Disk Firms Swing to Less-Groove Policy

By HANK FOX

NEW YORK—More than 35 per cent of all albums reaching Billboard's "Top LPs" chart contain fewer than the standard 12 tracks. This trend toward a diminished number of tracks is expected to be owing to economic factors. According to this week's chart, 39 of the 111 pop albums listed contain 11 or less tracks. (Speciality fields, original casts, soundtracks and disks with unusually long cuts are not included.) Twenty-eight of the 39 have been on the chart under 15 weeks and 11, 5 weeks or less. Fourteen labels are represented.

Capitol Records and Epic said they are gearing production to a lower track number. Budget labels (none are included in the chart figures) have issued mainly 10-track albums for some time in order to maintain a low selling price. Other companies, however, (some issuing a significant number of 10 and 11-track recordings) assert they are not veering from the standard 12-band disk.

Kenton's Rights Cause for Acts

By PAUL ACKERMAN

NEW YORK—Maestro Stan Kenton is spearheading a drive to seek a revision of the Copyright Act recognizing the property right in an artist's recorded interpretation of a song. Convinced of the moral justification of his stance, the bandleader is rallying support among artists. Last week he held two conferences—one in Los Angeles, (Continued on page 10)

Americans Regain Rule in England

By GRAEME ANDREWS

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

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

UA Line Accents Overseas Artists

By CLAUDE HALL

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

Ron Eyre, A&R director of UA International, said that the label was rushed because Iva Zanicchi, performing her San Remo winner "Non Penso A Me," Another single in this first release will feature Domingo Modugno.

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

"One, Two, Three" (Cadel 5554), a new single by Ramzy Lewis, is rapidly climbing the Hot 100 chart. It's from the hot album "Savin' Latin" (Capitol LP/LPS 790).

Kama Sutra Creating Catering Concept to Aid Indie Producer

By MIKE GROSS

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

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

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

8-Track Facility

Ripp also is now holding talks with financial investors for the acquisition or building of an 8-track studio facility. "One of the major hangups to an independent producer," Ripp pointed out, "is the lack of studio space availability. They've got to wait in line for studio time, and then they've got to rush through their sessions to make way for those booked right on top of them." It's Ripp's feeling that such delays are detrimental since this is a fast-moving studio facility. Ripp pointed out...

(Continued on page 10)
A new album of sacred selections

Elvis answers his fans' many requests for more sacred songs as he sings "How Great Thou Art," "In the Garden," "Somebody Bigger Than You and I," "Farther Along," "Stand by Me," "Without Him," "So High," "Where Could I Go But to the Lord," "By and By," "If the Lord Wasn't Walking by My Side," "Run On," "Where No One Stands Alone" and—as an extra bonus—his million-seller "Crying in the Chapel."

Also available: Elvis'—"His Hand in Mine"

RCA VICTOR
The most trusted name in sound
NARM Looking to RIAA for Coding

NEW YORK — That the RIAA will call for a universal pricing system at the NARM convention March 5-10 at Los Angeles (Billboard, Feb. 25) was denied by RIAA president Henry Billings; the statement was made by Jack Fead, ranking member of the NARM committee. Billings noted that he made the statement in response to the January 3 letter written to him by the National Record Merchandisers Association, which asked RIAA to consider adopting a universal pricing system. Billings said he would not support any proposal that would lead to a universal pricing system, and that he would only support such a proposal if it were agreed upon by all members of the industry, regardless of whether they were part of the RIAA or not.

Capitol Into 4-Track Market—‘Bootlegging and Demand Cited

HOLLYWOOD — Capitol Records will enter the 4-track tape CARtrIDGE market in the summer. The possibility of Capitol’s move into the 4-track tape market was reported in the Feb. 18 issue of Billboard.

According to president Alan W. Livingston, Capitol’s entry into the 4-track field, which is currently dominated by a few companies, will be advocated by a widespread “bootlegging” of Capitol material via unautho- rized, non-commercial 4-track tape replication, and 2) a continuing demand for Capitol product from retailers anxious to make a profit on playback equipment.

“Large quantities of 4-track cartridges illegally dubbed from Capitol recordings,” Livingston said, “are being sold throughout the nation. It is esti- mated that the number of boot- legged Capitol 4-track cartridges may be equivalent to the num- ber of Capitol product that is sold by dealers of the company itself. These illegal bootlegged cartridges, which are a direct threat to the company’s sales, are being sold at prices far below the legal prices set by Capitol itself released such product. On these bootlegged cartridges, no fees are paid to music publish- ers, to artists or to Capitol. We are convinced that the only practical way to stop this un- authorized and illegal use of Capital masters is to make Capitol 4-track cartridges avail- able through legitimate sources. In this way, the music publish- ers, artists and Capitol will be properly and fairly com- pensated.”

T Urk Led in 1965

Livingston disclosed that as early as 1965, some Cap- itol executives met in the Midwest with officials of General Phonograph Co. to examine the possibility of using the GM 4-track system. Livingston said it was Capitol’s opinion that the industry would be better off standardizing on 4-track GM was unwilling to do this despite the fact that Cap- itol offered to confine its prod- uct to 4-track in support of the move.

“The view of Ford’s and GM’s commitment to 4-track,” Livingston continued, “we felt we had no choice but to adopt the 4-track system, and we did so in the spring of 1966. At that point we aggressively sought in- spiration from the competition and using the 4-track.”

“Another point,” he said, “of that system is its ability to cater to the needs of the music industry. The 4-track was designed for the specialized use of the music industry, while the 8-track system was designed for the mass market. The 4-track is a much more versatile system, allowing for a wide range of applications, from home use to professional recording.”

“Unfortunately,” Livingston added, “the 8-track system never achieved the same level of success as the 4-track. The reasons for this are unclear, but it may be due to the fact that the 8-track system was marketed in a more aggressive manner than the 4-track.”

“Capitol is committed to the development of the 4-track system, and we will continue to work with the industry to ensure its success,” Livingston said. “We believe the 4-track system is the future of the music industry, and we will do everything in our power to ensure its growth and success.”

Countries Weigh Final Entries For Eurovision Song Contest

By GRAEME ANDREWS

LONDON—Final selection of the songs that will be used in the Eurovision music contest, the Euro- vision Song Contest, will be held Wednesday evening. The selection process will involve the participation of the 28 member countries of the European Broadcasting Union, which includes the UK.

The selection process involves a panel of judges who vote on each country’s entry. The winning entry will then be announced on Thursday morning.

The final entry for the UK will be announced next Tuesday (7) in the UK. The winner will be chosen from a shortlist of songs written and performed by UK artists. The winner will be announced on National Vision by Tuesday (7).

Language Problem Big obstacle to overcome is the language barrier. The song must be written and performed by a UK artist. The song will be translated into the languages of the other countries before the contest.

The song must also be written in English. The song will be written and performed in English.

The song will be performed in front of a live audience. The audience will be comprised of representatives from the countries participating in the contest.

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Tune up March 9 will climax NARM’s Parley

LOS ANGELES — NRM plans to hold the annual convention of the National Association of Record Merchandisers at the Century Plaza Hotel here in the NARM Awards Banquet to be held next Thursday, March 9.

Recording artists who will perform include Andy Williams, Cliff Richard, Condor, and the Four Tops, among others. The artists will be accompanied by the Los Angeles Municipal Band, conducted by Los Angeles Municipal Band conductor, George Mack, RCA Victor vice-president. Some 1,000 persons are expected to attend the banquet.

FTC to Weigh Admission of Club’s Interposing Motion

WASHINGTON—It will be up to the Federal Trade Commission to decide on admission of the recent motion of Resolution and Entertainment Company to have the Columbia Record Club case with a hearing against exclusive licensees of outside labels (Billboard, Feb. 15). FTC attorneys in the case have reportedly opposed the motion to interpose, as coming too late, making it impossible after the 1964 initial decision by examiners.

The lengthy Moore document recommended dismissal of the 1963 FTC suit against the Columbia Record Club for alleged monopoly practices in the field of music clubs. The Columbia Record Club distribution generally handled graded discs for the 1,000 or so outlets of the chain. It is a gross violation of the proposed commission to allow any such operation to interfere with outside labels.

FTC attorneys Peter D. (Billboard, Feb. 15) have already said in the minds of many, that a court decision favorable to the FTC attorneys’ motion would mean a stop to club operation, the only way currently in operation for club merchants to call for anti-trust action against the prac- tice.

The new flack of the record club in-flashing may arise until the club gets a check to the Federal Trade Commission.

A&M Special: Stereo Singles

LOS ANGELES — A&M has begun to release a set of stereo singles to radio stations and will make available stereo singles releases for broadcast.

Bob Fied, national sales manager, said A&M was going to send out 60 stereo singles of each release to first batch of the station. Sales managers were offered “to anyone that wants it.”

The principal radio exposure for stereo product is on FM, as A&M hopes to get a good start to company a new avenue for artist exposure.

Claudine Long’s new effort “Here, There and Everywhere” will be followed by (Continued on page 10)
Bribe Case Turns Touchy & Go

By ELIOT TIEGEL

LOS ANGELES—A trial to decide whether former Veé Jay personnel and associates bribed an Internal Revenue Service tax collector with a color TV set so as to levy penalties on the company's late excise tax returns, renewed last week, into the areas of alleged payola and possible corporate mismanagement.

Former Veé Jay president Randall Wood took the fifth amendment seven times when queried about payola. The government's array of witnesses, in addition to Wood, included Anthony Velasquez, a 17-year IRS employee who pleaded guilty in Chicago to accepting a color TV set and served six months in jail; Muriel Gaynor, former Veé Jay production manager; Jay Lanker, former Veé Jay executive vice-president; James Bracken, co-founder of the label and its former chairman of the board; William Leonard, sales representative with RCA's Chicago custom record sales office; Calvin Carter, former Veé Jay ad president; Ewart Ahner, former two-time president of Veé Jay, former vice-president; Anthony Tamcelo, formerly Veé's chief accountant; Victor Weber, IRS inspector and Charles Kurzais, IRS collection manager.

Wood, headed the fifth amendment privilege to the following questions: whether he had paid off taxes on © 1969 "Laws' Theme" from the film "Doctor Zhivago" is turning out to be one of the top copyrights ever taken from a film score, and the recording action on the song is hot and soulful.

REVENUE PEAK SET BY ASCAP

BY MIKE BLASTED

LOS ANGELES—ASCAP set a record in revenues in 1969 for the first time in company's history. According to a statement from the company, "The company's revenue reached $6,092,967 of which $2,597,500 was from writers and publishers shared $3,495,467 of the receipts come from overseas.

In addition, according to ASCAP, the company's licensees increased their use of ASCAP's songs by 20% over the previous year.

ERICA'S SINGERS are the topics among classical instrumentalists. U.S. Kraus concerts spell album sales at Town Hall, Elizabell Guimner impresses in debut.

COUNTRY MUSIC

THESE NASHVILLE CATS are jazzy up it, and Nashville sound may become popular with jazz artists.

INTERNATIONAL

"Lara's Theme" from the film "Doctor Zhivago" is turning out to be one of the top copyrights ever taken from a film score, and the recording action on the song is hot and soulful.

Brown Show Is Piling Up Big Advance

NEW YORK — "You're a Good Man Charlie Brown"… the musical inspired by the MGM Records album of the same name, is building into a hit even before it has opened on Broadway at the St. Marks Theatre on March 7. Advance sale of the show has been running at a rate of over 1,600 tickets per day and the total pulled up after two weeks of advance sale is near the $7,000 mark.

According to producer Arthur Whitney, who is in charge of performances are sold out. In addition, the musical has seven theater parties lined up.

"You're a Good Man Charlie Brown" was originally recorded by MGM after producer Herb Galloway was hired by the parent label's new King Leo series. Clark Gable, a young composer, was commissioned to create a new score.

REVIEW: Garrettt: Dot Exec With Pulse on Teens, Adults

Snuff Garrett has come full cycle with Dot Records. When he was 16 years old he started a job with Hurt Distributing promoting Dot Records. Now, at 24, Snuff Garrett has just been hired by Randy Wood as the company's new vice-president for singles at Dot. Garrett has produced some 10 top 10 records, and has an impressive list of gold records to his credits. Among these are two Gary Lewis and the Playboys hits "Diamond King" and "Take Good Care of My Baby," "Run to Him" by Bobby Vee and "Raindrops of Clay" by Gene McDaniels.

Garrett recalls that the first Dot record ever worked on was Jim Lowe's "Green Door." He used to sit in Randy's office. Garrett recalled last week "and listen to records because I had an interest in producing them." In 1960 his dream became a reality when he was asked to produce albums for the company. (Continued on page 8)

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Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

CONTENTS

AUDIO RETAILING

MUSIC SHOW HOLDING ITS OWN: So reports NAMM official Bill Card, whose annual Chicago Music Show faces competition this June from the EIA Consumer Show in New York.

CLASSICAL

PIANIST SUITE 19

COIN MACHINE

RALLY IS BACK IN VENDING. One of the famous names in coin machines will soon announce its return to the amusement and vending machines.

COUNTRY MUSIC

THESE NASHVILLE CATS are jazzy up it, and Nashville sound may become popular with jazz artists.

INTERNATIONAL

"Lara's Theme" from the film "Doctor Zhivago" is turning out to be one of the top copyrights ever taken from a film score, and the recording action on the song is hot and soulful.

Talent

COMEDY WRITERS. Call Parent and Kenny Solms, stepping from desks to TV and Broadway.

TAPE CARTRIDGES

CAPITOL RECORDS to enter 4-track stereo-cartridge market.

FEATURES

MUSIC: 34

Hifi of the World 46
Hot Country, Artists 36
Accordian 45
Cut Records 22
Radio World 42
Records 14

CHARTS

Best-selling Classical EPs. 11
Best-selling Rock Albums 11
Hottest Singles 4

RECORD REVIEWS

Album Reviews. 40 & Back Cover Stories Reviews. 14

Mercury Looking to A Peak Sales Period

CHICAGO — A hot streak which propelled Mercury Record Corps to a 21 per cent sales gain in 1966 should carry the company to a 20 per cent increase for 1967, president Irving B. Green announced last week.

Green said sales and distribution had been on a roll since the company's first month in business and the volume of sales has spurred Mer-

LAW SCHOOL TO HEAR HESSER

NEW YORK — Torvald Hesser, onetime Court of Sweden and host for the Stockholm Review Conference, was on hand here on Thursday (27) at Van-

BBB Brown Moves

NASHVILLE — Billboard is moving its offices here Wednesday (1) to the Music Row area — 110 21st Avenue South, Room 710, Nashville, Tenn. 37203. The phone number will remain 224-1400.
When you reach the top the way to stay on top is to get with the top.

The Buckinghams Go With Columbia!

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

"DON'T YOU CARE" / "Why Don't You Love Me" 4-44053

Management: Guercio-Ebbins Associates
151 El Camino Drive, Beverly Hills, California
Production: James William Guercio

Where the top talent is.
On COLUMBIA RECORDS
Mills' Mills Bursting With Record Activity

NEW YORK—Mills Music is hitting peak activity in all phases of its publishing operation in classical, jazz, novelty-corny, country andjingle. Close to 20 Mills' standards and new entries are represented in the current hit parade. But eight of the seven copyrights are getting Top 40 play in the singles field. In the company's Adult Contemporary sector, with "That's My Desire" by Patricia Prager and the soon-to-be-released "Loswiek Blues No. 2" by Ben Coloder on MGM, Mills is taking the stand with "Whiteman's Restaurant Corner Go With Frisco And After All That Night" by Ian Whitcomb on Tobacco. "Dare to Be Dixie" by Van Gun Lose 'Flavor on the Bedpost Over Night" and "I've Got the Real False Blues" by Hermione Gingold on Cameo/Parlophone and "How Could Red Riding Hood" by Billy Baxter and his Carnaby Street Band on ABC.

RSL Italiano's 2nd Shipment To Go Out to Subscribers

NEW YORK — The second shipment of the top 10 records currently charting for RSL Italiano is being sent to subscribers for RSL Italiano. The records are selected by Germaine Edl, chief voice requisitor of operations. The subscribers to RSL Italiano include record companies and music publishers who review their records and songs for possible use on their market. RSL Italiano also supplies the English translation to the publishers to whom the records are sent to where licensing arrangements are to be made.

Bebop Goes to Paris

NEW YORK — Felix Pappalardi, who produces the Youngbloods for RCA Victor Records, has formed his own production company in partnership with his music publisher, Bob Coglianese and talent manager, Ivan Zanchet (R.I.F.). On September 22, the Youngbloods released an LP called "Lightning Strikes" on MGM, which has grabbed a number of Schwartz Columbia Records. Pappalardi's disk producer at Columbia will be Charles Calello. A composer as well as a singer, Chris Webby writes all of the material he uses. Some of his other hits were "Two Faces Have I" and "A Gypsy Cried."
People don’t applaud singles. But there’s always a first time. It could happen after you hear Ray Price’s new release, “Danny Boy.” Ray winds up every personal appearance with the very same song. By popular demand. When it’s over, the audience sits hushed, stunned. Then, like thunderclaps, wave after wave of applause and cheers bursts forth. Sometimes, there is a standing ovation. It happens naturally. Just like Ray’s magnificent record could make it happen to you.

Ray Price

“Danny Boy”

A single so special, it has a counter display of its own. Where you participate in the action. On COLUMBIA RECORDS.

[Image of Ray Price]
Singleton Launches SSS Int'l, Hot 100 Line; Disk by April 1

NEW YORK—Shelby Singleton is launching a new international label—SSS International Records—and will have its first release in April. The label is a joint venture of Mills Music and Being Records. Among the two groups just signed to the international production company will probably be released on the new label are the Bushmen and the Brahmin Lockheds, both of the Atlanta area.

Being Records, the first label owned by Singleton after he left Mercury Records a few weeks ago, has already been publicizing to stir up some noise with the promotions: "Touch Me, Kiss Me, How're We?" The label is being played on WMCA in New York and stations in Philadelphia, Baltimore, and Detroit, said Singleton. Black Pearl will be used strictly for rock-and-roll-producing product. Without even complete distribution setup the label still has up distributors, the record has already moved 25,000 copies, he said, of cities where it's been playing.

Singleton, besides producing product for his own label has just placed the Tennessee Gunners as one of its Bell Records. The album features the different guitar stylings used in Nashville. At the same time, Singleton assigns production work. Artway Produced "Frenchman's Misadventure" by Don Jones, which Singleton then placed with Diamond Records on this basis.

Countries Weigh Final Entries

*Continued from page 3*

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

Holland's entry being chosen in a special program Wednesday (22) will be sung by the Netherlands Broadcasting, being selected by public postcard vote from six originally chosen by a three-man jury from entry representatives in the three participating countries. In Scandinavia, Finland's representative is a Miss—Matti Sittolma, who will perform "In the Shade" written by another Finnish pop singer, Lasse Masterson.

Norway Chosing

Norway's entrant was being chosen by Norway's new two songs sung in a special TV show by 10 singers. Ten jury's were being chosen to determine the singing. Among the Oslo and its surrounding areas and the nationwide representative, Espen Ersson. Because Denmark is not competing, it was possible for Danish composers to submit songs to the Norwegian songs. The group selected for Norway will be made Friday (21) by a panel of judges by also in 10 national centers voting during transmission.

