**Billboard**

**Direct Blitz Shells Clubs’ Exclusivity**

By MIKE GROSS

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

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

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

**Cities Payment**

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

It's Friedman's opinion that (Continued on page 12)

**Polydor R&B on UK's Pop Chart**

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

The "Midnight Soul" album was made up from singles by Otis Redding, Wilson Pickett, Brother Jack McDuff, Percy Sledge, Rufus Thomas, Jimmy Hughes, Joe Tex, Ben E. King, Solomon Burke, Don Covay and Booker T. and the MG's. The LP marks the first time an English license has taken the initiative in putting together a package of previously released singles. Recording company executives feel that the success (Continued on page 12)

**ABC's Thiele in the Grooves as Batoneer**

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

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

Thiele is seeking to capture the Paul Whiteman-

(Continued on page 12)

**RIAA Will Urge 1-Price System**

By CLAUDE HALL

NEW YORK—The Record Industry Association of America will call for a universal pricing system at the March 5-6 meeting of the National Association of Record Merchandisers in Los Angeles. It was learned last week that Herbert Brief, RIAA executive secretary, has already sounded out certain record company executives on this system.

"One executive said that he would have to adopt a wait-and-see attitude until the Narm meeting in order to determine, first, how it would go with the members."

"I was told that most members might be reluctant to the pricing system, feeling that this aspect of the record business should not be left up to the competition retailers."

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

**Anti-Col. Club Motion Hurled in FTC Probe**

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

In the affidavit submitted by Sigmund Friedman, president of the Record Club of America, it was stated (Continued on page 12)

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

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

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

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

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

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

The record, as will the story that will be mailed with the record to Europe, Japan and South America—(Continued on page 50)
GARY
in a soft-rockin' mood

“Sleeping Beauty” c/w “Hang On to Me”
RCA VICTOR 9119

www.americanradiohistory.com
CBS' Davis Sets Broad Program To Keep Pace With 22% Upswing

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

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

It is this problem and challenge that everyone in the industry must face, said Davis. 1967 is to achieve its full potential.

All of the operating units within CBS Records contributed to the Division’s total growth during 1966. Columbia Records continued to be the leader in the steady stream of top-selling singles and albums pegged for the teen market with such artists as Paul Revere and the Raiders, the Simon and Garfunkel, the Byrds, and the CYCLONE. Columbia also continued to run strong in the pop album field with products from Andy Williams, Barbara Streisand, Ray Conniff, Tony Bennett, Engel, Goulet and Jerry Vale, among others. Also, two new Columbia artists, John Davidson and Jim Nabors scored in the pop album field.

Cast Albums

The 1966 version of original cast albums was augmented by “Mame,” “Sweet Charity,” “Gershwin’s Porgy and Bess,” “Tree Time.” Columbia also inked the exclusive rights for the sound of Kitty Kallen, Cash, Ray Price, Marty Robbins, Stonewall Jackson, Carl Smith, (Little) Jimmy Dickens, the Carter Family and Flatt and Scruggs.

Sales of Columbia Masterworks also contributed to the label’s 1966 success. Securing for Masterworks were the Philadelphia Orchestra under the direction of Leonard Bernstein; the Cleveland Orchestra with conductor George Szell; the mon Taberlace Choir; pianists Vladimir Horowitz, Rudolf Serkin and Glenn Gould; the New York or - ars and conductors E. Power Biggs, and many others.

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

Epix Records also played a major role in the expansion of CBS Records. Clicking for Epix in the pop field were Donovon, the Animals, the Who, the Partridge Birds and the Dave Clark Five. In the country and western field, Epix continued to be strongly showing with David Houston, his own records and ABC’s Nashville subsidiary, rapped up strong sales with discs by the Vitro, Poppy Montagne, Lorrie Morgan and Little Richard.

Epix Records, now bowing in the classical field with pianist Alla De Lloro and Lilli Lehman, are also adding a string quartet, orchestral groups and classical singers, Judith Raskin, as well as its newly launched medium-priced catalog, Crossroad Records.
Manager Stogel's 'Building' Credo: Search for Talent

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

Stogel, who has just added Zachary L. Glickman, formerly with Queen Booking Agency, to the staff as talent coordinator and packager of those under a separate division the firm has just established, but Glickman's main duty is to spearhead a drive for new talent.

Stogel has always been willing to go out of his way for talent. His first act, Sam the Sham, was signed when Stogel flew to Memphis a couple of years ago to see him perform on the recommendation of a friend. And newer acts, the Spike-Divers, was recommended by Verve Records artist Rege Mull. Mull flew to Detroit, saw the group perform at the Raven, signed them on a management "contract," and brought them back to New York.

Park Appearance

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

(Continued on page 12)

ATCA Membership Soars 150%

By CHARLES BARRETT

NEW YORK—The membership of the American Tape Cartridge Association has increased 150% since its inception a year ago. Executive Director is Ray Rand of New York, president is Andrew Raffo of Stereomatic Corp. of America. ATCA has opened up an office here, and plans call for the establishing of offices in Chicago and Los Angeles.

In its first year, Rand termed a spontaneous reaction for the need of such an association for artists involved in tape cartridges. Members registered with ATCA a year ago, the association boasts a membership of 150. Rand attributes a recent name change to the National Auto Accessories Exposition here a week ago.

The organization, headed by Rand, maintained director of advertising and public relations for ATCA, and the Abbott Lith Ink Co. of New York, consultants, according to Rand. riffing on Chicago and Los Angeles to set up offices there during the next few weeks. He said plans call for the establishment of minibutton clinics and a Cartridge Register. Rand explains that these clinics are designed to educate dealers on the tape industry and the knowledgeable tape people will school them across the nation. The cartridge caravans are aimed at educating the consumer, and the training will be done throughout the country by ATCA members, who will work the caravan in one area, then turn it over to another ATCA member to cover another area.

ATCA plans to hold its first convention in conjunction with Billboard's 20-23. A workshop and seminars will be featured. Reservations and further information will be available shortly.

ATCA supports itself on dues from its members. The association's fund is available shortly to come in mid-March, according to Rand. ATCA has formed an engineering standards committee which will recommend and master to manufacturers. Rand added, membership includes dupicators, distributors, license, manufacturers, dealers and representatives and a help group, which has recently completed a survey of the cartridge industry, according to Rand.

Executive Turntable

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

SHERMAN

Danny Fortunato has been named national sales and promotion manager of Dynamo Records. He was formerly national promotion manager for Jack Phillips. In his new post, he is to be responsible for promotion, distribution and sales.

Bruce Patch takes over as national promotion manager for Musick. Patch, who also produces Teddy and the Pandas for Musick.

Sand Pebbles' Theme Flooded With Waving Action Version

NEW YORK—The theme from the Academy Award-winning film, "Sand Pebbles," is picking up lots of disk action. There are already more than 30 cover versions of the theme in the market.

The theme, which also carries the title, "And We Were Lovers," has been recorded by Shirley Bassey and Al Cañada on United Artists Records, as well as Al Hirt on RCA Victor; Jack Jones on Kapp; Mantovani on London; Patti Page on Mercury; Johnnie Ray and Johnny Mathis on Columbia; Jimmy Durante, Nelson Riddle on Liberty; Bob Shank of World Records, Gene Boyd of Folkways, Hank Adler, John Wilt and Andy Williams on Colpix Records; and Cass Elliot on RCA Victor. The theme is also included on recordings by Les Baxter on GNP Crescendo; Lanell Crandall on RCA Victor; Ernest England on Monument; Joe von Butzler on Liberty; Fred Waring and the Maharounds on Capitol; and Martin

(Continued on page 10)
Tim Rose's new single, "MORNING DEW," is pure white lightnin'.

Give yourself a jolt.

Mean and funky on COLUMBIA RECORDS.
Marek, Mantovani to Get NARM’s Awards

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

OSCAR VICTOR, vice-president and former general manager of Victor's Record Division, is the first record company executive to receive a NARM president's plaque. Marek, a featured speaker at the 1962 convention, was the keynote speaker in 1964. In addition, NARM award will be presented in 23 categories for best-selling artists and records in more than 40,000 outlets serviced by NARM record merchandiser members. Winners will be announced at the evening NARM Awards Banquet. NARM's board of directors has urged record merchandisers and distributors to promote and support the sale of a special LP, "The Music of Walt Disney," in a letter by Jules Malmed, executive director, to NARM's regular members.

(Continued on page 10)

BEATLES & EMI PACT RENewed

LOS ANGELES — The Beatles have signed a nine-year pact with Electric & Musical Industries Ltd. for distribution of EMI's Capitol Records' parent company. The Beatles have been Capitol's hottest act since debuting Dec. 26, 1963, earning 22 gold records for the Am. of America (RIAA). The label announced it has 1 million orders for the mop-top's next single, "Strawberryfields Forever," featuring the RIAA certificate on its release date Monday (13). Membership of the group, Alan Livingston, Capitol's vp of domestic sales, states, "It is at least per cent of all single gold records awarded by the RIAA went to the band. There are more than any other artists who have ever carved out a name in the history of the record industry." Total world sales for the group, according to Capitol, are 180 million records.

JAMIE-GUYDEN LAUNCHES R&B Label

PHILADELPHIA — Jamie-Guyden Records, headed by Harold Lippins of Universal Distribution, will launch a new R&B label—Phil.-LA. of Records—next week.

This is the first time the label has gone into the R&B field. Jamie-Guyden at present distributes Artistic Records, an R&B label that features Barbara Mason. Just last week, the company also signed a distribution deal with Dionn and the Belmonts, "Dry Your Eyes," by Brenda and the Tabulations, has been distributed in r&b areas of the East.

"I've been spending a lot of time during the past few months going into the r&b field," said Larry Cohen, national sales and promotion chief of Jamie-Guyden, "in order to handle Artistic and Dionn Records better. Then we came up with the master—A Woman Will Do Whatever a Man Won't." The tune was released on the Miami-based Deep City label; Lippins

(Continued on page 10)

Bennett Sings at NARAS Awards

NEW YORK—Tony Bennett will be the solo performer at New York's Grammy Awards presentations next Thursday (2) at New York Hilton Hotel. Louie Armstrong, the Kovacs will be featured at Nashville's Country Club, NARAs will bestow its awards in simultaneous ceremonies. Bennett is in Los Angeles and Chicago.

Among the presenters at the New York event will be Connee Boswell, Astrud Gilbert, and Margot Pair; with Mary Lou Williams, Vernon and Margaret Whiting. Marlon McDorman will perform "The Night We Called it a Day." The ceremonies will include the awards banquet. With Bennett's performance, the Blues Project will provide music during dinner entertainment.

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

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

Miss Francis Hits Mark in Marking 10 Yrs. With MGM

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

Her Broadway segment consisted of the title song of "Mame," "Cabaret!" and "Hello, Dolly!", all delivered with gags. "Come Back to Georgeta" was sung in Italian and English, while the "Exodus" theme and "Here Come the Jewish scene."

Big news of the evening was her MGM hit, "Who's Sorry Now?" while the most recent single was a measured "Born Free."

Track King Kaye Guns Into LP on Racing Car Sounds

LOS ANGELES—Jesse Kaye, the record industry's "soundtrack king," will record one of the most unusual projects in recent history—a 29-track album of music from motion picture properties.

The new package—due in the next two weeks—is an album of racing sounds, utilizing tapes from actual Grand Prix, Indy, and Formula One Prix competitions. The LP, the first all sound-effects package among the tapes Kaye has produced, is designed to keep the fans of all the people who have viewed the film, "Grand Prix." This album is released by Kaye Audio-Visual, a Kaye production.

(Continued on page 12)

Decca & Burns Conclude Deal

NEW YORK—Decca Records has concluded an independent production deal with English agent-promoter Tito Burns. The agreement runs for three years and will allow Burns sole discretion in finding and signing artists directly to the U. S. label for world-wide release on Coral Records, a Decca subsidiary. Burns will operate his new Coral affiliation through his own production company, Burns' International. Burns will coordinate all his record production activities with the Coral representative in England, Mike Sullivan, who reports directly to Hobart Stone, manager of Decca's international division in New York.

Burns had been operating his own talent agency, representing such acts as the Rolling Stones, Dusty Springfield, the New Vaudeville Band, the Strachans, and the Yardbirds, among others, until May 1966, when he sold the company to English promoter Harold David. Now he serves as deputized managing director for the David-son enterprise.
ATLANTIC RECORDS
Proudly Presents
ARETHA FRANKLIN

An Immediate Hit!
ARETHA FRANKLIN
I NEVER LOVED A MAN
(THE WAY I LOVE YOU)
Atlantic #2386
**Columbia's Gold Maps Dipping Into W. Coast's Creative Pool**

LOS ANGELES—Jack Gold, Columbia's new West Coast executive ad producer, is studying the California market to determine directions for himself and a proposed new ad man. Gold said he would like to analyze the company's creative pool within the next 120 days and even record as many of the acts involved in the studio as a means of sounding out what can be done with existing artists.

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

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

"We also want to take advantage of the untapped area of teenagers and personalities. Gold forsee specialists "projects" using show business names not normally associated with record labels. "We might even build a project around some actor who is known throughout the nation," Gold is initiating an open door to seek what he feels is the most important ingredient in marketing records, which could be of a particular type.

Gold is also looking for a way to get more of Liberty Records' tape records into listeners' hands. He feels the cartridge should have more colors. This would eliminate duplication of labels for records for different artists in one group, public doesn't really care what is compatibly colored," he believes. "The public is only interested in the color of the cartridge. It is a question of whether or not they like the color."

Command on 'Choir' Push

NEW YORK—Command Records is making a major promotional effort to kick off its new album in a brass choir, conducted by Warren Kinne.

Full-page-color advertisement calling "Impact," will be carried in all trade magazines, with full-page-color advertisement in High Fidelity and Hi-Fi Stereo Review, appearing this week in New Yorker and The Saturday Review.

The special advertising material is being prepared for dealer and department store advertisements in both Midwest and West Coast. A series of co-operative advertising with distributors and dealers.

A special mailer will be sent to FM stations throughout the nation, with another mailing to send 1,000,000 point customers on the Command list. The mailer will include promotion albums have been doubled.

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

Keep pace in the music industry with BILLBOARD! SUBSCRIBE NOW!

Just mail request order today

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Company

Name

Address

City State & Zip

Type of Business

**ATLANTA WINS DECCA PRIZE**

NEW YORK—Decca Records, who has announced Atlanta has won the company's "Branch of the Year" award for the most sales points for the Rock and Roll charts for 1965. The Atlanta operation is under the direction of Bill Russell, the company's southeastern district manager, Hotelier, Manager branch, a w a r d, individual awards will be presented to the salesmen and promotions staffs, consisting of Kent Ottman, Clasper Pigg, Bill Lambert, Bill Cleghorn, Fred Haas and Ray McDougal.

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**'MURKEY MALARKEY'**

**Brute Force Pegs World, Col LP to Philosophical Frenzy**

NEW YORK—The psychological approach to business is now beginning to share the traditional approach to music. Paul Simon, of Simon & Garfunkel, has already been accepted by the youth of a younger generation, and now, Brute Force will be unleashed by Columbia Records next week to further develop the serious-philosophic approach.

Force, formerly a member of the Tokens vocal group, believes that truly murkey malarky, that the "world is a mess," but he endorses the only hope for salvation is "love of people for people." This philosophy will be brought out in the open release with the release of his first Columbia album. The LP contains such song titles as "Tapewagon of Love," "To Sit on a Sandwich," and "Sad, Sad World of Mothers and Fathers." In the words that are all about the civilization we're in, his album has been produced by both Paul Simon, who also records the Cycle for Columbia.

Force had prepared the idea for the LP before submitting it to Columbia, where it was immediately accepted. He also prepared the teasers, which are composed of a series of rejection stories from Billboard, pegged on whether Brute Force can bring together President Johnson and Chairman Mao. The name he chose for his show business career, plans to follow up his work on disks and records with a book to be handled by the William Morris Agency.

**Buckingham Goes Over to Col’bjo**

NEW YORK—The Buckingham Company, which has had the top of the pop charts with "Tributes," has just announced the independent U.S.A. label to Columbia Records. Colombo v.s. "transistor" sound plus promotion to kick off the Buckingham's initial release on the independent label, "Why Don't You Love Me."

The group, which was established a little more than a year ago, will soon be seen on the bill of these. A total of 30 States in the next two years. In addition to the Geffen-Bobins Associates, of Beverly Hills, who manage the group, the group also has a recording contract ready to go under way for a number of motion picture deals. The Buckingham Company is being produced by William Geerlo.

**A Smashing Capital Hi-Fi Show Put on in Washington**

WASHINGTON Show stoppers backed up cross-country at the Washington Hi-Fi show here last week included Paul W. Polasek, president of the "true" stereo sound system, Seymour D. Miller Jr., president of Liberty Radio, Inc., Zero, the Fantastico Zoo and the Youngfolk.

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

Double Shot Has 33 domestic distributors. They handle over 5000 units, which are distributed to all dealers throughout the country.

The stereo-cartridge display was gloriously staged on a boat in the hotel lobby this year, instead of a car. Other exhibitors included all the major manufacturers, equipment amplifiers, tape decks, speakers, consoles, components of every kind, including the rapidly gaining integrated circuits with its vast potentials for miniaturization.

**Singleton, Starkey Enter Two Deals**

NASHVILLE—Starkey Records have signed an agreement to handle all the new deals with Shelby Singleton Productions, New York. The two companies also plan to introduce Shirley Wood singing "Hotline" as their first recording. "When It Happens" and Mike Lane with "Letter to a D.J.", March 4. The album "I'll Let You Know" is being billed as "Verity's Voice," and he'll also be seen in an armchair, doing double duty as an end table.

Paul Weather, Hi-Fi pioneer inventor, and designer, was at the show to introduce his Weather-Compass, and a line of twenty-five new speakers. The Weather-Compass Polly, the terminal system he believes will revolutionize home and radio for the future, is being developed to the present two-channel system.

(Continued on page 19)
SUCCESS AND THE 'SINGLE GIRL'.

Her name is Sandy Posey. She's twenty-one years old. She's a star. In less than six months, she has achieved a stature that few recording artists ever reach: everything she sings is a hit! Her first two singles both climbed to the top of the charts. So did her debut album, BORN A WOMAN. The industry press picked her as "Best Newcomer" and "Most Promising Female Vocalist" in two separate polls. And she's up for a Grammy ("Best Vocal Performance"), in big-league competition with Eydie, Ella and Barbra.

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

E/BE-4455

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

K-15702
BRAND NEW SINGLE
NEWES T HIT ALBUM
FANTASTIC CATALOG:

GARY LEWIS

THE LOST
WITH A BROKEN HEART

GARY LEWIS & THE PLAYBOYS

ICE MELTS IN THE SUN

THE LOSER

(With A Broken Heart)

#55949
Polydor R&B on UK's Pop Chart

- Continued from page 1

of "Midnight Soul" will probably spark other English Recordings on the British charts. Meanwhile, Polydor is clicking with its regular LP product from Atlantic. Among the best sellers are Otto Redding's "Dictionary of Soul," Sam & Dave's "Hold On, I'm Comin'," and "Solid Gold Soul," an all-star package from friend Henry Butler.

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

ABC's Thiele in the Grooves as Batoneer

- Continued from page 1

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

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

Album Out in April

The group cut an album, which will be released early in April, and a single from the album is being rushed out immediately. The latter is titled "Thoroughly Modern Millie," the tile tune from the Universal film, backed with "Jimmy." "Mellie" was penned by Sammy Cahn and Jimmy Van Heusen. The album also has such songs as "Whispering," "San," "The Charleston," etc.

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

Thiele has always been attracted by far-out record ideas. He cut a lot of the early comedy and talking records, "As the Hikers," "Chez the Waiter," and Jazbo Collins' "Hip Fairy Tales,"--these, of course, in addition to such early jazz sides as Erroll Garner's first hit single on Blue Note, "Misty." He continued.

"Currently," he concluded, "the market is open for new ideas, new trends . . . the streams of music are conning us and it is our job to find new, valid, new forms."

One of Thiele's up and coming enterprises is the coupling of a Greek Boursikoti artist with a jazz group. If he is followed up, he said, "the Greeks are buying a lot of records now," has occurred since the popularity of such smashes as "Zorba the Greek."

"Never on Sunday" and other current hits.

Meanwhile, the ABC executive is set to issue the first single on ABC's affiliated Blue Way label. This is a Jimmy Rushing blues which is "Berkley Campus Blues," inspired by the old Rushing-Count Basie performance of Harvard Blues, with a lyric by George Weiss. The album will feature a rhythm section of this type, such as dropouts, sit-ins, freedom fighters, and ad-managers.

"We have already considered that Ronnie Reagan is right around the bend."

Anti-Col. Club Motion Hurled in FTC Probe

- Continued from page 1

that the initial decision was an open invitation to RCA Victor and Capitol to follow the Columbia precedent and engage in the exclusive licensing of catalogs. The National Association of Record Merchandisers has elapsed since the examiner's decision, these exclusive licenses which effect a substantial amount of commerce are unlawful and should be so recognized by the Commission.

The notice was served by B. B. Levine, P. J. Elias and Morrie Niederlein of the FTC. Columbia, record, the Columbia Club, record, and Rosenkenn, Collins, Kaye, Petchek, Freund & Emil, counsel for CBS.

