3M Shells Out 500G In Background Fees

By LEE ZITTO and PAUL ACKERMAN

NEW YORK—Publishers are receiving $500,000 from 3M for performance and mechanical fees covering use of music in the corporation's background music system for the six-month period ended Jan. 31, according to Roy Lindgren, 3M project manager of background music, who also stated the system is now being readied for the international market.

Since the inception of the background music project 18 months ago, publishers—many of whom made deals directly with 3M—have received to date a total of more than $1 million. These include among others: Shapiro- Bernstein, Southern Music, the Eastman Group, Frank Music, Criterion Music, Joy Music and Consolidated.

"The publishers," Lindgren stated, "are happy with the results of our growth." He added that the 3M system entails the principle of outright sale of equipment as compared with the leasing principles used by other background music firms. "Outright sales appeal to small businessmen who have never leased or used music before. Thus, this is a new market, and approximately 80 per cent of our business derives (Continued on page 8)"

Creators' New Revision Life

By MILDRED HALL

WASHINGTON — Some of the Washington music industry that are not entirely happy with the copyright revision bill as reported out of the Senate Judiciary Committee, saw a second chance in Sen. John L. McClellan's refusal to endorse all aspects of the bill, at opening of Senate Copyright Subcommittee hearings last week.

The subcommittee chairman (Continued on page 8)"
ELVIS' new Soundtrack E.P.

RCA VICTOR presents

ELVIS IN THE ORIGINAL SOUNDTRACK RECORDING FROM THE PARAMOUNT PICTURE

EASY COME, EASY GO
A HAL WALLIS PRODUCTION

EASY COME, EASY GO
THE LOVE MACHINE
YOGA IS AS YOGA DOES
YOU GOTTA STOP
SING YOU CHILDREN
I'LL TAKE LOVE

ASK FOR ELVIS' 1967 COMPLETE FULL COLOR CATALOG

Paramount Pictures
Presents

ELVIS PRESLEY
A HAL WALLIS PRODUCTION
EASY COME, EASY GO

Co-starring
DOUG MARSHALL
PAT PREST
HARRINGTON
SKIP FRANK
ELSA LANCASTER

Directed by
JOHN RICH
Written by
ALLAN WEISS and ANTHONY LAWRENCE

SIDE 1
EASY COME, EASY GO
THE LOVE MACHINE
YOGA IS AS YOGA DOES

SIDE 2
YOU GOTTA STOP
SING YOU CHILDREN
I'LL TAKE LOVE

now available at your RCA Victor Distributor
For Easter: Over a quarter million orders received on “How Great Thou Art” album.

RCA VICTOR
The most trusted name in sound
U.K. Mfrs. Set Peaks in Exports, LP Output; Offset Freeze, Taxes

LONDON—British manufacturers exported a record number of records in 1966. The output achieved an all-time high in album production, according to statistics compiled by the Ministry of Technology. Total output for the year was 84,570,000, a full million up on 1965’s figures. Brenner, sales were worth £57,038,000, an increase of 1 1/2 per cent, despite the wage “freeze” and higher purchase tax introduced by the government in July.

Exported in 1966 were £10,575,000 for manufacturers, a jump of 9 per cent over 1965, and according to Britain’s manufacturers, a record number of overseas buyers. Among factors contributing to the British export achievement were British Decca’s and the overseas success of Cilla Black and others, particularly in Scandinavia. Home sales were down 3 per cent to £59,645,000, the third highest total in the industry’s history and more than double 1959 production. The reason that the manufacturers have ventured to expect that sustain the new levels of turnover achieved during the “Mersey Boom.”

Among the top selling albums by per cent against a 17 per cent increase in the case of EMI’s, another example that the British market is moving steadily away from singles to albums, there is a more even distribution of sales. Additionally, the buying of singles below retail on the same dollar for dollar basis at similar prices to EP’s have cut into the sales of the record’s Cilla Black, they have poorer value for money ratio at only four tracks against the 12 on British budget records.

Kirshner & Col.-SG Collide—He Sues

NEW YORK — The long-brewing battle within the corporate family of Columbia Pictures-Screen Gems over the legal identity of the company’s trademark, “President,” for its records, home base for the Monkees’ disks, came to a head last week when the agency was ousted as president of Columbia on Feb. 27 and has filed a breach of contract suit in New York Federal Court.

Kirshner, who claims he was fired—damages totaling $35.5 million, which is based mainly on his alleged diminution of profit-sharing profits of the division’s disk division. Among the other claims, Kirshner, as president of the division, had a five-year contract to manage the division, a 1966, and provided for an annual salary of $35,000 against total possible compensation of the division’s pre-tax earnings.

The suit accused the Schnei- der, president of Columbia Pictures and Screen Gems; Bert Schneider, the president’s son and producer of the Monkees’ TV show, and executive vice-president of Screen Gems and a Columbia director, of conspiring to interfere with and terminate his contractual rights, to take over the division, and to obtain for Bert Schneider “a greater share of the record’s gross against the Monkees’ recordings.”