Market Quotations

(As of Noon Thursday, Feb. 27, 1967)

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OVER THE COUNTER

(As of Noon Thursday, Feb. 27, 1967)

| Electro Corp. | 2.97/16 | 2.97 | 2.95/16 |
| CPC | 6% | 6% | 6% |
| Jackass. Inc. | 2% | 2% | 2% |
| Lear Jet | 19% | 19% | 19% |
| Matron Int. | 9% | 9% | 9% |
| Neumann | 9% | 9% | 9% |
| Pickwick Inter. | 3% | 3% | 3% |
| Teleprod. Inc. | 4% | 4% | 4% |
| Teran Corp. | 13% | 13% | 13% |

*Continued from page 3*

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

Between the Hart and Liberty men, Column 1's two songs sung in a special TV show by 10 singers. Ten jury's were being chosen to determine the singing. Among the Oslo and its surrounding areas and the nationwide representative, Espen Ersson. Because Denmark is not competing, it was possible for Danish composers to submit songs to the Norwegian songs. The group selected for Norway will be made Friday (21) by a panel of judges by also in 10 national centers voting during transmission.

Col. Cashing in on 'Fiddler'

NEW YORK — Columbia Records has announced plans to launch a major marketing campaign out of the Broadway musical "Fiddler on the Roof," although the original cast album is in the RCA Victor hopper. Columbia executives have made it clear that the show currently on the market. They are "Herschel Bernardi Sings 'Fiddler on the Roof,'" the original Israeli cast album recorded in Tel Aviv and released by Columbia Records' Israeli affiliate, CBS Records Israel. Several Israeli artists

Kama Sutra Creating Catering Concept to Aid Indie Producer

*Continued from page 1*

in the future.

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

MARCH 4, 1967, BILLBOARD
Two New Stars Are Born!!!!!!!!!

The Aubrey Twins
Tyrone & Jerome
‘Poor Boy’

A Great New Single!

Just Arrived!
on
EPIC
Labels Swinging to Less Groove Policy

*Continued from page 1*

- only if we must pay full mecha-
- nical rates," said Tom Mor-
- gan, Columbia's new executive con-
- sultant and ask chief.
- "While record volume is rising, pro-
- duction continues to rise and we must save on the mechan-
- ical side.

The proposed revision in the copyright laws project a fee of $7.50 per song plus the present statutory rate of 2 cents, permitting downward negotiations. "Record companies are fighting to keep mechani-
- cal rates down," said Al Bernard of the Harry Fox Office. "By lowering the num-
- ber of hands, they are saving money against a possible change in the tax.

"Asking Too Much"

"Publishers are asking for too much," continued Capitol's Tom Morgan. "We can only get a reduced volume rate. And that's not fair. In the old days we agreed that only when the company agrees to use several of the publishers' songs will the publisher get the full price. Now the company will be quoted a fee of $7.50 plus 2 cents, which is ridiculous. Because the extra recording time costs are minimal, we try to use as few hands as possible."

"The only concrete gain is an additional 2 cents," he said.

According to Epic Rec-
- ords' ad administration, "Rates are too expensive and publish-
- ers are likely to the success of Atlantic in giving rates." She said she doubted whether the price per album will increase, but "we can't go lower than 10 tracks."

"While large publishers will give you a 2-cent cut," said Robert Ragen, Pickwick na-
- tional promotion manager, "the smaller publishers will frequently hold out for the full 2 cents. They are only harging themselves because some might get five or six cents. They figure they'll have to settle for a maxi-
- mum of three or four."

"If we make 10 songs per album and still sell it," Ragen, who placed 25 of 99 cents, the customer wants something.

Rage Rate Difference

The difference between the mechanical rate structure here in England and in England is another reason given for the lower number of cuts on albums recorded by British performers. A 22-cent fee is levied on all albums in Eng-
- land no matter the number of selections. This fee is then pro-
- rated among the selections. That, there is no increase in fee if 13 or 14 tracks are used. Each additional track re-
- ceives less per song. This 20-cent scheme has worked well here (2 cents per song).

A speaker for one label who does not operate in the United States on me-
- chanical attributed the reduced track fees as a result of the lower cost in terms of costs. "Artists spend more time in studios, union costs are up, they are being paid as much. It is a par-
- titive and the quality of records has risen causing the cost of materials and equipment to mount," the speaker said. The profit squeeze somehow we have to hold back somewhere."

In the United States, "the price difference between the distributor-price and the suggested retail price to compensate for rising costs," said Al Bernard of the Harry Fox Office. "If manufacturers would decide what the retail price would be, the recording margin was made from the price. Only when the time and climate is now correct for another and major effort."

"Similarly, the giving rates to the distributors diminished," said Friedman. "If the increased expenses would be material. Anybody living in a large room can go in a discount house to purchase a record. It is not the dealer to buy it from the distributor. And the discount margins must be making a profit.

MG-M No Change

Not so MG-M, however, confirmed a tendency to issue albums with 12- or 13-track cuts. MGM president Mort Nastiale stated that there is no change in the MG-M system.

At Warner Bros. Reprise, executive vice-president Joel Friedman said there is no set policy on the trackage. Com-
- monly, 12 tracks are used, with 10 or 11 tracks on the chart, Friedman said, all of which cut to some 80 per cent of our albums con-
- tain.

A check of new Columbia product reveals a major per-
- centage program, however, company officials would not comment on what Columbia's policy is flexible.

Irving Green, president of MCA, said that the market requirements sometimes force us to go with what we've got. When one of our singles becomes a hit, we can't wait with a single because we're out of the studio with 10 or 11 go-go songs and we have to release the next."

Two Mercury-Fontana-Snash disks that are currently going have 10 or 11 numbers and two more chart contenders have been released by the company.

Independence Is

Formed by Skaff

**Los Angeles—Independence

Records has been formed by Mike Skaff, Newark Records executive vice-president. The new company will be selling the services of independent producers. Skaff is currently seeking a suitable producer in Holly-
- wood, as well as deciding on which way to distribute his records. Skaff has been named for the pop label. Skaff has been living in California since 1963, when he joined Liberty after leaving Kapp in New York as its vice-
- president.

Kenton Rallying Artists Round

The Performance Royalty Flag

*Continued from page 1*

Angeles and one in New York. He expects us to make more money. He pointed out that the most money for the producer is shared by the manufacturer in-
- sumuch as the manufacturer is the one who pays the price of the finished recorded perform-
- ance, and he noted that recog-
- nition of Royalty is common in European coun-
- tries. He said they were going for the profitable performance of a record.

Kenton reported that if the Copyright Act were revised in accordance with this view, a levy would be added to the sale of records, broadcasts, jukebox operators, background music firms and other users of mechanical mu-
- sic. The bandleader, however, called for "First Things First"—that is, an investigation among artists in order to pre-
- sent a strong case to the Senate Copyrights subcommit-
- tee in Washington. He noted that the price of records has shot up, that the public in general, unless he appears to be the organization formed for the purpose of guiding the drive. This is in preparation for the Copyrights Act.

"We have already secured the legal counsel, Shel-
- don I. Cohen, of the Wash-
- ington offices of Chasman, Di Salle and Friedman. Publicity representatives are Ruder & Finn."

Kenton is aware that others before him unsuccessfully sought recognition of the interpretive right. He believes that the time and climate is now correct for another and major effort.

"Similarly, the giving rates to the distributors diminished," said Friedman. "If the increased expenses would be material. Anybody living in a large room can go in a discount house to purchase a record. It is not the dealer to buy it from the distributor. And the discount margins must be making a profit."

A&M Special

*Continued from page 3*

"Live" by the Merry Go Rounds, "Wade in the Water" by the Spinners with Joe B. Mills and Deion Grass, "Amy's Theme" by Nickie DeCaro, "Because of You" by Fred F. and "For Me" by Brasol, Brazil '66. Peab said the company was awarding many of its services broadcasting with a new major talent. "I do my own thing," he said, "and I don't want them to tell me what to do anymore."

NARAS Awards Fete

In Four Major Cities

NEW YORK—Tony Randell will host the New York Grammy Awards presentations, Thursday (3) in the auditorium of Colosseum in New York Hilton. There will be simultaneous banquets at Los Angeles, Chicago, and Philadelphia.

In New York, the list of pre-
- senters includes: Bob Newar-
- ker, Rob Reiner, Davey Gary, David Merrick, Frankie Laine, Connie Stevens, Ray Charles, Elmore and others. The presenters will include: Astrud Gilber, Bobby Vinton, Jackee Vernon and Margaret Whiting. Randell will perform; music will be by the Nyquist Orchestra under the direction of Woody Herman's Orchestra and the Blue Jays.

Entertainers at the Beverly Hilton, Los Angeles, are: Jack Jones, Julian LaRosa, Kenly Smith, the Tiger Williams and Anita Kerr Singers. Bill Dana will encore: Presenters will in-
- clude Bob Newhart, Henry Man-
- cini, John Gary, Andre Dione, Robert Elmore, and Neil Hefti. Lee Brown and his orchestra will provide the music.

At the Quebec Hotel in Chicago, and the Roosevelt Hotel in New Orleans. Brenda Lee and the Casuals will be spot-
- lighted to entertainers to be held at the Bluebird Room in New York. Music will be by Owen Bradley and his orchestra. Chicago's Shangri-La Ballroom, the Grammy Scene in the Windy City will feature: Gene Vincent, the Cas-
- tros, and Oscar Brown and Friends will perform. This year's activities marks the ninth annual Grammy awards presentations and the 10th anniversary of the National Academy of Recording Artists.

MARCH 4, 1967, BILLBOARD
BREAKING WIDE OPEN...POP!!

"WHY NOT TONIGHT"
Jimmy Hughes
His biggest since "NEIGHBOR, NEIGHBOR"

"SWEET SOUL MUSIC"
Arthur Conley
Produced by OTIS REDDING

Fame #1011
Distributed by ATCO RECORDS

ATCO #6463
CBS Intl.'s Rabinowitz Sets Up Pub Expansion Deals in Europe

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

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

C/P's Net Profit

NEW YORK — A recent story dealing with Cameo-Parkway Recordings' six-month figures incorrectly listed the net profit after taxes as $1.68 a share of common stock. The correct figure is $1.65 cents a share of common stock.

WABC-FM to Cast, Track Play

NEW YORK — WABC-FM, 2 "whirlwind" station, switched Monday (27) to an all- Blues, drums, and electric guitar, and sound track album format. Alex Valadon, veteran DJ, said the format would be used on almost all of the station's FM outlets during the next two years. The station has had fan mail pouring in from the block of Broadway shows tune. Primarily, the station features classical music available on other FM stations has grown, and Smalls said management felt it could provide better programming service on its format.

It will retain classical music programing in its 11 to 1 p.m. slot. John Gardens, A-list talent, jazz show will also be retained.

Geoff Expands Go Go Distribut

LOS ANGELES — George Geoff has obtained Continental distribution for his fledging Go Go label. Domestically, Go Go is distributed through Epic. With the new deal, the product in England, Soundi
g and the United States. In Italy, the station's first hit, the album, Dr. West's Medicine Show and Junk Band, has been released in that country. A new group, soon to be announced, is "The One in the Sunshine," with Roger Miller on Smash, "Pipe Dreams," with the West Coast Magic and Springfield's "I'll Try Anything," and Keith's "Tell Me to My Face."

The four singles will get saturation radio activity and the largest trade advertising budget in the label's history. It will be the biggest single week budget in the 21-year history of the label, is being given by Mercury president.

AF Will Distribute Album Judgment

NEW YORK — Audio Fidelity Records has acquired distribution rights for the Mark Lane Records label, "Rush to Judgment," the label will be released under the Haplin label. The album deals with material in Lane's book in which he questions the accuracy of the Warren Report. AF plans a major sales push on the record with Harry Drayson, vice-president, visiting Southern distributors; Freddie Edwards, west coast manager, and Eddie Newmark covering New England.

MGM Riding High In Track Releases

NEW YORK — The sales success of its "Doctor Zhivago" soundtrack—now nearing 2 million in album sales, is spurring MGM Records' drive in the soundtrack field. The latest track "Three Rings of the Apple," which will also be released for the label's six tracks currently on air. In addition, "The 25th Hour" is slated for distribution soon and a second with the label's featuring the recording of "The Grand Prix" it is in the works.

Merc's Day To Remember

RICHMOND, Ind. — Friday (24) marked the biggest selling day in the history of Mercury Records' manufacturing plan here when the label's first release and its 21-year history of the label, is being given by Mercury president.

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

Thompson to U.K. for Talks

continued from page 6

Ted Harris whose country song, "Once," is now getting good ac-
counts on the country market. "Hinny's Cliff" is the new Harris' Capitol disc. Thompson is also another Harbox copyright, "Paper Mansions," recorded by Dotie West and Milt "Miltie" Yule at the strong deejay action. "The Har-
box-Flamingo deal," he added, "was negotiated in November 1966, and it is now starting to be heard in the clubs."

MGM riding high in track releases. The latest track "Three Rings of the Apple," which will also be released for the label's six tracks currently on air. In addition, "The 25th Hour" is slated for distribution soon and a second with the label's featuring the recording of "The Grand Prix" it is in the works.
Anka: Lyrics for Lovers

"Until It's Time for You to Go"

®w "Would You Still Be My Baby" #9128

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

RCA VICTOR
® The most trusted name in sound
TOP 20
Spots—Predicted to reach the top 20 of the Hot 100 Chart

THE FOUR TOPS—BERNADETTE (Prod. by Holland-Dozier-Holland) (Motown, BMI)—This song’s marketing has quickly surpassed their successful “Standing in the Shadows of Your Love” last year. A distinctive production by the group is right in the Moscon bag. Flip: “I Got a Feeling” (Johete, BMI).

KEITH—TELL ME TO MY FACE (Prod. by Jerry Ross) ( Writers: Clarke-Hicks-Nash) (Marlbon, BMI)—Keith will ride their “Carrousel” to the top of the Hot 100. Solid dance hit in the teen market. Another strong hit by this top Rod Richards production. Flip: “All the World Loves” (Marlbon, BMI).

THE BLUES MAGOOS—PIPE DREAM (Prod. by Bob Weir & Heims) (Asga-Ranga, BMI)—Exciting rocker by the group. Flip: “I Can’t Make It When I’m Feeling This” (Decca, BMI). Song: “We Ain’t Got Nothing Yet,” should have no trouble reaching the winner’s circle. A mover. Flip: “There’s a Chance We Can Make It” (Ambling, BMI). Song: “Hey Baby.”

THE INSPIRATIONS—TOUCH ME, HOLD ME, KISS ME (Prod. by Bob Weir) (Writers: Redd-McCoy-Crooby) (Johete, BMI)—Initial entry by a new group and a new Shelby Singleton label has all the earmarks of a smash hit. Will hit #1. It is an impact and go straight to the top. Flip: “Funny Situation” (Singleton, BMI). Song: “Black Pearl 100.”

THE HOLLIES—ON A CAROUSEL (Prod. by Ron Richards) (Writers: Clarke-Hicks-Nash) (Marlbon, BMI)—A pop hit by the Hollies. This group will ride their “Carrousel” to the top of the Hot 100. Solid dance hit in the teen market. Another strong hit by this top Rod Richards production. Flip: “All the World Loves” (Marlbon, BMI).

COUNTRY SPOTLIGHTS

WILMA BURGERS—FIFTEEN DAYS (Writer: Walker) (Faithful, BMI) A pop hit by the Hollies. This group will ride their “Carrousel” to the top of the Hot 100. Solid dance hit in the teen market. Another strong hit by this top Rod Richards production. Flip: “All the World Loves” (Marlbon, BMI).

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CHART Spotlights—Predicted to reach the top 20 of the HOT COUNTRY SINGLES Chart


THE GREENLAW BROTHERS—My Old Daddy (Starrin, BMI) (Writer: Benfield) (Galileo, BMI). Song: “Black Pearl 100.”


MAC ROBERTSON—THAT’S WHERE I LEFT HER (Writer: Robertson) (Beware, BMI). Song: “Black Pearl 100.”


AARON NEVILLE—SHE TOO KNEW FOR A RIDE (Prod. by Par-Lo Prod.) (Writers: Davis-Diamond) (Writers: Davis-Diamond). Song: “Black Pearl 100.”

DORIS DAY—RIVER DEEP—MOUNTAIN HIGH (Writers: Barry-Greenwich) (Mother Bertha/trim, BMI). Song: “Black Pearl 100.”

NEW SINGLES RELEASES

BARBARA EDEN
I WOULDN'T BE A FOOL / BEND IT!
16999

PAT BOONE
HURRY SUNDOWN / WHAT IF THEY GAVE A WAR AND NO ONE CAME
16998

BEST SELLING SINGLES

BILLY VAUGHN SINGERS
SWEET MARIA / THERE GOES MY EVERYTHING
16985

BONNIE GUITAR
THE KICKIN' TREE / ONLY!
16987

THE SURFARIS
WIPE OUT
144

THE CHIPMUNKS
SORRY ABOUT THAT, HERB / APPLE PICKER
16997

MYRON FLOREN
SHALL WE DANCE / A SPOONFUL OF SUGAR
16996

ALEXS
BIG WAYNE / THE LAST OF ME
16994

JIMMY GILMER & THE FIREBALLS
I THINK I'LL CATCH A BUS (And Go Back Home) / SHY GIRL
16992

JOHNNY DOLLAR
YOUR HANDS / DON'T TAKE MY FUTURE FROM ME
16990

ROMY SPAIN
AFTER THE HURT IS GONE / SORRY ABOUT THAT
16989

MAC WISEMAN
LITTLE BIRD / THIS IS WHERE I CAME IN
16980

VIVA SINGLES

PETER COURTNEY
THE LOSER / PICTURES ARE MY ONLY SOUVENIRS
V-609

SONNY CURTIS
DESTINY'S CHILD / THE COLLECTOR
V-607

VIVA ALBUMS

RHAPSODIES FOR YOUNG LOVERS + MIDNIGHT STRING QUARTET
V-6001

SPANISH RHAPSODIES FOR YOUNG LOVERS + MIDNIGHT STRING QUARTET
V-6004

HYMNS WE LOVE
LAWRENCE WEK
DLP 3779

WHAT'S HAPPENING
THE MIND EXPANDERS
DLP 3773

RAWHIDE
EDDIE FISHER - HIS GREATEST HITS
DLP 3785

THE LOSER / PICTURES ARE MY ONLY SOUVENIRS
V-609

MAC WISEMAN
LITTLE GIRL / THIS IS WHERE I CAME IN
16980

VIVA SINGLES

PETER COURTNEY
THE LOSER / PICTURES ARE MY ONLY SOUVENIRS
V-609

SONNY CURTIS
DESTINY'S CHILD / THE COLLECTOR
V-607

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RHAPSODIES FOR YOUNG LOVERS + MIDNIGHT STRING QUARTET
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SPANISH RHAPSODIES FOR YOUNG LOVERS + MIDNIGHT STRING QUARTET
V-6004

HYMNS WE LOVE
LAWRENCE WEK
DLP 3779

WHAT'S HAPPENING
THE MIND EXPANDERS
DLP 3773

RAWHIDE
EDDIE FISHER - HIS GREATEST HITS
DLP 3785
TAPE CARTRIDGE

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

Continued from page 3

by Larry Finley

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

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

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

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

MATCHES AND RATES
THE DATING GAME
THE NEWLYWED GAME
AMERICAN BANDSTAND

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

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

Electronic Assn. Will Affiliate With ATCA

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

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

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

Norelco Ups Ad Spending 20 Per Cent

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

According to Roger J. Proben, new director of advertising for Norelco, the firm's cassette and reel-to-reel tape recordings are advertised for the first time in 1967, which will approach $1.5 million.