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

- Continued from page 4

The ability of an artist to write his own material is vitally important in personal management. Following this philosophy, in this instance, Stogel has published four firm up for most of his acts. The Spike-Drivers, for instance, publish under Akber Music, Inc. They have just signed a production deal with Barbi Hoffman and Ruth Rubin of Spike-Drivers under Mandal Music. Jimmy Winter has signed a contract to produce the Barbarians, Allen Liker for Goldie and the Gophers, and Bob Keiter, and Terry Phillips for the Prince, in addition to which he has placed the Burning Bush on Mercury Records.

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

R&B Smash! going POP!

Bound for TOP 10!

"DRY YOUR EYES"

by Brenda and The Tabulations

DIONN #500

when answering ads . . . .
SAY YOU SAW IT IN BILLBOARD

RAIN.

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

- Continued from page 4

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Coast ASCAP Meet

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LOS ANGELES—Privilege Distributors, locally, will open a sale today, with proceeds going to March 15. President Norman Block was their other off-track distributor. Jack Nelson has been named branch manager. Labels to be handled in the Bay area will shortly be announced.

King Kaye Race Car Sounds

by Brenda and The Tabulations

when answering ads . . . .
SAY YOU SAW IT IN BILLBOARD

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SAY YOU SAW IT IN BILLBOARD

RAIN.
The 45 that grew so big it became a 33 1/3!

my cup runneth over
ED AMES

LPM/LSP-3774

If it's happening...it's here!

RCA VICTOR
® The most trusted name in sound
TALENT

Block Bookers' Contab a Smash
As 300 Set Attendance Record

COLUMBIA, S. C. — The fifth annual Block Booking Conference saw a record attendance of some 300 at the Wade Hampton hotel here Feb. 11.

The participants included 27 agents and managers, and 250 students and faculty representing 85 colleges and universities from Maine to Oklahoma. The 1966 meeting saw representation from 60 southern colleges and 20 talent agencies.

The conceit aims at providing new talent to the member schools at a savings and co-coordinating talent among the institutions. This results in a saving on time and transportation expenses.

During the day, the conference provided a series of selections by the various artists they represent and to explain the operation. The association of College Unions was also represented. The ACU convention is set for this spring at Philadelphia.

NEW YORK — Tom Sankey's "The Golden Screw" is a bilingue, yet bright revue, which combines merriment with the off-Broadway Provincetown Playhouse. Between sketches, Sankey sings 14 numbers first backed by guitarist Jack Heggy, then by the Inner Sanctum, a rock quartet. The musical buildup, especially in the rock half, where he delivers an up-tempo song until Sankey finally pulls the plug on his amplified autoharp.

Three fine acts, Janet Day, Murray Paskin and Patrick Sullivan, handle the imaginative sketches and monologues admirably. Many of them poke fun, sometimes tartly, at the music business in supposed conversation with the artist (Sankey), whose replies are unspoken. The Newport Folk Festival, proves song, rock and roll all in one.

But, it's the music that's most notable, such as Sankey's own good reception. Sankey plays autoharp and guitar, and sings eight numbers in the first scene, gradually joined by members of the Inner Sanctum in subdued tones. "Beautiful People," a rhythmic number, has pop potential, while "You Won't Say No" is a soft, affecting number. "Jesus Come Down" adds gospel elements.

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(Continued on page 16)
NOW! NO.1 IN ENGLAND!

PETULA CLARK
“THIS IS MY SONG”
7002

The Hit Single from Charles Chaplin’s
“The Countess from Hong Kong”
POP SPOTLIGHTS

THE 4 SEASONS—REGGIN' (Prod. by Bob Crewe) Writers: Gaudino-Falteri (Sandy Lou, BMI).—The "sound" of Frankie Valli leads the way here. Do move past this to the top of the charts. First-rate Crewe production. Flip: "Dody" (Saturday/Sunday/Four, BMI).

HERB ALPERT & THE TIJUANA BRASS—WATER IN THE WATER (Writer: Traditional) (Alamo, BMI).—The spiritual classic gets the Tex-Mex treatment that it deserves and could make it one of his biggest hits. Flip: "Mexican Carnival," "Serenade of the Strings." TCM 7002

SANDY POSEY—WHAT A WOMAN IN LOVE WON'T DO (Prod. by Chips Moman) (Writer: Loudennik) (Windward Side, BMI)—Make it three in a row for Moman. With the powerful backing of the John D. Loudennik number. Her usual top programming and ability to sell this one. BMG 13702

BOBBY VINTON—FOR HE'S A JOLLY GOOD FELLOW (Prod. by Herb Alpert) Writers: Lobo-Gembel (Budderfield, BMI)—Infectious rhythm opening breaks into a solid ballad on the Brazil '66 theme for the second year in a row. Digi as the hit contender for the Hot 100. Top programming item elsewhere. BMG 700

GENE PITNEY—ANIMAL CRACKERS (In Cellophone bug) (Prod. by Joe Wilson) (Writers: Bonner-Goodman-Chaplin) (American Accents) and Matt Riddle should bring Pitney back to the Hot 100 with impact. He's in fine form in this first-rate Joe Wilson production. "Mean to Be a Preacher" (Kama Sutra, BMI). MusiCorp 1238

PAT BOONE—IF THEY GAVE A WAR AND NO ONE CAME (Prod. by Snuff Garrett & Robert Merrill) Writers: Snuff Garrett-Vincent Price (Venture, BMI).—Boone could equal the success of his "Wish You Were Here, Buddy" with this one, even with the same song. Cyma has a fighting chance. RCA Victor 9123

ARETHA FRANKLIN—I NEVER LOVED A MAN THE WAY I LOVED YOU (Prod. by Jerry Wexler) (Writer: Sharron) (Atlantic, BMI).—Do use this, Ben. RCA Victor 9123

BOBBY VINTON FOR HE'S A JOLLY GOOD FELLOW (Producers by Herb Alpert) Writers: Lobo-Gembel (Budderfield, BMI) Infectious rhythm opening breaks into a solid ballad on the Brazil '66 theme for the second year in a row. Digi as the hit contender for the Hot 100. Top programming item elsewhere. BMG 700.

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THE HUNTER GETS CAPTURED BY THE GAME

TAMLA 54143

THE MARVELETTES

MOTOWN RECORD CORP.

The Sound of Young America®
<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Song</th>
<th>Label</th>
<th>Sales</th>
<th>Radio</th>
<th>Date</th>
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</thead>
<tbody>
<tr>
<td>1</td>
<td>Boz Scaggs</td>
<td>Lido</td>
<td>ABC</td>
<td>10,000</td>
<td>2,000</td>
<td>1967</td>
</tr>
<tr>
<td>2</td>
<td>Jimi Hendrix</td>
<td>Foxfire</td>
<td>ABC</td>
<td>9,000</td>
<td>1,500</td>
<td>1967</td>
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<tr>
<td>3</td>
<td>The Kinks</td>
<td>Jesus</td>
<td>ABC</td>
<td>8,500</td>
<td>1,200</td>
<td>1967</td>
</tr>
<tr>
<td>4</td>
<td>The Rolling Stones</td>
<td>Let's Spend The Night Together</td>
<td>ABC</td>
<td>8,000</td>
<td>1,000</td>
<td>1967</td>
</tr>
<tr>
<td>5</td>
<td>The Beatles</td>
<td>Help!</td>
<td>ABC</td>
<td>7,500</td>
<td>800</td>
<td>1967</td>
</tr>
</tbody>
</table>

**Billboard Hot 100 for Week Ending February 25, 1967**

**Star Performer**

Indescribably Blue

**Recent Industry Association of America yardstick of certification as million seller single**

<table>
<thead>
<tr>
<th>No.</th>
<th>Song</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>6</td>
<td>Tiny Bubbles</td>
<td>The Beatles</td>
</tr>
<tr>
<td>7</td>
<td>No Milk Today</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>8</td>
<td>The People In Me</td>
<td>The Kinks</td>
</tr>
<tr>
<td>9</td>
<td>The 59th Street Bridge Song</td>
<td>The Kinks</td>
</tr>
<tr>
<td>10</td>
<td>I Wish You Were Here</td>
<td>The Beatles</td>
</tr>
<tr>
<td>11</td>
<td>Hangin' In Your Eyes</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>12</td>
<td>Everyday I Have The Blues</td>
<td>The Kinks</td>
</tr>
<tr>
<td>13</td>
<td>One, Two, Three</td>
<td>The Rolling Stones</td>
</tr>
<tr>
<td>14</td>
<td>Twelfth Of Never</td>
<td>The Beatles</td>
</tr>
</tbody>
</table>

**Compilation of national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.**
"Communication Breakdown" was his big hit in January. This is the one for February and it’s **SO GOOD**

K-13685

ROY ORBISON
Melco Is Named By Audio Devices

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

Audio Devices recording tape and accessories will be moved by Melco to armed forces exchanges and ships stores, a complex serving seven million customers with some $1 billion worth of merchandise annually.

Stereo City Opens Store; Offers Sale

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

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

Tenna Reports Sales Soar to Peak Period

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

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

"Crosstalk" is a term designating the improper meeting of the player head with the proper tape track.

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

Tenna's second quarter sales totaled $3,863,234, up 28 percent over the same period last year. Net income was $600,828, up 17 percent, or $51,436 for the preceding year.

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

Arvin-Magnetics introduces a complete line of mastering and duplicating tools for 8-track and 4-track stereo.

Every head is actually brand-new but (and it's an important but) before they are delivered to the customer, each head is dynamically tested for one hour on an Ampex 3300 slave system.

When you receive the assembly, you simply bolt them down on your equipment and begin recording. NO ADJUSTMENTS OR BURNING is required. Each assembly is delivered with a serialized data sheet that details the response levels recorded by our engineers during our actual recording-run-checkout of the assembly prior to packaging. We also include a developed slide to show the track placement patterns for the six tape heads in your plant, our head assembly can save you plenty. Try to find another head manufacturer who owns a slave system for checking out their products.

A brief point comment: the complete line features "Lin Gap" construction that will help you realize a 4 to 6 DB signal-to-noise gain at the high end, over the heads you are presently using. Write for data sheet giving full specifications and prices.

Arvin Magnetics
Arvin Industries Inc., Columbus, Indiana 47201

2125 So. Wilshire Blvd.
Los Angeles, California 90007

U.S. HEADS FOR SALE!

February 25, 1967, Billboard
LEAR JET STEREO 8

DEALER CLUB PLAN

JOIN NOW!
EXTRA PROFITS!
Special Dealer Advertising Program!
New Merchandising Aids!
New Full-Year Warranty!

B-TRACK AUTOMOTIVE TAPE STEREO. Delivers brilliant full-dimensional stereo. Installs in any car, new or old. Features automatic B-track changing. All solid state. Lear Jet Stereo B Model AS-830H.

B-TRACK STEREO WITH AM RADIO. The only automotive stereo system with AM radio in one compact unit for quick, easy installation. Features completely automatic tape cartridge operation. All solid state. Lear Jet Stereo B Model ASR-830-H.

B-TRACK STEREO HOME TAPE DECK. Plays the same popular B-track tape cartridges through the amplifiers and speakers of your present home stereo system. Installs in seconds. Completely automatic operation. Handsome simulated wood-grain cabinet. Lear Jet Stereo B Model HSA-900.

B-TRACK STEREO WITH FM RADIO. Enjoy the sound of Btrack tape cartridge stereo, static-free FM in superb FM stereo. AFC for drift-free FM and FM stereo. Completely automatic tape cartridge operation. All solid state. Lear Jet Stereo B Model ASR-FM-830-H.

(Multiway Adaptor optional.)

JOIN THE STEREO 8 CLUB for more profit on the world's finest 8-track tape cartridge players for home and auto! Call your Distributor for details TODAY!

Contact your Lear Jet Distributor:

Amesville, Texas
West Texas Electronics
Tel. 806-778-6251

Atlanta, Georgia
Mercer Distributing
Tel. 404-533-2044

Birmingham, Alabama
Nelson Bradley Glass
Tel. 205-331-0100

Boston, Massachusetts
Record Wagon, Woburn
Tel. 617-937-5200

Buffalo, New York
Jet TV Sales, Inc.
Tel. 716-633-7284

Charleston, West Virginia
Handlen Co.
Tel. 304-252-2126

Charlotte, North Carolina
Carol Distributing
Tel. 704-332-0405

Chattanooga, Tennessee
Standard Appliance
Tel. 415-365-5300

Chicago, Illinois
James H. Martin Co.
Tel. 312-833-8440

Cincinnati, Ohio
Ohio Appliances
Tel. 513-421-6614

Cleveland, Ohio
Shiner Distributing
Tel. 216-473-2600

Columbus, South Carolina
Carolina Sales Corp.
Tel. 803-786-1845

Dayton, Ohio
J. V. Reed Company
Tel. 513-225-6259

Denver, Colorado
Ward Terry Company
Tel. 303-203-3131

Des Moines, Iowa
The Steen Company
Tel. 515-246-0120

Detroit, Michigan
Road Electronics
Tel. 313-836-8820

El Paso, Texas
Midland Specialty
Tel. 915-333-5553

Erie, Pennsylvania
Warren Radio
Tel. 416-454-5155

Fort Worth, Texas
Advanced Stereo
Tel. 817-333-6410

Grand Rapids, Michigan
Radio Electronics
Tel. 616-635-6611

Great Falls, Montana
Music Service
Tel. 406-761-8240

Greenville, South Carolina
Carolina Sales Corp.
Tel. 803-721-4314

Harrisburg, Pennsylvania
D & H Distributing
Tel. 717-297-8040

Hartford, Connecticut
Eastern Records
Tel. 203-329-7631

Houston, Texas
Houston Air Center
Tel. 713-302-3604

Indianapolis, Indiana
Davidson Distributing
Tel. 317-644-2515

Jackson, Michigan
Heinrich & Partners
Tel. 517-644-2515

Kentucky
Distributors
Tel. 502-585-1680

Los Angeles, California
United Tape & Instrument
Tel. 213-775-1906

Memphis, Tennessee
Memphis Aedes
Tel. 901-390-8494

Milwaukee, Wisconsin
Taylor Electronics
Tel. 414-904-3121

Minneapolis, Minnesota
Heinrich & Partners
Tel. 612-544-4010

New York, N.Y.
Stereo Co.
Tel. 212-929-4000

Orlando, Florida
Stereo Co.
Tel. 305-252-3030

Philadelphia, Pennsylvania
Distributors
Tel. 215-884-6434

Phoenix, Arizona
Arizona Western Supply
Tel. 602-552-2363

Pittsburgh, Pennsylvania
Distributors
Tel. 412-832-1816

Portland, Maine
 ראשי להודוס
Tel. 207-772-6351

Providence, Rhode Island
Distributors
Tel. 401-321-3214

Salt Lake City, Utah
Billies Distributing
Tel. 801-312-6100

San Antonio, Texas
Weaver Company
Tel. 210-922-3000

San Francisco, California
Pico-4-Tone, Inc.
Tel. 415-312-3000

Shreveport, Louisiana
Distributors
Tel. 318-433-4401

Seattle, Washington
Distributors
Tel. 206-682-1188

Watertown, South Dakota
Bergen Radio
Tel. 605-886-5749

White River Jet, Vermont
Distributors
Tel. 802-253-2108

Wichita, Kansas
Gruber Electric
Tel. 316-237-1244

Baltimore, Maryland
Distributors
Tel. 301-494-4664

Washington, D.C.
Stereo Sales
Tel. 301-933-5800

www.americanradiohistory.com
Let there be music...

without distortion
Arvin-Magnetics introduces their new "Lin Gap" line of 8-track stereo playback heads for tape CARtridge players. The line features a new construction technique that produces a perfect smooth low-frequency response, instead of the dips, humps, and wavy form distortion common to other 8-track heads currently on the market. Send for data sheet A880-OL for full specifications and prices. The data sheet shows full particulars regarding the decrease distortion figures you can expect with the Model A880-OL, Master Record, Playback, and Slave heads are also available, utilizing the new "Lin Gap" feature.

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

CARTRIDGEs? CARTRIDGEs!\nFor All Your Tape Cartridge Needs/You’re on the Right Track With Channel!

EMPTY—TAPE LOADED
4 Track FIDELIPAC • 8 Track
150’ • 300’ • 325’ • 350’ • 600’ • 1200’
Best Prices • No Min. Order
Faster Quality Audio Devices Lube
Audio Testing/Message Delay
HEAD CLEANING CARTRIDGE
For all Ad, Track, Platen, Iners
Maximum Fidelity, Auto Life to Tape
Player & Repair, High Fidelity Marges • Supplied Rated 3.18.
For Information & Price Lists, write:
CHANNEL MARKETING
342 MADISON AVENUE
NEW YORK, N. Y. 10017

CARtridge's Future Lives in Young Adults: Frankford

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

The group appeared last Saturday (19) in a TV show sponsored by WKNR, the city’s leading Hot 100 format radio station. The concert, taped for Capitol Records, Frankford gave free tickets to see the group at each of 300 different Capitol Stereo tape units. Michigan Mobile Radio, Frankford’s retail outlet, is also giving away a pair of tickets with each installation and promoting the appearance of the Beach Boys and their tie-in with a series of radio spots on both WKNR and CKLW.

Frankford said he expected the promotion to increase business by 22 percent. At least 63 percent of his unit sales, Frankford said, are to people between 18-24 years old. The reason he gives is that young adults are easy to sell, they’re easier to approach with new concepts, they have money to spend on luxury items, and, “if it goes into a car and makes noise, they’ve absolutely got to have it.”

To illustrate just how much the cartridge is in the grasp of the young market, he said 25 percent of his over-theshelf cartridge sales were for Tantal-Motoron product. Mobile Radio, which operates a line of installation shops, has an 8,000 inventory on hand at the first of the month. This is the season when he finds his competitors to be at distributor prices—to meet the demand.

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

The 8-track line, a cartridge by Herb Alpert and the Tijuana Brass would sell better than a teen-oriented product, he said. But, as far as Madonna is concerned, “we’re selling it 10-1 in 4-track.”

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

Though the 4-track seems to be the teen thing today, Frankford speculated that this is not true, at least for adults. Teens are hip on the cartridge machine, whether it’s a record player, or you’re going to be able to sell twice as many machines at $49.95 and below. But by this time next year you’ll sell 8-track units almost a little low in price as 4-tracks are now.” He said that most of these would be Japanese imports and that the cartridge business gets larger and the prices go down, these young adults are going to begin buying the 8-track.

Roberts to Bow Cassette Unit

LOS ANGELES — Roberts will expand its 8-track CARtridge line with several new product additions and will bow a cassette player, according to a sales forecast by Millard E. White, Roberts president. “We are a recording company and we’re in the entertainment business, for us,” Philippon explained.

The executive hinted that the venture was under way and that the manufacturer would have a player capable of handling cassette and cartridge configurations. No one has combined these two systems in one machine yet.

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

Philippon says cassettes are emerging as the strong portable player system under $100. The 8-track system remains tops for the mobile audience because of the support from major music suppliers. Roberts products are sold through 1,800 national outlets from department stores to audio chains to jewelry locations. Tape is now on the threshold of being accepted by the mass market. "This can be tapes’ greatest year."

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

Quality Co. Ships First Cartridges

TORONTO—First Canadian company into the tape duplication field, Quality Records, Inc., made its first shipment of 4 and 8-track stereo tape CARtridge and 4-track reel-to-reel cartridges this month. Of the initial release of 30, about half have been shipped already, and Quality hopes to have some 200 releases on the market by the end of the year. The cream of the catalogs from MGM, A&M, Atlantic-Arrgo, Verve, Dot, Bell, among others. The domestically produced cartridges will be sold at $7.98 up. Quality is also moving into distribution, on a nonexclusive basis, of the automatic Radio and Titan 4-track and 8-track tape transport systems. A compatible model to be made available within a month or two. Quality will distribute to record stores, to stimulate the market for the stores. The players, priced from $89.98 up, can be converted to home use.

Orfeon Bows Eight-Tracks

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

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

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for performance & price

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Export Division: Morton Exporting Company

FEBRUARY 25, 1967, BILLBOARD
'Penny Lane'  'Strawberry Fields Forever'  The Beatles
CHICAGO

The Buckinghams, a local group whose "Kind of a Drag" ascended to the top of the Hot 100 last week, are out on U.S.A. Records with an album of the same name and two new singles, "Don't You Miss 'Clawdy" by "Call Your Name" and "Walking Fast in a Hurry." A new single, "The American Dream," from Ron Dit, appeared at the University of Chicago last Thursday in U of C Student Govt. concert series... Full-voted Tina Finney has popped into this locale with her first single, "I Know Where I'm Going," from her "Timing Man." She's on the Pap-Du label and is managed by brother William. She writes her songs, and RCA's new senior, Nick Palmer, met Chicago at a Playboy Club party last week at which Angie Bloom's won the door prize. RCA's Ralph Egan reports business as usual despite the fact that part of the company's Los Angeles staff is crushed under the weight of the great Expo Exposition. Bankruptcy agents were reportedly offered $100,000 for the collection that was part of the Vee-Jay masters collection lot that passed on the block in Federal Court here Friday (24). Arthur Martin of the World Teenage Scene reports that the 1967 edition, scheduled for McCormick Place, will be held on the same dates, June 21 through July 2. The site is yet undecided. Both the Amphitheater and Navy Pier are open those dates. They're leaning toward the Pier because for dancing purposes they'd like to tie the S. North America to the Pier. Bisc. Deal & Billy have been booked for opening and closing days.

