/Seeburg 1119.

"There Goes My Everything" by Jack Greene (Title song, Walking On New Grass, Almost Persuaded, Together Again, A Wound Time Can't Erase, Here Comes My Baby) Decca DL 74845/Seeburg 1121.

"Golden Medleys" by Guy Lombardo and his Royal Canadians (everything from Memories to Happy Days Are Here Again) Decca DL 74593/Seeburg 1122.

"Ray's Moods," by Ray Charles, his Orchestra and Chorus (Please Say You're Fooling, You Don't Understand, She's Lonesome Again, It's a Man's World, Chitlin's With Candied Yams) ABCS-550/Seeburg 1106.

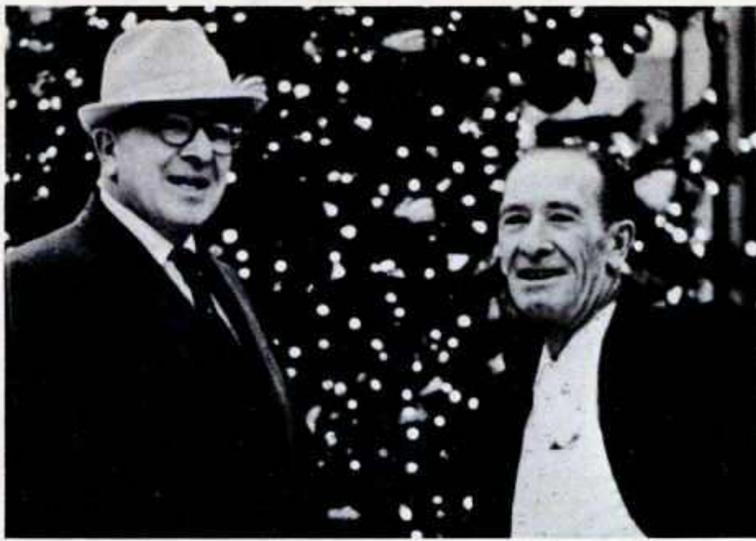
"Look Into My Teardrops" by Conway Twitty (Title song, If You Were Mine to Lose, I Don't Want to Be With Me, Don't You Believe Her, There Stands the Glass, The Wild Side of Life) Decca DL 74828/Seeburg 1120.



BOOTS WAS TIED in with Color-Sonics during the national promotional push given the Monument artist. Randolph is seen here in a recent Chicago appearance. In addition to a Color-Sonics film short, radio, newspaper and consumer and trade magazine ads promoted Boots' newest album, "Boots With Strings."



GIL SONIN, United Jewish Appeal Coin Machine Division "Man of the Year," will be honored during the UJA annual dinner June 10 at the Statler Hilton Hotel, New York City. Featured speaker of the evening will be Rev. John Stanley Grauel, one of the heroes of the refugee ship "Exodus" that inspired the motion picture and soundtrack music hit.



BETWEEN PLANES at Chicago's O'Hare Airport are Monroe Marks (left) and Jack Moran, teammates at the Denver mechanics training facility, Institute of Coin Operations. The two men have made countless flights lately in an effort aided by the Music Operators of America to establish schools in Atlanta and Chicago.

## Fontana Disk Keyed to Film Became a Hit

CHICAGO — The impetus given a recording via film shorts is being felt at Mercury Records. "Bend It," a record released on Mercury's Fontana subsidiary label last September topped the play list at KLIF, Dallas, as late as February even though the Dave Dee, Dozy, Beaky, Mick and Tich group had another recording released a month before this. Fontana is now reserving all stations with "Bend It." Credit for the long brooding success of "Bend It" is laid directly to a three-minute film short produced in London by Alan Blaikley and Ken Howard,

Axel Enterprises, Ltd., and aired over television stations. Ron Chapman at WFAA-TV, Dallas, played the film every day for a week.

### Go-Go Girls

"Ordinarily Chapman won't play the usual stereotyped nothing-happening film shorts done on records," said Mercury's promotion director, John Sipple, "but this film was very unusual. It featured four English go-go girls and was well produced. Actually, this kind of film is timeless, it'll be used for four or five more months because kids like to watch it over and over."

Sipple said that "Bend It" was one of the first records to utilize the heavy, enhanced background "Greek Rhythm" sound. "I really think that this film would go on something like the Ed Sullivan Show and be entertaining for adults, too," he said.

## Coinmen In The News

### DENVER

Many Denver operators and distributors sent telegrams of condolence on word of the recent death of Fred Gurley in Twin Falls, Idaho. Gurley, a pioneer operator, was a frequent visitor in the Denver industry.

Marshall Pack, head of Apollo-Stereo Music Systems, took his family to Aspen for a week of skiing immediately following New Year's Day. Pack is one of the few operators on the Denver circuit who is an avid winter sportsman and an expert skier.

Apollo-Stereo, incidentally, staged one of the biggest Christmas parties in years, when all customers, location owners and associated businessmen were invited to an afternoon and evening blast at Apollo headquarters. More than 75 guests made the scene.

Jack Hackett, generally regarded as one of the top mechanics in the Denver coin machine, has resumed flying as a hobby, using a Cherokee-140. Hackett has been intensely interested in light plane aviation for 20 years.

Doug Willey, Commerce City operator, took his eight children to grandmother's and his wife to Pasadena, Calif., for the Rose Bowl game.

Chuck Morrison Jr., who went into all phases of coin machine operations shortly after graduation from high school, sent Denver distributors and operators a photograph of a unique installation in which his Grand Music Co., Leadville, installed pool table, jukebox, a wide variety of pinballs and a complete battery of vending machines, extending all the way around the wall of the room. Morrison and his veteran operator father advertise themselves as "the highest altitude operators in the United States" because most of their locations are two miles above sea level.

In mid-January Dan Keys, partner in Apollo-Stereo Music Systems, waves good-bye to his compatriots as he set out on a six-week vacation in Puerto Rico.

Perennial promoter Johnny Knight of Skyline Music Co. is extremely busy with Scopitone. Knight visits almost every location three or four times per week to sample customary reaction and to help location owners promote the popular unit.

The generally "tight money" situation has worked its way down into collections in recent weeks, according to Mike Savio of Draco Sales Co. Collection difficulties hit an all-time high immediately after the new year.

Interest in discotheques has apparently died away for good, Denver operators report, with only one or two remaining operations in the Denver area at the turn of the year.

Sharp popularity trends which manifested themselves shortly before the end of 1966, are bringing changes in game operations in 1967, reports Pete Geritz, Mountain Distributors, Denver. For example, pool tables are rapidly re-

placing shuffle alleys throughout the State, a switch which has surprised most game operators. Consequently, numerous shuffle alleys are slated for replacement on most routes.

Somewhat disappointing was the announcement by Gano Senter, pioneer Mills distributor in the Denver area, that 1966 was the last year in which the public would be invited to view his \$10,000 Christmas tree. Displayed in the living room of the Senter home each Christmas for more than three decades, the huge Christmas tree was as much a part of each Yule season as the city's annual court house decoration.

BOB LATIMER

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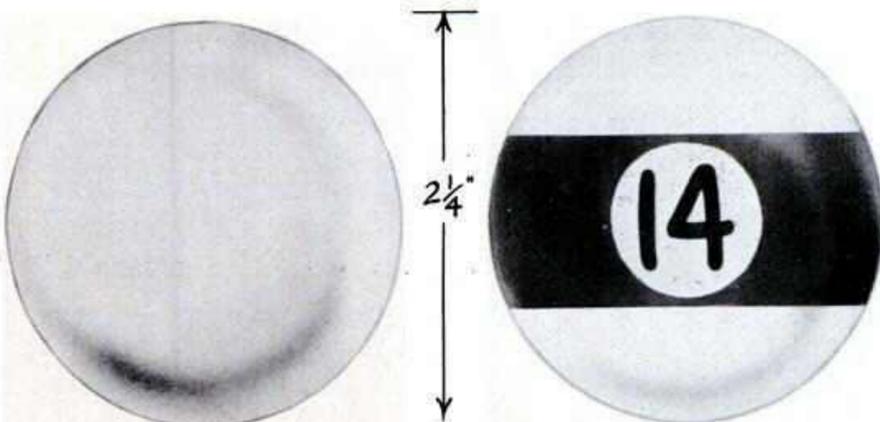
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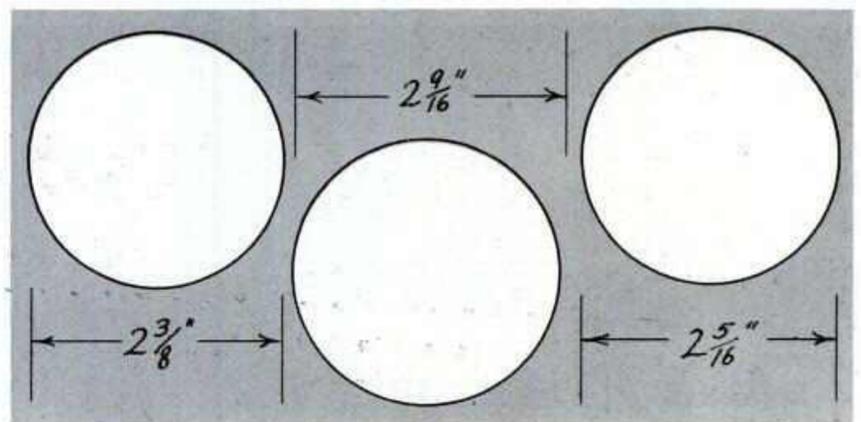
Player realizes more "english" and "draw" on the ball.