Spot TV, newspaper, special interest and trade ads will be used, he said.

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

London's Price Cut by Ampex

ELK GROVE VILLAGE, III.—Bringing them in line with other labels in 4-track catalogs, Ampex Stereo Tapes has cut retail prices on its London 4-track cassettes from $9.95 to $5.95 effective Monday (27).

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

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

Realistic Approach

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

"Ultimately, of course, the consumer himself must make the choice of one medium over another—If, indeed, one medium is ever to be chosen by all others."

Capitol's 4-track cartridges will initially be licensed for distribution through Munetz Stereo Pak, Inc., under an arrangement recently signed by Capitol and Munetz. In licensing
what do you get when you stock Liberty's February albums?

Would you believe... noisy, pushy crowds of eager customers...
**Gall: ITCC's New Key Executive**

NEW YORK—An expansion in distribution of International Tape Cartridge Co. product was predicted by Larry Finley, ITCC president, after Jim Gall joined the firm last week (See Executive Turntable). The firm plans to expand activities in all phases of national and international marketing under Gall, whose appointment frees Finley so he can devote more time in developing relationships with record companies to expand the ITCC tape Cartridge catalog. Gall, who has been sought after he left Lear Jet five weeks ago, became affiliated with Lear about three years ago and helped develop the 8-track cartridge and playback concept. He was instrumental in convincing the Ford Motor Co. to offer this type of equipment as optional equipment in its 1966 models. Gall also handled negotiations with RCA Victor, which also selected 8-track exclusively.

ITCC, then, becomes the first major independent company to produce 8-track product, duplicating the catalogs of several labels. After this, it became relatively simple for Gall to help convince the other large automobile manufacturers to go 8-track. According to Gall, Victor and ITCC were the first firms to enter the million cartridge industry by acquiring all eight-track cars each from Lear.

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

At that time Gall said, "Can there be any doubt in anyone's mind that we are just on the threshold of a magnificent new era in the wonderful electronics industry? ... What is going to be the future for this tape cartridge business? To say unilaterally would be an understatement. We have barely scratched the surface. Automotive stereo is still new, in its infancy. ... In two years the automotive companies are predicting that over 25 percent of all new cars will have tape cartridge playback equipment installed at the factory. This is over 2 million players.

"Many are predicting that the tape cartridge will surpass record sales in three or four years. And in the rest of the home entertainment industry, it may be even more popular than the experts estimate. ... There will be mistakes, some confusion will exist, but it seems to me that those of us who are ready, willing and able to approach these new horizons without fear will find even more immediate benefits from the tape cartridge field, that company should solidify its key position in the rapidly expanding industry."

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

PARIS — Jaubert, import manufacturer, is importing 1,000 cartridges from the U.S. and Japan to meet the demand of customers who have already bought their 4 and 8-track players. The 4-track machine, which is five times more popular in France than the 8-track, retails for $50 including installation as against the 8-track's $140. Michel Jaubert said he is receiving sample tapes from Pickwick, Middletown and Harbor, and is hoping to work with ITCC. "The absence of French repertoire in no important," he said, "because the big demand is for classical and sophisticated American music."

Jaubert believes there is a big future for 4-track car stereo in France. "The high import duties and taxes make the 8-track too expensive," he said. "Taxes amount to 33 percent in France and 20 percent in Japan and with a commission of 30 percent the margin is extremely small."

Nevertheless, Jaubert has installed 8-track machines in cars for General Motors, Chrysler and Mercedes, for showroom demonstration. To maintain cartridge "turnovers" Jaubert plans a link with 30 stores throughout France to hire and exchange cartridges to owners of car stereo players. This is because of the high retail price of cartridges ($10-$11). The company will shortly begin operations in Belgium and Italy, and will also be exploiting home equipment.

**Muntz Acquires Rights to the Art Catalog**

NEW YORK—Muntz has acquired Cartridge rights to the Art Records catalog. A Florida-based label. Two albums by Luisia Angadan were hit in Central America, two Blind Blake calypso albums and one by Andre Toussaint of Haiti, will comprise the first releases. Additional calypso, Central American folk music and Florida Gold-Coast "live" recorded nightclub albums will follow.
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WIXY SUPER SHOWS!

★ SAMMY DAVIS Apr. 30, '66
SMASH HIT AT THE CLEVELAND ARENA

★ JAMES BROWN May 15, '66
TWO BIG SHOWS AT THE ARENA

★ TERRY KNIGHT Nov. 5, '66
SMASH AT THE HIPP THEATRE

★ THE BEATLES Aug. 14, '66
25,000 AT THE CLEVELAND STADIUM

★ THE MONKEES Jan. 15, '67
SELL-OUT AT THE PUBLIC AUDITORIUM

★ THE SUPREMES Feb. 9, '67
SELL-OUT AT THE MUSIC HALL

And Coming . . . .

★ PAUL REVERE Apr. 9, '67

To insure your next
Cleveland show call
Cleveland's NUMBER ONE
radio station!

WIXY 1260
SUPER RADIO

NORMAN WAIN, GENERAL MANAGER (216) 391-1260
George Brewer, Program Director (216) 749-7200

SOMETHING NEW IN PITTSBURGH

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

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

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

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Paul McGrath, Pres.

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Record Promotion Service
For your record business needs
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Pittsburgh, Pa. 15219
Phone 412-391-1390
Paul McGrath, Pres.

MARCH 4, 1967, BILLBOARD
Ray Charles
"A man and his soul"

The promotion that sells...sells...sells

Sells his new hit single

"Something Inside Me"
B/W
"I Want To Talk About You"

ABC 10901

Inn!

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Distributed by ABC Records, Inc.

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RECORDS

BEVERLY RILLS - ABC RECORDS
- NEW V0R

A SUBSIDIARY Of AMERICAN BROADCASTING COMPANIES, INC.
Sells his new deluxe two-record set!
A chronicle of music's most important man in song, photograph and story. An essential package for today's market.

Sells his all-time album hits!

Sells his all-time album hits!
Ray Charles, ABC Records and Tangerine Record Corp. express their thanks to the many radio stations who are featuring "A MAN AND HIS SOUL"
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<th>Rank</th>
<th>Title</th>
<th>Artist/Producer</th>
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<td>1</td>
<td>RUBY TUESDAY</td>
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<td>2</td>
<td>LOVE IS HERE AND NOW YOU'RE COME</td>
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<td>KIND OF A DRAG</td>
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<td>MERCY, MERCY, MERCY</td>
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<td>LET'S FALL IN LOVE</td>
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<td>I'VE BEEN LONELY TOO LONG</td>
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<td>SO YOU WANT TO BE A ROCK 'N' ROLL STAR</td>
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<td>CALENDAR GIRL</td>
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<td>28</td>
<td>YOU ARE LOVED FOR ME</td>
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<td>29</td>
<td>WINDOW TILL I COME HOME</td>
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**HOT 100—A TO Z (Publisher-Licensor)**

**BUBBLING UNDER THE HOT 100**

Compiled from national retail sales and radio station airplay by the Music Popularity Dept. of Record Market Research, Billboard.
TOM JONES

His new hit:
DETROIT CITY

His most exciting LP... shooting up the charts!

sparrot®
A DIVISION OF LONDON
Solms & Parent: Spread Fun Line

NEW YORK—Gail Parent and Ken Lewis have been busy with feet and writers who are using their disk work as a springboard into other fields. The duo, who've already clipped away with their comedy LP, "Our Wedding Album or The Great Society Affair" on the Jamba label, are out currently with "I Was a High School Graduate" on Epic Records.

William Leaves Blues Behind as Solid State Act

NEW YORK—Joe Williams is moving away from his traditional blues style, into a varied program since recording on Solid State, subsidiary of the Mercury label. Williams said he plans to broaden his repertoire and will cut an album of spiritual songs. His latest album on Solid State, featuring the church choir and the Mel Lewis Jazz Orchestra, is beginning to pick up sales action.

"I feel that my success as a recording artist is due particularly to my work with Solid State," he said. "Solid State has a very good sound quality that is well developed and added.

In discussing his career, Williams said, "Ethel Waters influenced me particularly. She helped me sing in groups with spiritual ingredients. Williams is currently appearing at New York's Rainbow Grill, and he will open in Detroit next month. Before coming to New York Williams appeared at Los Angeles' Shelly's Manhole. He will appear in Toronto in May.

New Mexico Fest

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

Among other acts being sought are the Mamas and the Papas, the Searchers, Eddy Mitchell, and the Young Americans. The Young Americans, who are based in Los Angeles, will perform at the New Mexico State Fair. Among other acts being sought are the Mamas and the Papas, the Searchers, Eddy Mitchell, and the Young Americans. The Young Americans, who are based in Los Angeles, will perform at the New Mexico State Fair.

Williams was here to give a lecture to the students, who have the "Georgie Girl" hit on Capitol. He was also visiting with the Beatles, and he has plans to record an album of his own. Williams has been writing for the Sunset Quotidian for the past few years. His hit record is "Dusty Springfield." "Georgie Girl" is one of five songs nominated for the 1967 Academy Award.

Talent

New York—The Byrds, Columbia Records group, took off last weekend on an extensive promotion tour of the States. After an 11-night stay in England, they'll head for the Continent to film TV and promotional engagements in Northern Europe.

The Byrds will move into film work upon their return from Europe. Mercury/ALA Enterprises of 636 Fifth Avenue. Each label will specialize in different categories with Bolo Records in Latin pop and Latin rock, Harvest Time in country and western, gospel and folk, and Perri Records in pop, r&b, polka and ethnic. ALA's publishing divisions, Alan Craig Music and Lawrence Brent Music, and its producing division, ALA Productions, will play important roles in developing the theme songs for British television and says that his plans now call for compiling film scores in both the U. S. and England.

ALA's New Labels

NEW YORK—Three labels are being introduced by the new ALA Enterprises of 636 Fifth Avenue. Each label will specialize in different categories with Bolo Records in Latin pop and Latin rock, Harvest Time in country and western, gospel and folk, and Perri Records in pop, r&b, polka and ethnic. ALA's publishing divisions, Alan Craig Music and Lawrence Brent Music, and its producing division, ALA Productions, will play important roles in developing the theme songs for British television and says that his plans now call for compiling film scores in both the U. S. and England.

Countrywide Package Acts

NEW YORK—A new firm—Countrywide Tours, Inc.—has bowed here to package nationwide shows. The first, billed as the "Summer Festival of Stars," kicks off June 16 from the West Coast. A second tour will begin in the East July 14, with two stops in New York City. The third tour will stop in Los Angeles, San Francisco, and Seattle. The shows will include Ray Charles, the Four Tops, the Temptations, the Beach Boys, the Rolling Stones, and the Beach Boys.

Garner Shows His Greatest In Packed Carnegie Concert

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

The only vocal sounds heard during the performance were the grunts of the performer, de- livered with a bit more volume and frequency than usual. Garner communicates with his audience with his piano more effectively than most artists can with their mouths.

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


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

EMERSON LOWE HIGHTOWER

Contemporary

Pearl Bailey puts It on With Ease

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

Lucille Benson and her orchestra provided the accompaniment, with the big band performing in finesse style both with and without Miss Bailey. Benson's work on drums was magnificent.

AARON STERNFIELD

Merrec Moves to Larger Quarters

NEW YORK—Merrec Distributors has moved to larger offices at 32-62 Queens Boule- vard, Long Island City, N. Y. The phone number is 729-6660. The New Jersey number remains the same. Merrec is the distributor of Armory Records and its affiliated labels for New York and the New Jersey metropolitan area.

March 4, 1967, Billboard

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EXCLUSIVELY ON DECCA
THE TWO BIG SINGLES OF THE YEAR
From the happiest motion picture of the year!...

ROSS HUNTER'S
"THOROUGHLY MODERN MILLIE"

ROSS HUNTER'S
"THOROUGHLY MODERN MILLIE"

JULIE ANDREWS
with her first single ever
"THOROUGHLY MODERN MILLIE"
c/w "JIMMY"
DECCA 32102

CAROL CHANNING
Topping "Hello Dolly" with
"DO IT AGAIN"
c/w "I'M A JAZZ BABY"
DECCA 32103

Each record packaged in 4-color sleeve!

BACKED BY THE GREATEST PROMOTIONAL CAMPAIGN IN DECCA'S HISTORY!

An open-end interview with Julie Andrews for radio stations!
A special mailing to all college radio stations!

Coast-to-coast radio station saturation coverage!

Records now available at all Decca branches!

Watch for the original sound track album from "Thoroughly Modern Millie" soon exclusively on Decca!
BLUES MAGOOS

There's A Chance We Can Make It b/w Pipe Dream

72660

PRODUCED BY: BOB WYLD & ART POLHEMUS
FOR LONGHAIR PRODUCTIONS
The Piano Tops on Sales, Waxings Scales

By FRED KIRBY

NEW YORK—The piano continues to be the most popular solo classical instrument in sales and recordings. The public, it seems, is most interested in pianists. Among pianists usually registering high sales figures are Rubinstein, Artur Rubinstein (RCA Victor) and Vladimir Horowitz (Columbia). Both pianists are consistently among the top ten pianists. Other pianists regularly recording high sales figures are Rudolf Serkin, Philippe Entremont, Glenn Gould and Gary Graffman (Columbia), Byron Janis (Mercury), Vladimir Ashkenazy (London), Lili Kraus (Epic), Wilhelm Kempff (Deutsche Grammophon) and Leonard Bernstein (Capitol).

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

Chopin also was the ticket for Rubinstein with his LP recording of the complete Chopin solo pieces. 'Chopin's 21 No. 1', conducted by Kyril Kondrashin, RCA has sold well. New from Rubinstein is a 'Negro Suite' by the American pianist. Rubinstein's pressing of the Grieg 'Piano Concerto,' conducted by Alfred Wallenstein and Rubinstein's album of Rachmaninoff's 'Piano Concerto No. 2,' with Fritz Reiner conducting the Chicago Symphony, also scored well with the listeners. In Rubinstein's 'Concerto No. 3,' with Rubinstein and the Boston Symphony conducted by Erich Leinsdorf.

Horowitz Package

A two-record package 'Horowitz at Carnegie Hall—An Historic Return' proved one of last year's big sellers and it is still registering strong business. Columbia is set to issue another two-LP recital set by the popular pianist. Several previous Horowitz albums on the same label considered consistent sellers include 'The Sound of Horowitz,' 'Horowitz Plays Scarlatti,' and a collection of Beethoven, Debussy, Chopin pieces. The artist also sells on Victor and Angel, his previous recorders.

Concertos are also selling for Lili Kraus, whose first two packages of Mozart concertos are selling well. A third set has just been released with the fourth and last due soon. Alicia de Larrocha is another pianist doing well for Epic, including 'toria,' by Albinoni, and her Granados prestissi.

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

Serkin's List

Among Serkin's large list are 'Three Favorite Sonatas' with Barenboim conducting Nos. 12 and 20, with George Szell and the Cleveland Orchestra, Schu- man's 'Concerto' with Ormandy and the Philadelphia, Beethoven's 'Concerto No. 1' with Leonard Bernstein and the New York Philharmonic, 'Fantasy Impromptu,' Liszt's 'Liebestraum' and 'Clair de Lune.'

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Mme. Kraus' Series Pays Off in LP Sales

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

Silver pointed out that the only Broadway show he was connected with that registered good album sales at performances was 'My Fair Lady.' He has been connected with theater concessions since 1943 with 'Let's Face It.' He first sold albums with the read company of 'Guys and Dolls' in 1951. The Kraus sales have been equally divided among the three albums, although the audience is mainly subscription.

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

Lyric Opera Lists 4 Singers, Operas

CHICAGO — The Lyric Opera Co. here recently announced four new releases of the four performers who will be singing at the 1967 season which begins Sept. 29. Felicia Weathers, an American soprano, will sing in the lead role of Salome at the 1967 season which begins Sept. 29. Vincenzo Bellini's 'Norma' will be an 'American' production and Greek soprano Elena Souliotis will take the lead role of Norma. A Welsh baritone, will star as Falstaff in Verdi's famous opera of the same name and Spanish sopranoMontserrat Caballe will have the title role in 'Masono.'

DGG Promotes 5 Bastianini Disks

HAMBURG—Deutsche Grammophon is promoting five recordings as a tribute to Ettore Bastianini, the famous Italian singer of the age of 43 in Milan after a long illness.

Bastianini, one of the leading baritones of Italian opera, was one of the artists who Gram- mophones has been registering as a highly successful series of opera disks productions.

All from the works of Giu- di, Verdi, and Rossini, the Bastianini records are: Un Ballo in Maschera, Don Carlo, La Traviata, Il Trovatore, and Zanuberbe of Der Opern-Verdi.
Philips Bows 2-LP Set of 6 Bach Works

PARIS—In conjunction with the 15th International Music Arts, Philips has released a two-volume package of J. S. Bach's complete Brandenburg Concertos for two, three, and four harpsichords (BWV 1047-1051) for sale in New York, with Kurt Redel conducting the Dresden Staatskapelle Orchestra was recorded three years ago and was conducted at one time by Bach himself.

Another important French issue this week is the three-LP set of Berlioz's "Wozzeck," with Pierre Boulez conducting the Orchestra and Chorus of the Grand Opera, and featuring Walter Berry as Wozzeck and Isabel Strauss as Marie. Issued with the package is a 12-page program book on the life of the composer, while the price of the record is $16.75.

Kostelanetz Batons Series

NEW YORK—Andre Kostelanetz will conduct concerts of the Sixth Series of the New York Philharmonic's popular-priced overtures program, running from May 4 to June 17. Soloists making their Philharmonic debuts during the series include violists Glen Dicterow, tenor Michael Joyce, and pianist Larry Adler. Israeli singer Shoshana Damari, and tenor Mario Castelnuovo-Tedesco among other soloists will be soprano Phyllis Curtin and violinist Philip Spafford. Eileen Hambro and narrator Marc Connelly. Three works especially commissioned for the series are stata for soloists with their batons for their guest oratorio. "The Art of the Jewish Diaspora" (Bernstein), "Columbia," and "Gipsy Rhythm" (Benedetti). The orchestra will make its debut at Carnegie Hall on May 6, with "The Art of the Jewish Diaspora." The batons will go on sale at $14.75.