An International Rhytym & Blues Association has been formed here to create improved international understanding of the form... A Milwaukee group, the Shappell's, have been in session with Ralph Bass at Chess and a new label....

From The Music Capitals of the World

AMSTERDAM

Phonogram is starting a new series of low-priced classical albums specializing in lesser-known baroque and rococo works to be called Boutique de Musique. Composers to be featured include Michael Haydn, Joseph Muzian, Rameau, Louis Couperin, Mozart, and there will be a French secular and sacred music from the 13th century. The records will have colorful, eye-catching sleeves, and cardboard shop window display units are being supplied for dealers.

... Dutch popular music is booming at present here and in Dutch-speaking Belgian areas. Young artists like Philippe Armand, Elly Nielen, Rikkert Zederlev, Joop Steenbeek, and Peter de Jong are prominent, and, especially Deco's 'Beethoven' series.

"From the Survival" is a best seller as is "Land Van Maan en Waal," a single from R. Prevaling styles for popularity are modern ballads, with easy melodies, humorous, provocative or romantic lyrics. "The Beetles" Yellow Submarine has sold more than 10 cover versions in Holland, reports the Basart Publishing firm. Two are instrumental on Philips and Omega, two are titled "Gelle Spectre" and are called "Jolle Wal Wel." CBS released Berg's "Wozzeck" with Pierre Boulez conducting the Paris opera cast in a three LP set. Philips announced M✿il's "Expecto Resurrexi..." and "Jacquet De La Cite Celeste" will also be issued by CBS.

BAS HAGEMAN

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

TAPE CARTRIDGE

GETTING TOGETHER on a tape CARRidge promotion at recent 6th annual National Auto Accessories Exhibition in New York were, from left: Larry Finley, president of International Tape Cartridge Corp.; and Horace McMahon and David Nager of Automatic Radio.

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

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MELLOW YELLOW
Senator Bobby & Senator Everett McKinley

C/W

WHITE CHRISTMAS
Bobby The Poet

P-137

COMING SOON!!

Produced by CHIP TAYLOR & DENNIS WHOLEY

Characters portrayed:
Sen. Bobby & Sen. McKinley
Bobby The Poet

By:
Bill Ninkin
Steve Baron

Recording Engineer
Dennis Wholey

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(and they don't keep bankers' hours)

Because they don't keep bankers' hours, they make every day pay off for you. They are a vital part of the Cryovac record edge seal packaging program, and they see to it that your packaging lines keep humming along in top shape. They are equipment service engineers. And good ones. (We have two engineer/salesmen, who work with them, supplying technical assistance.)

When you add their service to the other elements of the Cryovac program (films, the versatile, up-to-date SA-1 machine, and technical assistance in depth) you know why this program is the one for you.

Whether you want to edge seal single LP's, LP albums, tapes or tape cartridges — this one program wraps them all — faster, better and more economically. When we say, "only Cryovac offers you a complete record edge seal packaging program," we mean it.

These men are four very good reasons we can mean it.

Cryovac®

W. R. Grace & Co., Cryovac Division, Duncan, S. C.

GRACE
TV and Turntable:
Keith Allison projects—and teens get the message.

On TV's "Where the Action Is" and in a swinger of an album...

KEITH ALLISON
Star of the Television Show "Where the Action Is"
IN ACTION
including:
I'm a Believer
Good Thing
Colours
Troubled Mind
Catch the Wind

*Winner of "16" Magazine's Fifth Annual GeeGee Award for Most Promising American Male Singer

Where the Allison action is. On COLUMBIA RECORDS®
RADIO-TV programming

Canadian 'Content' Scrutinized

By KIT MORGAN

OTTAWA, Can.—The Board of Broadcast Governors, the body governing broadcasting in Canada, is diving into the Canadian content of music programming on Canadian radio (TV stations do not program Canadian content). The board has set aside $55 per cent Canadian content.

At a recent BBG hearing, representatives of six AM and 2 FM stations told the board that they were sending only 15 per cent of their music to Fleischmann's, the company that handles music for the CBC. The board has set aside $45 per cent Canadian content.

The board has also set aside $45 per cent Canadian content for the CBC, the Canadian Broadcasting Corporation. The board has set aside $45 per cent Canadian content for the CBC, the Canadian Broadcasting Corporation.

KDKA's Photo Finish But Captures 'Double'

By CLAUDE HALL

PITTSBURGH—Though only a narrow margin, KDKA, the station with the highest percentage of Canadian content, took the top prize in the Radio Response Ratings survey of the market. In a rare achievement, all stations which carried KDKA's program were rated as 'A' stations, while those that carried KDKA's program as 'B' stations, were rated as 'A' stations.

The station dropped KQV by only 10 points in the ratings, but its influence on sales of singles, Clark Race of KDKA had 45 per cent of all sales with young and adult listeners in second and third place with Canadian content.

In the album category, KDKA topped WWJW, a station that considers itself a major influence on sales of singles.

Voting in the survey were record dealers, distributors, on-station personalities, and local and national record company executives. Influenza and sales, it is felt by Billboard, are an indicator of the health of young and adult audience since these age groups buy most of the album sales.

Tony Graham, program director of the radio station, attributed the station to "having very good personnel and a strong record schedule." The station's radio station had sold 5,000 copies of the album, over 10,000 Bob Tracey on the album.

In addition, the station had sold 5,000 copies of the album at a ski resort that included everything, even skiing.

WNAC Heaves Talk And Old Call Letters

BOSTON—WNAC, the 50,000-watt RKO General station, has changed its talk format in September 1965, is going back to music—and the former talk format. The station's old call letters were used to promote the change, but otherwise the station is bringing in a new age of deejay from many of the major markets, including Cleveland and St. Louis.

BOOTS BOOST BY MONUMENT

NASHVILLE—As part of its Boots Randolph promotion, the station is making a $1,000 banner, 1,000 copies of his "Boots With Strings" LP to Hot 100 and the stations throughout the nation—all of whom volunteered to promote the LP. The promotion is being handled by the label's new promotion director, Ed Hamilton, who is also currently with President Fred Foster, but will begin taping station spots and promotion campaigns when the LP is available.

New station spots will be "music-ized" for the AM side while the new format is prompted by the success of the AM station. The station in Los Angeles, that has shot to the top of the ratings battle, WNAC is expected to follow the same type of format as KHJ, meaning a right fit.

However, the station has been building toward a new format for some time in the guise of its FM facility-WRKO-FM and the new call letters AM. The station will be "music-ized" for the AM side while the new format is prompted by the success of the AM station. The station in Los Angeles, that has shot to the top of the ratings battle, WNAC is expected to follow the same type of format as KHJ, meaning a right fit.

"We believe in the future of contemporary pop music," said Ury. "Music will dominate the AM side, but that far out today, the music will roll on set one side of the scale only, however there will be only one difference between a station's FM and AM station." The new WRKO would not be a "music-ized" station, said Ury, because the station decided to go with a new format.

KFWB Shifts Staff; Music Same

By ELOI TIEGEL

LOS ANGELES—Westhous Broadcasting has begun showing "in the library" how it can upgrade a station's image without touching its contemporary music policy.

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

KFWB continues to program chart singles, dominated by teen beat material, but is allowing its morning men more than the normal top 40 dictum of 15 seconds to be a personality. Also departing the shop are librarians Don Asti and afternoon DJ Larry McCormick, the first Negro hired by the then owner, Crowell-Collier. The station is currently looking for a replacement librarian. Replacing McCormick in the noon to 3 p.m. slot is Les Biegel, formerly of KOL, Seattle.

The lineup of personnel now includes Joe Bernard, general manager; Tony Ury, Program Director, and Jim O'Neill, disc jockey. DJ's Martindale and McCormick and librarian Asti, a protege of former station manager, Jim Haythorne.

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

There will be three phases under the news alert: "a steady-by which will not change the station's format of music and five minutes of capsule news on the hour but will offer bulletin feeds on important stories; a 'news alert' which will turn 50 per cent of the audience to news and an "all news alert" which converts the station to exclusive news reporting.

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

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

Radio Saar Pitch On German Pop

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

The program will consist entirely of records recorded and/or interpreted by German composers and lyricists and interpreted by German artists.

The pitch for the Saar, and the frank purpose of the program is "to build a bridge against the in-creasing flood of foreign Hits which are inundating Germany!"
This Girl* Is Happening

*LYNN CASTLE

LHI #17003 The Lady Barber

Produced By: LEE HAZLEWOOD

DISTRIBUTED BY DECCA DISTRIBUTING CORPORATION FOR LEE HAZLEWOOD INDUSTRIES, INCORPORATED
A New Series of "Voices of Freedom" featuring Congressional Medal of Honor Winners

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

STORER BROADCASTING COMPANY
LOUISIANA —Rhythm and blues programing has initiated a five-week "Soul Search," which spotlights local artists with record companies.

The first open audition takes place on Saturday and Sunday (25, 26) at the 5/4 Ballroom. The station has lined up a number of r&B producers to act as judges during the presentations. Labels participating in the "Soul Search," according to the station, are Motown, Atlantic, and Am-al-Mal, Cal Milner, KGJF program director, is producing the talent search.

Among the prizes awaiting the winning contestants are tickets to see the Beatles and a trip to Chicago for the Folies Bergere, a contract with Motown Records in Detroit, a contract with Am-Al Mal Bell and Associates in Manhattan, and an appearance with James Brown Productions at the Baltimore Civic Arena. The prize money is donated by Atlantic Records.

Arnold Schoer, general manager of KGJF, anticipates 8,000 persons attending the talent shows during five weeks. Other labels mentioned by the station as possible participants in the search for "soulful" singers are ABC, Dot, Flip, and R&B.

Joining the air staff of WLKE, Wausau, Wis., is Larry Burger, formerly with WTRC, Erickson, Ind. (Troy) Young has returned to WLNC, Dayton, Ohio, as a program director, effective immediately.

Joining the air staff of WFAA, Dallas, Tex., is Mike Brown, previously of WFAA's sister station, WFAA-TV, Dallas. Mr. Brown was promoted to program director of WFAA.

John Fromm, formerly of WPOP, Boston, Mass., has been named director of the music department at WPRO, Providence, R.I.

Jim Price, program director of WFDY-P, Spartanburg, S.C., has been named program director of WAKO, S.C.
THE TIME IS RIGHT FOR
THE BLUES PROJECT
NO TIME LIKE THE RIGHT TIME
KF-5040

CURRENT HIT ALBUMS:

Watch The Blues Project on the ABC-TV color special, “Songmakers” (Friday evening, February 24th) kicking off a two-month tour of college concerts from coast-to-coast!
New York—Mozart was the most popular composer and Brahms Symphony No. 4 the most popular work among new recordings last year, according to a 12-month survey of the Schwan Record Catalog. A total of 113 classical composers were added or restored to the catalog with 18th Century writers and many less familiar composers in this group.

New York—The Metropolitan Opera and the New York Philharmonic will help kick off Lincoln Center Festival '67 with June performances. A new production of Rodgers and Hammerstein's 17th anniversary premiere on that date at the New York State Theater. The Met will open a special 10 non-subscription-performance season with Verdi's "Malipiero" week, starring Leontyne Price, Roberta Peters, Neil Rankin, Richard Tucker and Sherrill Milnes. Thomas Schippers will conduct. Other operas to be given will be "The Traviata," Ponchielli's "La Gioconda," Mozart's "Don Giovanni" and Wagner's "Lohengrin." Among the other leading singers participating will be Eduard Hilar, Renata Tebaldi, Pilar Lorengar, Judith Raskin, Lucin Felpo, Franco Corelli, Alfredo Kraus, George Shirley, John Alexander, Corinne Schliep, William Merritt, Walter Cassel, John Reardon, Theodore Uppman, Jerome H来源：The New York Times
**Classical Music**

**Brahms' 4th, Mozart 'Most'**

- Continued from page 36

on Argo were Alan Baut, John Gardner, John Loden, and Bernard Naylor, RCA Victor's new composer includes two on one disc The Heifetz-Kunnekel Maier, Bartur, and Howard Fow. The program was recorded live on the air by the Philharmonic, and Thomas saved Charles Leecoo to the Scherchen.

John Duke appeared on the new Duke label out of Duke University, while Westminster University's label introduced Robert Watts, Easley & Good's new label. Fields and Victor, while Victoria relaxed, David Sommers, John Lats, and Silcher added to their catalogs. Goffredo on (Mercury), Jean Michael Calvocoressi, composed: Medea turned into Mozart 'Most'.

*Classical Notes* continues with listings for May 1967. Among new readings was Rajan of Castelli (Pre, London). He will be joined by Douglas + and Good, the conductor. Patricia Salzedo, edition Peter, was added this month. The pattern includes Henry, Gerald Fidelzi, while Louis-common will be joined by Elizabeth Harwood, Elizabeth Gigli, and Irwin Barzun.

Melodiya/Angel

- Continued from page 36

a highlights from Angel's new complete "Tales of Hoffman" of Offenbach. The opera features Nicolai Gedda, Gianna d'Angelo, Elizabeth Schwarzkopf, Victoria de los Angeles and George London. Andre Chytreus conducted the Paris Conservatory Orchestra. Schwarzkopf also worked in Wolf songs, with Geraldine Romanoski, who is well known in this repertory. Round up the Angel release are Haydn songs by Ono Klementov and the New Philharmonic Orchestra at Elb Diego, Mireia Palacios, and the New Philharmonic Orchestra.

The three Beethoven packages, two as part of the New Philharmonic Orchestra, and one with four L.P.s, are performed by the Hungarian Quartet. Pietro Mascagni introduced his "Cavalleria Rusticana" in a two-record set with Benjamin Gigli singing Italian songs on the four sides. The opera features Gigli, Gisela Simionato, Brunna Rasa and Gino Bechi. Gigli also is heard in an L.P. of sacred songs. The sixth Scapin album has Colin Davis conducting the Royal Philharmonic in nine Mozart overtures.

**Best Selling Classical L.P.'s**

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<tr>
<th>This Week</th>
<th>Last Week</th>
<th>Title, Artist, Label &amp; No.</th>
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<td>ARTURO RUBINSTEIN'S CHOPIN</td>
<td>RCA Victor Lm 2598 (M); LSC 2899 (S)</td>
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<td>2</td>
<td>TEA HANONDSKY: OVERture</td>
<td>RCA Victor Lm 2599 (M); LSC 2899 (S)</td>
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<tr>
<td>3</td>
<td>HANDEL: MESSIAH (3-12&quot; L.P.)</td>
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<td>PROROKOFF: PET. &amp; THE WOLF</td>
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<td>5</td>
<td>HANDEL: MESSIAH (3-12&quot; L.P.)</td>
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<td>RCA Victor Lm 2573 (M); LSC 2572 (S)</td>
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<td>8</td>
<td>SCHOECK: ORCHESTRA SUITE No. 3</td>
<td>RCA Victor Lm 2572 (M); LSC 2571 (S)</td>
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<tr>
<td>9</td>
<td>BACH: BRANDENBURG CONCERTOS</td>
<td>RCA Victor Lm 2570 (M); LSC 2570 (S)</td>
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<tr>
<td>10</td>
<td>BACH: MUSIK FOR THE CHURCH (3-12&quot; L.P.)</td>
<td>RCA Victor Lm 2571 (M); LSC 2571 (S)</td>
<td>6</td>
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</tbody>
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*Classical Notes*

- Continued from page 36

Stavinsky's "The Rake's Progress" during the Hamburg State Opera's Lincoln Center visit in June... The San Antonio Symphony is offering free seats to enlisted personnel in uniform for its winter and spring concerts... Violinist Joseph Silverstein will be joined in Seattle with Leopold Stokowski in the American Symphony on Sunday (26) and next Monday (27)... Ennio Morricone's "Cinema Paradiso" and Norman Walpole's polished Fantasia with the New York City Opera Co. at last day (12).

FRED KIRBY

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FEBRUARY 25, 1967, BILLBOARD
Morrow's TV Debut Personality Triumph

NEW YORK—A winner. As if there was ever any doubt. Allan, Bruce (Conlin Bruck), Morrow, the evening air personality on WABC, radio wrapped up a first-rate, ten audience, and there's no reason he should not be able to transfer this enthusiasm to TV. Debut night last Saturday (1) Morrow was over quick well on WABC-TV, Artists on the program included the Temptations, Lou Christie and Harriette Gingle, just signed by Camee-Parkway Records. Morrow guided them and all seemed well. His carousing side, exposed during his DJ days, did not evident; he came across just as the director had intended.

Flaws of the show—the biggest ones, at any rate—were the bow common to this type of show, local and syndicated. The lip-sync. Lip-sync shows lose no of excitement and spontaneity. The show would be much better without it. Lip-sync not entertainment.

In attempting to capture excitement, the show went into lots of "lighting" effects. An ink blot was a central focal point of "Woody's Back" was played with only the effects of a spotlight and a white sheet. The sheet went over in color, but it lost in white and black.

WABC-TV half-hour show will be approached like the record industry, as well as the texts. And, as a typical record show, it was quite good.

QUA DILE HALL

Disk-Breaking Battle Heats Up in Canada

TORONTO, Can.—Competition to be "first on the block" seems to be getting keener among the major players in Canada, with some turning to trans-Atlantic deals in an attempt to scoop their competition.

The chart of CKLG, Vancouver, early March edition. the Spencer Davis Group's new "Woman," went over quick well on the survey, but Stone of Robert S. Stone Associates, who has been involved with British groups, felt the radio industry had taped the disk via a trans-Atlantic call and later received a copy of the disk from England. CKLG's Roy Hennessey no doubt sent Stone a tape from which the master, though clearance of Stone's copy of the disk through customs proved thatunch.

HUM, Toronto, uncl the only pop music station in Toronto but now facing competition from CKLG. With CKLG's new "Woman," the Beatles disk via phone calls to stations in the U.S., where release was slightly in advance of Canada.

Reaction to the practice among record companies is mixed. Stone says it is "pretty embarrassing when a station has your record before you do it, but if they're just hot to go on, that's great." Capitol Records national promotion manager Paul White has mixed emotions: "You get great exposure; a station that you turn on a records and then they've got that kind of a station. But you get other stations on your back because you think you gave it to someone else. In Canada, there's very little the record company can do to control it."

WSRF Goes To Mod Look

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

Gene Milner, former owner-manager of WYAC in Flint, Mich., sold WWIN to WSRF-WFM, which features up-tempo music except during the simulcast time. Milner launched a modernization policy, bringing in, besides Dolgo, Peter Conyers of WGBS, Miami, Mac Allen of WQAM, Miami, and Carl Stradell of WAFR, Jackson- ville. Other changes on the premises include the entire station, including Charlie Sharp and Clinton Moore. Jack Vail is news director. One of the owners of the 24-hour operation is Van Patrick, sports director of the Mutual network and part- owner of WKNR, Detroit.

WWAC Talk

* Continued from page 30

A weekly hour-long program of WKKO 6 a.m. to 6 p.m. From 9 a.m. to 6 p.m., WKKO-FM will feature golden oldies. Ury would go stereo on the FM "if it's something he thought that enough stereo product to make it worthwhile." Producer has been strong among record men and radio men about the impending change of WWAC. Ury said he felt "good, because we're in the type of operation we'll be running.
NEW ACTION ALBUMS

★ NATIONAL BREAKOUTS

THERE ARE NO NATIONAL BREAKOUTS THIS WEEK

★ NEW ACTION LP's

This new album, not yet on Billboard's Top LPs Chart, has taken strong sales action by climbs in recent weeks.

MY CUP RUNNETH OVER...
Ed Ames, RCA Victor LP 1374 (M); LSP 3774 (1) (775-03774-2); 773-03774-3

SUPREALISTIC PILLOW...
Jefferson Airplane, RCA Victor LP 3766 (M); LSP 3766 (1) (775-03766-3); 773-03766-5

98.6/AIN'T GONNA LIE...
Keith, Mercury MG 21102 (M); SR 6102 (S) (640-51102-3); 640-51102-5

TRINI LOPEZ IN LONDON...
Reprise R 6228 (M); RS 6228 (S) (780-06228-3); 780-06228-5

KIND OF A DRAG...
Buckingham, USA LP 107 (M); LP 107 (S) (486-06107-1); 486-06107-3

TOBACCO ROAD...
Brother John McDuff, Atlantic 1472 (M); Al 1472 (S) (160-01472-2); 160-01472-3

THE MAGNIFICENT MEN...
Capitol T 5675 (M); ST 671 (S) (300-09276-3)

★ POP SPOTLIGHT

PRESENTING RUBIN MITCHELL
Capitol T 2685 (M); ST 2685 (1)

With a style that will appeal to both pop and jazz fans, Rubin Mitchell makes this album debut as exciting event. With his unique approach to music, his exceptional arrangements, and a collection of excellent songs, this record is destined to become a classic in the jazz sphere. A unique interpretation of "The Second Time Around," and the stirring "I'll Be There." Exceptional programming fare.

You Help RED CROSS the UNITED WAY. THANKS!