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# Steelmade Unit Lures Operators

By MYRON FARIS

LOMIRA, Wis.—A vending machine that offers live bait in pop-open cans for fishermen is coming off the production lines of Steelmade, Inc., here.

Steelmade moved not long ago to Lomira from Minneapolis. Its main sales office is in San Francisco. Ray F. Jones of San Francisco, president of the company, inspired the name used for the bait vender, "Cap'n Jones Night 'N Day Bait Shop."

The vender has held containers of worms up to three months successfully, according to Don Baertschy, of Steelmade, who demonstrates the machines. It was at a Chicago demonstration that he opened a container of worms that had been "canned" three months.

"When they hit the warm room-temperature air, they started wriggling like mad," Baertschy said.

How does it work? It's a matter of refrigeration and proper bedding for the bait. What type

## Goods & Services

of bait can be used? It's the operator's choice, according to a given area. For example, bait for fresh water fish include live garden worms, night crawlers, red worms, grubs, and hellgrammites. In addition there is a cheese mallow bait to lure catfish and carp.

For salt water fish the canned bait includes freshly cut squid, shrimp, mullet and bonita.

Operators set their own price—generally what the local traffic will bear.

The bait can come from a variety of sources and could possibly mean the start of new business ventures for boys, who could gather night crawlers, dig for worms, and trap hellgrammites with which to supply the vending machine operators.

Some operators have reported a thriving business at night, when a location's regular businesses normally are closed. One location owner said that he never sees the machine in use, but when he checks on it in the morning "it usually needs refilling."

Steelmade manufactures two models of the venders, one carrying 200 cans and offering four bait choices, and the larger with 290 cans and five choices. The smaller unit measures 67 inches high, 32 inches wide and 21 3/4 inches deep and weighs 440 pounds. The other is six feet

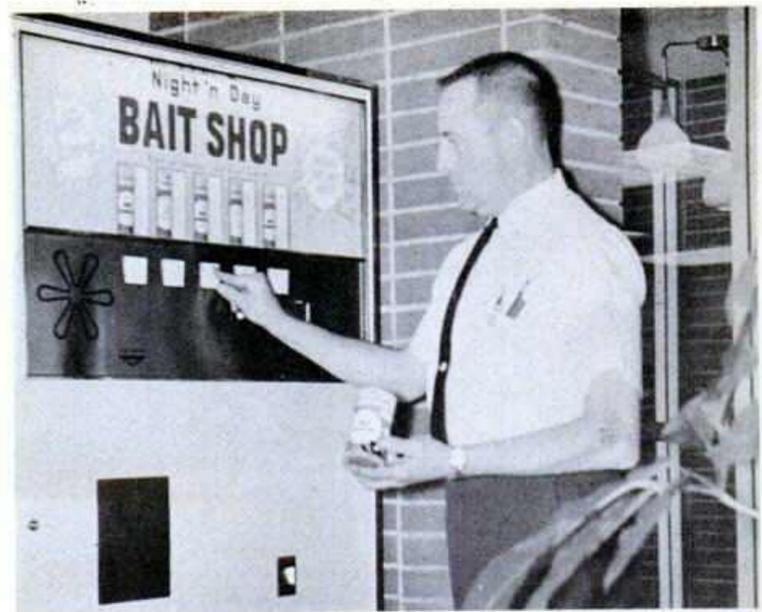
high, 38 inches wide and 21 3/4 inches deep and weighs 475 pounds.

A 1/3-horsepower unit compressor, hermetically sealed, provides the refrigeration. The machine plugs into any 110-volt electrical outlet and is designed to operate around the clock.

The machines have a colorful panel with lighted can display.

The recreation field is wide open for such devices, with prime locations including sporting goods stores, service stations, marinas, parks, motels, camp sites and even supermarkets.

One Ohio fishing dealer who has designed some of his coin-operated vending equipment reports that many other pre-packaged fishing items such as tackle and artificial flies can also be profitably handled through vending machines.



HELLGRAMMITES, NIGHT CRAWLERS, GRUBS and other bait is successfully kept refrigerated and ready for vending in Steelmade's Cap'n Jones Night 'n Day Bait Shop venders, demonstrated here by Don Baertschy.

## Enterprising Bait Merchant Develops Vending Operation

MASSILLON, Ohio—When Elmer Carpenter, 42-year-old proprietor of the Trading Post here, decided to gear his live bait business to automatic vending he ran into the problem of spoilage. This was in 1957 and Carpenter had three machines purchased from a Wichita, Kan., manufacturer.

Not willing to give up on the idea of vending live bait, Carpenter, a father of two boys and a girl and tired of working around the clock to service his thriving bait business, hit on the solution of using an old refrigerator. He mounted the three machines inside a hole cut in the refrigerator and mounted the cooler unit flush with the outside store wall with an oven door attached to shield the front of the three dispensing units then protruding from the old icebox.

Carpenter, who since has moved into new quarters with 24 vending machines dispensing everything from live minnows to snelled hooks, had his refrigeration problem nearly solved at

this point. He now had to find a way to keep the waxed dispensing boxes from becoming soggy and sticking inside the machines. This, he circumvented by placing his live bait in plastic boxes.

Carpenter's early ingenuity and his ability to fashion things his own way led to another vending discovery—a live minnow vender. Utilizing a coin mechanism from another vending machine, he is able to offer a dozen minnows at a time, which are flushed out from a 24-dozen bank of trapped shiners.

Although he has a \$30,000 total investment in the store here, Carpenter estimates his vending equipment amounts to only \$410, minus his labor and a special coil-type refrigeration unit he also constructed. His 18 non-refrigerated machines offer such fishing items as prepared catfish bait, sinkers, snelled hooks, line, bobbers, swivels and even batteries for flashlights. One machine, a live bait dispenser, took in over \$180 during a typical busy week last summer.

## N. Y.'s Bulk Vendors Still Fight Slugs

NEW YORK—An unusually good turnout of 40 operators sparked the meeting of the New York Bulk Vendors Association, Inc., at the Sheraton-Tenney Inn last week, at which bingo slugs were again a major topic. Hosts of the affair were Moe Mandell, representing Northwestern Sales & Service, and Irwin Nable, Schoenbach Co., distributor here of Oak venders.

Mandell and Nable conducted a seminar on machine sanitation and outlined operator's responsibilities in regard to the Board of Health regulations. But getting most anxious attention was the problem of bingo slugs, which has now cropped up in several spots around the country in addition to the New York area.

Association President Roger Folz said, "I have even heard that the bingo chip problem has come up in St. Louis. Irv Katz called me the other day to complain about it." Folz has been leading a fight against slugs and has tried to get the U. S. Treasury to investigate the problem.

Folz said that plans for the bulk vendor group here to hold a joint meeting with the New York Automatic Vending Association in Lake George June 2 at the Sagamore Hotel was another topic covered in the meeting. Prior to this, however, the bulk organization will meet again at the Sheraton-Tenney Inn some time in March. Nat Gordon was the lucky recipient of a clock radio given away at the meeting here.

## Vending Suit at End

• Continued from page 76

customers of plaintiffs and a financial interest therein, and for the further reason that plaintiffs had obtained contracts in violation of fiduciary and contractual duty owed to defendant, by reason of which they can claim no rights or benefits . . ."

For the most part, the suit hinges upon the renewal of contracts with sponsoring organizations during the time when an existing Ford Gum franchise here came under the control of Four Jems, Inc.

In Dec. 1961, Mark Koritz, son of Jason Koritz, purchased an existing Ford Gum franchise. In 1964 young Koritz decided to withdraw from the Ford Gum franchise program and Four Jems, Inc. assumed control of the business. The elder Koritz is president of Four Jems.

**Libel Charge**  
In his latest complaint, Koritz stated, ". . . That defendant contracted with and supplied to plaintiff's predecessor certain gum balls for sale in gum ball machines. Plaintiffs acquired said machines from their predecessor and plaintiffs entered into contracts with the herein above named and other Kiwanis Clubs and plaintiffs did then procure gum products from other manufacturers and undertook to dis-

pense said gum products which 'greatly disturbed' the defendant causing the defendant who lost the plaintiff's business to wilfully and maliciously by and through its agents, servants and employees to publish the hereinabove referred to libel and maliciously and wilfully by and through its  
(Continued on page 82)

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### 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 . . . . . .75  
Peanuts, Jumbo . . . . . .45  
Spanish . . . . . .32  
Mixed Nuts . . . . . .60  
Baby Chicks . . . . . .35  
Rainbow Peanuts . . . . . .32  
Bridle 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—Floors, Topps, Bazooka & Pal, 4M pcs. . . . \$14.00  
Rain-Bio Ball Gum, 1800 per ctn. . . . 6.25  
Rain-Bio Ball Gum, 1800 printed per carton . . . . . 6.40  
Rain-Bio Ball Gum, 5250 per ctn. . . . 8.35  
Rain-Bio Ball Gum, 4250 per ctn. . . . 8.35  
Rain-Bio Ball Gum, 3500 per ctn. . . . 8.35  
Maltettes, 2400 per carton . . . . 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Bio Ball Gum.  
Adams Gum, all flavors, 100 ct. . . . 45  
Wrigley's Gum, all flavors, 100 ct. . . . 45  
Beech-Nut, 100 ct. . . . . 45  
Hershey's Chocolate, 200 ct. . . . 1.30  
Minimum order, 25 Bqxes, 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.