Thomas in Four Wagner Operas

SAN FRANCISCO — Jess Thomas will sing the lead tenor role in the San Francisco Opera's "Das Rheingold" with the San Francisco Symphony, and the second "Rheingold" with the San Francisco Symphony, with the San Francisco Symphony. The tenor will be Jerry Jourdan, with the San Francisco Symphony. The tenor will be Jerry Jourdan, with the San Francisco Symphony. The tenor will be Jerry Jourdan, with the San Francisco Symphony. The tenor will be Jerry Jourdan, with the San Francisco Symphony.
**RADIO-TV programming**

'**Studio Two's** Dual Expansion'

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

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

At present, "Studio Two" is heard on at least one of the system's four channels (sometimes it is simulcast on more than one) 6-8 a.m. Tuesday, Thursday and Saturday, and 4-6 p.m. Monday, Wednesday and Friday. Vertanen does 4-5 p.m. Monday and 6-8 a.m. Tuesday. In addition, she does a 5:15-5:30 p.m. segment on Wednesday. The deejay work is on a freelance basis: she's a stewardess for Finnair airlines, but her vacation was being spent last week looking for new ideas, contests for audience promotions, and how to use identification jingles. "Studio Two" invaded the Finnish radio scene last June. Sometimes, at first, the comments from listeners would make one think to spell the music!" The two deejays, Vertanen said, talk about the weather, the radio, "...weather reports, news, give the time." Announcers, she said, of which radio has many, only "announce during the system's other music programs. But Jusutila and I try to pace our shows, try to produce fast. She did the miscellaneous at the beginning and ending of a record, something common in U.S. Hot 100 format stations, was unusual in Finland. Announcers did lyric announcements and two and three records in a row. Deejays, she said introduced record-by-record.

"Studio Two" features a mixed bag of records, ranging from "at least one tango per hour" to "all love tango's" to British and American artists. At least five records in a given program are by Finnish artists like Johnny, Danny, Ann-Christian, and others. "Most of the deejays are singer-composer who had a world wide hit and have entered the Eurovision Contest." Nearly all of the American and British hits are either on FM or on hit music and programmed carefully in such a way that it would be fair to all song publishers.

Editors, of which there are 10 permanent ones, listen to all three. The producers of Helsinki, Brasch, Teshkovskov and Mo-...-

(Continued on page 36)

**Beethoven, 'Boheme' Top WQXR Survey**

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

The recent findings, based on the opinions of 3,800 listeners on the station's Advisory Panel, were compared with similar surveys taken in 1947 and 1962. The survey was conducted while the station was operating its advisory panel last year; the 1947 survey was made through questionnaires mailed to 4,600 listeners subscribing to its program guide (no longer published). The 1962 survey was based on 5,000 listeners.

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

The symphonies of Beethoven, Brahms, Teshkovskov and Mo-...-

(Continued on page 36)

**XERB Using Integrated Policy in Programming**

LOS ANGELES—Rhythm and blues records by Caucasian artists—blues—eyed soul—accounted for nearly 50% of the programming, reports Phil Blazer, the station's new sales manager.

Blazer replaces Paul ANthony, who formerly programmed for KBBB in Los Angeles, which transmits from Mexico. "We play white R&B records because they are demanded by our listeners," Blazer said. The new sales chief was formerly station manager at KVFM in this city.

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

(Continued on page 36)

**KSON Wins CMA Contest**

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

KUZZ, the Bakersfield, Calif., country music station owned by the McElhannan, president of KSON, San Diego, Calif., an award for his promotion of National Country Music Month.

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

**TV REVIEW**

'Songmakers' Shows How It All Happens

NEW YORK—Stephen Fleischman seems to know where it's at, as far as the record business is concerned, and he proved it quite clearly Friday (22) with his second hour-long documentary on today's popular music. "Song-makers" on ABC-TV, of which Fleischman was executive producer, was a follow-up to "Anatomy of Pop" which was telecast last year. The first show investigated popular music via its influences; this second show probed, in a highly entertaining fashion, from the viewpoint of the writer, the producers, the artists—literally, the people who make a song "happen."

(Continued on page 36)

**KHKI's 'Rolls' Play**

SAN FRANCISCO—KKIH-AM-FM has begun a Sunday evening series of Broadcasts presenting the Edwin K. Wealthy piano rolls recorded 60 years ago. Station calls the program "The KKIH Rollboard Immortals Play Again." The music of the piano rolls is transmitted to KKIH stations, KKIH is a broadcast source. KKIH is the Bay Area's major classical music outlet.

**IF IT HAS ADVERTISERS, IT'S A GOOD PROGRAM FOR A SMALL MARKET RADIO STATION," said James F. Jae Jr., general manager of KHHO, Hannibal, Mo. Here's the Midwest Country Jambooree Boys, who do a Thursday afternoon live show on the station that's "sold out.""

"I have a chance to pick out the songs you want," said Jack Monroe, the station's disc jockey.

MARCH 4, 1967, BILLBOARD

WOR HONORED BY PIONEERS

NEW YORK—Radio station WOR has announced it will receive the annual Mike Award from Billboard by the Broadcast Pioneers, receiving the annual Mike Award at a banquet in the Hotel Pierre. Station manager Robert S. McKinnon was eligible for the award for the old-time station.

"IF IT HAS ADVERTISERS, IT'S A GOOD PROGRAM FOR A SMALL MARKET RADIO STATION," said James F. Jae Jr., general manager of KHHO, Hannibal, Mo. Here's the Midwest Country Jambooree Boys, who do a Thursday afternoon live show on the station that's "sold out."

"I have a chance to pick out the songs you want," said Jack Monroe, the station's disc jockey.

MARCH 4, 1967, BILLBOARD

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

32
A HUGE RECORD! A HUGE ACT!

TURTLES
HAPPY TOGETHER

B/W LIKE THE SEASONS WW244

www.americanradiohistory.com
A writer knows that he gets to people when they buy his music. The writers and publishers affiliated with BMI must be reaching pretty nearly everybody—according to 1966 Gold Record Awards, certified by the Record Industry Association of America. This year, out of an all-time high total of Award winners, recordings of music by BMI writers came out on top. 19 out of 23 Singles Gold Record Awards went to music licensed by BMI. 51 of the 58 certified long-playing albums contained music by BMI composers. What this signifies is a spectacular talent for pleasing people. To qualify for an RIAA Gold Record Award a single must have amassed a sale of at least one million copies. A Gold Record Album must have earned a minimum of $1 million in sales at the manufacturer level. That's why we say BMI composers must be writing something right.

ALL THE WORLDS OF MUSIC FOR ALL OF TODAY'S AUDIENCE.
"GOOD GRIEF, SNOOPY! DO YOU REALIZE THAT WE'RE GOING TO BE RECORD STARS, AND HAVE FAN CLUBS, AND BE SURROUNDED BY ADORING TEENAGERS?"

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

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

**SNOOPY'S SUPPERTIME**

with Orson Bean as "Charlie Brown" and Bill Hinnant as "Snoopy." From the album that gave birth to the forthcoming off-Broadway show, "You're a Good Man, Charlie Brown"—opening March 7 at the Theatre 86, St. Mark's Place, New York. (Good Grief! We almost forgot to thank Station KHOW in Denver for giving the album such wonderful air play. To KHOW—a fond "BOW WOW.")
EXCITINGLY ALIVE!
BECAUSE OF YOU
CHRIS MONTEZ
B/W ELENA
839

www.americanradiohistory.com
Yesteryear's Hits

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

POP SINGLES—5 Years Ago
March 3, 1962
1. Duke of Earl, Gene (Duke of Earl) Chantilly, You Joy
2. Hoy Dole, Bruin Channel, Smash, Columbia
3. The Wanderer, Dee, Laurie
4. Break It to Me Gently, Brenda Lee, Decca
5. The Twist, Chubby Checker, Parkway
7. Norman, Sue Thompson, History
8. Midnight in Moscow, Kenny Ball, Decca
9. Peppermint Twist, Janie Dee and the Starlarks, Roulette
10. Chip Chip, Gene Daniels, Liberty

POP SINGLES—10 Years Ago
February 23, 1962
1. Too Much, Elvis Presley, RCA Victor
2. Young Love, Tony, Capitol
3. Don't Forbid Me, Pat Boone, Dot
4. Young Love, Sonny James, Capitol
5. Banana Boat (Bay 0), Harry Belafonte, RCA Victor
6. Singing the Blues, Guy Mitchell, Columbia
7. Banana Boat Song, Terri Lee, RCA
9. Blue Monday, Fats Domino, Imperial
10. Manhattan, Teresa Gilyan & the Easy Riders, Columbia

R&B SINGLES—5 Years Ago
March 3, 1962
1. Duke of Earl, Gene (Duke of Earl) Chantilly, You Joy
2. Lost Someone, James Brown & the Famous Flames, King
3. I'm Blue, Hettsa, ABC
4. The Twist, Chubby Checker, Parkway
5. Near Lady Twist, Gary (R. B.), Hendy, LaGram
6. Jamie, Eddie Holland, Motown
7. Baby Don't Leave Me, Joe B.uckner, Todd
8. Letter-Full of Tears, Gladys Knight & the Pips
9. I Know, Barbara George, AFD
10. Baby It's You, Shirelles, Scepter

POP LPs—5 Years Ago
March 3, 1962
1. Bliz Hawaii, Elvis Presley, RCA Victor
2. Bebop the Twist at the Pepperdust Lounge, Joey Dee & the Starlarks, Roulette
3. Your Twist Party, Chubby Checker, Parkway
4. Breakfast at Tiffany's, Harry Manstoor, RCA Victor
5. The Twist, Chubby Checker, Parkway
6. Let There Be Drum, Sandy Nelson, Imperial
7. The Sound of Music, Original Cast, Columbia
8. For Twisty Doly, Chubby Checker, Parkway
9. Time Out, Dave Brubeck, Columbia
10. West Side Story, Sound Track, Columbia

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6730 Long Drive • Houston, Texas 77017

March 4, 1967, Billboard
The hit Ramsey Lewis single
"One
Two
Three"

is from his hit album.

There's a world of excitement on Cadet
Mel Davis' trumpet style is a young, bright sound embodying the spirit of '60s soul and rock bands. His playing combines the rawness of the '50s with the polished sound of the '60s, making him a versatile musician. His band, the Souldlers, includes some of the best musicians of that era, and their collaboration results in a unique sound that is both energetic and smooth.

One of the highlights of the album is the cover of Bill Withers' classic track 'Ain't No Sunshine.' Mel Davis' version brings new life to the song, emphasizing the emotional depth and soulful quality that is inherent in the original. His interpretation is both personal and authentic, making it a must-listen for fans of both soul and jazz.

In addition to the main track, the album also features covers of other classic songs, such as 'So What?' and 'Stormy Monday.' These tracks showcase Mel Davis' versatility as a musician and add to the overall appeal of the album. The Souldlers' rhythm section, including the bass and drums, provides a solid foundation for the band's sound, making it perfect for both live performances and studio recordings.

Overall, 'Ain't No Sunshine' is a testament to Mel Davis' talent as a musician and the enduring appeal of soul and jazz music. It is a must-listen for anyone who appreciates these genres and their rich history.
What's your MGM/VERVE distributor done for you lately?

All this!

Ten action-packed displays to brighten up your counters. Your shelves. Your ceiling. They sell new releases and catalogue too. Easy to get. Easy to install. All it takes is a call to your MGM/VERVE distributor. (He'll be happy to help you set 'em up!)

- A three-dimensional "cage" that's as colorful as a circus side-show. An attention-getter!
- This commanding display fits on counters, shelves. Three big Prysock albums in small convenient unit.
- Your customers turn the wheel—and turn up a Spoonful album. Each spin sells a different Spoonful product.
- This "coffee-can" mobile hangs from the ceiling. Could be the key to big sales.
- Your customers will flip when they flip the pages of this do-it-yourself book-style display. Illustrates 3 hit albums.

NOW PLAYING: 4 GREAT SOUND TRACKS

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

GREAT SELLING AIDS! GREAT-SELLING ALBUMS! AVAILABLE NOW!
Thank you, American Airlines:

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

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

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

We’re humbly proud of our association with you.

Sincerely,

Fred Foster - President
MONUMENT RECORDS
Brahms’ *Minor,* striking artistic Waldmzinski Gems Aeterna, as Equally WORKS, Chamber tation,” Dvorak: (M); Strauss: DEATH SEE piano DANCE/ DANCE/ F.

CLASSICAL SPECIAL MERIT
SCHEINBERG: MUSIC FROM ROSAMUNDE ZIEBEAUFER

Luisa Pica, & Chorus of Naples (Vaugmon). RCA Victor LM 7397 (M); LSC 2972 (S).

Schubert’s reading for this theatrical piece is especially guided by the Orchestra of the New York World-Telegram. Viable, thoughtful, intelligent and expressive. The Program contains selections from the following works. A. "The Entart und die Finstere," B. "An Angel’s Night Triumph," and C. "A Soul’s Discovery in its Tracing of the Field." The performance is a whole-hearted.

CLASSICAL SPECIAL MERIT
BRITTEN: LIES ILLUMINATIONS/DOLIS JOCARD AND SATINACRAT ACCURACIES

Janet Harned (S); Princeton Chamber Orch. (H. Harned). Decca DL 10138 (M).

Britten’s piece is richly colored in this striking performance by soprano Margaret “the Jewel of the New York Times,” which is an impressive presentation by the orchestra. Nottoli’s work, the potenital, proves capable of conductors in both works.

CLASSICAL SPECIAL MERIT
BRANDEL, THE COMPLETE PIANO WORKS, VOL. 6

Julius Katchen. London CM 4822 (M); CS 6481 (S).

The complete works of Brandel, the Piano works. By Katchen on London. Features the composer’s complete piano works and December recital, plus the final chamber music from the Vienna Mozart Ensemble in an interesting program of the 11 movements of the Vienna Mozart. The performance of the Second German Sonatina, K. 402, is a great success.

LOW PRICE CLASSICAL SPECIAL MERIT
R. STAUDT: DEATH AND TRANS- FIGURATIONS/EAGLE’S DANCE/ SUITE AFTER COUPERIN

Philharmonia Orch. (Badirski). Sermaphon 60020 (M); S 40020 (S).

An exciting piece of Robert Staudt’s works is presented in this budget album. Richly colored in the whole program, the work is in the stirring "Death and Transfiguration," one of the finest of the genre. The orchestra is handled in the best manner by the London Symphony Orchestra, under the direction of Sir Adrian Boult, from their "Salome" and the Chamber Orchestra of the City of London (1923), which complete the disc.

JAZZ SPECIAL MERIT
LET IT GO

Shelly Torrence. Impulse A 9115 (M); J 1695 (S).

Parewee’s solo is a stark in the group’s repertoire, an attractive treatment. The group’s handling of the material is also very well done. Parewee’s solo is a fine choice.

SEE ALBUM REVIEWS ON BACK COVER

MARCH 4, 1967, BILLBOARD

LEGEND

**CLASSICAL SPECIAL MERIT**

**R&B SPECIAL MERIT**

**NEW ALBUM RELEASES**

**LOW PRICE CLASSICAL**

**SPECIAL MERIT**

**LOW PRICE JAZZ**
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<th>Label</th>
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<td>FROM THE HEART OF THE WORLD</td>
<td>Don McLean</td>
<td>ABC Records</td>
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<tr>
<td>2</td>
<td>TAKING CARE OF BUSINESS</td>
<td>The Monkees</td>
<td>Capitol</td>
<td>10</td>
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<tr>
<td>3</td>
<td>GOOD TIMES</td>
<td>The Monkees</td>
<td>Capitol</td>
<td>9</td>
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<td>4</td>
<td>BETWEEN THE BUTTONS</td>
<td>The Monkees</td>
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<td>8</td>
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<td>DANCIN' ACTOR</td>
<td>The Monkees</td>
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<td>6</td>
<td>MR. COWARDLY</td>
<td>The Monkees</td>
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<td>8</td>
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<tr>
<td>7</td>
<td>BURLINGTON BLUES</td>
<td>The Monkees</td>
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<td>WALK DON'T RUN</td>
<td>The Monkees</td>
<td>Liberty</td>
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<td>I'M NOT AFRAID</td>
<td>The Monkees</td>
<td>Liberty</td>
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<td>10</td>
<td>AIN'T THAT PLEASURIN'</td>
<td>The Monkees</td>
<td>Liberty</td>
<td>6</td>
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<td>11</td>
<td>DON'T MAKE ME WAIT</td>
<td>The Monkees</td>
<td>Liberty</td>
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<td>12</td>
<td>ANOTHER DAY IN PARIS</td>
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<td>IF YOU CAN'T WIN MY LOVE</td>
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<td>A与 THE SANDS LIFE</td>
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<td>WHAT IS THIS LIFE?</td>
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<td>Liberty</td>
<td>6</td>
</tr>
</tbody>
</table>

**Note:** This is a partial listing of the Top LP's for the week ending March 4, 1967.
A stone smash from their newest album "Watchout!"

Martha & the Vandellas

GORDY 7058

MOTOWN RECORD CORP.
The Sound of Young America
BELL-AO ALA announces the release of two great new Charles Greene and Britan Stone labels:

YORK & PALA

YORK 402/ "She's Got the Time (She's Got the Changes)" / The Poor

PALA 175/ "Lookin' Through the Eyes of Love" / Larry Marks

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

www.americanradiohistory.com
"A rarity among modern record albums."
"This is Steve's best album to date."

"There is a new soul side he's never shown before."

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

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

HiFi/Stereo Review

FEBRUARY 1967 • VOLUME 18 • NUMBER 2

ENTERTAINMENT

STEVE LAWRENCE: SONGS OF LOVE AND SADNESS

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

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

It seems to me that Steve has developed a whole new feel for music. The intonation, the range, and the delivery are still there, but there is also a new soul side he's never shown before. His voice sounds tired and cracked on the jaded words and right on top of the notes on the sunny ones. Listen sharply to Harold Arlen's 'Go Tell It On the Mountain' and 'Don't Go Away.' Steve sings from inside the lyrics in a way that should send Judy Garland back to theory class. Or the way he runs his finger along the edge of the word "marvelous" on Stephen Sondheim's 'I'm Still Here,' you'll be expected to do the same.

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

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

Name ____________________________
Radio Station ____________________________
Station Format ____________________________
Address ____________________________
Zip Code ____________________________

© 1967 STEVE LAWRENCE: Steve Lawrence Sings of Love and Sad Young Men. Steve Lawrence (solo); orchestra, Joe Constanza; arrangements by Pat Williams. Good Times: The Girl That Got Away; The Thrill Is Gone. When Your Lover Has Gone. I'm a Fool to Want You; and others. COLUMBIA CS 9140 $4.79, CL 2530 $3.79.

Steve Lawrence on COLUMBIA RECORDS®

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SMASH
S-2081
SOON YOU'LL BE FEELING THE HEAT!

PUBLISHER: TREE PUBLISHING CO., INC.
PRODUCER: JERRY KENNEDY

ROGER MILLER
WALKIN' IN THE SUNSHINE

SMASH RECORDS

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Country Show for NARM

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

The CMA will make the presentation, and a 10-minute session which will be open for the first time to both NARM members and their wives at Century Plaza Hotel in Beverly Hills.

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

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

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

Jazz Conscious

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

Mack Launches
Own Pub Firm

NASHVILLE — Warner Mack, Decca Records country star, this week opens his own music publishing firm, Page Boy Publications, at 206-208 Avenue, South.