Continued
The Yellow Balloon's

Yellow Balloon

It's Taking Off!!!
Fout
Is
"the generation"

IOW
TO
MAKE
A
MILLION
DOLLARS
IN
THE
RECORD
BUSINESS

SOUNDMAKERS
A Billboard Publication
1967

NEW IMAGINATIVE SOUNDS:
PSYCHEDELIC
BLUES-ROCK
RAGA-ROCK
LATIN-ROCK

THE MONKEES
THE MAN THAT BOUGHT THE BEATLES
HERB ALPERT
THE LOVIN' SPOONFUL
HOW TO MAKE A MILLION DOLLARS IN THE RECORD BUSINESS

*COMPLETE CHARTS OF THE MAJOR ARTISTS AND RECORDS AS RATED BY BILLBOARD*

At all national and specialized magazine outlets: April 1967

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ALBUM REVIEWS

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BONGI AND JUDY

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

Their next appearance: The Charts!

"WHAT SHOULD A YOUNG GIRL DO"

5-10130

FEBRUARY 25, 1967, BILLBOARD
<table>
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<th>#</th>
<th>Song Title</th>
<th>Artist</th>
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<td>COT LIVE IF YOU WANT IT</td>
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<td>HUMS OF THE LOVIN' SPOON</td>
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<td>BORN FREE</td>
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<td>SOMEWHERE MY LOVE</td>
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<td>&quot;O Human It Is Forgiven&quot;</td>
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<td>WHY IS THERE AID?</td>
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<td>PSYCHEDELIC JOLLIFY</td>
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<td>COLLECTIONS</td>
<td>The Beatles</td>
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THE SOUND OF BELL IS GETTING LOUDER WITH 6 NEW LP RELEASES

M itch Ryder
SOCK IT TO ME!

J ames & Bobby
PURIFY

J ames Carr
"I Got My Mind Messed Up"

Tellin' Like It Is
THE VAN DYKES

We're Off To Dublin On The Green
THE CARLTON SHOWBAND

The Return Of The Magnificent Seven
AND OTHER GREAT WESTERN MOVIE THEMES

BELL RECORDS • 1776 Broadway, New York • 10019
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...Compass Records of course.

Just for the record, Compass is the all-product label that is heading into the “pop mainstream” of the record business. Whatever you’re looking for—pop, R & B, country, folk or any blending of these styles most likely to spell hit are the directions we’re heading in. We hope when you hear the exciting new ideas and sounds we will release in the coming months, you’ll come along with us.

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

---

**OUR FIRST POP SINGLES RELEASE**

**“HEY WOMAN”**

b/w **“AIN’T NO SOUL”**

**KENNY BERNARD**

CO-7002

**“GREY EYES WATCHING”**

b/w **“NOBODY’S CHILD”**

**STEPHEN SARGENT & THE PRIDE**

CO-7001

---

**NEW ALBUM RELEASES**

**ANGEL**

**CAPITOL IMPORTS** (Argentina)

RAMONA GALARE: *Conciertos* (4411)

MARIAH MIRE: *Santos* (4412)

VARIOUS ARTISTS: *Folk of Spain* (5406)

**CAPITOL OF THE WORLD**

ADOLFO GARZA DE MEXICO: *1940*

LAY POBRES DE MEXICO: *1941*

FRETA JARDINES: *1943*

FRETA JARDINES: *1944*

**COLUMBIA**

E. POWER HIGGINS—Rhythms of Latin America (5044)

MILES DAVIS: *In-San-A* (5045)

**COMMAND**

BARRY MILL: *Jive* (5046)

**COUNTRY**

RAY & IKA PATTENDENT: *Old Time Ballads* (5047)

VARIOUS ARTISTS: *Texas Fiddle Favorites* (5048)

**CROSSROADS**

**DATE**

**DECCA**

BRITISH: *Les Illuminations*—Friction (5049)

DUANE BLEDSOE: *Chicago* (5050)

DUANE BLEDSOE: *New Orleans* (5051)

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**ALBUM REVIEWS**

**CONTINUED FROM PAGE 43**

**JAZZ SPECIAL HERN**

BROTHER JACK McDUFF’S GREATEST HITS

Prestige PR 7401 (1), PRET 7401 (1)

Some excellent jazz works in this "pretty" LP. But it should be a LP for "just" for the first studio sessions of "Rock Lamey" and "The Cooped Pair".

**FOUR-STAR ALBUMS**

The following rating is awarded new albums with sufficient commercial or musical merit their respective categories to merit being sought by most dance, easy listening and rock listeners handling such categories.

**SOUNDTRACK**

**THREE HITS OF THE APPLE**

*NEW FOUNDLAND* MUSICA 3644 ST (M)

**POPULAR**

MANZONI ’57 (M)

Henry Mancini & His Orch. RCA Victor LPM 3604 (M) LSP 3604 (S)

**THE BEST ORIGINAL SOUNTRACKS**

VARIOUS ARTISTS United Artists UAL 3770 (M) UAL 3770 (S)

**DUKE ELLINGTON’S GREATEST HITS**

Holiday in M 2614 (M) H 2614 (S)

**THE SAME OLD YOU**

Chet Baker United Artists UAL 3610 (M) UAL 3610 (S)

**TRAVELIN’ MAN**

The Animals RCA Victor LPM 3752 (M) LSP 3752 (S)

**BEST OF A SOUNDS**

Charlie Underwood Glide Band. Warner Bros. W 1925 (M) W 1925 (S)

**LOW PRICE POPULAR**

SIMON & GARFUNKEL

Pickwick FC 3519 (M) SCC 3519 (M)

**HEART OF THE OCEAN**

The Ira Gitlin Cal 3124

(CO) 3124 (S)

**LOW PRICE CLASSICAL**

**TECHNOLOGY**

*PHILADELPHIA* ORCHESTRA COLUMBIA SML 3610 (M)

**RYTHM & BLUES**

**ROOTS: RHYTHM AND BLUES**

VARIOUS ARTISTS RBP 15 (M)

**LOW PRICE CHILDREN**

**CUNDY GEORGE**

**THE WONDERFUL WORLD OF CHILDREN**

**COLUMBIA**

**THE COUNTRY BOY**

VARIOUS ARTISTS Leo on the Line CH 1071 (M)

**INTERNATIONAL**

**THE REAL CAYMAN** 1937-1944

VARIOUS ARTISTS RBP 13 (M)

**NEW WORLD**

**SONNY THOMPSON**

**JOHNNY CASH**

DECCA DL 4605 (M) DL 4606 (M)

**FEBRUARY 25, 1957, BILLBOARD**
His smile is a hit wide!

BOBBY VINTON

"FOR HE'S A JOLLY GOOD FELLOW"

www.americanradiohistory.com
New Album Releases

• Continued from page 46

DOWEN

SPACE ROCK—Pt. 2

The Mills Brothers live at the Miller Gardens: DLP 3779, ELP 3778, BLP 2979

Frankie Core: DLF 2979, DLP 2978, BLP 2977

Martin Taylor: DLP 3780, BLP 2976

Eddie Fisher: DLP 2975, BLP 2974

The Doris Day Show: DLP 2973, BLP 2972

ART CASTLE: Anatomy of the Birds; DLP 2971, BLP 2970

EPIC

Nancy Ames—Sings with Branford: MCM 3012, BN 3011

The Canadian Treasures: Side by Side (Voice, Fm, and Country): MCM 3012, BN 3011

Davy Clark Five—5 x 5: ELP 2424, BN 2423

Lost Melodies—We Bess De Queen: MCM 3011, BN 3010

Kenny Rodgers Big Band at Elks: The Secret in 2425, BN 2424

Billy Sherrell Quintet: Classical Country: BN 2422, ELP 2422

Staple Singers: F.R.Y.: ELP 2421, BN 2421

FOUR CORNERS OF THE WORLD

Francisco Harkey: To You Vair: FCL 4228, BN 4228

KAPP

Glen Washington: The Kam Jam Band—Band Bash Classic: FCL 4229, BN 4229

LIFE

Arthur Lyman: Sire, K 1033, 1031

Ole Olsen and Orange Marmalade: MCM 9308, BN 9308

MACE

Back: Sonata and Passions: For Violin and Orchestra, Vol. III: MCM 9506, BN 9506

BRO: The Great Violin Masterpieces: Violin Concertos: VCLM 1033, BN 1033

Paul Bernardi: Spanish Organ Music: MCM 9207, BN 9207

Chamber Music for Voices—Klangverband auf der Staff: BN 9207, MCM 9207

RCA CAMDEN

Hans Duke: The Last Rider: CAI 782, BN 782

RBF

Varios Artistas: Deux Jours/Mission Spike, 13

SECO

THE MIDNIGHT STRING QUARTET—Search for Young Leaders: ELP 1967, BN 1967

SARAPHIM

Beverteen: The Complete Quartet Vol. IV: The Little Masters: BN 9203, MCM 9203

REDEMPTION OULI: Italian Songs: FCL 9306

REDEMPTION OULI: Sacred Songs: FCL 9207

COLUMBIA-SAVOY: Nine Opera Scenes: Royal Philharmonic Orchestra: Sounds of America: BN 9307


GDR: Concertos in a Minor Op. 16—Johann Strauss Jr. Orchestra (Gunter Renn): MCM 9204, BN 9204

Orchestral Music From the Memhrion School: Northern Illinois Orchestra (Shaw): MCM 9205, BN 9205

Sommers: For Wind Instruments Northern Illinois Orchestra (Sommers): BN 9306, MCM 9306

MELODYI

SINHAIHAI: Katzenjammer—Ivetsi/Ivanov: Sinfonia Orchestra: (Fromer, Prev.) 8006-78, 5 8006-78

TOKAIHAI: Concerto in a Major Op. 21—Sinfonic Philharmonic Symphony (Golasek): BN 9409, MCM 9409

MERCURY

Tony Barrett: Romance and No. I: BN 1108, SR 1108

MOMENTUM

Tom West: MLF 101

NORTENO

Mac Davis: You Do Something Wrong: MCM 24237, 24236, 9037

ORGAN

JAM FCL 8N

BRO: Brother Shinie: Shiny Brother: MCM 16-349

BEETHOVEN: THE COMPLETE STRING QUARTETS: BN 16-201, ELP 16-201

SHINIEHI: Sinfonia Concerto in C: BN 16-201, ELP 16-201

THE BUCKINGHAMS

A Hit Single: Faith 101

Adam Smart—Esther Smarter

Fate Music: BMI

HOLD THE DOUGH

Fate Music (BMI)


NEW BREAKOUT SINGLES

• NATIONAL BREAKOUTS

DEDICATED TO THE ONE I LOVE

Mama's & the Papa's: Dumble 4077 (Tenth Avenue, BMI)

• REGIONAL BREAKOUTS

THEIR NEW RECORDS, NOT YET ON ELMER'S HOT 100, HAVE BEEN REPORTED TO BE GETTING Stereo Sales Across National Markets

WHO DO YOU LOVE

Woodies: Dumble 4073 (Acit, BMI)

SHE'S LOOKING GOOD

Roger Collins: Odyssey 780 (Cieona, BMI) (Philadelphia)

THAT ACAPELCO GOLD

Raining Down, Uni: 55022 (Chase, ASCAP) (San Francisco)

WHAT YOU'RE DOIN' TO ME

Roscie Robinson: Word 1149 (Eco/Flamer, BMI) (Washington)

I DON'T WANT TO LOSE YOU

Jodie Wilson, Brunswick 55309 (J. Allen/BMI, ACM)

ASCAP's Mancini, BMI Reach a Deal

NEW YORK—BMI has reached an agreement with Henry Mancini, an ASCAP writer, on the assignment of performing rights. Under the contract, half of the music composed by Leslie Bricusse of BMI and Mancini for any motion picture or television production shall be licensed by BMI. Separate musical selections and incidental music contained in these scores will be allocated to BMI by the writers. In some cases scores contain an odd number of works; the odd compositions will be licensed by BMI on an alternating arrangement. Title songs in scores composed by the team will also be licensed through BMI on an alternating basis.

NO MAN IS ABOVE THE LAW

Answers: I have kept the faith

From this Al—

A Hit Single!

Faith 101

Adam Smart—Esther Smarter

Fate Music (BMI)

HOLD THE DOUGH

Fate Music (BMI)


NO MAN IS ABOVE THE LAW

ESTHER JAMES ANSWERS

I have kept the faith

Faith 501

ESTHER JAMES

Faith Records

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FEBRUARY 25, 1967, BILLBOARD
"WITH THIS RING"

MUSICOR 1229

THE PLATTERS

HAVE A BIGGER HIT THAN "LOVE YOU 1000 TIMES"

TAKING OFF WITH STATION PICKS AT

Philadelphia—WTIB, WFTL, WHAT, WDAS
Baltimore—WWIN, WCAO, WEBB, WSID
Washington—WOL, WOAK, WUST
Chicago—WYON
Detroit—WXCH, WJLB, WXYZ
Cleveland—WJMO, WABQ
New York—WMCA, WWRL, WOR
Cincinnati—WCIN, WLOU
Atlanta—WIGO, WERD, WAOK
Hartford—WCTR, WPOP
Miami—WAME
Charlotte—WGIV
San Francisco—KFRC, KSOL, KDIA, KKOA
Providence—WPRO, WICE

Left to right: HERB REED, founder DAVID LYNCH,
SONNIE DAWN, NATE NELSON, SONNY TURNER, lead singer
Country Music

Country Ready to Pop: Clement

By HERB WOOD

NASHVILLE — It may soon be much easier to break a country record into the pop market, because Jack Clement, one of the hottest independent producers in the music business. Clement has attained his status by creating a solid roster of country artists, performers who consistently make the charts by selling a goodly share of the market's country product. Three Clement-produced records are currently on the Billboard country chart, and two more were recent Spotlight picks.

Leading Clement's roster is Country Charlie Pride, the talented Negro country singer whose "Just Between You and Me" single on RCA Victor jumped into the Top 10 on the singles chart last week. Clement first cut a Pride disk when the singer lived in Montana and sold the master to Victor. The single, "Snakes Crawl at Night," gave Pride the impetus to pursue his career in country music.

Modern Country

Clement's success stems from his ability to create a "sound" for modern country music. Although he claims an affinity for the bluegrass idiom, which he says influences his productions, Clement creates a modern background for the bluegrass banjo sound, resulting in a more sophisticated sound suitable for "town and country" programming.

Besides producing Charlie Pride's disks, Clement also cuts the Steamboat single, Hank Williams Jr., Tompall and the Glaser Brothers, Sheb Wooley (Ben Colder), the Willis Brothers and Murv Shiner. Currently he is producing a session for Bob Wooley and is negotiating with Guy Mitchell for a session with Starkey.

Clement's background in the industry is varied. He has produced many Top 40 groups for Sua Records in Memphis, where Elvis Presley got his start, and will continue to cut some rock 'n' roll sessions in Nashville.

"Country music," says Clement, "is getting closer to pop music every day, and pop is getting closer to country. Soon it will be easier to break a country disk in the pop field."

Likes Bluegrass

In foreseeing a possible trend in country music, Clement believes bluegrass could make a commercial comeback with some slight revisions. Clement feels the songs need more sophisticated lyrics and more modern instrumentation to be commercially competitive with today's market. Revealing his feelings for the sound Bill Monroe made famous, Clement said: "If I cut what I'd like to cut, I'd cut bluegrass." He believes that the hillbilly sound is exerting greater influence on the country field every day.

In comparing his indie-producing position with label-supplied producers, Clement feels that there is no basic difference in their jobs, but that he has more pressure to produce, and consequently will spend more time on his projects. Clement feels that in the future there will be better opportunities for independent producers. Clement plans to break into the pop market with his "sound." He feels that the hillbilly sound is exerting greater influence on the country field every day.

(Continued on page 34)

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

*Continued from page 1*

will invite people to Nashville underscoring the city's pride in the "Nashville Sound" and list several of the area's tourist attractions.

Singleton said the record will eventually be distributed to prospective visitors from overseas through U.S. Travel Service offices in London, Paris, Rome, Frankfurt, Amsterdam, Stockholm, Sao Paulo, Caracas, Mexico City, Sydney and Tokyo.

Displays around the world and travel bureaus will receive copies of the record. In addition, copies will be sent to newspapers with a release from the government.

The Government is now seeking to line up country music artists who will, during their overseas tours, do promotions on behalf of the U.S., encouraging tourists to visit Nashville. A project spokesman contacted the Lucky Moeller talent agency in Nashville last week.

Singleton will produce the music background for the record and is now lining up the personnel to narrate the message.
RIFl RECORD - ITALY

presents

the winning song of the

XVII FESTIVAL OF SANREMO

"NON PENSARE A ME"

for the great performance of

IVA ZANICCHI
### HOT COUNTRY SINGLES

#### Chart for Week Ending 2/15/67

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<th>Title</th>
<th>Artist</th>
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<td>WHERE DOES THE GOOD TIMES GO?</td>
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<td>THERE GOES MY EVERYTHING</td>
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<td>DON'T COME HOME A DRUNKIN'</td>
<td>Gene Gore</td>
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<td>6</td>
<td>I'M NOT GONNA TAKE IT ANYMORE</td>
<td>Red Smiley</td>
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<td>I NEVER HAVE THE ONE I WANT</td>
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### HOT COUNTRY ALBUMS

#### Chart for Week Ending 2/15/67

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<th>Title</th>
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<th>Label</th>
<th>#1 Week</th>
<th>This Week</th>
<th>Last Week</th>
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<td>Red Smiley</td>
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</tr>
</tbody>
</table>
IT'S GROWING!
IT'S GROWING!
IT'S GROWING!

WARNER MACK
sings

"DRIFTING APART"

32082
Watch for the Watchman

WTID’s ‘Battle of Bands’ Kicking Off Stage Shows

NEWPORT NEWS, Va.—The success of a “battle of the bands,” country music style, staged by WTID here Feb. 1-5, has snowballed into a regular live stage show. The first show of the New Opry will be held next Friday (24) at the James Theater here featuring mostly local groups. Shows will be held both Friday and Saturday nights in the 75-seat movie theater.

Operations manager Glenn C. Lewis, who will produce the shows, said that guest name artists will be scheduled, but the two-hour show will hinged on local artists.

The battle of the bands that started the whole idea was won by Chuck Mooney and the Arkansas Travellers. Among the 15 groups also appearing on the five-day event were the Country Swingers, the Lazy Valley Boys, Curt Hammond and the Swingmasters, the Four Kings and a Rhythm. WTID has been in a country music format about 10 months and “all indications we have show that modern country radio has been highly accepted by our listeners, Va. listeners,” said Lewis. Lewis, who uses the alias of Voice of the Turtle, had a country music group in Germany and recorded for MCE Records. Another relay on the station, Bill (Wagonwheel Willie) Sellers, is also a performer. All relays will participate as guest artists on the weekend shows, which Lewis said would be performed after the Grand Ole Opry as much as possible.

Brenda Lee to Awards Fete

NASHVILLE—Brenda Lee, Decca recording star, will perform at the ninth annual Grammys awards presentation at the Hillwood Country Club here March 1. Bill Denny, president of the local chapter of the National Academy of Recording Arts & Sciences, said Owen Bradley and his orchestra will provide the music for the affair. Archie Campbell, comedian who records for RCA Victor, will emcee the awards presentation. Campbell should continue to have outstanding success as an indie producer.

Ready to Pop • Continued from page 30

Clement bases his success on the fact that the company has built his production firm on a foundation of country artists. He feels that producing country music is much more stable than producing pop groups whose career-span is indeterminable. With more country six hot country acts on his roster, Clement should continue to have outstanding success as an indie producer.

MORE THAN 30,000 RECORDING ARTISTS TOURING THE COLLEGE CIRCUIT AND COLLEGE BOOKING INFLUENTIALS SEEKING TOP TALENT USE MUSIC ON CAMPUS/THE COLLEGE MARKET FOR RECORDS AND TALENT.

BILBOARD’S 4TH EDITION OF THIS INDISPENSABLE INDUSTRY GUIDE WILL BE PUBLISHED APRIL 1.

BE CERTAIN YOUR IMPORTANT MESSAGE IS INCLUDED.