### MODEL 60 BULK-PAK



The popular Model 60 . . . now adapted to vend wrapped confections. Write for circular and prices.

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.  
LOngacre 4-6467

ON LOCATION THE SUPER 60 EARNS MORE



A super-sized version of Northwestern's Model 60, the SUPER 60 EARNS even more profit. That's because of the Super 60's greater capacity for capsule, 100 count gum or gum and charms, bring you bigger profits per service. Available in 1c, 5c, 10c, 25c, penny/nickel, and 3 for 5c play. Just a quick change of the wheel and brush housing and you are in Super 60 business. Wire, write or phone for complete details.

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SPECIAL CANDY MIX V-16  
EXCEL MIX**

**Pat and Lyn**

**CANDIES**

DELIVERED TO YOU BY THE WORLD'S LARGEST BULK VENDING CANDY MANUFACTURER!

**STANDARD SPECIALTY COMPANY**  
1028 44th AVE. OAKLAND, CALIF. 94601

"Operators: Write for name of nearest live-wire distributor!"

# Coming Events

Mar. 13—Massachusetts Coin Machine Association, monthly meeting, Waltham Holiday Inn, Boston.

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. 27—Northwest Ohio Music Operators Association, monthly meeting, Rose Villa, Findlay.

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—Columbus, Ohio, Coin Operators Association, monthly meeting, site to be named, Columbus.

Apr. 4—Missouri Coin Machine Council, site to be picked, Mexico.

Apr. 4—Tri County Vending Association of Youngstown, Ohio, monthly meeting, site to be announced, Youngstown.

Apr. 4—Summitt County, Ohio, Music Operators Association, monthly meeting, site to be named.

Apr. 3—Missouri Coin Machine Council, Mexico, site to be named.

Apr. 5—Western Massachusetts Music Guild, monthly meeting, Ron Roc Cafe, Fairview.

Apr. 6-9—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.



**NORTHWESTERN AWARD WINNERS** during recent distributor meet. Top left: President Waldo E. Bolen presents distinguished service award to Paul Crisman (left) and Tom King of King & Co., Chicago; (center left) Kenneth Shollenbarger, Continental Vending Supply, Inc., Phoenix, Ariz.; (bottom left) Bolen with Alex Schwartz (left) and Irving Schultz of King & Co.; (top right) Blair Norris, Brady Distributing Co., Charlotte, N. C.; (bottom right) Sidney Weinstein, Sidmor Vending Co., Pittsburgh; (bottom) Bolen and Alan Cohen (left) with Moe Mandell (right) of Northwestern Sales & Service, New York.



# Canteen Corp. V.-P. Elected President of Calif. Council

• Continued from page 76

uries" by April 1, as he submitted a \$4.6 billion State budget message to the legislature. He is asking for a hike in the 3-cent-a-pack State cigaret tax to 9.5 cents.

The Canteen executive also is a strong booster in a public relations program to better indoctrinate the general public on the vending industry. For too long, he believes, the vending industry has had a poor reputation among the masses.

"We must begin to tell the public about the legitimacy of the vending industry."

His idea is to appoint vending representatives, perhaps a speakers' bureau, to circulate throughout the State bringing the vending message to service clubs, fraternal organizations, schools, hospitals and the general public.

"The operator has not done enough in the public relations field," according to Landis. "He

is on a grass-roots level, but he refuses to take time to educate the public. Our image on a general scale is poor. It's a throw-back to the slot machine days when operators were thought to be involved with undesirables."

Examining the vending industry today, Landis labels vending a "profession" rather than a "field." He considers the industry "a sophisticated business operated by professionals."

He declared: "The vending operator today, whether he is an individual with a small route, or a company executive, is hard working, industrious and resourceful. If he has not learned to conduct himself as a businessman in every aspect of the operation," Landis said, "he will be unable to stand the growing pains of our industry."

"The image of this industry can only be improved by its members, through their individual and collective efforts."

Landis feels the next major target of the vending industry is in the educational field, a vast complex system which could provide an enormous revenue windfall.

"Industry leaders agree that the schools—high school through university, especially—will enable the 'mass-feeding' vending companies to achieve blue-chip revenue status," he said.

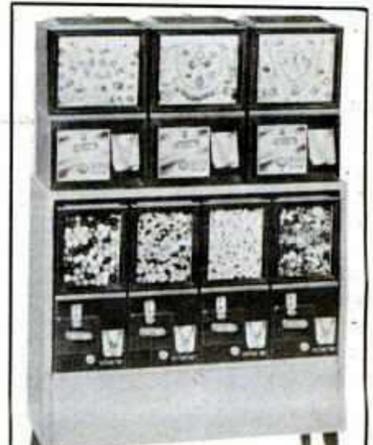
# Cinebox Solves Sitter Problem

PHILADELPHIA—A Cinebox machine has been installed in the Nursery Room at the Willow Grove Bowling Alley in suburban Willow Grove. The machine is operated by Pennyland, an area coin machine firm.

The Cinebox, showing only movies, was located in the Nursery Room to not only provide a new medium of entertainment for children playing there while their parents are bowling, but also as a test location for similar rooms. Already planned is a Rumpus Room for a shopping center in Willow Grove with the Cinebox as the major entertainment attraction for the moppets. Plans call for a chain of Rumpus Rooms at other shopping centers throughout the area.

For the Nursery Room operation, the Cinebox offers the youngsters such cartoon features as "Noah's Ark," "The Whale," and the "Diver Dan" movie serial which has been syndicated on television.

Since the play is not coin-operated, location leases the machine from Pennyland at \$50.00 per week, the charge including both service and film product. In turn, Pennyland operators lease the machine from David Rosen, Inc., for \$25.00 per week, the charge covering both the equipment and film product. The lease arrangement calls for a minimum of 25 weeks.



**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 vendor has in the past.

AVAILABLE FOR IMMEDIATE DELIVERY. Write for complete details and free color brochure.

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Manufacturers Representative  
Acorn - Amco Distributor

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With every OAK VISTA Model 5c vendor, we are offering ONE FREE FILL (200 ct.) of capsules.  
**FULL PRICE: \$18.50**  
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If this ad is returned with order.

### HOT - HOT 10c VEND ITEMS (all 250 per bag)

Mini-Books ..... \$9.50  
(3 per capsule)  
Crack-Ups ..... 8.00  
Finger Puppets ..... 8.00  
Asst. Charms ..... 8.00

### HOT 5c VEND ITEMS (all 250 per bag)

Army Patches ..... \$5.00  
Green Hornet ..... 5.00  
Jokes & Tricks ..... 5.00  
Bugs & Reptiles ..... 5.00  
Rings ..... 5.00  
Assortments ..... \$4.25 to \$5.00

### 1c VEND ITEMS

Per M ..... \$3.50 to \$13.00  
Parts, Supplies, Stands & Globes.  
Everything for the operator.  
One-third deposit with order,  
balance C.O.D.

**SCHOENBACH CO.**  
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(212) PResident 2-2900

# Georgia Bulk Distributor Critical of License Fees

By EARL PAIGE

ATLANTA—"Slot machine" thinking still influences many city and county government figures who attempt to enforce stringent and exorbitant regulations for operating vending equipment, according to H. B. Hutchinson, veteran bulk vending distributor here.

"Many of the officials in smaller towns," he said, "have no idea what our kind of business involves. They think that when a machine has a coin slot on it, it's some kind of gambling device."

"If they do understand that we're putting out vending machines then they have no idea what to charge for license fees. Hutchinson told of a small

town near Atlanta that had a single \$10 license that allowed for the placement of up to 100 penny vending machines. He said the city collector told him, "Why you can put 100 machines in our city and we only charge a \$10 license."

"I said this sounded pretty good but that in the whole town an operator shouldn't possibly place over 30 or 40 machines and this would be of all types, penny, nickel, dime and quarter. He said that any machine that vended over a penny item required an individual license fee of \$2.50 each."

Hutchinson explained that the conversation up to this point had been over the phone but that he would soon pay the collector a

(Continued on page 86)

HEADQUARTERS FOR ... NEW ITEMS HIGH QUALITY LOW PRICES

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.



2538 MISSION STREET • PITTSBURGH, PA. 15203  
World's Largest Selection of Capsules and Charms  
From Factories in Hong Kong & U.S.A.