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

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

"The Words
I'm Gonna Have to Eat"

By Bill Phillips

"The Words I'm Gonna Have to Eat"

BY HERB WOOD

Several Music City notables have been in and out of the hospital in the past few weeks. Starkey Records' artist Red Sovine is reading at Vanderbilt University Hospital following cataract operations on both eyes. Red, whose "I Didn't Jump the Fence" single really soaring, is coming along fine. Music publishing exec. Hubert Long is recovering after prior surgery at Middlebro Hospital. Hubert returns home March 1. Audrey Williams was recently released from the hospital following an extended stay for treatment of a stomach ailment.

Billboard

Add the following to the entry:

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

"The Words I'm Gonna Have to Eat"

Bill Phillips

MARCH 4, 1967, BILLBOARD
### HOT COUNTRY SINGLES

<table>
<thead>
<tr>
<th>Wk</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks on Chart</th>
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<tr>
<td>2</td>
<td>We're Gonna Rock The House Tonight</td>
<td>Jim Lowe, Redgators</td>
<td>RCA Victor</td>
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<td>3</td>
<td>Ways To Be Alone</td>
<td>Dolly Parton</td>
<td>RCA Victor</td>
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<td>Webb Pierce</td>
<td>RCA Victor</td>
<td>7</td>
</tr>
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<td>5</td>
<td>I've Got A Hunch</td>
<td>Jerry Byrd</td>
<td>Columbia</td>
<td>8</td>
</tr>
<tr>
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<td>Have I Told You Lately?</td>
<td>The Soul City Playboys</td>
<td>Capitol</td>
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<td>7</td>
<td>I'll Remember You</td>
<td>Patsy Cline</td>
<td>Decca</td>
<td>9</td>
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<td>8</td>
<td>A Party For Two</td>
<td>Carl Petersen</td>
<td>RCA Victor</td>
<td>10</td>
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### HOT COUNTRY ALBUMS

<table>
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<td>RCA Victor</td>
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<td>The Best Of Sonny James</td>
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<td>RCA Victor</td>
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<td>20</td>
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<td>A Heart Full Of Love</td>
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<td>RCA Victor</td>
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<td>Sonny James</td>
<td>RCA Victor</td>
<td>8</td>
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<td>RCA Victor</td>
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<td>I've Been All Over</td>
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</table>
I THREW AWAY THE ROSE — MERLE HAGGARD

Chalk up another hit for Haggard!

Take a story of hard luck and heartbreak, mix with brilliant talent (both writing and singing) and you have a Merle Haggard hit. Or we should say... another Merle Haggard hit. His string of winners stretches a Country mile.

b/w Loneliness Is Eating Me Alive
5844

b/w Loneliness Is Eating Me Alive
5844

Management:
JACK MC FADDEN, OMAC Artists Corp.,
463 Chester Ave.,
Bakersfield, Calif. 93301
(805) 327-7201

PUBLISHER: Bluebook Music Company
Country Music Foundation Gets Priceless Collection

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

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

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

The entire collection will be placed in the Country Music Hall of Fame and Museum in Nashville, which is scheduled to open to the public April 1. Lieutenant Settle, the first Vanderbilt University graduate to die in the Vietnam war, was awarded the Purple Heart and Silver Star posthumously. He further was honored by the Republic of Vietnam.

While still in grammar school, Settle began his country music collection. Through his high school years he traveled extensively and carried on correspon-
dence in order to further his information. He selected Van-
denburgh University for his college studies so he could be in Nash-
ville, "close to country music."

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

Mrs. Settle brought the collection to Nashville for presen-
tation to the Hall of Fame, and to witness a ceremony in behalf of her son at Vanderbilt. A room in the ROTC building at the university was named for him Feb. 21. A portrait of the war hero was presented to Van-
denburgh Chancellor Alexander Heard.

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

NEW ALBUM RELEASES

**Continued from page 43**

<table>
<thead>
<tr>
<th>POLYDOR</th>
<th>RCA VICTOR</th>
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<tbody>
<tr>
<td>VARIOUS ARTISTS - Die Spiegelbilder 1966.</td>
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<td>RCA VICTOR</td>
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<td>MANNHEIM - Andreas &amp; la Canta, 249</td>
<td>MANNHEIM - Andreas &amp; la Canta, 249</td>
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**THE PARTY'S OVER**

RCA Victor 1910

For DJ Copies Write to
Willie Nelson, c/o Faron Young Enterprises, 1214 Pine St., Nashville, Tenn.

**Yesteryear's Country Hits**

**COUNTRY SINGLES - 5 Years Ago** March 3, 1962
1. Walk On By, Larry Yan Dyke, Mercury
2. A Little Bitty Tear, Belf Ivan, Decca
3. Money Love, Currey
4. Porter Wagoner, RCA Victor
5. Living Love, Jim Reeves, RCA Victor
6. Mack the Knife, Frank Sinatra, RCA Victor
7. A Wound Time Can't Erase, Sherrill Crowders, Columbia
8. Bazza, Peter Glick, Decca
10. Sort Rink, Ray Price, Columbia

**COUNTRY SINGLES - 10 Years Ago** February 23, 1957
1. Young Love, Sanny James, Capitol
2. There You Stand/Peace, Johnny Cash, Sun
3. Staying the Blues, Marty Robbins, Columbia
4. I'm From Webb Pierce, Decca
5. Love Me, Webb Pierce, Decca
6. I'm A Fool, Webb Pierce, Decca
7. Cry, Ray Price, Columbia
8. I Will the Lins, Johnny Cash, Sun
9. Too Much, Elvis Presley, RCA Victor
10. Am I Losing You? Jim Reeves, RCA Victor

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

ST. LOUIS — Signaling a switch-over to full-time, day and night, country and western pro-
gramming, radio station WGNU and WGNU-FM an-
nounced a greater St. Louis effort to select a Miss Country and Western.

Chuck Norman, president, and

**WARNER BROS.**

JAMES LAST'S THE AMERICAN POLICE - W 1510, WS 1510
JAMES LAST'S THE SENIOR STRINGS - W 1510, WS 1510
HANK WILLIAMS JR.'S COUNTRY BOYS - W 1679, WS 1679

**CHEAT ATKINS, center, presents RCA Victor artist Archie Campbell with the label's Cockfight Trophy, as ad man Bob Ferguson looks on. A dubious-looking Campbell accepts the award, which is the artist's winning results with his latest Victor single, "The Cockfight."**

**Nashville Scene**

Whitman's "What's This World A Comin' To" is busting big in se-
veral major markets. The duo penned the tune which Whitman waxed for Imperial. Roger Mittler will make his first appear-
ance in Texas in two years at the San Antonio Municipal Auditorium March 19. With Roger will be Sue Thompson, Hickory Records' arti-
st. The twosome will do the charity show to benefit the Pop War-
er Football League for un-
privileged children. Chevrolet has a new single out on Victor, bringing back some fam-
iliar rock tunes that appeared in "Jailhouse Rock" and "Charlie Brown" in his in-
imitable pickin' style.

Songwriter Eddie Mittler just completed a session with his daughter Pam's on Tower Records. Pam's current Tower release is "Little Bitty Cry," which was promoted by her mother, Barbara, a songwriter in her own right, a talented and musical family.

**WENDELL SEVANT, right, and Archie Campbell, left, are honored by the Nash-
vilie Reunion Foundation at its annual meeting held recently at the Vanderbilt Hotel.**

**MARCH 4, 1967, BILLBOARD**
All over the country, DJs are playing ten new hits by Wes Montgomery. All on one record:

CALIFORNIA DREAMING
b/w Mr. Walker

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

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

The first of this series of workshops in specialized sales training and company promotions was held here Jan. 27-28. Under the guidance of Norman Smiddy, national sales manager, Pathway's sales force converged on Cleveland from representative areas of the country and was familiarized with the growing line of Pathway's product.

RCA CUTS CHI; 
RUBINSTEIN SET

CHICAGO—RCA Victor has recorded the Chicago Symphony in an two album conducted by Morton Gould and will wax Schumann's "Piano Concerto" conducted by Carl Maria Giulini with Artur Rubinstein as soloist. The two LP includes the "Orchestral Set No. 2," which Gould conducted in 1964 on his American presentation. Also on the album are the "Robert Browning Overture" and "Putnam's Camp." The pressing was the first for the "Orchestral Set." A fall release is planned. The other disk will mark Giulini's first appearance on Victor.

Mom Sper Featured in New Album

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

The new album will be titled "The Sper Family Rejoices With Mom." It commemorates the recent return to full-time traveling of gospel music's 

jazz "First Lady," who has been semi-retired for three years because of the illness of her late husband.

This is the first record release by the Sper's since the hiring of tenor Harold Lane. Lane's arrangements of "Jesse Passed By" and "Marching Over the Hilltop" spotlight the album with a modern touch. The Sper's are virtually unchanged in numbers, and the renditions have brought applause from their fellow singers as well as the audience.

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

The album will be released this month.

Jake Hess and Imperials Take on New Look & Sound

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

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

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

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

The group is currently on tour in the Midwest, playing several college dates. The Imperials were the first inspirational group to appear on college campuses; and in 1967-1968 schedule includes more than 150 college dates as well as repeat performances. Their new look and sound should be well accepted by college audiences.

Myers Puts Acta in Action

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

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

Myers compares Acta to Mercury's subsidiary and states that both labels work with autonomy while utilizing the distribution network of the parent company.

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

Myers will work with independent producers for project. "To be independent, playing several labels, I believe the label's single will be "I Don't Want to Know You." Myers plans assigning all initial acts to one-year contracts with options. He revises releasing up to six singles by each act to test his ear against public acceptance.

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

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

SHAPED NOTES

By HERB WOOD

The all-night gospel sing held in Nashville's War Memorial Auditorium each month will feature Jake Hess and the Imperials, the Swaner River Boys, the Singing Rambos, the Rebels and the Frost Brothers on the March program. Dave Blay, RCA Victor's arik man for sacred music, flew into Nashville last week to record the session.

The Oak Ridge Boys nominated for a NARAS Grammy award this year, have just returned from a tour of Mexico and California and are currently on tour in Mobile, Ala. . . . The Happy Goodtime Family, also up for a Grammy award, are touring Texas and Alabama. . . . The Singing Rambos will appear in Mobile, Ala, with the Oak

network of the parent company.

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Ridge Boys this week. . . . During the first week in March, the Imperials will play dates, including a one-night engagement in Allentown, Pa.; Dayton, Ohio, and Chicago. . . . The Potomac and Harmonic Four, with Bob Scott, are booked for a big Apr. 13 date at the Hart House from Audio- sin Studios, Pittsburgh. April 11 . . . Joel Gentry, president of Sound Music and Styke Records of Atlanta, in Nashville on business last week, accompanied by Larry eros, of Gus Bros. Productions. Larry was recently discharged from the Army after serving with the active reserves.
6 Songs in Country Academy’s Running

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


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

D.C. Unit Sets ’67-’68 Series

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

Visiting orchestras returning to the series are the Czech Philharmonic and the Boston Symphony. In addition, subscribers can receive free tickets to a preseason bonus concert by Wolfgang Sawallisch and the Vienna Symphony. The nine pianists on the series are Artur Rubinstein, Van Cliburn, Rudolf Serkin, PhilippeEntremont, Andre Watts, Byron Janis, Jean Safar, Gino Bocchieri, and David Bar Ilan.

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

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

New Gospel Records

LORNE MATTHEWS PIANIST

Gospel Spotlight

J. D. SUMMER AND THE INCOMPARABLE STAMPS QUARTET
Skylight 6048 (M)

There’s plenty of name power here, including the voices of Don Summer, J. D. Sumner, Jim Hill and James Blackwood. The material includes “Who Am I,” “God’s Heaven,” “Gonna Build a Mountain,” etc. Well produced.
HURRY DJs
HURRY Rack Jobbers
HURRY Record Retailers
HURRY One Stops
to catch the sensational new single
HURRY SUNDOWN
DOT 16998  B/W "WHAT IF THEY GAVE A WAR AND NO ONE CAME?"
by PAT BOONE
PRODUCED BY RANDY WOOD & SNUFF GARRETT
Title Song From The OTTO PREMINGER Film - A PARAMOUNT RELEASE
SINGLES ACTION!

“GONNA GET ALONG WITHOUT YOU NOW”
TRINI LOPEZ 0547

“TINY BUBBLES”
DON HO 0575

“SIT DOWN I THINK I LOVE YOU”
THE MOJO MEN 0539

“If you’re thinkin’ what I’m thinkin’”
DINO, DESI AND BILLY 0544

“I HAD TOO MUCH TO DREAM (LAST NIGHT)”
THE ELECTRIC PRUNES 0532
INTERNATIONAL
news reports

'Lara's Theme' Enraptures Europe

LONDON—"Lara's Theme" from "Dr. Zhivago" is rapidly assuming the title of one of the biggest and potentially durable successes in the history of movie background music, ac-
cording to reports from European centers. Known in its English language version as "Somewhere My Love," the composition is achieving outstanding results across Europe in terms of cover versions, disk sales, and concert performances. As the film with score by Maurice Jarre of France enjoys long runs. Combined sheet music sales in Britain, France and West Germany are now 60,000 in six months. Record versions in France and Belgium have sold 16,250 copies, and the EP containing "Lara's Theme" has sold about 2 million copies in West Ger-
many. In Italy, "Lara's Theme" is a major hit of a current trend toward movie music. While not a disk hit in Scandinavian countries as yet, the show signs of becoming a standard and strengthening Jarre's reputation initially won by his score for "Lawrence of Arabia,"

Epstein Inks Deal, to Form Belgium Firm

AMSTERDAM—British Epstein, owner of Yaskiel and Basart Music, and his national and Basart Music of Amsterdam have signed all French artists set up a Stigwold-Yaskiel company in the Belgian music and artist management fields. The pact followed talks at the recent MIDEM Trade Fair in Cannes between Lawrence Epstein and Guss James Jr. of Basart.

The new company will seek local talent, talent, and exchange prod-
cuts with other Stigwold-Yaskiel offices in growth as well as in Britain. It also intends to purchase material from independent pro-
ducts for marketing and dis-
tribution by local record com-
panies.

The operation will be based at 52,45,1696 and 53,11623.

Musimat Marks 20th Yr. With Expansion Program

MONTREAL—Musimat, Ltd., 5,525,45,1696 as record distributors this year, is currently in the midst of expanding operations of its own, the company has been Canadian dis-
tribution of Vee-Jay and Vox labels virtually since its inception, and last year was named exclusive representative in Canada for the French and German Polydor lines, which in the first year its team of eleven Musimat President George Erlick has announced several agree-
ting deals, including all the major and former national sales and corpor-
ate product with London Records of Canada, is now in charge of representation at Musimat, also involved in the special sales area. A new sales representa-
tive, known as "Lara's Theme," for-
merly with London, has joined the Montreal sales force of Luc Diderick, who is also the head of the newly formed sales representative in Winnipeg. In the last months, already with Montreal, has been the sales representative in To-
ronto, representing the EMI Music and distributor. Ben Michaels and representa-
tive Steve Rosenberg, is ex-

Musimat's sales force in the last 20th anni-
versary, Musimat is offering a special program to record dealers "in appreciation of their sup-
port over 20 years."

Musimat's electronics division is also expanding. The company now represents such English firms as EMI, Beyond, and line recorders, Goldring's line of diamond and sapphire need-
eeds, Telefunken, and also includes such cables, Neumann transistors and tran-
sistorized amplifiers, and Musi-
matic, including the manufacturers of the following products in the near future: high fidelity Enten- reign: a high-quality amplifier-tuner; a wide-range of specialized components, including both high and medium-priced speakers for equipment, and also includes all the top quality speaker-enclosure systems for the home hi-fi en-

PHILIPS BOWS A NEW DANCE

HAMBURG—Philips is intro-
uencing a new dance to West Germany, and it's a potpourri with its new release the "Kathink-Cha-Polka." The recording, by Bella Sandi-
ers orchestra, is the first release in a new series of new dance step. Phillips describes the new dance as combining the "Latin flair" of the Samba and the "smoothness of the cha-cha-cha." The choreography for the new dance was composed for the first step by Hamburg dance teacher Gerd Haetrich. The new step has been ac-
cepted by the German Federa-
tion of Dance Instructors (All-
wegen Deutschen Tanzlehr-
ver-Verband), and is now be-
ing taught in almost all dance schools in West Germany.

GEMA, ZDF Resume Talks

MAINZ—GEMA and the Second German National Television's new short-term neg-
отiations on a settlement on the "all-songs" copyright clause for $2,225,000 against the network. "This is a new clause on the network's use of the GEMA repertoire in 1966. The perform-
ging rights society has the case to court, but at the last minute GEMA agreed to hold off court action and resume nego-
tiations. A new clause was agreed to on July 1, but when GEMA presented its bill, calculated on the old agreement, for $4,225-
000, the network claimed the amount of $1,225,000, and balked at paying. West Germany's television is financed by a fee of $1.25 paid monthly to the German post office. The first TV set owners, plus a limited amount of adver-
sing. The ZDF is the smaller of West Germany's two TV net-
works, and as such is not expected to replace that now prevailing. The ZDF is paying a flat rate of $57.70 per minute of television music; GEMA is demanding roughly double this amount or $70 per minute. The ZDF's First Program will claim a $5 per cent of this music revenue plus 6 pfennigs per view.

CBS Germany Gala Series

FRANKFURT—CBS Schlappi-
}

ua Bows Singes Line Accenting Foreign Acts

Continued from page 1

JOAN BAEZ, Vanguard recording artist, receives a gold disk from Takai Yonezato, president of the Takai Yonezato Company of Japan. The presentation was made at the Tokyo Hilton Hotel.

○ Continued from page 1

the bluesbrothers of the West Indies, the Northern Lights of Sweden, Manuela Vargas, Adri- an, and Calzado, a top vocalist in Italy; Mina of Italy, Ray Black of Germany, and Adano-

GEMA's clause is based on the network's use of the GEMA repertoire in 1966. The perform-
ging rights society has the case to court, but at the last minute GEMA agreed to hold off court action and resume nego-
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Lasso, Brahms and Sibelius, and "Slavic Music" (from Tchaik-
ovsky, Balakirev, Gluck, Bor-
edin, and Rimsky-Korsakov). Each LP in the series is priced at $5.25. CBS is promoting the "Gala Concert" as offering classical music enthusiasts the chance to buy excellent recorded releases under the separate themes with world-famous conductors and or-
chestrators.