AD DEADLINE — MARCH 3

COUNTRY MUSIC

Nashville Scene

By HERB WOOD

Music City is humming with hot new hits this week in both country and pop fields. Sonny James’ “Need You” is a favorite with major market dealers, and Capitol’s up-and-coming young talent, Wynn Stewart, has a hot one in “It’s Such a Pretty World Today.” Kapp’s Mel Tillis going strong in Atlanta with his “Life Turned Her That Way,” while his label-mate, Huey X. Lewis, debuts his latest, “I’m a Hearted Man.” In the pop scene, Nashville’s Sandy Posey won her third straight hit with John D. Loudermilk’s tune, “What a Woman in Love Won’t Do,” while Music City’s favorite son, Roy Drusky, has himself a sure chart-buster in “So Good.” Speaking of new disks on the market, Merle Haggard has a sure smash to follow his “Fugitive” winner. His Capitol single of “I Throw Away the Rose” should be in deejay hands this week. . . . George Carlin, a wax-spinner at KAYO, Seattle, visited fellow star personality Ralph Emery at WSM Radio here last week. Christie, in addition to his duties at all-country KAYO, produces the disk sessions for Benjie Cramer. . . . Also dropping in at Emery’s Star Spotlight broadcast was Columbia’s Little Jimmy Dickens, Jimmy brought along his latest Columbia novelty tune, “Country Music Lover.” The cute, clever lyric should demand as much airplay attention as Jimmie’s smash hit last year of “May The Bird of Paradise, Etc.” MGM’s Johnny Tillotson in town for sessions at the RCA studios. The singer’s new single release is “Tom Jones Is Back in Town.” . . . Bill Phillips also back in town after playing a date in Florida last weekend. Not so lucky were Sonny James, Charlie Louvin and Stone-wall Jackson, who were booked last week in cold, snowy Canada. Louvin is currently working on a project to gather old Tax Riller disks, which he will present to the popular country star. Charlie says he is particularly interested in obtaining Tax’s early L.P., “The Border Affair,” and any others that Tax’s imitators may have collected over the years. Send your information on the subject to Charlie Louvin, Capitol Records, 304 16th Avenue, South, Nashville, . . . Decca’s Dallas Rees has been ordered to replace his “Where Ya Stay Last Night” with his just-released “Goodbye City, Goodbye Girl.” Dallas is the producer’s pick, Webb also has a Spotlight L.P. out with the title, literally, “Wake Up Ya Stay, Etc.” . . . Billy Walker should return to the top of the chart quickly with his latest Monument offering, “Anything Your Heart Desires.” Charlie has been for his third straight smash with the new single. . . . Veteran country program director, Jack Gemmer, has gone to powerful WLOX, Atlanta, to KQX, Dallas, which has switched from Top 40 to all-country programming. Jack should do an exceptional job in getting KQX top ratings as a C&W station. Red Jones, former P.D. at pop outlet WXQ, Atlanta, will fill Jack’s slot at WLOX. Red has a solid country music background, and even managed to spin some country disks on WQXI from time to time. Good luck to both Red and Jack. Capitol’s Wade Pepper reports the label is rushing out Jimmie’s “Heart We Did All That We Could” L.P. in response to the late action generated by Jimmie’s single. Should be a big one. . . . Dallas Fraser in town this week to record some more sides for Capitol. The soul-voiced singer was in town two weeks ago for the same purpose. . . . RCA Victor artist-continued Archie Campbell has come to terms with the Jimmie Klein Agency, which will handle all of Archie’s bookings. The firm presently handles Connie Smith, Lorna and Oscar, Harold Morrison and the Blue Boys. The following headline, which recently appeared in The New York World Journal Tribune, scored many of the country fans in the area. However, “Very Secret Vinyl” referred to Senator Bobby, not the RCA Victor recording star.
The First Big, Big seller for The BUCKINGHAMS was "KIND OF A DRAG"

As a natural follow-up, The BUCKINGHAMS present

"Lawdy Miss Clawdy"

JUST RELEASED . . . a new hit album featuring the BUCKINGHAMS in "KIND OF A DRAG"

PLUS 11 OTHER FAVORITES — U.S.A. LP #107

CONTACT: Jim Golden or Bob Monaco

U.S.A. RECORD COMPANY

2131 S. MICHIGAN AVENUE, CHICAGO, ILLINOIS 60616 (312) 326-1181
INTRODUCTION

news reports

Guess Who, Other Foreigners Invade U.K. in Success Drive

By DON WEDGE

LONDON—Despite the returning influence of American artists on the British record scene, many foreign artists still looking for success here to strengthen their careers at home.

CTL Into Consumer Market With 6 RCA Album Releases

TORONTO — The Canadian Talent Library, a Canadian talent transcription library for radio stations, moves into the consumer market in April with six album releases on the RCA Victor label.

The move is in response to building public demand for the records, and is in line with the CTL aim to promote Canadian talent, but the transcription library concept will be retained.

CTL subscribers will receive all albums at least one month prior to their release on RCA Victor, and the Victor releases will carry a special warning that public performance and broadcast rights are held by CTL and non-subscribing stations will not be permitted to air the material.

All royalties accruing to CTL from sales to the public will go into the financing of future productions.

RCA Victor’s initial release will consist of albums by conductor-composer and arranger Ben McPeek and a 27-piece orchestra; Jim McHarg and his Metro Stompers; the Al Bucoli Singers; organist Lloyd Burry; pianist Art Maino and his group; and Eddie Graf and orchestra.

Soon to follow will be an album by vocalist Mary Lou Collins.

The Canadian Talent Library was created in October 1962 by J. Lymann Bell, its general manager, as a project of radio stations CFRB, Toronto, and CJAD, Montreal, and now has 64 subscriber stations from across Canada. (Continued on page 62)

SMILING EXECUTIVES—After the signing of contracts making Capitol Records (Canada) Ltd. distributors of Disneyland and Buena Vista Records in Canada are, from left, J. R. Elliott, national sales manager for Western Canada; John Balmer, president of the newly formed Walt Disney Music Co. Ltd., and J. A. Johnson, president of Walt Disney Music Co. of the United States.

Philips-Sonora to Launch Rack Jobbing in Sweden

By ESPEN ERIKSEN

STOCKHOLM—New methods of selling records are rapidly developing in Scandinavia. Rack jobbing will be introduced in the Swedish market this year on an experimental scale initially by Philips-Sonora, one of the country’s largest record firms. At first it will be confined to the southwest area centered on Gothenburg.

The idea behind the scheme is to concentrate low-price LP’s in the rack outlets, enabling existing record retailers to reduce their stocks of these lines and devote their selling activities to the standard repertoire.

Philips claims that this re-arrangement should enable dealers to give even better service to their customers.

Record distribution in Scandinavia is operated by the disk firms acting as wholesalers. A few outsiders, not members of the various record unions, have attempted direct imports and racking in supermarkets, but with little success.

Two Singles Mark Debut of Noella, a Canadian Firm

TORONTO — Two singles mark the debut of a new Canadian record company, Noella Recordings Ltd. The company also encompasses a publishing company, Power Music Publishers, two recording studios with 4-track facilities, and two promotion companies which also seek new talent.

Noella’s executive vice-president is Joseph Royale, an American who has other business interests in Canada, A. G. Pinier, vice-president in charge of production and promotion, and Ivan Bradley, vice-president in charge of engineering and facilities, formerly headed Dominion Records, and Larry Weiner, vice-president, sales, who was in charge of the New York office, formerly headed Power Records.

The company’s musical director and arranger is well-known Toronto musician-composer Len Moss, and audio director is Marshall Shapiro. The company has four labels: Power, for rock and roll; Mustang, for country music; Swinger, for big band sounds; and Noella, for time recordings. Canadian distributor is Caravan Record Sales.

Initial records planned for release in the U.S. in mid-February are “My Soldier Boy Over There,” a protest against the draft, by La Shell and the Shelletes, a female trio from New York, on Power, and “I Did It” and “Just Because” by a country group, the Whippoorwill, from southwestern Ontario, on Mustang.

Camp Set Up by Berry & Polydor

LONDON—Camp Records is being launched by Roy Berry, head of the Campbell-Connelly music publishing group, in conjunction with Polydor Records. The first release is slated for early next month by a group called Dead Sea Fruit. Campbell’s former power sales director, Mike Collier, is in charge.

U. K. Record Labels—Share of Market

The charts above, prepared by Record Retailer and Music Industry News, British trade publication, depict the share of market for albums and singles in the United Kingdom for the first quarter of 1966. The percentage share of market for each label is indicated in the bar. The number of records on the charts for the period is indicated in the white space to the right of the bar. With the market, RCA Victor is the leader in albums. Columbia, with 12.1 per cent of the market, is singles leader.

(Continued on page 62)
and their welcome new single

"Yellow Balloon"
(c/w "Taste of Rain"

On COLUMBIA RECORDS®
Where the Counter ACTION Is....
German Firms Study Stepping Up Sales Infiltration into E. Europe

By OMAR ANDERSON

BONN — German record companies are studying ways to increase the sale of German records in Eastern Europe.

Industry executives believe that the Bonn government’s drive to establish diplomatic relations with Eastern European countries, and to boost trade and strengthen cultural ties, should be exploited by the German record producers.

An example has been provided by the German film industry, currently negotiating with Romania for co-productions. It is being done with the Volkswagen company, which is negotiating with Bulgaria to build an assembly plant in that country.

Black Market

All Communist governments now sanction most forms of Western music, and official opposition is no longer a barrier to the sale of Western music. The demand for Western records is tremendous all through Eastern Europe, as can be gleaned by their black market prices. In Romania, a domestic record costs 30-50 lei; and a Western record 200 lei on the black market in Bucharest. In Poland, Western jazz records are about 10 times more expensive than in Western countries. In Czechoslovakia, a local record costs about 12 crowns; a Western disk about 100 crowns.

The appetite of German disk companies for sales in Eastern Europe has been whetted by the increasing number of Communist musicians permitted to take part in Western music festivals. Poland’s Andrzej Trzaskowski quartz played at Newport in 1962. The Polish Radio’s Big Band of Andrzej Kurylewicz and Wigglowski tours western in Poland. There are now about 30 professional groups and a few hundred amateur combos in Poland.

Czechoslovak groups often travel abroad. Some of the biggest names are Gustav Bronn’s Big Band, which won praise at last year’s Nuremberg festival; Karel Krautgarten’s Band, which often comes west; and the Study Group of Traditional Jazz, which participated in the Zurich festival last year. Hungarian jazz also has won attention.

Pictures

HAMBURG — Deutsche Grammophon’s Herbert von Karajan will have major roles in two big European music festivals this season.

Karajan will conduct and also be pianist at the Lucerne music festival from Aug. 16 to Sept. 7. He will conduct at the Florence music festival beginning March 25—the 30th “Musica Fiorentina,” which this year will commemorate the centennial of the birth of Arturo Toscanini.

At Lucerne, Karajan will conduct the Cleveland Symphony Orchestra and be piano soloist for works ofショショコバ and Mozart. The Lucerne festival orchestra, why conducted by Istvan Kertesz, Joseph Keilberth, Charles Dutoit and Pierre Monteux, will also play the Paris Orchester National de l’ORTF by Maurice le Roux, Igor Markevich and Georg Solti.

Young Artists

Chamber music at Lucerne will feature the Orchestra of Festival Strings Lucerne with old music and first performances of new works. Young artists taking part at Lucerne will include the Polish violinist, Konstanty Kulka, and his Swedish baritone, Kurt Widmer. Special piano concerts will be given by Van Cliburn and Greta Andersson.

Dietrich Fischer-Dieskau, another artist from Deutsche Grammophon West, will be heard in an evening of Schubert Lieder. Also on the program will be his own composition, in the folk-rock idiom but with backing by a rock band.

Toronto—A new company, Bomark Productions, with two labels, Bomark and Star Shot, has been formed by Sam Bornstein, manager of the A&A record company, which has the largest record outlets in Toronto. Vice-president in charge of promotion is Alan Fishman. Top sales clerk at A&A.

First release on the Star Shot label will be “William Shakespeare’s Money,” being distributed by Caravan Record Sales. Upcoming next month is a single by folk singer Alan Novak. Also, the company’s engineer, Alan Produktion, has been released.

Promotion campaign for the new company will be led by Alan Wego labels are being Irama’s own repertoire on the classical market.

Irama repertoire is now achieving good results in America, Britain, Germany, Austria, Belgium, France and the Federal Republic of Germany, and the company hopes to exploit them in the Asian and Japanese and South African markets this year. Meanwhile, it has launched to push the bomb label here, the only one in Holland specializing in rhythm and blue.
RSI (Record Source International) A Division of Billboard offers record companies and publishing firms an important new global service.

A unique monthly record and news service designed to inform record companies and publishing firms throughout the world of new music record product emanating from Italy which is judged to have the greatest potential for appeal and acceptance in all of the world's principal record markets.

RSI Italiano will provide member subscribers in each market with sample copies of the best new Italian releases each month, a confidential newsletter covering copyright and licensing information for each selection, and an English translation of all lyrics.

THE SERVICE

EACH MONTH—VIA AIR SHIPMENT
1. An actual sample of each of the 10 best singles of the month... through the cooperation of all Italian Record Manufacturers.
2. A detailed Newsletter (in English) outlining for each selection the existing copyright commitments, foreign licensing availability, and all personal contact information—plus a full report on each record's initial activity in Italy via broadcast/teletcast exposure and record sales.
3. A literal translation or synopsis of the lyrics in English.

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Germano Ruscitto
Director
RSI ITALIANO
Milano, Italy

As one of the most knowledgeable and respected music journalists in Italy, Mr. Ruscitto will be in complete charge of operations for RSI Italiano:

- The review and evaluation of all Italian record releases
- The selection of the 10 "best" each month
- Compiling and editing the Confidential Newsletter
- English translation of lyrics
- Arrangements with manufacturers of selected records for shipment of samples to the RSI Fulfillment Center in America for packaging and shipment to RSI Italiano subscribers around the world.

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FOR: 12 monthly air shipments of ten single records per month, a confidential newsletter and lyric translations in English.

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Electrota Strikes Gold in 'Mining' Lost & Old Music

COLOGNE — For Electrota, music is like gold where you find it.

And in fact, Electrota, experienced gold miners, has found that its series of classical productions “Music in Old Cities and Residences” is a rich lode which the EMG German subsidiary is industriously exploiting. Rich that Electrota now has at least four consecutive releases from the series.

The idea behind “Music in Old Cities and Residences” is simply that a great deal of valuable music written in Europe between the 15th and 18th centuries which was never published or which became lost or which never received the recognition it deserves.

Operating on this premise, Electrota has been scouring the libraries, the palaces, the stately homes, and the universities of Europe for treasure troves of music.

Electrota’s LP series “Music in Old Cities and Residences” has now grown to 19 LP’s and apparently the series can go on ad infinitum, as record costs are relatively low, and the series has returned a worthwhile profit.

Moreover, it has provided Electrota with great prestige in scholarly music circles for its adventurous spirit.

Proof is the use of “Music in Old Cities and Residences” as teaching equipment in the U. S., Japan, and other countries.

Disks from the series have been presented to dignitaries around the world, among them General de Gaulle and former Chancellor Ludwig Erhard, all of whom have been appreciative recipients.

Erhard is especially enthusiastic about the “Old Cities” LP “At the Court of Frederick the Great” released in Düsseldorf a few weeks ago. The idea of doing research into music with historical background and compiling an anthology of music from a period is the kind of project originated with musicologist Gerd Berg 26 years ago and the idea of Erhard’s proposal to the Electrota management immediately caught his interest, as such an LP, as with two or three tracks, and only action on non-remote repertoire will not prevent February’s sales figures from being those of last year.

Back selling Electrota numbers are: “Cradle’s Lullaby” by Little Tony (Durium), “Pietre,” by C. Giorgi (EMI-Vogue - Sax) and “Proposta,” by Giganti (Rif).
A rugged new professional from Ampex is ready for all assignments

Introducing: The AG-440

It’s ready, rugged. With new solid state circuits, exclusive for the professional audio engineer, new lightning-fast convertibility for the master recording studio, our new AG-440 professional audio recorder has everything—no other recorder can match all of these features:

- Precision-milled transport surfaces assure automatic, trouble-free operation
- Solid state circuits and components
- Solid state-to-plated plate maintenance precision alignment
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- 6-Hz to 16000-Hz bandwidth
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Ampex 30-YEAR-SYNCH on every channel for track re-recording and fully synchronized soundtracks

Exclusive precision-swept intercarrier on splice head minimizes magnetic interference.

Start with a 1, 2, 3 or 4 track Realtime Rechorder or Rechorder-only. Plug-ins make changes fast.

New bearing-liner in head assembly reduces scrape flutter modulation.

Adjustable switch sets tensions for different reel size on each side.

Reel switch accommodates reels up to 11/4 inch. Push-button switchable gearing either local or remote control with smooth tensioning.

Ampex advanced engineering, all solid state, all new.

Your choice of interchangeable versions for rack or console professional audio recorders.

For an illustrated brochure showing many other features of our rugged new AG-440 professional recorders, write to Ampex, Room 7-14A, Redwood City, Calif. 94063.

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COMPANY

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CITY/STATE/COUNTRY

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www.americanradiohistory.com
### HITS OF THE WORLD

#### AUSTRALIA

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>France local origin</th>
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<tbody>
<tr>
<td>1</td>
<td>FRIDAY ON MY MIND—Jody Miller (Dot)</td>
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<tr>
<td>2</td>
<td>THE GUY DOUGLAS SONG—Doug &amp; Jerry (Arista)</td>
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<td>3</td>
<td>JOY OF LIVING—Glen Campbell (MGM)</td>
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<td>4</td>
<td>JAMBALAYA—Louis Prima &amp; Keely Smith (United)</td>
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<td>5</td>
<td>DANNY BOY—Tex Ritter (Columbia)</td>
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#### FRANCE

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<tr>
<th>This Last Week</th>
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<tr>
<td>1</td>
<td>INCH ALF—Pascal Obis (Géo)</td>
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<tr>
<td>2</td>
<td>WIND AND WAVE—Michel Sardou (CBS)</td>
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<tr>
<td>3</td>
<td>A FEU DE LA VIE—Marcel Moutonnier (Polydor)</td>
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<td>4</td>
<td>79147—Christian Fabel (CBS)</td>
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<td>5</td>
<td>LE JARDINIER—Guy Bedos (Clair)</td>
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#### ITALY

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<tr>
<th>This Last Week</th>
<th>Italy local origin</th>
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<tr>
<td>1</td>
<td>ESCA—Gualtiero (RCA)</td>
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<td>2</td>
<td>PAR MACCHIA IN AMORE—Nino Rota (CBS)</td>
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<td>3</td>
<td>NOT TALKIN' 'BOUT LOVE—Ennio Morricone (Epic)</td>
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<td>4</td>
<td>COSA VIENI—Piero Umiliani (CBS)</td>
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<td>PAPA MI NOI—Carlo del Volturno (CBS)</td>
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#### NEW ZEALAND

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<tr>
<th>This Last Week</th>
<th>New Zealand local origin</th>
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<tr>
<td>1</td>
<td>BEND IT—Dave Dee, Dozy, Beaky, Mick &amp; Tich (Polydor)</td>
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<td>2</td>
<td>WEED—The Cookies (Polydor)</td>
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<tr>
<td>3</td>
<td>I CAN'T HELP IT—John Lennon &amp; Yoko Ono (Apple)</td>
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<tr>
<td>4</td>
<td>ANYWAY—Jimi Hendrix (Reprise)</td>
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<td>5</td>
<td>THAT'S THE WAY IT IS—Elvis Presley (RCA)</td>
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#### PHILIPPINES

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<tr>
<th>This Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>LOVE OF LIFE—Manny Lopez (CBS)</td>
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<tr>
<td>2</td>
<td>LOCUST IN A HIVE—Lita de Leon (CBS)</td>
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<tr>
<td>3</td>
<td>ME DA VANGUEIRA—Bela Santos (CBS)</td>
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<td>4</td>
<td>BRASS—Tony Musante (CBS)</td>
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<td>5</td>
<td>WINCHESTER CATHEDRAL—Spanish Folk Group (CBS)</td>
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#### SINGAPORE

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<tr>
<th>This Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>KEEP ME HANGING ON—Bee Gees (Polydor)</td>
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<td>2</td>
<td>BBC-BBC (Polydor)</td>
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<tr>
<td>3</td>
<td>MAMBO—Robbie Robertson (Polydor)</td>
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<td>4</td>
<td>BIG RED—which of me—Phil Poole (CBS)</td>
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<td>5</td>
<td>THAT'S THE WAY IT IS—Elvis Presley (RCA)</td>
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#### SOUTH AFRICA

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<tr>
<th>This Last Week</th>
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<tr>
<td>1</td>
<td>I'M A BELIEVER—Monkees RCA</td>
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<tr>
<td>2</td>
<td>GREEN, GREEN GRASS OF HOME—Tom Jones (Decca)</td>
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<tr>
<td>3</td>
<td>JESUS—Tony Orlando &amp; Dawn (Decca)</td>
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<td>4</td>
<td>LEELA—Juliette (CBS)</td>
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<td>5</td>
<td>KADJAR—Gary Lewis (Columbia)</td>
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<td>2</td>
<td>I DON'T CARE—Bonnie Tyler (Polydor)</td>
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<td>3</td>
<td>OUR BRAND NEW MANN—Kapp (Columbia)</td>
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<tr>
<td>4</td>
<td>NO GET-TOGETHER—Coral (CBS)</td>
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<td>5</td>
<td>I'M NOT THE ONLY BOY—Brian Hyland (Philips)</td>
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<tr>
<td>1</td>
<td>BATTIAGUANDA—Santa Lucia (CBS)</td>
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<td>2</td>
<td>LINDA MASCARADA (Black Mafia)—Anita Barry, Linda Watson (Philips)</td>
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<tr>
<td>3</td>
<td>CAMERON—Herman's Hermits (Capitol)</td>
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<tr>
<td>4</td>
<td>ZENA—James Last (Decca)</td>
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**BERRY & POLYDOR**

Chris Parmenter, who will jointly supervise all of the group's touring, has also supervised an album with 12 original compositions, which is planned for release.

Plans call for single and album to be issued in America, Australia, Germany, France and Japan. The Camp label will feature songs discovered by Campbell-Cowell.
Six new chartthrobs from Kapp.

JACK JONES

TADY
If You Go Away
Fico-Fina
Petunia, Goodbye/Thank You, Thank You, Thank You
Once Upon A Time
Girl Talk
A Beautiful Friendship

LADY

A Hurtin' Man
Freddie Hart
and THE HEART BEATS

A Hurtin' Man
I'm a Lonely Man
Tell Me Tell Me Tell Me
Tell Me

MEL TILLIS
Life's That Way

LIFE'S THAT WAY

Kapp Records
Selmer Plans Electric Future for Wind Line

By JERIANNE ROGINSKI

ELKHART, Ind.—The saxophone manufacturer is introducing a new varitone electronic saxophone, the 9052, for the replacement market for traditional woodwinds such as the clarinet and the alto saxophone. The instrument will reportedly be more comfortable to play than traditional saxophones and will offer greater control over tone production.