# TAC—LEGEND OF NEW ORLEANS

Most Southland music operators of any experience can, with detectable awe, tell you a story about "Tac."

John "Tac" Elms, Sr., that is, dean of New Orleans jukebox operators on the strength of 35 years in the business. A dinner in honor of that anniversary was held last Friday (10).

We stopped at Tac Amusement Co. headquarters—a mecca for operators seeking a look at a futuristic operation—recently and asked John Elms himself to tell the tale of "Tac."

Back before World War I when he was a boy on the levee, Elms said, a nickel was called a "tac." And because John's father had died when John was a year old, he began early to supplement the income his mother got from running a grocery store by shining shoes.

Young Elms hustled extra "tacs" tirelessly and was criticized for now and then buffing the boots of a Negro.

"Their shoes and their nickels all looked the same to me," Elms recalled, leaning back in one of a score of plush chairs in his firm's richly-appointed conference room.

Alert to any new means of making a living, Elms spotted an advertisement for a penny counter game and sent away to Chicago for one. "I think it cost \$15. If I remember right it took in \$70 worth of pennies the first week. I invested it all in more machines."

Elms eventually entered music with the Seeburg Audiophone and he boasts that all his 900-plus phonographs are still Seeburg. A company division, Operator's Sales, has the Seeburg distributorship.

Trials of an operator? "Tac" can tick a lot of them off for you. During World War II he learned it's best to avoid programming patriotic tunes. For in several locations patrons who played the National Anthem wrecked the jukebox in anger when everybody in the location didn't rise to attention.

"One big fellow even threw my machine out in the street."

And coin machine evolution had its surprises. Before advanced slug rejectors, "Tac" recalls, "I almost collected enough linoleum to make a covering for our living room. The coin chutes would accept pieces of linoleum cut to the size of a nickel and for a while all I came home with was a bag of linoleum discs."

Elms' operation today is managed by Lawrence Lagarde and is backed by a record library of 500,000 copies. Though Lagarde does not minimize the importance of good equipment, skilled and imaginative installation and attentive service, he lays tremendous stress on proper programming methods. The programming department is under the direction of 20-year veterans Joseph Caruso and Harold Giarrusso. Their color-coded record library and progressive programming have so impressed record distributors that Tac Amusement receives samples as quickly as the radio stations.

Tac has two men calling on each jukebox location: a collector and a record programmer. Eight of these two-man teams are under the direction of Nick Caruso.

"We're not doing anything any operator doesn't know about," LaGarde said. "We're just doing it and it is successful."

Elms' loyal locations are joining with his firm in supporting a "Music Therapy Fund" set up to sponsor accredited courses in music therapy for the mentally ill at Tulane, Loyola of New Orleans, Louisiana State, Dillard and Xavier Universities. A percentage of income from phonographs in co-operating locations go to the fund, and a wall plaque in the location informs patrons of this.

Other operators interested in this program may get details from John Elms, Jr. at Tac Amusement. John, Jr. has become active in the business and "Tac" is starting to take it easier.

As one of the industry's grand old-timers—with scores of business, civic and religious honors to his credit—"Tac" Elms in the wisdom of his 61 years takes a fraternal view of the business. He told a Billboard reporter:

"For too long I've watched operators act like ornery one-armed men eating at the same table. All are too stubborn to lay down their spoons and help the others to the salt."

SHOWPLACE operation of the south is Tac Amusement Co., New Orleans, founded 35 years ago by John (Tac) Elms. Operators from around the world stop by for a first-hand look.



GENERAL MANAGER of Tac Amusement Co., New Orleans, operator of 1,500 machines, is Lawrence Lagarde, who has been with the firm over 18 years.



FATHER AND SON, John (Tac) Elms Sr. and Jr. and a John Elms III, will be entering the business one day, John Jr. reports.



HALF A MILLION DISCS are in the Tac Amusement Co. record library (below) all color-coded by musical type and programmed by jukebox location specialists.



TWENTY-FIFTH ANNIVERSARY of Tac Amusement Co. brought this crowd (left) of loyal location owners and friends together to fete "Tac" Elms in 1957.

## Communication Needed, Says Herb Goldstein

• Continued from page 76

ufacturing branch of the industry and the operators.

Goldstein, who initiated the workshop program last year, again will chair the meeting. Directed at the local operator, the workshop, which proved to be a "smashing" success in its initial effort, will present three speakers discussing topics close to the operator.

### Grass Roots

"Our idea for the workshop program," Goldstein said, "is to assist the operator at a grass roots level. We have to learn his problems, ideas and methods before we can advance together in obtaining greater sales and profits."

At this year's convention, the workshop will present Leonard Quinn of Columbus, Ohio, discussing, "What Cleanliness Means to the Operator"; Irv Katz of St. Louis speaking on "Commissions: How High Is High?" and Roger Folz of New York discussing "Route Man Controls."

"The workshop topics," Goldstein feels, "are related to the individual operator in all sections of the country. Our goal with the workshop program is to teach methods of improving the bulk vending industry. By exchanging ideas with the 'man-in-the-field' we can learn his problems and hope to explain ours. The end result is the same," Goldstein said, "we're all trying to improve."

### Time, Effort

Manufacturing executives must dedicate time and effort to the operator, Goldstein believes, to improve earnings, sales and profits for all concerned. This has been a universal problem in vending, he said, and through our workshop we hope to better operator-manufacturer relationships.

Goldstein, who believes the operator has improved his own lot over the years, sees many avenues now open to the bulk vendor. "Never before have we had so many new avenues of advancement to explore," he said. Goldstein urges operators to investigate new locations for bulk vending equipment, specifically in the industrial facilities.

"The industrial plant, especially in large cities, is an untapped source for many bulk vendors. The operator must be aggressive and willing to enter new fields," Goldstein said, "and we must take advantage of every opportunity to push our product. We can only do this with co-operation between manufacturer and operator."

Another area in which Goldstein feels the operator and the manufacturer can explore together is methods and techniques in merchandising product. "To merely place a machine in a location is not the answer," explains Goldstein. "Today, the consumer is critical and selective. We have to appeal to his tastes and to his individuality and still remain on a mass selling scale."

"Operators have to learn how to properly merchandise product to suit the consumer. There is much to accomplish," Goldstein said, "and our vending workshop is just the beginning in a program designed to improve the techniques and business capabilities of bulk vending operators."

# Vending News Digest

## Recover Some Blue-Sky Loss

CLEVELAND—Through the efforts of the Northern Ohio Petroleum Retailers Assn., 18 area automobile service station operators have recovered some of their loss in a recent blue-sky promotion. The association worked out an arrangement with the Ohio Loan & Discount Co., holder of notes on shabby cigaret and candy machines, under which a settlement of \$15,900 was made on \$25,149.60 in notes.

Many dealers signed notes calling for 36 months of payments totaling nearly three times the original cost of the machines. The "suede shoe" promotion was exposed by The Cleveland Plain Dealer.

## Reagan Calls for 6.5 Cents Hike

SACRAMENTO, Calif.—Gov. Ronald Reagan in a special message to the State Legislature last Wednesday called for a 6.5 cent increase in the per-pack cigaret tax along with several other "sin tax" hikes to help "solve California's crushing financial problem."

California vending operators had resigned themselves to a suggested 5-cent increase and were considering individually vended-pack price increases that could, in some instances, hit 50 cents.

Reagan also asked for 15 cents more tax on each bottle of liquor and a 25 per cent increase in the tax on cigars and pipe tobacco. If okayed by the Legislature, the increases would become effective July 1, 1967.

## Canale Challenges Vending Critic

MEMPHIS—State Sen. Drew Canale, a prominent operator here, sharply challenged a critic of cigaret vending during public hearing before the Shelby County legislative delegation last week.

The hearing, scheduled to air a number of topics, turned into a protest against the vending sales of cigarets to minors when a college student stated that minors were able to buy cigarets from vending machines in violation of State law. The youth said it was impossible to police vending machines against patronage by minors and urged that the Legislature "enforce the law or take it off the books."

Canale, in sharp retort, informed the hearing body that the vending industry is working closely with law enforcement officials to police itself against sale to minors.

Canale, a vending, jukebox and game operator, was elected to his post last year.

## Ohio Firm in 7% Earnings Rise

CLEVELAND—A sales increase of approximately 7 per cent was recorded by Interstate United Corp. here, a vending and food service company, which reported a net earnings rise of 22½ cents per share to net earnings of \$492,685 for the 24-week period ending Dec. 25, 1965. An extended period of 26 weeks in 1965 showed \$435,411 in net earnings.

## NAMA Names 1967 Chairmen

CHICAGO—Chairmen for 15 committees of the National Automatic Merchandising Association have been named by James T. McGuire, association president. The committees and their heads:

Accounting and statistics, Balfour Goldman; advisory committee on government contracts, Robert A. Culpepper; employer-employee

## SEEKS ADVICE

## Locations Aid Colo. Coinman

DENVER—There's no better asset in programming than a sincerely interested bartender, cocktail waitress, or location owner, reports Johnny Knight, head of Skyland Music Company, here.