Conductors for the series are Leonard Bernstein, Eugene Or-
mandy and Bruno Walter. Or-
cell's "Gala Concert" series is in line with the new development of the German music mar-
et "stress theme" classical.
HERB & THE BRASS
WADE IN THE WATER

BAY MEXIGAN ROAD RAGE 840
AN ASTONISHING FIRST ALBUM FROM THE
ELECTRIC PRUNES

FEATURING THEIR RUNAWAY SINGLE SMASH...
"I HAD TOO MUCH TO DREAM (LAST NIGHT)"
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Congratulations to
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Winner of the GOLDEN GLOBE AWARD

#1 SONG OF THE YEAR
STRANGERS IN THE NIGHT

Latest Singles Records of Bert Kaempfert Compositions:

- "LADY" Jack Jones Kapp
- "THE LADY SMILES" Matt Monro Capitol
- "SWEET MARIA" The Billy Vaughn Singers Dot
- "SWEET MARIA" Bobby Vinton Epic
- "PUSSY FOOTIN'" Bert Kaempfert Decca
- "THE YO-YO PUPPET SONG" Al Hirt RCA Victor
- "DANKE SCHOEN" The Howard Roberts Quartet Capitol
- "WONDERLAND BY NIGHT" Ace Cannon Hi
- "SPANISH EYES" Raymond LeFevre Kapp
- "SPANISH EYES" Stan Kenton Capitol
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12 Standards by Bert Kaempfert:
- STRANGERS IN THE NIGHT
- SPANISH EYES
- L.O.V.E
- DANKE SCHOEN
- A SWINGIN' SAFARI
- AFRIKAAN BEAT
- WONDERLAND BY NIGHT
- MAGIC TRUMPET
- WIEDERSEH'N
- LOVE AFTER MIDNIGHT
- MEXICAN MARKET DAY
- REMEMBER WHEN (WE MADE THESE MEMORIES)

Bert Kaempfert compositions published exclusively by
ROOSEVELT MUSIC CO., INC.
1650 Broadway, New York, N.Y. 10019
HAL FEIN, President
JERRY BROWN, General Manager

www.americanradiohistory.com
THE TOPS meet with Jean-Jacques Tinten, center, of Pathé-Marconi's International Department, during the Molown artists recent Paris promotion trip.

**INTERNATIONAL NEWS REPORTS**

**Teldec Issues 10 Rare LP's In Budget Line**

**HAMBURG**—Teldec is rid- ing the classical baroque boom with 10 new budget-line LP's angled at connoisseurs of vin-tage music.

Five titles are being promoted heavily for the baroque lover. These consist of such little-known baroque composers as Claudio Monteverdi, Jean-Philippe Rameau, D'Arvenghi, Francois Frarcer and Francois Cooperin. The fifth title has been concerted by Hanfeld.

These disks are grouped under the heading "Massaccio Heritage From A Rich Past." Five other LP's in the Teldec-series are being promoted as "essential records for the collection of also dedicated baroque buffs." These disks are "Flute Concertos From the 18th Century." Mendelssohn's Simon Symphonies Nos. 9, 10 and 12 and Modest Musorgsky's "Pictures at an Exhibition" together with Debussy's "La Cathedrale Engloutie.

The two other titles are "Festliche Konzert-Serien" with overtures from Donizetti, Bosni, Offenbach and Verdi and baroque numbers by the Goet-linger Boys Choir. The 10 baroque LP's are priced at $4.

**CCGC in Disk Pitch**

**AMSTERDAM**—CCGC plans for further joint promotion of record sales in Holland during 1967 are expected to be announced at a reception next Tuesday (7) marking the 50th anniversary of the first jazz rec-ord release by RCA Victor in the U.K.

CCGC director Piet Behls- sulin will give details of further combined advertising campaigns to be placed in the daily newspapers depicting PL's from all record firms, a unique form of joint activity in the record world.

Each firm participates in the advertising campaign using the share of the market obtained according to the most recent statistics.

**Philips King Pitch**

**HAMBURG**—Philips is giving all-stops-out promotion to its just-released recording of "Der Koenig und Ich" (The King and I), which the record company says is "a great German musical event."

The Philips recording of "The King and I" is under the musical direction of Franz Alters, who was acclaimed in Germany for the first production in this country of a German version of "My Fair Lady."

Alters received the "diadem disk" award for the success of his German version of "My Fair Lady."

The recording of "Der Koenig und Ich" is based on the production of the hit musical at the Munich Staatsoper at Gaertenplatz, which had its premiere there last April.

Philips' promotion of the disk aims at catching the momentum achieved by the Munich staging.

**From The Music Capitals of the World**

**AMSTERDAM**—The Rolling Stones will prob-ably start their European tour in Holland March 25. They will visit 12 countries in 30 days. "Hey Joe," debut single hit by Jimi Hendrix, has hit the top 40 here. Hendrix was due to star on Dutch TV on Friday (3), and is due to appear on German TV next week.

**BRUSSELS**—Mireille Mathieu appears at the Antwerpen Brussels, from March 13 to 16. With Beechwood has the world rights of the famous "Inch Alleh," "Je Veux Offrir," "Pascal Langer," "Belle voix jeune." The four songs were recorded during the joint appear-ance at the Olympia Theatre, Paris. Oscar Saftel has already recorded instrumental versions of the four titles. The LP "Adamo-Paris-Musica-67" is a big seller in Belgium and "Inch Alleh is top of the English Holland record charts. Charles Aznavour visits Belgium this month for performances at An-vers, Liège, and Charleroi.

**LONDON**—Frank Field, the Seekers and Tom Jones have been set to top succes- sions for Teldec in Britain, and May at the London Palladium CCGC's new head of the CCM Richard and Shadows promotion, "Chelsea,-" Ken Dodd heads the show that takes over at this top London venue June 2. Eddie Kassner, Teldec's London manager, the Equals, on an eight-day tour in England, and President label has scored its first UK chart entry with the single "I'm Gonna Tell Me Goodbye." Brian Ep-pham is here, the Dalthans, have re-cords single, "I'm Working Barrington Boy," for rival manager, Larry Page's label, Page One. ..EMI has scheduled two more Teldec LP's on its Melody label, through its ABC Records pact. Both recorded titles are switched to other labels.—Bob and Ted Turner's Tin Hooked, has switched for Ray Charler's Tangerine label before he moved to Mercury. Georgia Fants was recorded for Ray Charler's Tangerine label by Army at London's Festival Hall March 6 for a CBS album to fol-lo his debut LP which he com-pletes.

EMI is cutting back its singles schedule to one LP release each week. In some recent weeks, the company has issued as many as 35 singles. Derek Lawrence and Peter Eden have been signed to produce records for the company. UK manufacturers produced 3,590,000 records in November.

**Latest government statistics reveal.**

This was a drop of 19 percent on the output in November 1965. Al-though production rose slightly, 485 output tumbled 31 percent. Adequate domestic production of 76% (for export only). How-However, total exports were up 14 percent and accounted for 17 percent of manufacturers sales. The com-panies sales in November were down 12 percent. The En-terprise group sold 444,201 LP's, a drop of 10.6% in 1965. It-

**BOB McGRATH**—Nippon-Columbia artist, signs autographs for young fans during his recent trip to Tokyo. McGrath returns to Japan in June.

**Sacramento receives a gold record for more than 50,000 copies sold of her single, "Born A Woman," from Mort Nasatir, president of MGM Records, who presented the award for Quality Records, MGM's Canadian distributor.

**THE RED CARPET TREATMENT** is extended by representatives of Fabrice de Discos Rosenblit Ltda. to the David Kapps upon arrival in Rio. From left is Romeo Nunes, Jona Silva, Zelia Carrera and the Kapps.

**MARCH 4, 1967, BILLBOARD**
Breaking the Sound Barrier

JAMES BROWN'S
SENSATIONAL NEW SINGLE RELEASE
KANSAS CITY
KING 6086

KING RECORDS, INC. 1540 BREWSTER AVENUE, CINCINNATI, OHIO
'Lara's Theme' Enraptures Europe

The first single version was by Al Korvin (GTA), and was released in May 1966. September 1966 saw Bob Mitchell (RITF) and the MGM Singing Strings (MGM-Record), and a duet comprising Mifalo Cavali, Orietta Bertell Porti (Dolce). Coming in January 1967 were Pierre-Pili Rota (PCE), Santi Latorre (Durium), and Luigi Aber Parigi (Santone). Further versions are not known.

Lara’s theme is constantly played on air in public places and high performing live income is forecast. It is particularly successful “Un Homme et Une Femme” which had already been recorded by various artists.

More recently multi-recorded is Charles Chaplin’s “This My Song” theme from “Countess of Hong Kong.” So far, this is available in 13 versions, including eight recorded here.

**Note:** The international news reports are from various sources and may contain inaccuracies or outdated information. Always verify the details with official records or reputable sources.
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State of Ohio—3% tax
New York City—5% tax
State of Mass.—3% tax
State of N.Y.—5% tax
(outside N.Y.)
AUSTRALIA

This Last Week
1 - I'M A BELIEVER-The Monkees
2 - GREEN COME GRASS OF HOME (Dorcus)
3 - SNOOPY VS THE RED BARON-Monkees (RCA)
4 - IT'S MY MIND-Years Before
5 - BIG TIME OPERATOR-The Young Blokes
6 - WHAT AM I DOING HERE? (Immortal)
7 - COME CELEBRATION-Bobby Darin (Columbia)
8 - YELLOW SUNSHINE-Dawn Era (Eastern)
9 - WILLIAM (II)-The Sportsmen (Columbia)/Collaborators
10 - I'M NOT A GIANT-Kate (the RCA)

BRITAIN

This Last Week
1 - THIS IS MY SONG-Paul McCartney/Elvis Presley
2 - CLARKS-Burlington (RCA)
3 - I'M A BELIEVER-Monkees (RCA)/Columbia
4 - HARRY'S HERE-Ash (EMI-
5 - PENNY LANE-Bands of Liverpool (EMI-Angels)
6 - I CAN'T DO ANYTHING WITHOUT YOU-George Michael (Polydor)
7 - PEEK A BOO-New Seekers (Fontana)
8 - SUGAR TOWN-Nancy Sinatra
9 - EVERYTHING'S FREE-The Fool (CBS)
10 - I WON'T COME IN WHILE THERE'S ANYONE IN-Johnny Logan

IRELAND

This Last Week
1 - I'M A BELIEVER-Monkees
2 - DON THOMAS-Various Artists (Cape)
3 - I'VE BEEN A BAD BAD MAN-Mick Reid
4 - COUNTRY ROAD-Carpet
5 - JENNY-Oliver (B.33)
6 - NIGHT OF THE FEAR-Geoff Capes
7 - GENTLE MOTHER-Big Tom
8 - ROYAL FAMILY-Mick Jagger
9 - RAIN DROP, RAIN DROP-Phil Leeds (Sonic Youth)
10 - GIMME SOME LOVIN'-The Spencer Davis Group

FINLAND

This Last Week
1 - I'M A BELIEVER-The Monkees
2 - LITTLE MIRRORS-Mike & Cas (Parlophone)
3 - THE NORTH STAR-Various Artists
4 - I'M A BELIEVER-The Monkees
5 - THE VERY BEST OF-Tom Jones (Decca)

NEW ZEALAND

This Last Week
1 - I'M A BELIEVER-The Monkees
2 - COME CELEBRATION-Bobby Darin
3 - THE TRAVELLING MAN-Neil Young
4 - RAIN DROP, RAIN DROP-Phil Leeds (Sonic Youth)
5 - JULY 7-Various Artists
6 - I'M A BELIEVER-The Monkees
7 - I WANT TO TELL YOU-Elvis Presley
8 - I'M A BELIEVER-The Monkees
9 - I'M NOT A GIANT-Kate
10 - I'M A BELIEVER-The Monkees

PHILIPPINES

This Last Week
1 - I'M A BELIEVER-The Monkees
2 - LITTLE MIRRORS-Mike & Cas (Parlophone)
3 - WHITEHAIRED GARLIC-Imperial (RCA)
4 - I'M A BELIEVER-The Monkees
5 - THE NORTH STAR-Various Artists
6 - I'M A BELIEVER-The Monkees
7 - I WANT TO TELL YOU-Elvis Presley
8 - I'M A BELIEVER-The Monkees
9 - I'M NOT A GIANT-Kate
10 - I'M A BELIEVER-The Monkees

SOUTH AFRICA

This Last Week
1 - I'M A BELIEVER-The Monkees
2 - COME CELEBRATION-Bobby Darin
3 - RAIN DROP, RAIN DROP-Phil Leeds (Sonic Youth)
4 - THE TRAIN ROULETTE-Slade
5 - I WANT TO TELL YOU-Elvis Presley
6 - SUGAR TOWN-Nancy Sinatra
7 - BAD BAD GIRLS-Leslie Olsen (RCA)
8 - I'M A BELIEVER-The Monkees
9 - I'M NOT A GIANT-Kate
10 - I'M A BELIEVER-The Monkees

From The Music Capitals of the World

The flamingo has augmented their set with three girls who are known as the flamingolettes. The flamingo Records has acquired the soundtracks for the films of this week, "Sweet Love Biters." E. B. Marks is publishing the songs written by Max Weisler. The Monkees' new album has been released on a Capitol in the U.S. with George H. Ross as president.

MIKE GOSS

Rican label, recently signed several artists: Dangrel, Chapaesue and as its recording group. Abnak has recently acquired a recording compact, Netherlands, and hailed an impressive tour. New York-based label Monkees awarded a gold record to their recording of "Puff The Magic Dragon". Rodriguez signed with San Jeromino-Hillsfor's Western Union, for a new single. Rodriguez's production, launched in the U.S. and Japan, has been picked up by Deutsche Vogue for release internationally. The single was released in the U.S. on March 4, and is recording material for two new albums and a London tour. The following sessions, they'll tour England and Europe. The Four Tops scored a second single, "SUGARling" to go with their first, "I Want You Now." Tunes from the Eddy Mitchell show at the Olympia Theatre in London have been filmed for TV... Michel Polnareff, appearing at the Eddy Mitchell show at the Olympia Theatre in London, and with his first single, "I Want You Now." The Four Tops scored a second single, "SUGARling" to go with their first, "I Want You Now." Tunes from the Eddy Mitchell show at the Olympia Theatre in London have been filmed for TV... Michel Polnareff, appearing at the Eddy Mitchell show at the Olympia Theatre in London, and with his first single, "I Want You Now."
MARCH 4, 1967, BILLBOARD
### Classified Mart

#### Employment Section

**HELP WANTED**

- **ATTENTION: JOYNEEAN SHOP MANAGERS**
- **Student with experience handling the public is sought to staff our shop.**
- **Terms and conditions:**
  - Must be available Monday through Friday, 9 a.m. to 5 p.m.
  - Experience with handling public and high-energy environment
  - Competitive salary

- **PRODUCTION MANAGER WANTED FOR ELECTRONICS COMPANY**
- **Requirements:**
  - Experience in electronics production
  - Knowledge of assembly and testing processes
  - Strong leadership and management skills

- **RECORD SHOP MANAGERS AND MANUFACTURERS**
- **Responsibilities:**
  - Managing record stores
  - Manufacturing records
  - **Requirements:**
  - Experience in record distribution
  - Knowledge of audio engineering

- **SALESMAN WANTED TO SELL NEW AND REFURBISHED ELECTRONICS MANUFACTURERS' HANDMADE DJS, VARIOUS MODELS.**
- **Responsibilities:**
  - Selling new and refurbished electronics
  - Handling customer inquiries
  - **Requirements:**
  - Experience in sales and customer service
  - Knowledge of electronics

- **POSITION WANTED**
- **EXPERIENCED RECORD SELLER WANTED TO MANAGE RECORD STORE.**
- **Responsibilities:**
  - Managing record store
  - Handling customer inquiries
  - **Requirements:**
  - Experience in record selling
  - Knowledge of music

- **INFORMATION SERVICES**
- **INFORMATION SERVICES MANAGER**
- **Responsibilities:**
  - Managing information services
  - Handling customer inquiries
  - **Requirements:**
  - Experience in information services
  - Knowledge of technology

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<td>AD: 35¢/word, minimum $5. First line free at all sizes.</td>
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<td>$2.00 each additional inch in same size, $15.00 maximum.</td>
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<td>5 consecutive insertions, noncontinuous, nonhaggleable. 3% discount; 6 insertions, 10% discount; 12 consecutive insertions, 15% discount.</td>
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- **CLOSING DATE:** 5:00 p.m., Tuesday, 15 days prior to date of issue.
- **BOX NUMBER:** $50 service charge per insertion, payable in advance, also allows 10 additional words (at $6 per word) for box number and address.

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- **International Exchange**
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- **INTERNATIONAL RATE:** $1.00 per line. Minimum: 4 lines per insertion.
- **DISPLAY AD:** $13.25 per line. Minimum: 1 line. Each frequency discount as above applies.

### Promotional Services

- **PAYMENT MUST ACCOMPANY ALL ORDERS**

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### Majors to Exhibit at Two Shows

- **Continued from page 57**

  **CALIFONE-Robertino Electronics**
  - Div.
  - 200 Division Service, PO Box 76, Cleveland, Ohio 44104.
  - **Distributors:**
    - **DISTRIBUTOR ARRANGED**
    - **DISTRIBUTION ARRANGED**
    - **RETAIL AGENT CONTACTS**
    - **MANUFACTURER CONTACTS**
    - **RETAILER CONTACTS**
    - **RETAILER MANUFACTURER PUBLICITY**
    - **RECORD PRESSING**

- **INTERNATIONAL EXCHANGE**
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- **PAYMENT MUST ACCOMPANY ALL ORDERS**
Bally to Manufacture Vendors Again

Prohibition: Can It Happen?

By S. JOHN INSALATA

There is a certain thing as a new "old" problem, coin machine industry and product prohibition is a current example. Most readers will associate the word "prohibition" with a national law forbidding sale of alcoholic beverages. The word conjures up visions of bootlegging, the speakeasy andahlilikage of alcohol. But to the coin machine industry today it should mean something quite different, something quite modern, quite threatening. "Prohibition" to today's operator should mean the ousting or great re-estration of certain types of coin-activated equipment and/or merchandise or services dispensed thereby.

One of the industry's most vital segments, cigarette vending, was threatened several years ago with prohibition and only an original, effective program of self-regulation prevented loss of this revenue through action by distressed legislative bodies. That program of self-regulation was conceived by a small group of Minnesota vending operators, having been foreshadowed by practices of individual Chicago cigarette vending firms. I had what I consider to have been the signal honor of being the first person to reduce the idea and (Continued on page 72)

N. Carolina May Get Tax Help

By LAMAR GUNTER

FAYETTEVILLE, N. C. — Seem High, former North Carolina Revenue Commissioner and now a member of the State General Assembly, told the North Carolina Coin Operators Association here last week that but for a few exceptions, he will seek to abolish privilege license taxes. If successful, the big High would abolish the State privilege licenses coin operators and many other business people pay. High said the privilege license taxes are expensive to collect, have a high nuisance value and are punitive in nature.

He said they raised only $6 to $7 million each year from the current budget and that in a recent budget of $1.7 billion "that's a drop in the bucket."

Professional Men

High said his bill would retain the license provision for lawyers such as himself, doctors, certified public accountants and other professional men and perhaps even raise it from $25 to $50. He said the increase would bring in an additional $350,000.

His bill also would retain the State licensing provision for companies dealing in installment paper. He said this provision raises about $800,000 a year.

High told his listeners that if the State did drop the State privilege licenses they have to pay, "they'll get it in State in-come taxes or some other way."

However, he said his license would be a commission of revenue, the State raising more in the schedule of privilege license taxes than any other tax levied in North Carolina.