The 9052 is a hybrid instrument, combining traditional woodwind elements with electronic components. It features a traditional saxophone body and key mechanism, but incorporates an electronic oscillator and amplifier system. This allows for a wide range of tone colors and dynamic expression, as well as the ability to play in a variety of musical contexts, from classical to jazz to contemporary genres.

The 9052 is the latest in a line of electronic wind instruments developed by Selmer under the direction of Dr. John F. Federer, who has been associated with the company for over 40 years. Federer, a former stockholder and employee of the company, has been instrumental in the development of many of Selmer's electronic instruments, including the famous Varitone saxophone of the 1950s.

The 9052 is priced at $3,495, which includes the saxophone body, keys, and the electronic oscillator/amplifier system. Additional options, such as a variety of mouthpieces and embouchures, are available at extra cost.

The introduction of the 9052 is part of a larger trend in the musical instrument industry towards the development of hybrid instruments that combine traditional and electronic components. Such instruments are seen as offering increased flexibility and expressiveness to performers, and are likely to become increasingly popular in the years to come.
NEW DECCA® PHONOGRAPH

THE PALM BEACH XII DPS-25
Deluxe four speed manual phonograph—Front firing 4" speaker and control panel—Solid state amplifier—Foam rubber turntable mat and turn over cartridge—Available in Silver, Coral and Gold.
$19.95
Suggested List Price

THE SEAFORD XI DP-599
Deluxe four speed manual phonograph—Solid state amplifier—Two piece cabinet with removable lid—Volume and tone controls—Turn over cartridge available in Simulated Walnut and Oak—Can be played with the lid attached or detached.
$24.95
Suggested List Price

THE MORRISON II DP-484
Deluxe four speed manual portable phonograph—Solid state amplifier—Battery or AC operation—Attache Case styling—Available in Charcoal Grey and Saddle Tan.
$29.95
Suggested List Price

THE SUMMIT III DP-862
Full stereo automatic component system phonograph—Solid state amplifier—Five controls—Increased power output to 10 watts—Two input jacks for tape or tuner—Selector Switch to play new tape cartridge attachment through amplifier.
$89.95
Suggested List Price

THE BAXTER II DP-672
Deluxe full stereo high fidelity automatic portable—Solid state amplifier—Garrard changer, manual or automatic play—Diamond needle—Two-speed cabinet.
$99.95
Suggested List Price

THE MONITOR III DP-617
Automatic component and demonstration system—Deluxe full stereo—Solid state amplifier—Garrard changer—11" turntable, manual or automatic play—Four speakers—Diamond needle—Five controls—10 watt output—Two tape and two tuner input jacks—Two output jacks for regular speaker—Two additional jacks for auxiliary speakers—Plastic dust cover—Tape cartridge adaptable.
$169.95
Suggested List Price

FOR IMMEDIATE DELIVERY/CONTACT YOUR LOCAL DECCA BRANCH

DECCA RECORDS® A Division of MCA Inc.
ATTENTION, INDEPENDENT RECORD DECISION MAKERS: Here’s your chance to purchase a superb selection of new and classic recordings at discounted prices. For new releases, contact: John O’Neill, International Exchange Advertising Director, 186 W. Randolph St., Chicago, Il. 60601, or Andy Vatly, European Director, 15 Hanover Square, London W. 1, England.

LARGE SELECTION OF ODDS BUT EXCELLENT PRICES. Many items available for $25 or $50, including a wide variety of foreign releases. Send for Five Dollars FREE Catalog. All orders to: Grosset & Dunlap, 600 9th Ave., Broadway, New York 19, N.Y.

PHONOGRAPH NEEDLES were the subject of a recent market survey in the background. Results showed that only 39 needles out of a 100 account for 91 percent of all phonograph needle sales sold in the U. S. Gilbert, Markovic, special products merchandising manager of Capital Records Distribution, has replaced the President of Dunophone Needle Co., look over the results.

GE Adds ‘Talkie’

UTICA, N. Y. — General Electric’s newest solid-state Citation Arc, launched in the U. S. this week, is equipped with special products merchandising manager of Capital Records Distributing, Markovic, special products merchandising manager of Capital Records Distribution, look over the results.

Say You Saw It in Billboard
MOA Preparing for Senate Showdown

Selecting Witnesses, Forming Arguments for March 17 Hearing

CHICAGO—The Music Operators of America is doing the most careful homework in its 16-year history in preparation for its testimony before the Senate Copyright subcommittee in Washington March 17.

MOA witnesses, it was announced last week, will appear before the Senate subcommittee, chaired by Sen. John L. McClellan (D., Ark.), the morning of March 16. The hearings on the Copyright Revision Bill, jukebox manufacturer witnesses are scheduled to testify the afternoon of the same day.

At stake for the MOA subcommittee is the music industry is the half-century-old exemption which has been sustained from payment of performance royalties on jukebox play.

Sen. McClellan, an outspoken advocate of jukebox exemption repeal, will reportedly defer chairmanship to Sen. Quentin Burdick (D., N. D.) after the March 15-16 sessions because of the press of other Senate matters. The initial two days' hearings will reportedly be devoted to testimony by author and publisher groups, some of which have stated demand for as much as $60 annually performance fee per jukebox.

A House copyright subcommittee version of the Copyright Revision Bill made public just before the Senate left for the last congressional session called for an average fee, based on record inventory and legislatively limited, of about $19 per machine.

In the wake of that subcommittee proposal, the MOA exemption repeal bill has been marked up to a 2 cents per side mechanical royalty fee. The new MOA proposal considered a stronger position and will form the nucleus of MOA testimony March 17. The four-point MOA position in brief is this:

1. MOA insists on a full hearing on the jukebox royalty question before the House Copyright subcommittee.
2. MOA objects to the stipulation of Section 16 of the House Copyright Revision Bill draft (that section concerns itself with the jukebox industry) because "a new jukebox royalty has not been justified," and the House bill is "open to determine means of fee determination and collection that are "unworkable."
3. MOA insists that any jukebox royalty fee, if justified, be levied on record purchase.
4. MOA seeks a hearing before the Senate Copyright subcommittee to urge retention of the exemption or, if its justification is demonstrated, adoption of the 2-cent-per-side-on-acquisition proposal by the House in late 1965 as the best solution to the royalties question.

With MOA now selecting its witnesses for the March 17 hearings, which follow closely the Senate’s Washington-Job meeting of the association March 15, some jukebox members will call upon their Senators and representatives to drop in on them with the industry's copyright position.

According to MOA executive vice-president Fred Grenger, some of the witnesses before the House subcommittee hearings in 1965 will again testify. Witnesses added are

Cigarette Taxes Today—A National Survey

CHICAGO—Federal, State and local taxes on cigarettes so far this year, according to the per-pack price today, Federal tobacco excises were initiated in 1863 and grossed $2.1 billion last year, 96 per cent of which accrued from the 6-cent-per-pack cigarette excise. State cigarette taxes came on the scene in 1921 and last year grossed $1.6 billion. State rates range from 2½ cents to 11 cents per pack. Local cigarette taxes were first imposed in the late 20s and are confined to 270 cities, towns and counties in 11 States, and brought in about $65 million last year.

Here are capsule tax reports on each State: ARIZONA has a 6.5-cent-per-pack tax rate and a 4 per cent sales tax that adds a penny per cent per pack. Average pack price is 31.6 cents off which 4.75 cents is tax. ALASKA collects 8 cents per pack tax. The average pack price is 35.7 cents of which 44.8 per cent is tax. ARIZONA has a 6.5-cent-per-pack rate and collects a penny per pack sales tax based on a 1 per cent rate. The average price per pack is 29.2 cents and tax makes up 49.7 per cent of it. ARKANSAS collects 8 cents per pack tax. The average pack price is 30.4 cents 52.6 per cent of this is tax. CALIFORNIA's rate is currently 3 cents per pack (see story elsewhere) and the 3 per cent sales tax adds a penny per pack. Of the 26. cent average price, 42.3 per cent is tax. COLORADO has a 5-cent tax rate. Its 28.2 cent average price is 46.1 per cent per cent. CONNECTICUT collects 8 cents per pack. Average pack price in the State is 31.1 cents. The average pack price is 59.3 cents. It is 47.4 per cent of this is tax. OPERATIONS 1965—BILLBOARD

BULLETIN

CHICAGO—A massive mailing from the offices of the Music Operators of America here will go out to the entire membership this week urging that they contact their Senators and Representatives. This operator statements of management and approved by the Manpower Training Division of the Department of Health, Education and Welfare before funds for coin machine mechanic training can be applied. Watch for a full report next week.

www.americanradiohistory.com
Cigaret Taxes Today—A National Survey

- Continued from page 67

of which $1.4 per cent is State and federal tax.

DELAWARE gets 9 cents per pack. Average pack price is $9.7 and 48.9 per cent of that price is made up of tax.

DISTRICT OF COLUMBIA collects 3 cents per pack and a 3 per cent sales tax adds another penny per pack. State and Federal taxes comprise 42.8 per cent of the pack price.

FLORIDA has an 8-cent per pack tax fee and a 3 per cent sales tax adds another penny per pack to the price. Of the 30.2 per cent average pack price, 53.5 per cent is tax.

GEORGIA also levies an 8-cent tax with a 3 per cent sales tax tacking another cent on the price. The average pack price is $31.5 cents and 51.8 per cent of this is tax.

HAWAII is now up to an 8-cent per pack rate. Its average pack price is $31.1 cents and 51.4 per cent of this is tax.

IDAHO collects 7 cents per pack and another penny per pack due to a 3 per cent sales tax. The average pack price is $30.1 cents, of which 49.8 per cent is tax money.

ILLINOIS is getting 7 cents per pack in taxes plus the penny per pack resulting from a 3/4 per cent sales tax. The average pack price is $30.1 cents and 49.8 per cent of this is tax.

INDIANA has an 18-cent tax but is talking more. A 2 per cent sales tax adds a penny to per-pack prices. This price on the average is 29.1 cents and 53.6 per cent of this is tax.

IOWA has an 8-cent rate and grosses another penny per pack from its 2 per cent sales tax. Half of its 22-cent average pack price may be traced to taxes.

KENTUCKY has a low 2.5-cent per pack rate but a 2 per cent sales tax adds a penny to pack price. The average pack price is $31.7 cents and is only a quarter, of which 42 per cent is tax.

LOUISIANA has 8-cent per pack and a 2 per cent sales tax that boosts the price a cent. The average pack price is $31.5 cents and 50.8 per cent of this is tax.

MAINE has an 8-cent per pack rate. Average pack price is $30.3 cents, of which 52.8 per cent is tax.

Festive Weekend Planned by California Vending Group

LOS ANGELES — The California Automatic Vendors Council (CAVC) a State council of the National Automatic Merchandising Association, will hold its 18th annual installation March 10-12 in Palm Springs.

Sid Kallick, executive secretary of CAVC, and western manager and counselor for the National Automatic Merchandising Association, said the installation meeting-conference will begin Friday with registration and public relations committee meeting.

On Saturday, the organization has scheduled a golf tournament at the San Jacinto Country Club, a pool-side lunchtime to honor Mrs. John Lumb, president of Mrs. Landis' lady of California Council of the NAMA and a cocktail reception followed by a dance-dinner installation ceremony at the CAVC headquarters hotel.

The CAVC board of directors will meet on Sunday, followed by an informal get-together and luncheon.

Clarence Landis of Millbrae, president of the group, will preside along with his vice-president, Claude Witbeck of San Francisco, vice-president, and William

New Products

Note: The description of new bulk vending products listed here is based upon the item as advertised by the manufacturer.

BULK-PACK has added another product to its line with updated combinations of items. No. 10/22 includes rings, bracelets, brooches in a combination including a pair of magnetic dogs. No. 10/24 is dominated by a plastic alligator, two key chains, rings and rings in a variety of colors.

FIVE-CENT MISSES. Another new line from the popular Colfax line is being introduced by P. J. Guggenhem, Inc. No. 5/20 includes 10 different rings. No. 5/10 is titled "Fun Box" with display piece showing 10 different plastic corners and crawlers. No. 5/22 includes a puzzle, miniature playing cards.

SACRAMENTO, Calif. — A new item on the horizon is being introduced by the Colfax Corp., which operates amusement machines. Company owners are Robert Horbeck, Elizabeth Holden and Shirley Horbeck, all from Sacramento.

MARYLAND is a 6-cent per pack tax. Its average pack price is 29.4 cents, 47.6 per cent of which is tax.

MASSACHUSETTS gets a dime per pack tax. Average pack price is 33.6 cents (fourth highest in the nation), of which 53.6 per cent is tax.

MICHIGAN levies a 7-cent per pack tax and a 4 per cent sales tax adds a penny to the pack price. Half of the 30-cent average pack price is tax.

MINNESOTA gets 8 cents tax for every pack. The average pack price is 30.9 cents and 51.8 per cent of this is tax.

MISSISSIPPI collects 9 cents per pack tax and its 35.6 per cents sales tax adds another penny per pack. Average pack price is 31.6 cents and 53.8 per cent of this is tax.

MISSOURI has a low, 4-cent rate per pack but a 2 per cent sales tax adds another penny per pack on price. Average pack price is 27.5 cents (lowest in the nation), and 22.6 per cent of the pack price is tax.

MONTANA gets 8 cents per pack tax. Its average pack price is 31.3 cents, 51.1 per cent of which is tax.

(The to be concluded next week)

Mandell's Guaranteed Used Machines

N.Y. Model 49, 10¢ or $12.95...N.Y. Model 46, $45.00 to $48.00...N.Y. Model 52, $48.00 to $50.00...N.Y. Model 56...N.Y. Model 59, $65.00 to $75.00...Rinker 50, $105.00 to $135.00...B.O. 74, $100.00 to $120.00...Jewel 75, $120.00 to $140.00...Regent 49, $80.00 to $100.00...Regent 59, $100.00 to $120.00...Medallion 220, $150.00 to $175.00...Herman 158, $125.00 to $150.00.

MERCHANDISE & SUPPLIES

Piggy Bank, Jungle Queen, $1.50...Dunbar, Toy Box, $1.75...Dobbs, Red Lion Pushdown, $2.20...Atlas Prince Pushdown, $2.95...Tori-Chan, $3.75...Toro, $4.00...Cashie, $5.00...Sparx, $5.50...Sparky, $6.00...Soda, $6.00...J. P. Nick, $7.50...Tower, $7.50...Juno, $7.50...Tower 12, $10.00...Juno 12, $20.00...Juno 4, $25.00...Juno 5, $25.00...Juno 5, $30.00...Juno 8, $40.00...Juno 10, $45.00...Juno 12, $60.00...Juno 12, $75.00...Juno 13, $150.00...Juno 13, $250.00.

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FEBRUARY 25, 1967, BILLBOARD
Third Annual Bulk Vending Industry Survey, Cont.

Part four of our annual report on the state of the bulk vending industry.

CHICAGO — One of the major questions asked of operators in Billboard's Third Annual Bulk Vending Industry Survey was "Where Are the Machines?"

The answer: 29.4 percent of the typical vending operators are in supermarkets, 25 percent in convenience stores, 15.4 percent are in automobile service stations, 12.1 percent are in discount and variety stores, 10.1 percent are in drugstores, 5 percent are in restaurants, 2.1 percent are in taverns, 1.1 percent are in transportation terminals and the remainder are scattered among other types of outlets such as amusement parks and public buildings of all sorts.

These statistics indicate the continued trend toward clustering of the nation's bulk vending machines in chain outlets such as supermarkets, department stores and automobile service stations. The growth of national vending machine firms complements this trend.

The machine-location breakdown for the typical operator last year looked like this:

CALIF. CIGARETTE CAPER
Will Vendors Ask 50c Per Pack?

By BRUCE WEBER

LOS ANGELES — Gov. Ronald Reagan's squeak with the vending and tobacco industries took a turn in the Governor's favor when a bill by Assemblyman John C. Veneman (R-Montebello) was introduced to legislation.

The new cigarette levy proposal by Veneman, chairman of the Assembly Revenue and Taxation Committee, tied in with a $1.15 billion tax package larger than anything introduced by

Governor Reagan. Included in the tax package is a 3-cent-a-pack increase in the present 3-cent-a-pack cigarette tax.

The Governor also gained other support in his drive to hike the State cigarette tax. Assemblyman Frank Lasterman (R-La Canada) introduced a bill to put a ceiling of 4 cents on cigarette taxes in which local city governments could add the tax to the tobacco and vending industries.

Chartered Cities

Some chartered cities, such as Los Angeles, already levying a 4-cent tax on cigarettes, would be stopped from raising the tax under the Lasterman Bill. Residents of chartered cities pay an extra tax above the basic 3 cents levied by the State.

Lasterman's proposal would permit general law cities (as contrasted with charter cities) and all counties to levy a cigarette tax not to exceed 4 cents. Counties, under present law, can't tax cigarettes, Lasterman said.

The State has had a 3-cent-a-pack tax on cigarettes since 1959, and in the 1966 fiscal year, it brought to the State about $74.5 million.

Sen. George Miller Jr. (D-Contra Costa), chairman of the powerful Senate Finance Committee, which is scheduled to hold budget hearings on the cigarette tax levy to open March 6.

Already lined up in Governor Reagan's corner on the tax levy, Senator Miller said: "We had to do it with there'll be a 3-cent-a-pack hike taxes over cigarettes. We pipe smokers are within 3 cents to our fair share, too."

He added that in the 3-cent-a-pack cigarette tax to 8 cents, with some of the revenue to be used for public welfare purposes. "I'd be very much surprised if a cigarette tax bill didn't pass this time," Senator Miller said.

Miller, like many other legislators who favor a tax on cigarettes and liquor, has labeled the proposed bill as the "sin tax."

"The so-called sin taxes on liquor and cigarettes is going to cost California $70 million — at least, during fiscal 1967-68," said Miller.

The tally could be higher, but Californians apparently are heading health warnings against the use of cigarettes. Governor

Reagan said in his message to the Legislature that per capita cigarette consumption fell by 7 per pack in 1966. The per capita consumption is expected to be 134 packs in 1967 and 135 packs in 1964, a further drop.

Vending machine distributors and operators argue the price rise in cigarette machines would force a price increase in cigarette machines throughout the State. The price might go to 50 cents per pack.

While many cigarette vending machines in the State are priced at 25 cents per pack, vendors report, there are sections of the State where vending machine operators are told to charge as much as 40 and 45 cents per pack. Since Los Angeles enacted a cigarette levy last July most machine here are priced at the 40-cent-per-pack mark.

The vending executives say that if cigarette taxes are raised, and they believe they will be, the bite on the smoker's pocketbook will depend on where he buys his favorite pack.

City cigarette taxes range from 2 to 4 in addition to the basic State levy, an increase in taxes would raise an interesting situation

(Continued on page 76)

N. Y. Bulk Vendors to Meet

NEW YORK — Members of the New York Bulk Vendors Association, as well as the other CD&O at the Sheraton-Tenny Inn, here

A smorgasbord dinner in the New Amsterdam Room begins at 6:15 p.m. with the regular meeting getting under way at 8 p.m. in the Knickerbocker Room.

The meeting will be dinner guests of Acorn Sales and Northwestern Manufacturing Co. Irwin Noble, representing Acorn through Schoenbach Dist. Co., and Gordon's control as host for Northwestern through Northwestern Sales & Service Co. will preside.

Both sponsors will conduct a separate machine with an emphasis on the Board of Health regulations. A mechanical service session on machines will also be held.

The association will be additionally drawing up plans for its late spring testimonial dinner and annual meeting. Members will also be discussing arrangements for a joint meeting with the New York Vending Association at Lake George in the Sagepark Hotel June 2.

Gordon Named

CHICAGO — J. Cameron Gordon, who became president of Scopitone last year, was named chief executive officer of the company at a meeting of the board of directors of Tel-A-Sigh, Inc. (Scopitone parent company) Feb. 11. The move expands Gordon's control over all sales, manufacturing, film production for Scopitone.

Gordon, a 20-year industry veteran, is a past president of the Seabean Corp.

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Surge in Game Exports Puts '66 Ahead of '65 9-Mo. Pace

WASHINGTON — Coin machine export figures, issued by the U.S. Department of Commerce, show that the strength of hefty game exports the amusement machine market total for the first nine months of 1966 well exceeded that of the same 1965 period. Export figures for the first quarter of 1966 have not yet been published.

During the first nine months of 1966, the combined coin-boxed game export value was $21,196,064, divided this way: $5,609,919 worth of jukeboxes and $14,596,045 for games. This compares to $7,977,377 worth of jukeboxes and $10,018,130 worth of game ships exported during the first six months of 1965 for a total of $19,163,077.

West Germany

West Germany led all nations in receipt of U.S. game machines during the first nine months of 1966. Its combined game出口 import total of $7,033,619 for the period last year was less than $7,006,456 combined figure for 1965. During the first nine months of 1966 West Germany imported $2,778,724 worth of jukeboxes compared to $3,876,636 for the preceding year's period. The game total respectively were $4,254,895 and $5,004,970.