Knight, with more than three decades of music operations behind him, shows excellent returns on every one of his spots, even where they are hampered by the fact that live entertainment is presented after 9 o'clock at night. The reason, Knight believes, is simply the fact that he doesn't program a single spot without first checking with the location owner, and some of his employees, for their own opinions of what records should be programmed.

Specializing in cocktail-lounge installations, Knight has found that his best source of profitable tips on programming is an affable bartender who has a taste for music himself, is willing to take the time and effort to discuss the subject with his customers, and to write down what he learns for the operator's benefit.

### Knows Locations

Knight makes it plain that bartenders or location owners are not required to furnish him

with any help in planning his music program, but merely suggests that any such help will be greatly appreciated. Because he is on first-name terms with location owners he has known for many years, it isn't hard to get such co-operation, even where a brand-new bartender has stepped into the scene.

It is nothing unusual, the Denver operator has found, for a co-operating employee to suggest 8 and 10 numbers at a time. There have even been instances in which every new disc which went on the spindle was suggested by an employee. More often than not, some of the records which a bartender scribbles down as worthwhile bets turn out to be top-hit numbers.

Because many of Knight's locations are in plush bars and cocktail lounges around Denver's Colfax Avenue, there is a surprisingly large incidence of women bartenders on the routes, whom Knight complements with a corsage now and then, to show his appreciation. Knight thinks congenial barmaids and feminine bartenders are far more likely to do an aggressive job of really merchandising music, by simply asking their customers whether they have heard a catchy new number.

relations, M. A. Heyman; government liaison, Jack Harper; legislative, William W. Dennin; long-range planning, Thomas B. Donahue; membership, co-chairman Alex Kramer; nominating, Meyer Gelfand.

Public health, Morris Gottlieb; machine manufacturers division of public health, Paul R. Hanaway and Harold Feldman; suppliers division of public health, Harold Austin; operators division of public health, Lee Johnson Jr.; research division of public health, Dr. Stanley Segall.

Public relations, Ted R. Nicolay; school vending study, Darrell McCleary; safety standards and education, Jack Turner; security, David D. Dayton; special committee on cigaret vending, Louis J. Risman; trade show advisory committee, James P. Newlander.

## Stern Honored at Philly Dinner

PHILADELPHIA—Coin machine industry veteran M. Harry Stern was honored at the annual dinner of the coin machine division of the 1967 Allied Jewish Appeal here Feb. 28.

Stern, who operates under his own name, has held high leadership posts in past AJA drives and is serving as chairman of the division's 1967 campaign.

The reception and dinner at the Warwick Hotel were sponsored by the Amusement Machines Association of Philadelphia, with the

(Continued on page 82)



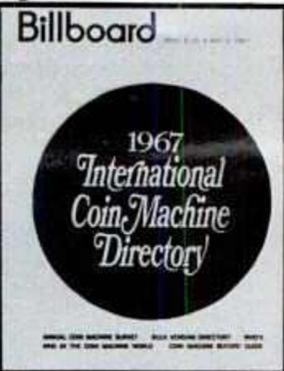
1927 - 1967

our motto for 40 years

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*D. Gottlieb & Co.*

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**Annual**  
**International**

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Say You Saw It in  
**Billboard**

MARCH 18, 1967, BILLBOARD

**"NO"**  
LOCATIONS  
BECOME  
**"GO"**  
LOCATIONS



with **ROCK-OLA'S**  
NEW  
**CORONADO**  
Model 431  
100 selection  
music maker!

**ROCK-OLA**

... the dependable line of  
money makin' music makers.

Rock-Ola Manufacturing  
Corporation  
800 North Kedzie Avenue  
Chicago, Illinois 60651

## Vending News Digest

• Continued from page 81

association's executive secretary Joseph Silverman making the presentation of an award to Stern.

### Ohio Firm in 7 Per Cent Earnings Rise

CLEVELAND—A sales increase of approximately 7 per cent was recorded by Interstate United Corp. here for the 24-week period ended Dec. 25, 1966. Earnings were up to \$492,685 or 22½ cents per share compared with \$435,411 for the same 1965 period.

### 20-Cent Canteen Dividend

CHICAGO—A regular quarterly cash dividend of 20 cents per share was declared Feb. 21 by the board of directors of the Canteen Corp. The announcement came from Canteen president Patrick L. O'Malley.

### Second Look at Cigaret Tax

CONCORD, N. H.—Legislative leaders have launched an exhaustive study of the revenue that would be received from Gov. John W. King's proposed increase of 2 cents a pack in New Hampshire's tax on cigarettes.

House speaker Walter R. Peterson of Peterborough reported that a Boston consulting firm has begun a study and will probably complete its work in a month.

Governor King, a Democrat, estimated that the increased cigarette tax revenue would be \$9.3 million, but Republican leaders said their fiscal advisers figured it would raise only \$3.5 million.

ELECTRIC SCOREBOARDS . . 2 Models	
<b>OVERHEAD MODEL</b> (Natural finish hardwood cabinet) • Two-faced. Scores 15-21 and/or 50 pts. F.O.B. Chicago . . . \$169.50	<b>NEW SIDE-MOUNT MODEL</b> (Walnut Formica finish—easy to clean) • Scores 15-21 and/or 50 pts. Also 15-21 pts. only. F.O.B. Chicago . . . \$249.50
<b>BILLIARD SUPPLIES</b> 5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up 2¼" 15 Belgian numbered and 2¾" Cue Balls, Set . . . \$19.95 57" Cues—str., \$2.95 ea., \$33 dz. 57" Jointed Cues . . . \$7.50 up Heath and A.B.T. Coin Chutes. Complete line. Write for new list.	
<b>MARVEL Mfg. Company</b> 2845 W. Fullerton, Chicago, Ill. 60647 Phone (312) 342-2424	

## New Equipment



United—Six-Player Shuffle

Williams Electronics, Inc., drew on celestial legend in naming its latest six-player shuffle alley after Altair, a star of the first magnitude in the constellation Aquila. Its five methods of play includes match bonus, wherein as many as 300 points per frame may be accumulated toward a perfect 21 strike score of 2,730. The unit weighs 470 pounds and is 8½ feet long and 2½ feet wide. Plus features include cashbox coin dividers, choice of three coin chutes, new playboard and cabinet design and heavy-duty pin hangers.

## Vending Suit at End

• Continued from page 78

agents, servants and employees remove plaintiff's machines from certain locations as herein above alleged . . ."

This section of Koritz's complaint was denied by Meredith, and in a memorandum he stated, ". . . Defendant's letters of June 4, 1964, charges that plaintiffs intend to eliminate defendant from a gum sales program and sell a 'cheaper unbranded substitute' for defendant's gum. The letter explains that defendant's gum is more expensive because it contains 'superior quality ingredients.' There is a statement made in regard to 'sales of cheap, inferior merchandise' which seems directed by implication at plaintiffs and their product. Even if the words were stronger, this Court would be inclined to regard them as manifestations of normal business competition . . ."

But in dismissing the libel charge, Meredith in detailed the distinction between libel per se (words defamatory in themselves) and libel per quod (extrinsic evidence necessary to show words are defamatory).

The judge said, ". . . Defendant contends this amounts to a changes of causes of action, from per se to per quod. That is, it contends this is the first pleading of special damages. However, this contention is unimportant in regard to the relation back of the amendment because there can be no relation back if there was no cause of action stated in the Second Amended Complaint. . . If plaintiffs were trying per quod libel for the first time they were too late . . ."

**Damages Not Stated**  
Meredith questioned the lack of specificity in both previous complaints. He said, ". . . There is a strong line of cases in the Eighth Circuit which follows **Erick Bowman** in requiring more than the mere allegation of business loss for the adequate pleading of a cause of action in libel per quod. . . Plaintiffs failed in three attempts to properly set out a claim for libel per quod in the manner pre-

scribed by the court for a hundred years. None of their amendments could relate back . . ."

Though the libel count was dismissed by Judge Meredith, all the allegations within it were repeated in Koritz's last complaint which asked an additional \$250,000 with the original \$150,000.

Ford Gum, stated in an answer to the latest complaint that, ". . . In approximately April, 1964, Mark Henry Koritz advised the various sponsoring organizations that he was withdrawing from the business of the corporate plaintiff and that he would be replaced by his father, plaintiff Jason Koritz. Whereupon Plaintiffs submitted new forms of contracts to the sponsoring organizations, eliminating Defendant as a party thereto, and in June, 1964, Plaintiffs mailed Defendant a notice of cancellation of the franchise agreement . . ."

Said Ford Gum, ". . . they sought to, and did, wrongfully appropriate Defendant's business for themselves, and they have done and are now doing business with and for Defendant's sponsoring organization under the contracts they wrongfully obtained that excluded Defendant as a party . . ."