Calif. Operators Resigned To Reagan's Tax Increase

LOS ANGELES — California operators feel that any chance to reduce or eliminate an 8-cent a-pack State cigarette tax seems to have vanished.

Gov. Ronald Reagan's cigarette tax program hit a last-minute snag in the Legislature but only because of technicalities surrounding the levy. Operators here and in Northern California are resigned to the increase, and all that remains to be decided is whether or not operators will increase the price of machine cigarettes to the consumer.

A spokesman for the governor (Continued on page 72)

Can Dispenser Coming First; Dave Howle Heading Up Sales

BY RAY BRACK

CHICAGO—Bally Manufacturing Co., one of the oldest makers of coin machines in the world, is resuming the manufacture of vending equipment.

The company, which during its 35-year history has innovated with virtually every type of coin-activated machine now in general operation, will shortly introduce a new can vendor.

Vending sales veteran Dave Howle has returned to Bally to direct sales of the new unit. Howle was formerly with the staff of the firm's vending division, Bally Vending Corp. His most recent connections in the coin machine business were with Rock-Ola Mfg. Corp., where he was sales vice-president, leaving late in 1965, and with Avenco, where he was manager, handling accounts.

Bally has been out of the vending business since 1962. The Seeburg Corp. acquired the highly regarded Bally Vending Corp., coffee machine for $3 million in 1961 and Rock-Ola bought the Bally, electronic, coin-operated vending machine rights in 1962.

Distribution plans for the new Bally vendor will soon be announced. Observations should be made that the competitor who should Bally retain traditional coin machine distribution — which is being forced on the trend toward operation-amal-iatrics of all types of coin-operated equipment (vendors operating jukeboxes and games).

MOA Backing School Push

CHICAGO—In a recent meeting with Music Operators of America and other industry officials here, "trade school professors" Jack Moran and colleague Ronald Monroe Marks received support in a last ditch effort to salvage federal funding for coin machine technical training.

Moran in lengthy negotiations over the past several months has cleared the way for plans "so that a national framework, both for the coin machine mechanism and resulting appropriation of funds on a national basis for his training."

The remaining obstacle: statements of manpower need from operators throughout the country. These statements, officials said, will be made with State Employment Service officials.

And the statements are needed soon, Moran was told, because the funding period will end in a month.

Moran appealed to the MOA for assistance in alerting opera-tors to the need for participating in their local Employment Service offices, and MOA responded by alerting by mail all member dis-tributors, who will in turn contact operators.

Trade school funding on a national basis would for the first time define the "coin machine mechanism" as a bona fide labor category and eliminate the manpower training funds at the State level.

Bally in Minn.

MINNEAPOLIS—Bally Manu-facturing Co. announced last week that Sander Vending here will be the coin machine manufacturer's area distributor. Sander now handles Wurlitzer jukeboxes, Valley pool tables, Strohmeier cigarette machines and Automatic Products vending equipment. "All of us at Bally welcome Irv and Warren and our Sander to the Bally brigade," Calamari said.

NCCTA SECRETARY JULIUS NELSON (left photo) addressed the North Carolina Coin Operators Association members during recent meeting in Fayetteville. President David Smith takes the rostrum in photo at right.

March 4, 1967, Billboard
Third Annual Bulk Vending Industry Survey, Cont.

MOA Board in Big Meet

(Continued from page 69)

of continued jube box royalty exemption. Some visits take the form of small groups of operators presenting their views in short groups of operators presenting their views in short informal chats mainly not longer than 15 minutes. The visits are in each case confirmed well in advance by telephone or mail.

In some cases, MOA staff will meet with their lawmakers in the evening or afternoon.

At 1 p.m., the MOA board meeting was officially called to order in the Stater Hilton's New York Room. MOA president, James F. Tolsiano, will open the session with a presentation of his ambitious plans and hope for progress in the association. The Vice-President Les Montooth, a member of the insurance committee, will report on the organization's insurance program. Secretary William Can-

non, reporting on the progress of the committee on record keeping, and record programming.

MOA's annual meeting will be held during the annual convention and trade show. There will be a banquet at the Stater Hilton.

The annual meeting will consist of a review of the previous year's activities and the organization's current efforts to enlist one-top members. The day-long session will start at 11 a.m. and end about 3 p.m.

New Site for Rake

PHILADELPHIA — Rake Coin Machine Exchange, distributor of the Gamepro Coin Machine, bulk vending equipment and other bulk vending supplies, has moved into the new 233 Spring Garden Street building.

Rake Coin Machine Exchange, a co-owner of the firm, said that the move was made necessary in order to accommodate the expansion of business.

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Cigaret Tax—A National Survey

Part Two:

CHICAGO—We began last week a run-down by State, by State, of the cigarette tax load on the federation of the United States. The Federal tobacco excise grossed $2.1 billion last year, 96 per cent of which came in from the retail-trade side of the business. The State cigarette tax levies amounted to $1.6 billion.

Some $65 million resulted from local cigarette taxes last year.

We shall report on the current rates in each State (see Billboard, Feb. 25, for data on Alabama through Maryland).

NEBRASKA has an 8-cent-per-pack cigarette rate and no sales tax. The State Legislature is reported on the point of raising the packing tax,

New Hampshire, collecting its cigarette levy at 32 per cent of retail price, gets 4.5 cents per pack, and 2 cents per dollar sales tax adds another cent per pack. The average pack price is 30.2 cents, and the State levies 26.4 cents per pack. New Hampshire is the state with the highest local levies in the country.

NEW JERSEY is one of three States getting 11 cents on its cigarette tax. The average price per pack is 25.6 cents, and 47.2 cents per cent of this figure is tax.

NEW MEXICO gets 8 cents per pack in tax plus another penny per pack from a 3 per cent sales tax. The average pack price is 31.5 cents, and 11.8 per cent is tax.

NEW YORK, where a bootlegging problem has existed over the last year, has a 10-cent-per-pack tax rate. The average price per pack in New York State is 43.3 cents.

Some New York municipalities tack an additional 7.5 cents.

NORTH CAROLINA has no cigarette tax, but a 3 per cent sales tax adds a penny per pack to the price. The average price per pack in North Carolina is 24.4 cents.

NORTH DAKOTA has an 8-cent-per-pack cigarette tax. The per-pack average price in North Dakota is 30.5 cents.

OHIO, with a 6-cent-per-pack tax, makes 53.6 cents per pack.

OKLAHOMA levies 8 cents per pack of cigarettes sold in the State, which makes 27.6 cents, of which 21.2 is sales tax.

OREGON gives a 4-cent-per-pack tax. The average price per pack in Oregon is 37.9 cents, and 21.2 per cent is tax.

PENNSYLVANIA has an 8-cent-per-pack rate. The average price per pack is 43.3 cents.

RHODE ISLAND gets 8 cents from every pack of cigarettes sold in the State, and 2 cents per dollar sales tax adds another cent per pack. The average pack price is 30.2 cents.

SOUTH CAROLINA collects 7 cents per pack and a 2 per cent sales tax adds another cent per pack. The average pack price is 32.3 cents, and 26.9 per cent is tax.

SOUTH DAKOTA has an 8-cent-per-pack tax on cigarettes. Of the 31.3 cents average pack price, 5.5 cents is tax.

TENNESSEE levies a 7-cent-per-pack tax, and individual municipalities collect additional varying sums. The average price per pack is 31.9 cents, of which 50.7 per cent is tax.

TEXAS is one of the three States collecting an 11-cent-per-pack tax. The average price per pack is 34.4 cents, fourth highest in the country. Of this price, 55.2 per cent is made up of tax.

UTAH is an 8-cent State. A 3 per cent sales tax adds another penny to the per-pack price. Average price per pack is 31.5 cents, of which 50.8 per cent is tax.

VERMONT has a 10-cent-per-pack cigarette tax, but its per-pack average price is held at 31.4 cents. Of this, 56.6 per cent is tax, the highest such percentage in the country. There isn’t much profit percentage in cigarettes in Vermont.

VIRGINIA, birthplace of the tobacco industry, levies on the 8-cent-per-pack federal and 2.5-cents per pack sales tax adds another penny to the price. The average price per pack is 35.5 cents. Of this, 49.7 per cent is tax. Several Virginia municipalities tax additional levies on the 8-cent-per-pack federal and 2.5-cent-per-pack sales tax.

WASHINGTON, with its 11-cent-per-pack cigarette tax, rate, shares the distinction with New Jersey and Texas of having the highest levy. A 4.2 per cent sales tax adds another cent to the per-pack price, which average, is 35 cents. Of this, 54.3 per cent is tax.

WEST VIRGINIA’s rate brings it into the top tier. The average price per pack is 34.6 cents, of which 47.5 per cent is tax.

WISCONSIN is one of four States collecting 10 cents per pack cigarette tax. The per-price per pack is 32.8 cents, of which 54.9 per cent is tax.

WYOMING collects 4 cents per pack on cigarettes. The average price per pack is 37.4 cents, of which 50.8 per cent is tax.

The national weighted retail price per pack averaged in the U.S., as of Nov. 1, 1965, was 30.5 cents. State and federal taxes made up 16 cents, or 52.8 per cent of the average price.

The trouble was compounded, says McDaniels, when he re- ceived a standard, unexpired car license in order to be able to deliver cigarettes directly to the Federal Reserve Office. "Under such an arrangement," he said, "we would still be doing business through the banks, but would eliminate the unloading of the packages at the bank and would be able to deliver the packages to the per-son until someone else picks it up for delivery to the Federal Reserve Office.

"However," said McDaniels, "we did not know how to charge this cost—and necessary—step, I was told by the Federal Reserve Office that we were equipped to deal only with banks. Furthermore, they con- cluded that there was no real penny overage in the area and that we had continually having pennies shipped up to Seattle from San Francisco.

"The whole thing is quite unfortunate," said McDaniels, "and it raises several important questions. Who is the coin manufacturing industry to react when banks begin to charge for handling costs? Who are the companies that the Federal Reserve would not have to pay the taxpayers' money for which they demand?" The Federal Reserve Office then refused to deal with the banks, but instead with the Federal Reserve.

"Finally," he said, "we wrote a letter to the Federal Reserve Office to inform it that we were able to get regular supplies of pennies from vendors, and that the Federal Reserve would not have to pay the taxpayers' money for which they demand. And as far as we know, so far, they have refused to talk about it.

"I, finally, if we were to get regular supplies of pennies from vendors, and the Federal Reserve did not have to pay taxpayers' money for which we demand. And as far as we know, so far, they have refused to talk about it.

Bally Back in Vending

Phenomenally successful counter game called "Ballyhoo" is an un-argued coinage of coin-operated amusement games of all types have been, and currently are being, introduced and distributed nationally.

Mooney, a friend of inven- tion, opened the door to diversi- fication early in the company's history. In 1938 Bally intro- duced popcorn and beverage vending machines. These were turned to market automatic merchandising machines until the war broke out.

After the war in 1947, Bally brought out a highly effective cold-drink vending machine. This was followed by a hot-and-cold cup beverage vending machine, the Beverage Bar, priced at $1,095.

MAMA, the name of the company, director of Tom Hungerford said last week that he had heard Bally was re- entering the vending machine business, and that MAMA would welcome it with open arms.

"The whole situation has changed," Hungerford said. "All that's required of a manufacturer now is that they be engaged in the manufacture of machines and that they be a firm of excellent repute in their own community.

Hungerford said that he was sure that Bally, as do most vending machine manufacturers, would work closely with the NAMA.
Prohibition: Can It Happen?

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Say You Saw It in Billboard

UJA Accolade For Gil Sonin

NEW YORK — Gil Sonin was presented with a United Jewish Appeal plaque Tuesday (Feb. 14) for his efforts as chairman of the 1967 Coin Division drive for the UJA. Sonin is also chairman of the 1967 UJA Coin Division drive. Ben Chizelos was given an award of appreciation from the UJA. Al Denver, president of Music Operators of New York, made both presentations.

Bill Kobler and Sam Morrison were named to head up the raffle committee for the annual dinner set for June at the Statler Hilton Hotel here. The next meeting will be held March 1.

practices of those self-regulation pioneers to writing.
This proposal was later turned into the national vendoing public relations effort known as Operation Alert.

Today the same kind of foresight and self-control are needed as urgently. Here are some of the reasons:

CIGARETTE PROHIBITION TALK MAY BE REVIVED.
In almost cycle fashion, vigorous attempts are made to prohibit the sale of cigarettes and generally and cigarette vending in particular, appear every few years. Each time the efforts become better and better organized, however, the cigarette controversy is not settled. It could be broken out again with the same consequences as those faced by the industry during the early 1960's.

PROHIBITION CAN SPREAD. Cigarette vending is not the only form of coin machine operation which is now being threatened with prohibition. Cough drop and insurance vending, amusement game, and slot machines, and many types of drug vending have been either prohibited or threatened with prohibition in recent years.

The existence of these little-known prohibitions creates a situation in which no form of coin machine operation is really safe—once the precedent has been set.

PROHIBITION CAN BE PRIVATE. Few businesses realize that private agencies such as hospital, college and public school administrations can prohibit coin machine operation as effectively as can any city council or State Legislature.

Candy, soft drink and cigaret vending and music and game operation, in recent years, have suffered setbacks in isolated instances. Schools have suspended candy vending, and colleges and hospitals have removed or restricted cigaret vending in moves which have received considerable publicity.

PROHIBITIONS HAVE BEEN UNOPPOSED. Since properly pinpointed segments such as drug and insurance vending are outside the main areas of everyday vending operation, laws restricting, burdening or prohibiting these forms of vending have been enacted with little opposition. Most of these prohibitions were well supported by organized and favored lobbying groups, often basing their pitch on good motives. The net result has been a broadening of the base of coin machine prohibition.

You Can Do

Keep your ear to the ground. Try to keep up with developments outside the industry. Follow the general news enough to be able to tell when a general trend in society could have damaging results or ones for your business. Try to follow these trends and piece two and two together, and, incidentally, read Billboard regularly.

Develop a Warning System. The old adage that coin machine people have drummed into their ears until it has become almost meaningless, "know your legislator" is still good advice. One of the best protection against prohibitions is to be able to prove knowledge of the measure long before it passes.

Know Your Weak Points. Be honest with yourself. Know where your practices may be in conflict or could, by some interpretation, be interpreted as being in conflict with laws, administrative regulations, or similar laws to local or national laws. In other words, know where you are vulnerable.

Know What Is Prohibited. More than any other type of coin machine legislation, prohibition proposals are misunderstood. Bills or ordinances which merely restrict coin machine operation are misrepresented as complete bans. Often prohibition proposals are characterized as confounding language. One of the most commonly heard statements from those who propose prohibitions is: "Oh, that isn't what we intended at all." Sometimes suggested laws which are very general in nature provide for a ban of certain types of coin-operated machines. This must be checked very carefully before the bugs are blown and forces raised for a fight against the proposal.

Know Why the Prohibition Is Sought. It is extremely important to determine an answer to the question of why the prohibition is sought. Is this another "anti-saloon league" measure, or is it something designed and backed by skilled politicians who have a specific purpose and look to the purpose behind prohibition will give that lead as to where to go and what to do in self-defense.

Co-operation vs. Opposition. A decision which must be made is whether the general posture of the industry group will be one of cooperation or opposition. A common mistake is to admit too much and to frighten too quickly. Unwise or impossible to be opposed, not just because of the impact of the prohibition on your business or town but because of the potential harm it will do to the industry all across the nation.

However, the point should be strongly made that almost any effective handling of a prohibition proposal involves some sort of co-operation with public officials at some level.

Modified Prohibition A New Threat

If there is a new wrinkle in the coin machine prohibition field, it is what is called the modified prohibition. Legal precedents are set by establishing the "small" ones and the noncontro- versial or less controversial ones first. The newer Carrie Nations and "anti-saloon leagues" bite off a little legislation at a time, laying a firm and sturdy foundation of favorable public opinion, as well as court and legislative precedent, before attempting the ultimate in the campaign. One is reminded of the inescapable old saying: "What this nation needs is fewer do-gooders and more good-doers.

HOUR RESTRICTIONS AND REMOTE CONTROL. Examples of modified prohibition faced by coin machine operators are bans on coin-operated music machines during given hours of the day or night, the growing suggestion by more and more cities of limiting coin vending machines and coin vending machines be operated by means of remote control.

While on the subject of the movement to force the use of remote control devices, the closely related problem of theft of which is now being attended. Some city councils have developed the technique of suggesting that remote control devices be attached to coin vending machines and then suggesting that the per-machine license fees on the machines at the same time be increased, claiming that the added cost will pay for itself.

(Continued on page 32)
Prohibition: Can It Happen?

Continued from page 72

tion necessary to inspect the machines requires a sizable boost in the per-machine license fees or tax. But this remains a wish.

Since most of this analysis has discussed the prohibition problem in terms of its vending applications, it would be well to dwell a bit upon some other prohibition problems.

THE NOISE PROBLEM. Prohibitions on coin-operated machines are based upon the grounds that these machines are too noisy. This type of prohibition is especially dangerous because it can be enacted quickly and with considerable initial appeal and support at the city council level. These threats are recurring but are not often the result of an organized effort. In many cases it is a one-man movement with a single complaint. But even then, if not caught soon enough, it could cause problems for years to come.

THE CENSORSHIP PROBLEM. A new and serious problem which has begun to appear in the horizon is the problem of censorship. While stunts at censorship of jukeboxes were made in days past, to protect the public against "bad" records, it has been the advent of audio-visual machines which has brought the censorship problem slowly to the fore again. In at least one case we know, a coin-operated picture-machine has been closed down by public officials for censorship reasons. The fear of off-color records is, therefore, mixed with the fear of off-color films, possibly manufactured or imported by the industry's new dimension, audio-visual machines.

THE FREE-PLAY PROBLEM. Contusion still reigns despite many exemplary and clearly set out definitions of what is or isn't "free play." The Legitimate coin-operated machines, flipper games, etc., are from time to time closed down or seized by officials because of uncertainty in the law. A job of education needs to be done here. The idea is to get the public to understand the job of law enforcement officials and to the industry. It also represents an opportunity for unscrupulous political campaigns to gain public support for the industry's expense.

Both of these problems is which worth keeping in the background of your thinking on this problem of prohibition is that the "average" prohibition proposal, as it were, is very often less onerous than the typical tax proposal. A prohibition bill or ordinance is usually accompanied by a consent or arrest. And any rooted in a cause, no matter how ludicrous or, illogical, must be taken seriously.

Seeburg's Woodhull Passes On Some Phonograph Service Tips

By EARL PAIGE

CHICAGO—Component failure, mechanical misadjustments, errors on the part of an operator and the location customer's mistakes are the four broad categories that lead to jukebox-service problems, according to F. E. Woodhull, manager of technical training at Seeburg here.

Woodhull, whose department maintains an in-service training school here and from which emanates the extensive field engineering and training program across the U. S., specifically boils down these four categories down to their simplest form.

"The largest category is coin service system problems," he points out. "Next I would list selection system problems, then mechanical system problems which often has to do with record handling, and the final group is sound system trouble."

In detailing this broad outline of Woodhull is most emphatic in making it clear that he is discussing the problems involved in typical service calls on the route in the general terms.