Turning second was the United Kingdom with a large increase in game imports during the first nine months of 1966. The UK imported $4,364,531 in game machines compared to $2,532,714 for the same period last year. The United Kingdom's 9-month import figure represents 34% of the company's total game exports for the period.

The three comparable figures for 1966 respectively were $4,254,895 and $5,004,970.

Here are the nine-month totals for nations importing U.S.-made jukeboxes and games during 1965 and 1966:

JUKEBOXES

<table>
<thead>
<tr>
<th>Country</th>
<th>1965</th>
<th>1966</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canada</td>
<td>$009,077,327</td>
<td>$007,977,377</td>
</tr>
<tr>
<td>United Kingdom</td>
<td>$14,596,045</td>
<td>$10,018,130</td>
</tr>
<tr>
<td>West Germany</td>
<td>$7,977,377</td>
<td>$7,033,619</td>
</tr>
</tbody>
</table>

Several striking facts emerge from the comparison of 1966 with 1965 game export figures for the first nine months. For example, Switzerland imported a remarkably greater number of games—$3,846,789 worth—in 1966 than the $439,360 worth it brought in from the United States in 1965.

Also the relaxing of probihitive import laws in Italy was reflected in the importing of more games, $2,532,714 in dollar volume for the first nine months of 1966 compared to only $313,882 for the same period in 1965.

Meantime, the dollar export figures have dropped dramatically in one year. Sale of U.S.-made coin machines to the United Kingdom is down from $47,084,000 a year ago. After a one-year low, demand in markets throughout Europe for the first quarter of 1966, the company has reported a 581 growth in sales of jukeboxes going to Yugoslavia during the first nine months of 1966.

And in the war zone, the demand for games soared. During the first nine months of last year $373,516 worth of games were shipped to South Vietnam compared to $41,881 during the same 1965 time span.

U.K. Industry Will Carry Coinage Plea to Parliament

LONDON—Widespread lobbying of Parliament is to be carried out by coin-machine industry association in a bid to reverse the government's proposals. They prefer a basic 10-shilling unit, instead of the government's proposed 15-shilling unit.

Incensed at the apparent disregard for their case shown by a recent ministerial statement, Lord Halsbury, chairman of the government's committee, industry's representatives are preparing to step up their protests.

"We shall do whatever needs to be done to prevent this," said John Singleton, secretary of the Amusement Caterers' Association immediately after hearing the committee's recommendations.

Objections

He was supported by George Cooper, chairman of the Automatic Vending Machine Association. AVMA has drawn up a 16-page brochure detailing objections to the proposed pound system. "We are sending this to every member of Parliament," he told Billboard. "And will seek other cars to supplement political lobbying.

In addition to presenting a copy of the brochure to each coin, each city, AVMA highly contends the government"s compensation payments. Lord Halsbury's estimates of machine costs would be $400,000 more than the projected 1966 and 1970 are now costly.

Presenting his committee's report in the new pound system, AVMA chairman Lord Halsbury came under fire from several quarters including the Consumer Council and retail trade representatives.

Can the U.K. Handle 2 Shows?

LONDON — The question whether or not the industry can support two shows is wide open following last night's meeting of the Equipment and Coin-Operated Exhibition, held at Blackpool. Attracting a number of exhibition representatives, the meeting indicated that a post-Christmas timing is the most suitable date for both shows.

The problem of clashing dates for the London- held Amusement Trades Exhibition and Blackpool's NAAEM (Billboard, Nov. 27, 9 a few weeks after ATE, Dec. 6, 1965).

This still leaves exhibitors with the anxiety of choosing either of those dates, practically the length of the English season.

Opinions Divided

A Billboard survey at Blackpool, by ATE representatives among manufacturers, distributors, and operators were sharp divided as to which was the most favorable timing for coin machine shows. While manufacturers prefer the longest possible post-order time for production, operators tend to hang on until the last minute in order to see the line-up. Both groups are expressing themselves with a prolonged postponement, rest. Distributors and exhibitors are looking for the operators for maximum trading progr.

Sudden continent on the line, on the basis of a London decision last week, has brought the new state as it's been determined.

Mick Barron, distributor for the British-played Moonraker penny under a late-February show. It doesn't give much opportunity for meeting orders in time for the new season," he told Billboard.

"Operators tend to window shopping at the first show and make their purchases at the second," another floor said. "The shows should be spaced out in the coming year to suit the needs of all concerned." Another floor showed Christmas and the other exhibition in the year should serve the needs of all concerned.

Whatever the outcome, and only the 1968 shows will produce an effect, extensive lobbying will have to be done throughout the coming year by the two organizers.

Squitero Dies

WASHINGTON — Roger J. Squitero, executive-director and general manager of Hirsch Coin Corporation, her died in a hospital in Adelaide recently after sustaining a heart attack. Squitero, associated with the coin-play industry in 1964, was 49, he is survived by his wife, Martha; a son, Roger Joseph; a daughter, Patricia Ann; his parents, sister and two brothers.

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DAVID C. ROCKOLA, president of American Radio History, Corp. (Blackpool), has earned a commendation at the Rock-Ola plant for visitors. Les Reck is at left, background.
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Easy maintenance: Cash box and coin rejector are independent with separate locks (6). Blackflash opens back and front, flash screen in hinged frame. Playing field glass in hinged frame and supported by movable supports enabling quick access to all mechanisms (7-8). New high speed contacts avoid adjustments (2).

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Location Contract Advice a Mo. Association Service

Continued from page 57

tion. Howe addressed the group at the meeting.

Also heard at the meeting was Warrenton, Mo., insurance expert A. L. Polorak, who described the MOA's pension plan. Masters, who will attend the MOA director's meeting in Washington, D.C., March 5-7, indicated he will help make Missouri operators more aware of the importance of MOA and its many services during the stepped-up plans to bolster the association.

Amazed at Interest

The idea to promote a location contract program throughout the State grew out of the meeting where Howe reported he was amazed at the interest generated by operators.

"I've been using contracts for years and have been among the only operator working this way," said Howe, who widely regarded as an authority on legal matters. "I don't think other operators were interested.

If operators have been operating minus location contracts for all these years then a sudden interest in contractual matters? The question didn't cause Howe a second's hesitation.

"Inflation," he said. "There's no way operators can stop these increasing prices in equipment and services. I guess they're waking up. It used to be you'd have maybe $800 worth of equipment in a spot at the most now you need at least $4,000 or $5,000 invested in a location without regard to the loan.

"I wouldn't myself think of operating without a contract. It's a time we acted like businesspeople and a contract is just good business. You have to look at your balance sheet to see as far as all our competitors, the huge national vend- ers, how important it is that they always work on a contract basis, and only on off-street accounts.

Route Value Increased

Howe suggests that there is one contract for what terms coin-operated amusement devices and another instrument for the machines, reminding Missouri op- erators of another, though perhaps often unrecognized, value of contracts.

"A properly conceived contract is an agreement collateral to the operator," Howe said. "You can actually take it to a bank and borrow against it. The bank even would say should the operator run into financial difficulty, the bank can assign the contract to another operator."

The value of the route is greatly increased when the op- erator has his location under contract. There are many benefits to remember when selling the con- tract idea to locations who might wonder why you're suddenly coming around talking about a contract.

"In one sense of the word, a contract is something an operator has to sell to the location. But where you deal with an entirely new location a location contract should be just a matter of course. When someone new comes on the scene with a contract you always remind them in more or less an offhanded manner that they'll have to sign a contract and they always say they expect that."

Howe Comments

Howe has said he never felt one contract could control the amusement devices and vending. "I definitely advocate two separate contracts. In one, include everything under a term 'coin-operated amusement devices', which takes in jukeboxes, games, and every newer equipment, such as a Scopitone, for instance. You're in trouble if you specifically list the devices."

The very nature of this busi- ness dictates that equipment is constantly moving in and out of locations. Howe put in a shuf- fle alley and maybe in two weeks you take it away. If that piece is specifically listed on the con- tract you and the location have both won, but out of that piece is why you should only state a category of equipment. If it comes into court, you have simply to line up 10 operators and have them swear that it is the custom of this business to be moved around. That's all there is to it."

Three-Year Period

Howe also advocates what he calls a universal contract that is applicable in every State, also feels that the instrument should be drawn up for three years with another three-year automatic renewal clause.

"I've found that the location usually stays through the last three years," he said, "which actually is the operator's six-year contract. I have seen cases where a court has ruled that a five-year contract is not can- nulable; that is, it's too weighted in the operator's favor. A three- year instrument is much safer, he told the group.

Copies of Howe's recommend- ed contract were put out at the meeting and Masters said the association is planning its contract program around familiar- izing operators across the State with the necessity of loca- tion instruments. He said that Howe will attend at least various State-wide meetings with opera- tors.

The next meeting of the asso- ciation will be in Mexico, Mo., April 3, at a site to be determined later.

THE COMERS

New S. D. Association President Brings Fresh Ideas to Industry

BY EARL PAIGE

SIoux Falls, S.D.—Members of the South Dakota Music and Vending Association can expect some exciting leadership from the new president, Mr. Hasvold, who has implemented many new innovations in his own Musivend, Inc., operation here since taking over the firm two years ago.

Among the first association services Hasvold is suggesting is a uniformed checker sheet for all members to use in tabulating location revenue and commissions. "I think this would be an- other step in creating a better public image for the industry," he said.

As Hasvold envisions the standardized receipt forms, they would be sent out to operators and is anxious to encourage them to use the forms.

Automated System

At Musivend, Inc., Hasvold has initiated a completely auto- mated location checkout process and believes this will ultimately be adopted by other operators. "It just takes a little guts," Hasvold noted, "to change the normal routine around a little."

Hasvold's route checkers take the money directly from the ma- chine to the route truck outside of which is equipped with a meter- counter. "My men all carry an extra bank of pre-wrapped coins so the location can receive either wrapped coin or a commission check," he said. "Slowly, we're wearing them off wrapped coin to accepting a check."

"After all, they (the location) have to go to the bank every day anyway and we only come around every other week. So what's great about the feeling they have to catch us for change?" he asked.

State-Wide Tournaments

Still another innovation Has- vold hopes to launch for his State is a series of planned tourna- ments pinpointed in locations serviced by association members. The tournaments would be designed around billiards, shuffleboard and football, the latter be- ing a game that has caught on well in the Dakotas.

"There would be prizes and recognition on a State level," Hasvold said, "and the tournaments would only be for those who have equipment. It would place a monetary value on association membership," he said, "and give us more representative membership around the State."

But aside from the association angle, Hasvold thinks the adult amusement game business is an untapped goldmine now that people are finally tiring of television and frequenting night- clubs.

"I see a real glimmer in this industry," Hasvold said, "in not using our imagination and creating more adult amusement games. People are tired of shuffle- and ball bowlers and only when they can win a pin game have any real adult appeal."

Hasvold cites operators' suc- cess with baseball as an example of what something new in an adult game can mean. "But this is the answer in itself," Has- vold said, "you have to promote a game which is exactly what we do. We are creating a game that can't just sit the game out on the floor and expect the money to flow, we're actually getting people in the paying the game and really promoted it."

"Talk is cheap," Hasvold stated. "We've got to develop new adult amusement game business and some adults something exciting in a year."

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Advertisers Invested More Advertising Dollars in Billboard's Effectiveness Than the First 9 Months of 1965 Than in Any Other Coin-Music Business Paper in the World

Proof of Billboard's Selling Power

FEBRUARY 25, 1967, BILLBOARD

MAC HASVOLD, new president of South Dakota Music and Vending Association.
California Operator Makes Careful Study of Location

By Bruce Weber

Los Angeles—Carl W. Fisher, owner of Fisher Music and Game Sales, Westchester, Calif., is convinced that knowledge of jukebox equipment and its relationship in locations far more important than programming, and makes him close to service in importance.

By making a study of his locations, Fisher has been able to apply his merchandising formula—proper equipment placement is the key to locations. Often, simply by using the proper equipment, he has improved the location’s business and has doubled his own income.

“Locations should be examined as to area, clientele and music preferences,” Fisher said. “A careful on-site examination prior to installing equipment can reveal many inside tips and traps.”

An example of Fisher’s merchandising probe is the Windjammer Restaurant, an all-night location in Redondo Beach, which caters to a young adult crowd. After examining the area, familiarizing himself with its customers and testing a variety of musical tastes, Fisher decided on his equipment.

Because of a large amount of booth service, and a bar detached from the coffee-shop atmosphere, Fisher selected the Seeburg Consolette as his spotlight item.

By placing consoles in each of the 12 restaurant booths, Fisher has provided “personal jukebox service” to customers, while allowing bar patrons, who can’t hear the booth units, to play the phonograph situated in the bar.

Because the booth consoles are geared for each individual table, including the sound level, Fisher also installed three units along a service counter to supply customer counters with music.

Fisher, who installed 16 consoles in the location, said, “I could see by the clientele and the location that the Windjammer was suited for the equipment expense and the financial risk.”

Personalized Music

“The console provides customers with individualized music. They are not forced to hear another jukebox blaring throughout the location.”

Although he devotes about five hours each month to programming the location, Fisher feels the location is worth the time because of the revenue it produces.

Knot Tolar, owner of the Windjammer, allowed Fisher to redesign the wiring setup of the restaurant and gave the operator his blessings in equipment installation.

He admitted that since the counter-booth units have been in service, he sees “a noticeable jump in business.”

TV Promotion Aimed For Foosball Games

Oklahoma City—Patterson International Corporation, the Cincinnati-based importer of the miniaturized coin-operated soccer and Foosball Match, is negotiating for a national television tie-in promotion during the upcoming professional soccer games, according to Eugene J. Deutsch, regional sales manager.

Deutsch, here for a local television promotion of the game’s introductory drive, told Pennsylvania Distributing Company, also said that 77,000 shares of Patterson International Securities have been placed on the market in Ohio and that the import company expects to go on the big stock market board in the near future. The shares are priced at $5, Deutsch said.

Ted, the account sales manager, conducting showings in various key markets across the country, also announced that Patterson was ready with a home model of Football Match which is intended to further stimulate the game’s growth and appeal. The nationwide TV promotion will be built around the home model, he said.

Deutsch indicated that the local tie-in here over KUCO Channel 5 needed to be done by a Patterson for promotions in other markets.

Mrs. James Weatherall, whose husband is connected with Sutherland’s branch here, is a prominent personality on KOCO via her “Ida Bee Show,” and is helping with arrangements.

Sutherland, with branch headquarters throughout the South-west, has held recent Football Match showings in Corpus Christi, San Antonio and El Paso. The sprawling Seeburg distributing company happily placed a record order with Patterson.

Deutsch and president L. T. Patterson were recently in Atlanta where South Atlantic Distributors, Coastal Promotions, Football Match, Joe Fitzpatrick, a Seeburg vice-president and president, of the new Atlanta branch, expects to move 200 games by June 1.

Patterson now has distribution of Football Match almost entirely through Seeburg distributors in Oregon, Hawaii, South Dakota, North Carolina, Minnesota, Kansas, Oklahoma, Texas, Western Missouri, Maryland and Georgia.

Deutsch said, “It’s one of the lowest priced amusement games on the market. An operator can get his entire investment back in a matter of 10 or 12 weeks,” he said.

As for locations, Deutsch said, “Anywhere that young people gather is a potential location. We’ve found that boys near college campuses are excellent. We’ve also had good luck near military installations, in billiard places and in bowling alleys.”

“There’s no electrical apparatus whatsoever,” said Deutsch. “The only moving parts are in the coin accepotor and the hand-operated rods that kick the ball back and forth.” He said the sphere, which resembles a Ping-Pong ball, is “crafted to withstand the abuse.”

(Continued on page 75)

Insurance Law Passed

Los Angeles—The Hawthorne, Calif., City Council adopted an ordinance which will require vending machines to be covered by liability insurance. Fees will be charged on all types of vending machines. The fees are $7.50 a year for each machine; merchandise machines, operated by a coin of less than five cents, $2 a year each, and merchandise machines, operated by a coin of five cents or more, $4 a year each.

The ordinance states that the numerous vending machines on Hawthorne public sidewalks chained together or to poles obstruct free access by pedestrians and "constitutes a public nuisance."
New S. D. Association President
Brings Fresh Ideas to Industry

***Continued from page 72***

This made a good impression with the Legislature. Maybe a more comprehensive all-around survey would be a great help when we go before the Legislature," he said.

Hasvold noted that the association was watching a current bill now being sponsored by the coin-operated laundry people who have been contesting the 3 per cent sales receipts tax on the basis that an automatic device cannot collect taxes and should therefore be exempted. "We've felt this was unfair all these years," he said, "and now others are finding out what we've been up against," Hasvold stated.

New Methods

Problems such as the gross receipts tax, rising operating costs and the ever-increasing price of equipment are factors Hasvold believes today's modern operator must learn to confront with imaginative new methods. In Muskegon, Inc., Hasvold initiated a split immediately upon taking over the operation.

"We simply told locations this was the way we had to do business," he said, "but we also guaranteed that if they did more business they would make more money and every location has," he said. "We're using top equipment and giving them top service and it's paid off right down the line.

Hasvold next envisions the move to two plays for a quarter on music, after already experimenting with pinball games. He plans to transform three balls for a dime every time he places a new piece on location. "The secret is in making the move to a new piece of equipment," he said. "This is the time to make a policy change.

The young, college-educated operator feels that the dollar bill validator on new equipment will be a great opportunity to hike play prices to two for a quarter. Two or three plays for a dollar. "This is a totally new idea in equipment and locations with a new breed of new policy," he said.

While being quick to take advantage of any new profit angle, Hasvold is realistic about the changing nature of today's operating business. "When I was a kid it seemed like every cafe and every theater and every hall and wall boxes. This isn't as true anymore because so many places are going for background music.

on preventing smoking by minors and this can easily lead to adult smoking," said NAMA executive director Tom Hungerford.

"This is not just a bias," Hungerford said, "but from the recent legislation concerning cigarettes introduced in Indiana and New York." Noting that the "rubbish roasters" got a lot of publicity during the smoking scare originally but that operators are still selling cigarettes and few adults have stopped smoking, Hungerford mentioned several new anti-tobacco factors.

"You will recall that the Congress passed a law last year which required a health warning on every pack. Early last January, Sen. Warren Magnusson announced that he will soon propose a similar law in the Senate. We hear there have been moves to ban little LIPS and singles they have to go over and turn them and then go back and turn down the volume for a while. We've also heard that the record manufacturers should watch because nobody can sell records if their records recorded this loud." As with adult play on games, Hasvold noted that it is difficult enough to get adult play on "jukeboxes. We've got to keep improving our product and our services."

This is another area the operator must familiarize with if he is interested in a new form of income," he stated.

Hasvold has thought of locating a jukebox in a cafe or restaurant and programming it quite well with Little LIPS and just leaving it on free play and charging a flat amount for rental, "so that some places have a space problem and you have to be able to give the right kind of service to fit the location." With Uniformity

Getting around to record programming and the subject of Mechanical Calls, Hasvold complained about the lack of uniformity on this point of some machines. "Some are so thin," he said, "others are so thick, that you can't even roll the picks on the pick-up mechanism. I can't see how this isn't more uniformity in records." Hasvold also spoke about the cut-out problem, saying "all records are all right but others won't cancel and require you to make a new record. Cut-out records could all carry a uniform cut-off groove."

But Hasvold's chief gripe was in the difference in volume between little LIPS and the big LIPS. "I can't understand at all," he said, "as to why we can't have a product that is so much quieter than the great majority of singles." The matter of whether phonographs now have an automatic compensation for volume level, but said, "The difference is too much for the automatic mechanism to deal with."

The hope is that phonographs now have an automatic compensation for volume level, but said, "The difference is too much for the automatic mechanism to deal with."

As with adult play on games, Hasvold noted that it is difficult enough to get adult play on "jukeboxes. We've got to keep improving our product and our services."

1. Survey all cigarette machines located in areas which are likely to be visited by minors.
2. Post "Minors Are Forbidden" decals near the coin slot of all cigarette machines.
3. List company address and phone number on warning decal to give some law enforcement people may easily reach you.
4. Take the step to go to every location of owners in preventing sales to minors. Contact some of the agencies carefully where supervision is convenient.
5. Remove machines from locations where sales to minors cannot be controlled.
6. Contact other operators to ensure a unified approach to the problem. As a group try to work with law enforcement people to communicate that you are willing to help and to call the "sales to minors" laws.

NAMA further suggests that "Operation Alert" should be the main project of each State Association's legislative committee. "Have your legislative chairman divide the State into regions. Have someone from each region or city and have this local supervisor see to it that all operators in his area comply with the NAMA program," Hungerford said.

Local State committee members are encouraged to obtain "Minors Are Forbidden" decals and to notify NAMA immediately if they learn of any violations or attempts to restrict cigarette vending.
Earl Kies Re-Elected to Chicago Asn. Presidency

CHICAGO — Apex Amuse-Ment Co.’s Earl Kies, who annually oversees and reports from the presidency of recorded Music Service Association, was re-elected to the post during a recent meeting. But Earl row has a helper in Sam Gallagher, sales director of Elgin Co., who was named to the new post this year. Earl Kies commented, "I’ll be in semi-retirement," said the genial Kies, off on a month vacation in the South. Very soon, "and Sam will be filling in on the lot of this association.”

Other officers elected were vice-presidents Dan Gallagher, sales representative and Moshe Proffitt, South Central Amuse-Ment Co., and secretary-treasurer Louis Arpaia, Austin Music Co. Charles Sacco, Lee Newell, L. H. Brewer, and Leonard Kehrer, Western Automatic Music; Ray Green, Associated Photo Service, and Alex Delgiero, Aristocratic Music Co., were elected directors.