Ford Gum stated that its sponsoring organizations and the business resulting from the contracts was valued at \$50,000 "Before the malicious interference therewith by the Plaintiffs. The wrongful acts of Plaintiffs in substituting unbranded gum . . . caused Defendant to lose profits in the sum of \$10,000 prior to their cancellation of the franchise agreement; their malicious interference with Defendant's contractual relationships has caused Defendant to lose further profits and Defendant will lose profits in the future in the amount of \$15,000 and Defendant has suffered losses and incurred expenses as the direct consequence of Plaintiffs wrongful acts in the amount of \$20,000 . . ."

The New York firm asked an additional \$50,000 in punitive damages.

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# MOA Licensors Meet

• Continued from page 76

to attend the meeting "to listen to what the other side had to say" and to show that the jukebox industry is willing to "keep all doors open" for solutions to the problems in the statutory method of collecting royalty.

The battery of representatives of MOA and licensors at the meeting indicated the down-to-the-line importance of late developments in this ancient battle. MOA spokesmen included board chairman John Wallace, who is also head of the MOA legislative committee; MOA President James F. Tolisano, Secretary William B. Cannon; Granger and MOA counsel Nicolas Allen. Also, Henry Leyser, Oakland, Calif., and J. Harry Snodgrass, Albuquerque, N. M., were present.

Jukebox manufacturers, who were consulted and agreed on the meeting, were represented by attorneys Roy Larocca, Jack Miller and associate Mulholland.

Licensor representation included ASCAP President Stanley Adams and counsel Herman Finkelstein; BMI board chairman and counsel Sidney Kaye, with George Gabriel and SECAC's Alfred Ciancimino.

MOA people, in visits to members of House and Senate, both on and off copyright judiciary committees, urged their legislators to retain the present law's royalty exemption for jukebox performance unless and until a satisfactory new royalty provision is worked out.

But the immediate drive was carried out against the revision bill's section 116 which provides a statutory compulsory licensing route for payment of performance royalty. The proviso gears payment to the box capacity, at 24 cents per year per record. MOA spokesmen told their Congressmen and Senators that the law would mean an intolerable burden of bookkeeping and filling out forms, as well as a rate of payment "unreasonably high," of about \$19.20 per box per year.

Legislators were urged to consider MOA's consistent claim that collection of an extra 2 cents per side on records used in jukeboxes would be a "simple, workable procedure" and a more reasonable fee of about \$4.60 per box per year. (This proposal obtained some serious consideration by the House Copyrights Subcommittee members at the start of hearings in 1965, but the opposition demanded bona fide performance royalty not tied to records.)

MOA spokesmen have urged the House Rules Committee

members to help them get the bill sent back to the House Judiciary Committee for a hearing on Section 116, because operators have never testified on its terms in open hearing.

Granger believes that in spite of the fact that jukebox operators now face the formidable sweep of an over-all copyright revision, there is reason for optimism. General consensus among the MOA turnout, in their weary return from Hill treks, was that Congressmen listened sympathetically to the problems that would "overwhelm" jukebox operators under Section 116's elaborate book-keeping requirements.

Although a hoped-for House Committee hearing did not materialize, the feeling by MOA leadership here was that after the main legislative breakthrough requiring royalty for jukebox play, there are some second thoughts on the Hill about the complications in the bill. One Hill spokesman encouragingly remarked that the Senate "was not bound" to the House terms, although they are the take-off point for the Senate Committee hearings.

There were even indications from the House side that some House Judiciary members would not object to reconsidering a more simplified approach, if Senate hearings lean in this direction. There will be no let-up after Senate presentation, Granger pointed out. The battle will go right on through the House and Senate floor votes to get the offending Section 116 changed.

MOA leadership feels it has accomplished rejection of the all-out worst that could have happened: outright repeal of the jukebox exemption, which has been proposed in bills for more than a decade. The association has succeeded in getting statutory limits on licensor charges, and even at worst, the \$19.20 rate in the bill would be at the lowest rate of performance rights demands. Their lowest figure was \$20, their highest \$60 per box per year.

In other action, the MOA board decided to hold the 1967 MOA convention at the Pick Congress Hotel, Chicago, Oct. 27-29. They also found time to work on the government-financed schools for training coin machine mechanics. The association hopes for a national funding from Health Education and Welfare (government puts up funds for such schools when the need can be justified) to allow an apprentice to go to a school that may be outside his State.



EWALD FISCHER, president-founder of the Tipton, Mo., manufacturer of billiard tables and equipment, recently presented the Boy Scouts with an administration and service building on Missouri's Lake of the Ozarks. The 3,500-square-foot facility, situated on the Hohn Scout Reservation, is part of a camp accommodating 1,000 Scouts.

## Betson School

NORTH BERGEN, N. J.—On Wednesday this week (15), Betson Enterprises, Inc., will host a service school on Automatic Products vending equipment at its Tonnele Avenue headquarters here. Gerry Gordon, John Rafer, Lou Avoglia, Bert Betti will all be on hand to greet operators and service personnel. A recent school here drew 60 coinmen.

## Distributor Has Champ Bowlers

JACKSONVILLE, Fla. — While Southern Music Distributing Co., Inc., president Ron Rood has long championed bowling alleys as good jukebox locations, of late he's been talking about the Wurlitzer outlets' bowling team, too.

The classic league team, sponsored by the company, which also has headquarters in Orlando and Hollywood, Fla., rolled a 1,236. The American Bowling Congress estimates this to be the third best score out of 55 million ABC games rolled this season.

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Say You Saw It in the Billboard



CLINT SHOCKEY, Ohio Wurlitzer distributor (right), with Tim Dellasandro, Progress Vending Co., Middletown, Ohio (second from right), and Mr. and Mrs. Elmer Burkhart, owners of the Baltimore Inn, where installation of the Satellite console has doubled collections, according to Dellasandro.

MARCH 18, 1967, BILLBOARD

# Williams® arctic GUN

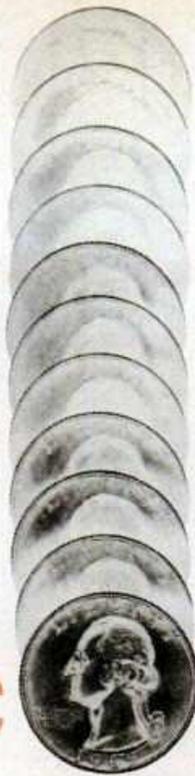
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CABLE ADDRESS WILCOIN CHICAGO  
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# C COLLECTOR'S



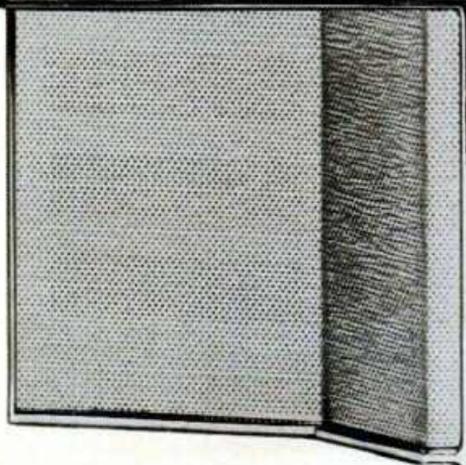
STANDARD SELECTIONS 1 PLAY DIME OR 2 NICKELS 3 PLAYS QUARTER

SPECIAL SELECTIONS 1 PLAY QUARTER

*Rowe AMI*

	SC	RHYTHM & BLUES	LA	POPULAR
	MIT	KEEP ON DANCING	6	LET'S HANG ON
	MIT	THE GENTRYS	7	FOUR SEASONS
	MIT	MAKE UP YOUR MIND	MB	ON BROADWAY NIGHT
	MIT	I HEAR A SYMPHONY	NC	SOME ENCHANTED EVENING
	MIT	THE SUPREMES	6	JAY & THE AMERICANS
	MIT	WHO COULD EVER DOUBT MY LOVE	7	GIRL
	MIT	TREAT HER RIGHT	QE	1-2-3
	MIT	ROY HEAD	6	LEN BARRY
	MIT	SO LONG, MY LOVE	7	BULLSEYE
W	HANG ON SLOOPY	SG	TREAT HER RIGHT	
MIT	RAMSEY LEWIS	6	ROY HEAD	
MIT	MOVIN' EASY	7	SO LONG, MY LOVE	
MIT	RESCUE ME	TH	A LOVER'S CONCERTO	
MIT	FONTELLA BASS	U	THE TOYS	
MIT	SOUL OF THE MAN	7	THIS NIGHT	
W		V		

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MED	L	M	N	P	Q	R	S	T	U	V
LOW										
service	1	2	3	4	5	6	7	8	9	0

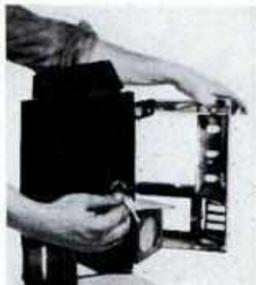
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Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

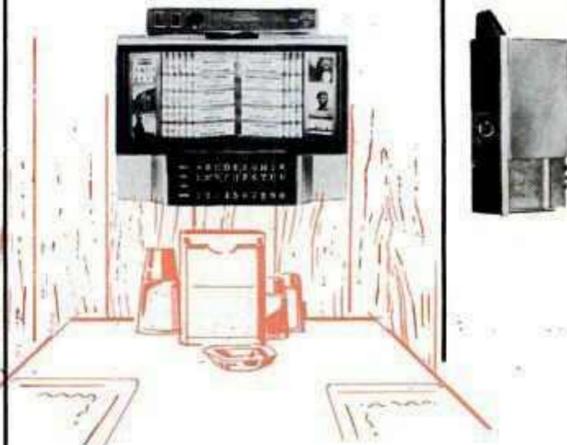
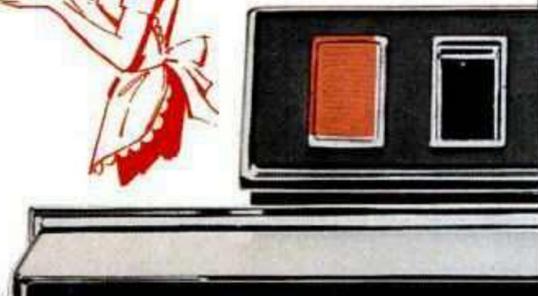
On the other side of the coin . . . the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!