Outlining coin system problems, Woodhull said: "If coins hang up in the drop or fall into the coin return cup it is probably one of four things. It can be a bent coin or someone might have tried a slug. It can be a dirty slug or a foreign object, or it, or it might be that the slug reector is not adjusted to a level position. The other possible cause might be the escaper tabule.

Another category within the coin service problem area Woodhull mentions is the one type of coin that falls completely through to the cashbox without giving a credit. "Here it can be the drop reector not being properly lined up with the coin switches. Another possibility is that the coin might "flap" and be a dirty coin which fails to close and it could be a defective associated credit device.

Where all coins fall through to the cashbox without giving credit Woodhull would point in two directions. "It would be a blown fuse or a blown lamping to the credit coils," he said, "or no common ground to the coin switches which could mean a bad condenser or a broken wire."

The remaining common problem in credit system trouble areas Woodhull said, is where too many selections are given for the amount of money deposited or where enough selections are credited. Again, Woodhull directed his attention to the two areas. "It can be one or more incorrect mechanical adjustments in the credit unit or dirty selector switches or selector switches going to market."

Selector System Problems

Often a service call results from some quite elementary factor as all too many jukebox mechanisms can attest. Woodhull mentions one in discussing the second largest category of service call problems—selection system failures. "This symptom is detected when the phonograph fails to play the record selected. It could be that the service switch was left in the wrong position," said Woodhull. "But other reasons could be dirty selector switches failing to close, or a voltage drop in the selection receiver because of a possible blown fuse and it can be one or more incorrect mechanical adjustments on the mechanism."

Another problem in the same category involves the phonograph playing the wrong selection or not playing a particular record, and once more, Woodhull looks to possible very obvious errors. "It can be that the logo is not properly aligned," he said. "Sometimes it can be an empty plate in the machine."

Mechanical and Sound

Seeking the more obvious and being receptive to any of several simple failures is a foataged effort in Lorenz to the machines, Woodhull continually stresses. Indicating the third category of service call problems, that is, mechanical system malfunctions, he said, "Most mechanism malfunctions are easy to see. They are visually apparent and most often due to one or more

CONTINUED ON PAGE 78
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<thead>
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<th>PIN BALLS — BOWLERS — ARCADE</th>
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Seattle Firm Plans Move

SEATTLE—Lou Choute, co-owner of Seattle Records One-Stop here, told Billboard last week that he is moving his firm to new and larger quarters in the first week of March. Choute said the reason for the move, is the need for more space, which has been caused by the rapid growth of our company.

Choute, who has been at his present 125 First Avenue location for the past four years, said potential new locations have been narrowed down to two sites. He indicated that the final choice will be made within two weeks and that at least one of the prospective locations is near Seattle's "record row.

"This is our second move in eight years of operations," said Choute. "In our first move we doubled our floor space from 2,500 to 5,000 square feet. Now, we will have about 10,000 square feet. It looks like we're doubling our business every four years.

Seattle Records One-Stop employs a total of 25 persons. In addition to the main office in downtown Seattle, the company has a branch office in Portland, Oregon, two in suburban Washington, and a mobile unit which makes weekly stops in various parts of the state.

New Vending and Arcade Idea Built Around Car Wash Units

By BRUCE WEBER

LOS ANGELES—With the advent of the compact, fully automated, single bay car washing and drying machine, capable of being converted to a fully automated coin operation, operators see an avenue opening for new rural locations.

The California Car Wash Systems, Inc., Sun Valley, Calif., developer of the new "Comb" push-button car washing machine, plans to promote its product in suburban-urban-town filling stations and shopping centers to take advantage of an area still untouched by the high-volume urban auto washers.

William Campos and Charles Lee, new coin operators in the Northern California area, visualize amusement machine and vending centers adjacent to the Combination car washes. The uniqueness of the coin-operated car for the two main Sherman-Clay music stores in Portland and Seattle. The company issues two weekly record sales sheets—one to operators and one to record retailers.

"The car wash location is ideal for the coin machine industry," Campos said, "because it often attracts the family trade." Lee said, "While the driver is looking at the vehicle, the rest of the family will take advantage of the other facilities.

Mary Waysan, vice-president, and David Fisher, president, of California Car Wash Systems, Inc., agree with Campos and Lee.

"The automatic, coin machine car wash will open up an untapped new market for automatic car washing equipment among service stations, particularly in small rural towns that cannot afford the equipment of modern, high-volume business."
Calif. Operators Resigned To Reagan’s Tax Increase

- Continued from page 69

said behind-the-scenes discussions are still under way on how much of the proposed cigarette levy will go to local government. The delay is a technical matter, the Reagan spokesman said, and should not be construed as anything else. Vending operators and the tobacco industry can expect the bill, period, he said.

All the governor’s office would say officially is that “difficulties have developed with the cigarette tax.”

One Proposal

Under one proposal, the present tax of 3 cents a pack would be raised to 5 cents. Some of the money would be returned to cities and counties to replace revenue from their present locally levied cigarette taxes. At least 19 cities in California levy such a tax. But cities with a tax bigger than the amount the administration wants to give back to them are questioning the proposal.

Criticism of Governor Reagan’s tax proposal was aired by Thomas L. Pitts, secretary-treasurer of the California Labor Federation, AFL-CIO.

“Cigarette and liquor taxes shift the disproportionate tax burden from upper-income families to lower,” Pitts said. The labor leader urged the governor to forge a cigarette and liquor levy and a State sales tax.

To offset publicity in favor of Reagan’s cigarette tax proposal, lobbyists against the increase have sent several legislators a copy of a report by William A. O’Flaherty, executive director of Tobacco Tax Council of Richmond, Va.

The report claims that Virginia cigarette sales would increase up to 73 per cent if the cigarette tax of 2½ cents a pack is eliminated.

O’Flaherty said in his report that since 1960, when Virginia imposed the tax, the State economy has lost cigarette sales amounting to $51 million.

North Carolina is the only State without a tax on cigarettes.

Bay City Lifts Billiard Ban

BAY CITY, Mich.—Pressure from this city’s operators of family-type billiard halls has resulted in a change in a city ordinance banning minors from billiard rooms.

New wording of a section of Chapter 33 of the Bay City Code of Ordinances permits attendance by minors in billiard establishments not serving liquor.

Many of the city’s family-type billiard lounges utilize coin-operated tables in lieu of having an attendant on the premises at all times.

Draco Picked

DENVER—Draco Sales Co., which has been appointed distributor for Chicago Coin amusement games in its territory, the appointment gives the Chicago manufacturer two distributors covering this area, the other being Mountain Distributor Co., also of Denver.

London Bows Foosball at Miami Show

MIAMI—Foosball Match, the coin-operated miniaturized soccer game that has been catching on with operators throughout many areas of the country, will be introduced here at London Distributing Co. March 7. In making the announcement of the special showing to begin at 7 p.m. president Perry London also disclosed that other showings will be scheduled at the company’s branch offices in Jacksonville, Tampa and Puerto Rico, in the near future.

London Distributing Co., which also has headquarters in Milwaukee, handles Seeburg’s complete line here, in addition to All Tech and United Amusement equipment. Charles Rosenblum, general manager of the office, announced that L. T. Patterson, president of Patterson International Corp., importer of Foosball, was on his way to operate the coin-operated equipment, will be here with Eugene J. Deutsch, regional sales manager.

MMI Moves Into Midwest Region

PALO ALTO, Calif.—In its third major expansion since last fall, Micro-Magnetic Industries, Inc., announced that it has opened a Midwest Customer Service Center and parts depot in Chicago at 1750 Wightwood Avenue, Factory-trained customer service and a complete parts supply department will be made available for all MMI dollar bill and coin changers. MMI opened a similar center in Los Angeles recently.
American Speedway...the first new game idea in 8 years... now being shipped nationwide

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

AMERICAN MACHINE & FOUNDRY CO.
WESTBURY, N.Y. 11590

New Equipment

Chicago Coin—Beatniks 2-Player

Spotlighted on the newest two-player flipper game introduced by Chicago Coin is on an original "action ring feature." The game, called Beatniks, is another in the series of flipper games resumed by this division of Chicago Dynamic Industries, Inc., last year. The action ring has a rollover button in the center, and, in the words of Chicago Coin's Ross Scheer, "creates a crazy-quilt pattern of play, so fast that the player will literally jump out of his shoes trying to keep up with the ball. The rollover button scores 100 points when numbers "1", "2" or "3" are illuminated. The same player may shoot again when the ball passes through the lighted, side rollovers. Replays are also achieved on high score and match number. The three individual coin chutes are now equipped with micro switches. Game available in free-play and add-a-ball models.

Rowe Service Schools Set

WHIPPANY, N.J.—Service training schools, which will include instruction for coin machine mechanics with limited experience, are being scheduled by Rowe Manufacturing at its factory here and in Grand Rapids, Mich. Director of field engineering James S. Abato announced six vending instruction sessions for the training center here and six music training seminars for Grand Rapids to be scheduled over the next several months.

Rowe distributors are handling reservations for the schools and Abato suggests that applications should be made as soon as possible with the 15-man limit for each session reached.

Men with limited experience will be welcomed to include air conditioning and heating. A basic course in schematic reading on the Model 270 candy vender and the Riviera cigarette machine is scheduled. Also, the 333 Changer mechanism and the Model 27 Candy vender will be included in the instruction program.

An April 24-28 session will be held for more experienced mechanics at the Whippany plant with emphasis on the Model 27 Candy vender and the Model 212 coffee machine. Older production models will be reviewed as well.

Instruction sessions devoted to juketoxes at Grand Rapids will be open to both operators and distributor personnel during two periods—Feb. 6-10 and April 5-7. These two sessions will be devoted primarily to the Music Merger of a 270.

A school scheduled at Grand Rapids for Feb. 27-March 3 will be limited to distributor personnel only and will delve into the Rowe dollar bill acceptor mechanism, the Phonovox and the solid-state amplifier.

Vending News Digest

* Continued from page 72 *

- Ships with frozen foods through New Jersey and California communities.
- Canton's Campus Hosts and Hospital Hosts Divisions, both benefiting from school and medical services growth explosions.
- The new Restaurant Management division, operating such locations as "Top of the Met" at Lincoln Center. Ten million dollars in sales are expected during the first half of 1967.
- All divisions of the company are operating at a profit, O'Malley said at the Feb. 21 meeting.

Cigarette Price Hike in Canada

MONTEREY—Increased price of flue-cured leaf tobacco and a 1 per cent increase in federal sales tax to 2.75 per cent were given as reasons behind a cigarette price hike by Imperial Tobacco Co. here. The present price of $1.53 per thousand cigarettes will be increased to $16.01 or a net increase of 48 cents per 1,000 cigarettes.

New Hampshire Study on Tax

CONCORD, N. H.—Republican legislative leaders here have engaged a Boston consulting firm to do a $20,000 study on the merits of a 2-cent-per-pack increase in cigarette taxes as requested in Gov. John W. Kings' biennial budget message. The lawyer group said an honest difference of opinion existed between their tax consultants, the tax commission and Governor King. The difference amounts to $3.5 million, they stated. The governor, who expects cigarette tax revenue to bring in $9 million, noted the State had a boom in tobacco and liquor revenues the past two years. Figures for the first seven months of the fiscal year show a gain of $621,999 in tobacco tax revenue.

Wometco Earnings at New High

MIAMI—Increased sales in all divisions, new acquisitions, cost cutting, effective budgeting and productivity gains in new facilities were cited as factors in a record $1.82 million for the year. The figures include the results of the acquisition of Wometco Enterprises, Inc., here during fiscal 1966. Sales last year rose 24.3 per cent to $49,600,000. This was the eighth consecutive yearly increase for the 42-year-old company that became publicly owned in 1959.

Say You Saw It in Billboard

"Batter Up!"

ATLANTA — Commercial Mechanisms, Inc. here, manufacturer of automatic baseball pitching devices under the trade-name "Blazer," has a coin-operated model suitable for commercial batting ranges and playground locations near "Little League" ball diamonds. Powered by a 110-volt electric motor, the unit holds 300 balls and can be adjusted for height and speed of pitch. Normal pricing is 10 balls for a dime.

Valley®

Here's why Valley's 6-pocket pool tables deliver more operator and player benefits.

1. Completely new trouble-free operating mechanism—ends down time because of ball retainers. Calls for operators, adds to player enjoyment of game because pool table is always in tip-top shape.
2. Revamped internal structure provides for faster ball return—speeds play; thereby increases collections.
3. Bolted rails—provides solid holding and lets players have faster and more accurate ball action.
4. Easily removable and lightweight ball viewer drawer—speeds entry to table's mechanism.
5. New color combinations of Burl Walnut and Goldtone Forntica. Covers entire table, including legs—enhances any location.
6. Locked in cue ball—ends borrowed balls; thereby saving operator frequent replacement costs.
7. Recessed Coin chute—separate from cash box.
8. Redesigned separate locked cash box—provides extra security for contents.
9. Four (4) popular 6-pocket models to choose from:
   - #178MT (76" x 45" x 31")
   - #181MT (88" x 56" x 31")
   - #195MT (93" x 53" x 31")
   - #101TM (101" x 56" x 31")

A Valley Exclusive

Another big reason for operators choosing Valley is that only Valley® has the 2¼" Magnetic Cue Ball... the only cue ball that always measures 2¼", the exact size of the other 15 balls. Magnetic Cue Ball hits balls "dead center" instead of above or below center. Hits cushion at proper height for greater accuracy. Players get more "english" and "draw" on the ball.

For information on Valley's 2¼" Magnetic Cue Ball... the innovation that's revolutionizing the coin-operated billiard industry, write or call.

332 Morton Street • Bay City, Michigan • Area Code 517 892-4556

MARCH 4, 1967, BILLBOARD
Woodhull Passes on Some Tips

Woodhull’s fourth category and he divides the approach to this area into three groups. "If it’s poor sound there are four things to investigate," he points out. "It can be worn records or a worn needle," and again pointing to an obvious area, "or the amplifier may be overloaded with remote speakers. The speakers can still be the problem if they are set up for more wattage than the rating on the amplifier or if it is not in any of these areas I would look for defective electronics in the amplifier itself." Low volume is another aspect of sound system problems. Woodhull directs attention at three possible trouble spots. "Again it could be defective electronics in the amplifier or CV speakers on the low impedance terminal," Still another, and again obvious, place to look, an improperly seated stylus, Woodhull explained. Finally, the problem of no sound at all but everything else in the jukebox appearing to function normally. Woodhull points to four things when he said, "It can be simply a blown fuse. Again I would suspect defective electronics in the amplifier but it could be two other things." He said, "It might be defective pickup leads or shorted speaker lines."

Chicago Coin's NEW
2-PLAYER
Beatniks

ACTION!

ACTION!

MORE ACTION!

New ACTION RING feature with
ROLLOVER BUTTON
SCORES 100 POINTS,
WHEN HIT

Possible to Score 500—600—700
or More Points with One Ball

- 4 THUMPER BUMPERS
  with Changing Score Values
- COMPLETING NAME "BEATNIKS"
  Scores 1 Replay — Carries
  Over from Game to Game
- 2 LOCKING GATES
  Bell Going Thru, When Hit,
 Adds Another Letter in Name
- 3 INDIVIDUAL COIN CHUTES
  5c—10c—25c
  Extra Large Cash Box with
  Individual Coin Separators

AUTOMATIC BALL LIFT
- Lift-Out Self-Locking Play Field...
  Brilliant "Long-Life Finish"
- Adjustable 3-5 Ball Play
- Stainless Steel Moulding and Trim
- Number Match

Coming Events

Feb. 26-28—Western Convention & Operators’ Spring Meeting, Century Plaza Hotel, Los Angeles, Calif. (Society of Automatic Music Operators Association, monthly meeting.)
Mar. 2—Los Angeles, Calif. (Society of Automatic Music Operators Association, monthly meeting.)
Mar. 4-5—National Automatic Merchandising Association, spring regional meeting, Sheraton Hotel, Chicago.
Mar. 4—Tri-County Vending Association of Youngstown, Ohio, regular monthly meeting, site to be announced.
Mar. 5—Columbus, Ohio, Coin Operators Association, regular monthly meeting, site to be picked.
Mar. 7—Music Operators of Conn., monthly meeting, 242 Trumbull St., Hartford.
Mar. 7—Summit County, Ohio Music Operators Association, regular monthly meeting, site to be announced.
Mar. 10-11—National Automatic Merchandising Association, spring regional meeting, Monteleone Hotel, New Orleans.
Mar. 11-12—California Automatic Vendors Council, annual meeting, Holiday Inn, Irvine Hotel, Palm Springs.
Mar. 17-18—National Automatic Merchandising Association, spring regional meeting, Terrace Hilton Hotel, Cincinnati.
Mar. 21—Amalgamated Music Operators Association of Miami, regular meeting, site to be announced.
Mar. 31-Apr. 1—National Automatic Merchandising Association, spring regional meeting, Claridge Hotel, Atlantic City.
Apr. 1-2—Coin-Operated Industries of Nebraska, regular meeting, Holiday Inn, Grand Island.
Apr. 2—Missouri Coin Machine Council, meeting, site to be named.
Apr. 5-6—National Vendors Association, annual convention & trade show, Monteleone Hotel, New Orleans.
Apr. 7-8—National Automatic Merchandising Association, spring regional meeting, Charleston Inn, Charleston, S. C.
Apr. 8-9—Wisconsin Automatic Merchandising Council, annual meeting, Bicker's Motel, Appleton.
Apr. 8-12—National Association of Tobacco Distributors, annual trade show and convention, New York City.
Apr. 12-15—National Automatic Merchandising Association, spring regional meeting, Sheraton Plaza Hotel, Boston.
Apr. 21-22—Illinois Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wis.
Apr. 23—Montana Music Operators Association, annual conference, Sheraton-Columbus Hotel, Columbus.
Apr. 29—Northwest Automatic Retailers Council, annual meeting, Sheraton-Motor Inn, Portland, Ore.
May 5-7—Pennsylvania Automatic Merchandising Council, meeting, Host Farm, Lancaster, Pa.
May 12-13—Ohio Automatic Merchandising Council, annual meeting, Sheraton-Columbus Hotel, Columbus.
May 19-21—North Carolina Vending Association, spring meeting, Claridge Hotel, Atlantic City.
May 20-21—Kansa Tobacco Council, annual meeting, Lassen Hotel, Wichita, Kansas.
May 21-25—National Restaurant Association, 48th annual convention, Navy Pier, Chicago.
May 27-31—National Confectioners Association, 80th Annual Convention, Chicago.
June 2—New York Automatic Vending Association and New York Bulk Vendors Association, joint meeting, Sagamore Hotel, Lake George.
June 16-19—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lacs Lake, Wis.
June 21-23—Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.

MARCH 4, 1967, BILLBOARD
SOUND AS BIG AS ALL OUTDOORS

SIX CONE RESPONSES DELIVER SPATIAL STEREOSONIC SOUND WHICH IN TURN DELIVERS ENCAPTURED LISTENERS AND CASH BOXES CRAMMED WITH COINS.

WURLITZER AMERICANA

Big in Sound...in Beauty
In Service-Saving Features