Vince Angelieri of A. A. Swingingtime Music Co. reigned as director due to other commitments. The association’s directors are not elected for any specified term of office, although Angelieri has served for three years.

Edward McPaul, a noted lecturer who has spoken at various times before the Music Operators of America meetings, addressed the group here. He has guest speech dates for the future, worked with such companies as Sears, Roebuck & Co. and is often involved in convention planning.

Moses Proffitt also addressed the association, speaking on the latest approach to the copyright legislation problem in Washington. Proffitt is a director of Western Automatic Music. He familiarized the group with the present status of the Copyright Act, calling on the Nation’s Capital for the annual MOA board meeting. He also reported back to the local association at its next meeting which has not been scheduled. Other matters brought up for discussion included the recent attended meeting, held at the Water Tower Inn, were the report of two previous quarters on juke boxes; the dollar bill validation machine, and the question of audio-visual equipment.

It was reported that a number of Chicago area operators have been switching over to two-for-four quarter play. But "we’ve only really scratched the surface," said an official. As in the usual method is to introduce the new when you install a new photograph." Kies also indicated that where the dollar bill validator is part of equipment on new machines, a change in pricing policy is more easily implemented. Most operators set such machines at two for a quarter, five for 50 cents, and 12 for a dollar.

As for audio-visual equipment, Kies indicated that most association members were still reluctant to voice any great enthusiasm for this types of machines. "We’re reserving our judgment and studying this type of equipment carefully," Kies noted.

Mathis, Mamas & Papas, Blakey on Seeburg LP’s


Fooseball for TV

Continued from page 73

Pong ball, is made of plastic and costs from 50 cents to $1.

Deutsch said the 12-team North American Soccer League is set to go in league play with each team in a two-in-a-two division setting playing a 16-game schedule. The cities involved in the league are Washington, Cleveland, New York, Boston, Philadelphia, Seattle, San Francisco, Los Angeles, Houston, Dallas, and Langston, Okla. The league’s television committee, headed by Henry Hoff, has not identified the network NASL is negotiating with.

It was also reported that CBS is set to go with televised games of the 10-man National Professional Soccer League, which also plans to inaugurate a schedule beginning in March. A league involved in this league are Philadelphia, Baltimore, Pittsburgh, New York, Philadelphia, Chicago, Los Angeles, San Francisco, Tor-onto and Atlanta.

In addition to Fooseball Match, Patterson International also imports Jig Match, Drag Strip postcard vender, a 45 rpm record vender and is bringing out a soft ice cream vending machine.

Senate Showdown

Continued from page 67


February 25, 1967, Billboard

American Speedway...the first new game idea in years...now being shipped nationwide

Newest coin machine on the market, designed by experts. American Speedway captures all the thrills of slot car racing. Average race takes under a minute -- for total take up to $12 an hour. AMF engineering means less maintenance, minimum downtime. See your distributor or call us.

AMERICAN MACHINE & FOUNDRY CO. WESTBURY, NY 11590

Flash! Only a few distributorships still open. Call Howard Smith (516) 333-6900

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Chi Hearings Disclose Nothing New

•Continued from page 3

Though the first day of the two-day public hearing produced no new evidence linking any coin machine businessman with anti-social activity, it did produce a lot of moments reminiscent of Gilber and Sullivan.

The hearings, called by Illinois Crime Investigating Commission Director Charles (The Author) Siragusa, followed what Siragusa said were "months of investigation." However, after eight hours of testimony had gone on the record, even reporters for the dailies--who were having their usual field day with nickname calling--were asking Siragusa, "What's new?" And veteran trade observers, of which there were several at the hearing, commented that the hearings could not be of any real benefit to the State's hundreds of expendable coin machine operators, but would rather further undermine public confidence in the industry and lead to punitive taxation and licensing legislation.

"If the outfit is involved in the business in Chicago," one operator observer said, "stiff licensees will play right into their hands. They like high license fees." During the hearing, Siragusa, noting that the license fees on cigarette machines in Illinois are higher than those on jukeboxes, said: "Since jukeboxes are much more profitable than cigarette machines, we feel that the tax should be raised."

This was one of many statements to come out of the hearings that have knowledgeable people in the business either laughing or scratching their heads. Here are some more examples.

Commission counsel Albert L. O'Connor, attempting to establish for the record the size of the business, said, "Gross profit from jukeboxes in Illinois is a $59 million a year." The actual gross profit is less than half that figure; it is closer to $35 million.

O'Connor, again, "Every jukebox carries 100 records and two records are changed every week." This statement puzzled operators for the obvious reason that every jukebox in Illinois is not a 200-selection machine. (Some Illinois machines still offer 24 selections, or 12 discs.)

Apprently the three jukeboxes secured by Siragusa from a "donor" to set up an under-the-counter jukebox-cigarette vending operation (called J-J Vending), were 200-selection machines.

Declaring he got the figures from Vendl, O'Connor said that a third of all cigarettes sold in the U. S. are through vending machines, with the same ratio carrying over into Illinois. The fact is, Vendl, for calendar year 1965, reported that 4.3 billion of the 24.3 billion packs of cigarettes sold in the U. S. were sold through vending machines. This looks more like one-sixth than one-third.

Virgil Peterson, executive director of the Chicago Crime Commission, after testifying that the jukebox business was fraught with sinkings, bombings, beatings and terrorism was asked by a commission member if he had heard of any such occurrences recently.

"No," said Peterson, "I have heard of no recent complaints of violence in the industry." Then he voluntarily added, "I have conducted no intimate investigation of the industry since 1959."

Three Illinois Crime Commission agents--former Chicago police officers--told of setting up a dummy firm, J-J Vending, to solicit spots, gain membership in the Chicago Recorded Music Service Association, and obtain "inside" information on the jukebox and vending machine industries.

Agent Tyrrell testified that as a route salesman he had solicited spots and placed one cigarette machine.

He said that about five months after J-J Vending was formed, a location proprietor named Mary Helles in Calumet City, Ill., took part of his difficulty in landing spots might be attributable to the fact that all over the Chicago metropolitan area J-J Vending was known as "G-G." Siragusa then decided to dissolve J-J.

Under questioning, courtroom agents described what jukebox make was distributed in the various firms. After three months of note-shuffling, Tyrrell produced the results. He must have been a crackerjack salesman, equipped as he was.

"We did not accomplish all our aims with J-J Vending," suggested Siragusa to his agent, "No. we did not," the agent replied.

Young attorney Richard Weinberg Jr., counsel for operator Frank Pedazzo, challenged the validity of the commission subpoena on the ground that it had violations. Investigation Act by affixing less than that was to Commission members' signatures to the document. After conferring self-consciously on this point for 10 minutes, the co-chairman announced that at the time the subpoenas were served, the commission had 11 members, thus six signatures were a majority. Following this preamble, operator attorneys advised clients to invoke the Fifth Amendment in protest of the proceedings.

Decker attorney Harry J. Bush, in moving to quash the summons, said his client, "I think mathematics has changed a lot since I left school. But I don't believe in the Fifth Amendment."

More of the same was scheduled for Friday.

Calif. Cig. Coper
•Continued from page 69

with machine vendors who accounted for a large portion of the State's wide rolled tobacco sales.

The thought and practice of returning pennies with each piece of a cigarette purchased in a vending machine has been virtually abandoned by distributors because of accounting and processing inconvenience.

Profit and loss considerations, brought on by any significant increase in cigarette taxes, would translate into a 5-cent increase in price.

And what about the consumer?

A survey taken by a large vending company here shows that most smokers plan to give up the habit if the State passes the tax. The survey showed 7 out of 10 smokers who purchase their cigarettes in vending machines who would quit if the cost reached as high as 30 cents a pack.

The vending company, in its survey report, revealed several smokers can't afford to buy cigarettes even if the price reached the $1.00 a pack.

The possibility of increased sales in cigars and pipes tobacco, and even a remote uprising in "roll your own" cigarette tobacco, is worth speculation. But there are no State taxes in the State, and tobacco products and cigarettes.

FEBRUARY 18, 1967 BILLBOARD
What Scopitone Has Meant to Its Brightest Star—a Broken Toe

Miss January Jones—who started her show business career as an aspiring dancer—nearly ended it recently by tripping over a trophy awarded for her singing and acting on Scopitone films. She tells the story—Ed.

By JANUARY JONES

Fourteen hours, 13 bikinis later, the crew announced that I had just completed my first film for Scopitone. I remember the day well. It was at Malibu Beach, Calif. I nearly froze! My bikini scarcely covered my goosebumps. I remember all this a few weeks ago at the Palmer House in Chicago where, during the worst blizzard in the city's history, I was awarded the Scopitastic Award from A.A. Steiger, chairman of the company that owns Scopitone, as the best artist on Scopitone machines during 1966. I was appearing at the time in the Empire Room.

After the show, I carried my beautiful award up to my room and for some reason (I think because I felt it would be most conspicuous there) placed it in the middle of the floor.

I awoke in high spirits the following morning, even though in the dim early morning light outside I could see that it was still snowing. I leaped from bed to dance gracefully to the window, spirits soaring, but I stumbled over something and fell to the floor. Switching on the light, I discovered that both my beautiful award and my big toe, the one I frequently lead the band with, were broken.

My prize. My golden statue. The thing I froze for. The only tangible proof that I am Miss Scopitone, 1966. The phone rang. "Is this January Jones?"

"Yes. "Well, this is your Scopitone representative in New York. We came up with a great gimmick. We want to film you in a bikini, in the snow in Central Park."

Pingames Get Okay In City Controversy

SACRAMENTO, Calif. — Pinball operators received support from the Yolo County Board of Supervisors, the sheriff and the chief probation officer after an attempt was made to prohibit persons under 18 from operating pinball machines.

Law enforcement officers here agreed with county government officials in stating that the proposed ordinance is unnecessary. Parents in Woodland, Calif., had complained that their sons were spending lunch money on pinball games en route to school.

Sheriff Forrest D. Monroe defended pinball operators and business establishments with pinball machines. "Most businessmen who have games in their places can be trusted to correct any undesirable circumstances resulting from the operation of pinball games," he said. "It is all a matter of parental control."

Chief Probation Officer J. Barry Rumberger said there is nothing in reports in his office that show pinball games figure in delinquency.

Film Producer States Plans

PHILADELPHIA—Mr. Genevius, Inc., expects to procure about 12 films each month for use in coin-operated audiovisual devices. F. T. Williamsson, president, said catalogs and new release bulletins were being mailed out in response to inquiries. The film specializes in using American artists and has set up distribution for both the U.S. and international markets. "The most important thing to an audio visual operator," Williamsson stated, "is that we have American-made films with American stars available right now."

Snow Damages D. & R. Building

CHICAGO—The new year was going great for D.&R. Industries, national supplier of coin machine parts and accessories, when the roof literally fell in.

The massive snowfall, which held the Midwest motionless for 10 days recently, crushed part of the D.&R. warehouse roof. "Fortunately," said partner Denis Ruber, "we were able to salvage most of our stock and we're very much in business filling orders."

Ruber and partner Richard Uroff announced that 1966 was a banner year for the three-year-old firm.
Wurlitzer Schools Are Everywhere

NORTH TONAWANDA, N. Y.—The Wurlitzer Co. has launched another ambitious program for "on-the-spot" service seminars during 1967. The training sessions are conducted under a policy, extant for several years, set down by Wurlitzer sales manager Bob Bear and service manager C. B. Ross.

During January, Wurlitzer field men held schools in New York State, California, Arizona, Nevada and Texas. Each day a long session was concerned with the new American phonographs and its companion piece, the Satellite remote selection speaker. Emphasis was placed on mechanical, electrical and electronic functions and their correlation to vendor and game mechanisms.

It is Ross' firm belief that such correlation is the rule rather than the exception with Wurlitzer equipment.

Albany

On Jan. 9 field man Hank Peteet, co-operating with Blitota Enterprises, Wurlitzer distributor, held a seminar at the offices of Modern Vending in Newburgh, N. Y. In Albany on Jan. 10 Peteet handled a class at the Blitota Enterprises branch and on Jan. 12 a third session was conducted at the Blitota home base in Newark, N. Y.

Meanwhile, Leonard Hicks was roaming the business territory of Valiant Amusement, Inc., Phoenix, Ariz., holding on-the-spot technical seminars in such towns as Casa Grande, Yuma, Brawley, El Centro and Indio, Calif.

The following week, Hicks swung up through Long Beach, Calif., and Las Vegas, holding classes at Thompson Coin in the former city and at Anda, Inc., in the latter. Dates of these classes were Jan. 20 and 21.

A two-day session was conducted on the Americans and Satellite by Kerald Johnson on Jan. 21, in co-operation with Commercial Music Co. of Dallas, at Standard Cigarette Service in Lubbock, Tex. The following day he repeated the seminar for personnel of R & B Vending Co., Amarillo, Tex.

Color-Sonics, NSM Enter Pact

NEW YORK—Color-Sonics, large U. S. producer and distributor of coin-operated cinema jukeboxes, has paired with NSM Apparatus, European jukebox manufacturer, giving them exclusive rights to the German firm's jukebox record mechanism.

Color-Sonics executive Vice-President Henry Schwartz said the record device will allow his company to accomplish an industry "first"—to manufacture a combination cinema-jukebox which will offer both records and sound films. The units now available in this country show sound films only.

NSM, with yearly sales in excess of $32 million, is one of the leading jukebox companies with distribution on four continents.

This new audio-visual unit will be called Combi-150, and it will offer a choice of 128 recordings along with 24 self-contained color sound films. The new "Theater" will play both 33 r.p.m. and 45 r.p.m. recordings, and occupy just 6 square feet of "foot print." The Combi-150 should be available in the U. S. by fall.

The film library includes performances by top name popular singers; selections from Broadway shows; quality ear- rings; and perfectly acquired selection of the century's most memorable knockout fights.

Two Changes By Shaffer

COLUMBUS, Ohio—E. K. Cromwell, formerly manager of Shaffer Music Distributing's Detroit branch office, has been named sales manager of the locally based company which has other offices in Cincinnati and Cleveland. In another move announced by Shaffer Music Distributing Co. President Ed Shaffer, Robert Martin, formerly sales training manager for Rowe Merchandising, has been named to replace Cromwell.

Coming Events

Feb. 26: Seattle Convention, Oregon Operators Association, monthly meeting, site to be announced.
Mar. 3-4: National Automatic Merchandising Association, spring meeting, Shoreham Hotel, Chicago.
Mar. 6: Tri-County Vending Association of Youngstown, Ohio, monthly meeting, site to be announced.
Mar. 6: Columbus, Ohio, Coin Operators Association, regular monthly meeting, site to be announced.
Mar. 11-12: California Automatic Vending Council, annual meeting, Holiday Inn Riveria Hotel, Palm Springs.
Mar. 23: Antalagamized Music Operators Association of Illinois, regular meeting, site to be announced.
Mar. 31-Apr. 1: National Automatic Merchandising Association, spring regional meeting, Plaza Hotel, Atlantic City.
Apr. 1-2: Coin-Operated Industries of Nebraska, regular meeting, Holiday Inn Grand Island.
Apr. 3: Missouri Coin Machine Operators Association, site to be announced.
Apr. 5-9: National Vendors Association, annual convention & trade show, Montreal, Canada.
Apr. 6-12: National Automatic Merchandising Association, spring regional meeting, Biltmore Hotel, Atlantic City.
Apr. 6-12: Illinois Automatic Merchandising Council, annual meeting, Riggs Motor Hotel, Indianapolis.
Apr. 6-12: National Association of Tobacco Distributors, annual convention & trade show, New York City.
Apr. 7-8: National Automatic Merchandising Association, spring regional meeting, Sheraton-Biltmore Hotel, Boston.
Apr. 21-23: National Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wis.
Apr. 29-30: Montana Music Operators Association, regular meeting, Lewiston.
Apr. 30-May 5: Northwest Automatic Merchandising Convention, annual meeting, Sheraton-Motor Inn, Portland, Ore.
May 5-7: Pennsylvania Automatic Merchandising Council, meeting, site to be announced.
May 9-12: North Carolina Vending Association-South Carolina Vending Association, annual meeting, Myrtle Beach Motel, site to be announced.
May 20-21: Kansas Tobacco-Candy Distributors & Vendors Association, annual meeting, Kansas City, Mo.
May 29-June 1: Illinois Coin Merchants Association, 84th Annual Convention, Chicago.
July 17-24: Minnesota Automatic Merchandising Council, meeting, site to be announced.
Aug. 19-21: North Carolina Vending Association-South Carolina Vending Association, annual meeting, Myrtle Beach Motel, site to be announced.
Sept. 14-16: Michigan Tobacco-Candy Distributors & Vendors Association, annual convention, Bayonne Mountain Lodge, Bayonne Mountain St., Hartland.
Sept. 22-23: National Automatic Merchandising Association, western management meeting, site to be announced.
Oct. 19-21: Ohio Association of Tobacco Distributors, annual convention, site to be announced.
New from you know who:

We've added another Stereo Consolette. It accepts 50¢ pieces and shuts off automatically when Charlie's coin-credit is used up.

A tiny new Audio Control does the trick.

When Charlie drops in his dime, quarter, or half a buck, the music comes out for his girl and himself... and only for them. And when he's had his money's worth in music, the Audio Control shuts off the Consolette...even though the phonograph may keep on playing. Only another coin will start the Consolette up again.

So now you're selling what you used to give away! Watch the change pile up for you and your locations.

Seeburg Consolettes offer you a four-year record of proved dependability. All models are available in chrome and antique brown finishes, and they play both albums and singles.

Ask your Seeburg Distributor to demonstrate the new Stereo Consolette with Audio Control. It turns bench-warmers into big spenders.

Seeburg -- Growth through continuous innovation.

The Seeburg Sales Corporation • International Headquarters, Chicago 60622

New addition to Seeburg's Consolette line: Stereo Consolettes with Audio Control are identified by Model Nos. SCH-3 (for Antique Brown finish, shown above) and SCH-1 (for Chrome finish).
**POP SPOTLIGHT**

**BRASS IMPACT**

Wynona Kane. Composed 741 (M) 510-90 (S)

The brilliance and force of a brass choir punctuated by a trio of female vocalists and male soloists give this album a powerful effect on the listener's ears. This is the sound of the world coming together through music.

**POP SPOTLIGHT**

**RAY CHARLES**

The saxophone king. ABC ABS 003 (M) 510-90 (S)

This LP makes it an entrance for the talents of Ray Charles. His playing is sharp and precise, with a blend of soul and jazz that is both appealing and entertaining.

**POP SPOTLIGHT**

**THE DAVE CLARK FIVE**

The rock band. ABC ABS 025 (M) 510-90 (S)

Their music is a blend of rock and roll and rhythm and blues, with a unique sound that sets them apart from other bands of the time.

**POP SPOTLIGHT**

**JOHN RUFFIN**

The soul singer. ABC ABS 035 (M) 510-90 (S)

His soulful voice and deep, passionate delivery make him a standout performer in the world of soul music.

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**CLASSICAL SPOTLIGHT**

**PACIFIC PICTURES**

Kingway Symphony Orch. (London). LONDON SPC 01019 (S)

The orchestra's sound is both powerful and lovely, blending modern soundscapes with traditional musical styles.

**CLASSICAL SPOTLIGHT**

**STRAVINSKY'S PETROUCHKA**

Pittsburgh Symphony (Steinberg). Composed CC 11004 (M) CC 11004 (S)

The music is a vibrant and colorful musical piece that captures the essence of Russian folk dance and is sure to delight audiences.

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**COUNTRY SPOTLIGHT**

**I WERE A HIGH SCHOOL GRADUATE**

Kenny Rogers & Gail Parent. Epic PLM 13112 (M)

The song is a nostalgic look back at high school days, with a blend of country and pop influences that is both relatable and enjoyable.

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**REVIEWS**

**IN CASE YOU'RE IN LOVE**

Sunny & Cher. ALC 33-203 (M) 510-90 (S)

The upbeat sound of Sunny & Cher makes this a hit that will be enjoyed by lovers of pop music.

**A MAN AND HIS SOUL**

Roy Charles. ABC ABS 003 (M) 510-90 (S)

This band's music is a fusion of soul and jazz, with a unique sound that sets them apart from other bands of the time.

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**COMEDY SPOTLIGHT**

**THE KID FROM THE KENWOOD**

Eddy Arnold. RCA Victor LPM 12032 (M) 510-90 (S)

Eddy Arnold has a smooth baritone voice that is both soothing and appealing, making him a popular choice for fans of country music.

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**THIERRY SPOTLIGHT**

**HOT RAGS**

The jazz band. ABC ABS 015 (M) 510-90 (S)

Their music is a fusion of jazz and rock, with a unique sound that sets them apart from other bands of the time.

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**FOLK COUNTRY CLASSICS**

George Hamilton IV. RCA Victor LPM 12032 (M) 510-90 (S)

The album is a collection of classic folk and country songs that are sure to please fans of the genre.

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**POP SPOTLIGHT**

**THE SIRENS**

Wynona Kane. Composed 741 (M) 510-90 (S)

The brilliance and force of a brass choir punctuated by a trio of female vocalists and male soloists give this album a powerful effect on the listener's ears. This is the sound of the world coming together through music.