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R-3

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# Wurlitzer's Bear Ends Trip

MINNEAPOLIS—Bob Bear, manager of sales at Wurlitzer, just ended a tour of Western distributor territories here where he was hosted by Irving, Warren and Hi Sandler, Sandler Vending Co.

The first part of the journey, on which he touted the Americana and companion Satellite selective remote speaker, took him to Calgary, Alberta, Canada and on to Vancouver, B. C. for a visit with Dale Johnson, Dale Dist., Ltd. Wurlitzer's special Canadian representative, L. B. (Bert) Jacob, accompanied Bear in Canada.

In Seattle Bear saw Ron Pepple, Northwest Sales Co., and was joined by regional sales manager Gary Sinclair, who accompanied the Wurlitzer executive to Oregon for a visit with Marshall and Lon McKee, Northwest Sales Co., Portland. Dr. and Mrs. Ronald Sandler were also in Portland. Dr. Sandler, who will finish his internship in June and operate a clinic in Bolivia under U. S. Peace Corps auspices, is the son of Irving Sandler, board chairman, Sandler Vending Co., here.

Wurlitzer branch manager A. J. Bartholemew, San Francisco and Clayton Ballard, Los Angeles, were next to host Bear and Sinclair who then went on to see Henry W. Bryant, president, Valiant Amusement Co., Phoenix, and Alfred D. Harper, owner of Harper's Consolidated Music Co., Las Cruces, near Albuquerque.

# New Faces at Shaffer Dist.

COLUMBUS, Ohio — Mel Shone is now branch manager, Shaffer Dist. Co., Cleveland, replacing Larry Hornbeck, who left the industry for another position. Another staff change finds Silas May heading up the Cincinnati branch, replacing Verne Greene, who will travel West Virginia, Kentucky and Southern Ohio as a sales representative. Steve Shaffer was appointed used equipment sales manager in the base plant here, where Virgil Rogers has been made field service representative.



BOB BEAR, Wurlitzer manager of sales, in Seattle (left photo) with John Micheal, Hit Parade Music Co. (left), and Ron Pepple, Northwest Sales Co. (center). In Oregon (right photo) he is flanked left by Marshall McKee, Northwest Sales Co., Portland, and on right by Dr. and Mrs. Ronald Sandler with Lon McKee (far right). Dr. Sandler is the son of Irving Sandler, board chairman, Sandler Vending Co., Minneapolis.



# Georgia Bulk Distributor Critical of License Fees

• Continued from page 79

call in person and take along a penny peanut vender.

"I just come walking in with a penny peanut vender," he said. "This is a very simple way of showing city politicians what our business is like. This way I show them what a typical amount is vended for a penny and I explain that where a 5-cent machine is concerned, we're just vending five times as many peanuts."

Hutchinson said, "I think this shows them why the license fees are out of line when they tailor them for a penny and under, and then charge higher fees over a penny."

"But what's really ridiculous," stated the veteran distributor, "is for a city to charge a separate license for each machine. This means that the operator really has hundreds of separate businesses. Each machine becomes a business in itself."

"I think there should be a flat business fee for vending machines. In most good size towns this should be \$15 and you would then be allowed to operate all the machines you wanted to. We're businessmen just like any other business," Hutchinson said.

"Now in some States they have a license or tax arrangement that prevents a city from tacking on something else. Maybe a State license is the answer. But at least there should be one license in a city to operate any number of machines."

Hutchinson even considers that the National Vendors Association, of which he is a director and has long been associated with, should formulate some approach to uniformity of State licensing of bulk vending machines.

"If we established a State license covering all of a vendor's machines then it could be that no city could charge more than a fourth of this amount or no more

than half at the very least. We need some figure to work on instead of every city in every State charging different fees," he said.

"The problem is very difficult for city officials to see. You take a sandwich vender. Here is a machine you might pay a \$2.50 license on and it will take in as much money in a day or so as a nickel bulk vending machine will do in a whole year. Yet the license is the same, Hutchinson said, "and this shouldn't be."

Hutchinson, who is known to liven up NVA sessions when things tend to grow dull, said he may introduce the subject of machine licensing during the upcoming April 5-7 convention at the Monteleon Hotel in New Orleans.

# Earnings Dip At Wurlitzer

CHICAGO — Sales for the first nine months of Wurlitzer's current fiscal year, a period from April to December, 1966, were up 9 per cent, R.C. Roling, chairman and president, told the board of directors at the last meeting. The figure was \$40,566,306 as compared with \$37,180,826 last year.

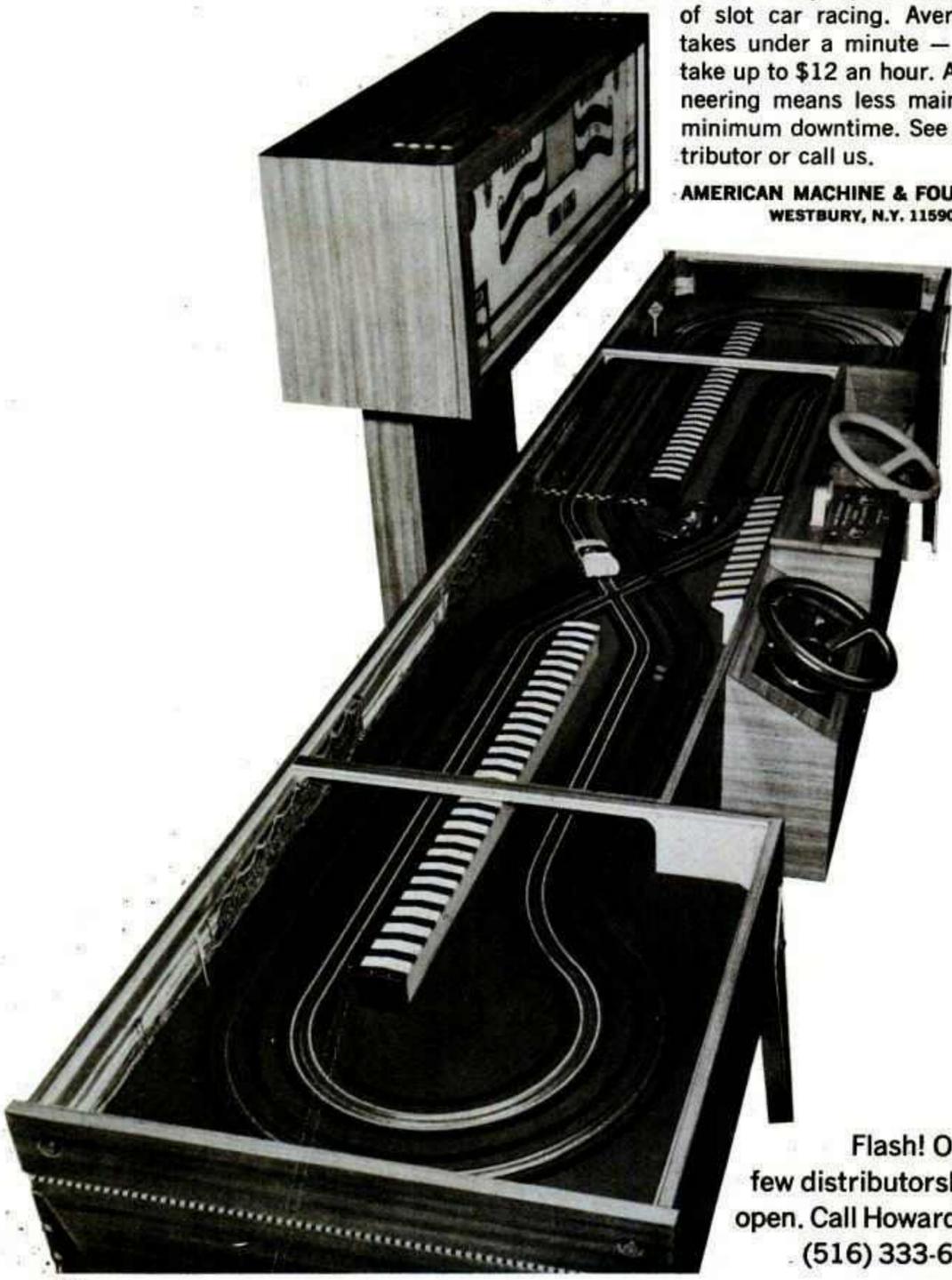
Net earnings, however, were \$1,195,497, equal to 99 cents per share on 1,210,673 shares of common stock. Earnings showed a decline from last year when the figure was \$1,304,160, or \$1.08 per share on 1,208,540 shares (adjusted). An extended work shutdown at the DeKalb, Ill. plant in the fall of 1966 was cited as the reason for the decline.

Wurlitzer's third quarter, on the other hand, was the best in the firm's 111 year history. Sales for Oct.-Dec., 1966 were \$18,639,186 with net earnings of \$913,857, or 75 cents per share on 1,210,673 shares.

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VENDING SPECIALS	BASEBALLS	SEEBURG 201
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Apco (Dual) Ice Cold Drink Vendor .. 595.00	C. C. All Star .... 245.00	LPC-480 875.00
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Mar-Vend Potato Chip ..... 175.00	Wms. Pinch Hitter 150.00	
Vendo HBA1B—650 Single Cup Cap. Coffee ..... 595.00	Official Baseballs. 175.00	
Westinghouse Universal Candimat, 8 Column.. 235.00	C. C. Bull's-Eye .. 125.00	
Candimat, 9 Column ..... 245.00	Major League .... 275.00	
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	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	
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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

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See and hear this  
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Distributor Now!



# Reviews

**SOUNDTRACK SPOT**

**YOU'RE A BIG BOY NOW**  
Soundtrack. MGM KLP-8058 ST (M); KLP-8058 ST (S)

John Sebastian has created a gem of a score for the new film comedy, and this track LP featuring the Lovin' Spoonful is sure to be a big sales item. The single hit "Darlin' Be Home Soon" is included, and a haunting "Lonely (Amy's Theme)" is a beauty. The title tune is an infectious number that could step out on its own.



**POP SPOTLIGHT**  
**THE MAMAS & THE PAPAS DELIVER**  
Dunhill D 50014 (M); SD 50014 (S)  
With two smash LP's to their credit, the quartet is assured of having another Top 10 album. They romp through a groovy program with the spotlight on their current hit single "Dedicated to the One I Love." Their "Creeque Alley" is a wild rouser that's a knockout.

**POP SPOTLIGHT**

**JUST ONE SMILE**  
Gene Pitney. Musicor MM 2117 (M); MS 3117 (S)

Pitney is consistently fresh and exciting in his performances, and this latest collection is a top showcase for his talents. He excels with "Losing Control," "Another Page" and his recent hit, the album title song. Mark this up as another hit LP.



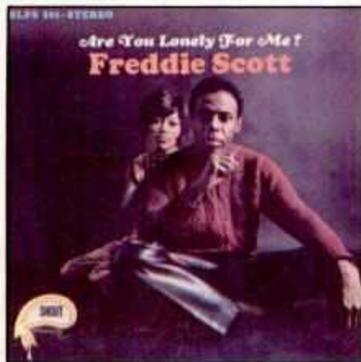
**POP SPOTLIGHT**

**IF YOU GO AWAY**  
Damita Jo. Epic LN 24244 (M); BN 26244 (S)

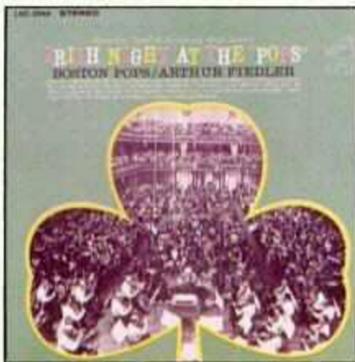
Damita Jo enjoyed much success with her hit single "If You Go Away" and this follow up LP is overpowering in its beauty. Her crystal-clear voice makes an emotional experience of each song, and each is a gem with "Love, I Found You" a standout.



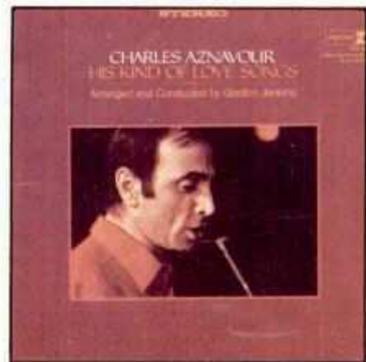
**POP SPOTLIGHT**  
**ONE MORE TIME!**  
Della Reese. ABC ABC 589 (M); ABCS 589 (S)  
Miss Reese generates her own brand of electricity, and the sparks really fly in this "live" album. Along with her uncut version of "It Was a Very Good Year" she offers exciting performances of "Sunny," "That's Life" and "Don't You Know." Top-notch support by the Bobby Bryant Quintet.



**POP SPOTLIGHT**  
**ARE YOU LONELY FOR ME?**  
Freddie Scott. Shout SH 501 (M); SLPS 501 (S)  
Blues wailer Scott has a hot item here following up his hit single "Are You Lonely for Me." His new single "Cry to Me" is also included and will add to the immediate impact. Exciting program rocks to the end and will do well in pop and r&b markets.



**POP SPOTLIGHT**  
**IRISH NIGHTS AT THE "POPS"**  
Boston Pops (Fiedler). RCA Victor LM-2946 (M); LSC-2946 (S)  
Perfect timing with this exceptional Irish program by the "Pops." The beauty and excitement of Leroy Anderson's "Irish Suite" is contrasted by a moving "Danny Boy," a George M. Cohan medley and "Old MacDonald" highlight in this Fiedler winner.



**POP SPOTLIGHT**  
**HIS KIND OF LOVE SONGS**  
Charles Aznavour. Reprise R 6245 (M); RS 6245 (S)  
The artistry of Aznavour combined with the brilliance of Gordon Jenkins is indeed a rare treat. His moving interpretations of his own songs (in English) are enhanced by the lush, understanding arrangements. "After Loving You" is a highlight, with "August Days in Paris" and "Yesterday, When I Was Young" also standing out in one of Aznavour's finest collections.



**COUNTRY SPOTLIGHT**  
**I'LL REMEMBER ALWAYS**  
Charlie Louvin. Capitol T 2689 (M); ST 2689 (S)  
With new arrangements and updating, Charlie Louvin has recreated some of the biggest of the Louvin Brothers hits in this fine tribute to his brother, Ira. Should be a much programmed item with sales to follow.

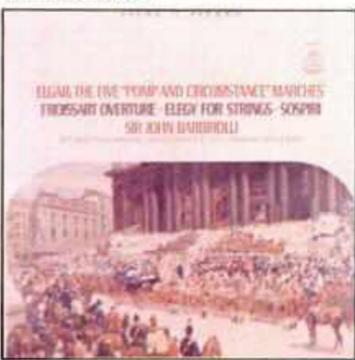
**COUNTRY SPOTLIGHT**  
**NORMA JEAN SINGS PORTER WAGONER**  
RCA Victor LPM 3700 (M); LSP 3700 (S)  
Porter Wagoner has had a long string of hits, and Norma Jean has assembled 12 of his biggest in this exceptional album, "Eat, Drink and Be Merry," "Company's Comin'" and Wagoner's classic "A Satisfied Mind" are but part of this beautiful tribute to one of the country's top stars.



**COUNTRY SPOTLIGHT**  
**WAYLON SINGS OL' HARLAN**  
Waylon Jennings. RCA Victor LPM 3660 (M); LSP 3660 (S)  
The warm country voice of Jennings and the songs of Harlan Howard make for a top combination. Some of the big ones included here are "Foolin' Round," "Busted" and "The Everglades" and they sparkle in Jennings' interpretations. This will be a big sales winner.



**CLASSICAL SPOTLIGHT**  
**ELGAR: THE FIVE "POMP AND CIRCUMSTANCE"**  
New Philharmonia Orch. (Barbirolli). Angel 36403 (M); S36403 (S)  
Highlight here are the "Circumstance" Marches. Barbirolli's touch makes it all vivid, moving and fast paced. Side two's "Frisart" is in keeping with the spirited mood, while the "Sospiri" and "Elegy" are fine changes of pace.



**CLASSICAL SPOTLIGHT**  
**SCHUBERT: WINTERREISE / SCHUMANN: DICHTERLIEBE**  
(2 LP's)  
Peter Pears/Benjamin Britten. London A 4261 (M); OSA 1261 (S)  
Pears and Britten have been a winning combination in the past, with Pears singing Britten's music. Pears expressively sings two outstanding German song cycles to the excellent piano accompaniment of Britten.



**R&B SPOTLIGHT**  
**YOU GOT MY MIND MESSED UP**  
James Carr. Goldwax 3 (M)  
Here comes that "Memphis Sound" again in the guise of hit-making James Carr with "You Got My Mind Messed Up." The hit will lead the way as a sales incentive, but Carr also does a top job on "The Dark End of the Street," now also on the chart.



**Magnificent instrumental versions of the songs made famous by TV's most popular group.**