In answer to suit, the defendants who were at a COLUMBIA RECORDS meeting in Palm Beach, Calif., late last week said that, in the opinion of company lawyers, the legal action was totally without merit and the personal charges against the individuals in the complaint were wholly groundless.

It was further claimed that Kirshner’s contract relating to Colubms Records was made by Lee Jaffe and Jerome S. Hyams, executive vice-presidents of Columbia Pictures and Screen Gems, respectively, the executives with the responsibility for the supervision of the Colgems Records Division. Their decision was approved by the boards of Columbia Pictures and Screen Gems. We are confident that a court will agree that the actions of Columbia Pictures and Screen Gems were proper and that the corporation acted within its legal rights, and in the best interest of the stockholders.”

Despite the Colgems hassle, Edward Kirshner, Washington attorney representing Kirshner, said that Kirshner has the legal and financial strength of Columbia Pictures-Screen Gems Music, a separate division. Under the contract, which is said to run another nine years, Kirshner receives $70,000 a year against 991 per cent of the net profits before taxes.

In the meantime, Kirshner is said to have made a pre-tax profit of about $1,450,000 through February. The Monkees have had three singles which each topped the million mark and two albums which have sold more than three million copies. The Victor distributes and manufactures the Colgems product, and its deal with the Monkees, to Columbia Pictures-Screen Gems is for the Colgens di-

Columbia Pop Singles Are Kicking Up a Chart Storm

NEW YORK — Columbic Records is driving hard into the pop singles market. The company has nine records on Billboard’s Hot 100 chart this week, including two on its sub-

Q Q Label Formed By Nu-Mex Sound

ALBUQUERQUE, N.M. — Nu-Mex Sound, a custom recording studio here, has formed its own label, Q Q. The firm hopes to promote its native New Mexico talent. The label was released the LP “Vamos Albu-

GREENGRASS, BARTON IN FIRM

NEW YORK — Ben Barton and Ken Green have become partners in the ASCAP firm. First song pub-

MARCH 25, 1967, BILLBOARD
Acta on Calif.

Talent Search

LOS ANGELES—Acta's two executives, Kenny Myers and Morris Diamond, have begun a talent hunt in California. General manager Myers is scouting new acts in San Francisco and Diamond is acting hunting in San Diego. La Jolla and Tijuana. Mexico, for Myers, it's his first talent trip since joining the company as its national promotion manager.

The Dot Records subsidiary top 40 label is currently representing six major acts. Myers said, "I Don't Think You Know Me, Emporium." -s. New York, was bought from Chicago producer Bill Trouth and "Wonderful Day" by the Other Haro was bought from local producers Frank Levine and Larry Goldberg.

Stax-Volt Show Opens in London

LONDON—A gala charity opener of the European tour last Friday (17), the show was headlined with Otis Redding, Carla Thomas, Eddie Floyd, Sam & Dave, Albert Collins, Booker T. & the MG's, and the Mar-Keys. The show played London on Saturday (18) and Sunday (19) before moving on a SRO house at the A & R Oxford Theatre on Tuesday (21). The show was a series of one-nighters in major English cities, with performances at Leeds and Birmingham.

Toscanini is the only one to appear for the tour, appearing in concert on April 4; Stockholm, April 6; Copenhagen, April 7; the Hague, April 8; Amsterdam, April 9; and a final concert on April 10. Among such acts are Stax-Volt and Atlantic Records executives traveling to London for the tour are Jim Stewart, Stax-Volt pres- ident; Al Bell, promotion chief; Jester West, Atlantic executive vice-president; Tom Dowd, At- lantic chief engineer; Phil Walden, Reeding's manager; and Joe Blasi, Atlantic-Stax pro- motion man.

Andy Williams For 1-Nighters

NEW YORK—Andy Williams, who recently renewed his contract with Atlantic Records for six- to eight-week runs on a national tour each year, has released a new LP, "Myとなっている." on which he has a set of original songs written by him. The album features a series of one-nighters in major English cities, with performances at Leeds and Birmingham.

BURTON FUND IS CLOSING IN ON ITS GOAL OF 100%

NEW YORK—The Robert J. Burton Fund is close to its $100,000 goal from private solicitations and sale of tickets for a gala dinner-dance (21) at the Alexander Hotel here. Proceeds of the event, being staged by the Friends of Robert J. Burton, will go toward the establishment of a Burton fellowship in copyright law.

The show will feature Miriam Makeba, Shirley Ellis, Lou Rawls, and the Four Tops. The show is scheduled for later in the year, with a final performance on Friday (31) in New Orleans and ending in Tokyo on May 7. Williams will play 14 dates in the U.S. before going to Japan for performances in Yokohama, Osaka, Naha, and Tokyo, as well as Tokyo.

Williams will be backed on the tour by the Henry Manicari orchestra. Williams is currently riding high with his Columbia single, "Music to Watch Girls By," which hit No. 40 on Billboard's Hot 100 chart this week.

Special Discount & Billing Policy to Merc.'s Distributors

CHICAGO—Special discount and billing provisions on Mercury's latest album releases are now available from distributors, company product manager Alan Mizer announced last week.

The spring release, "A Record March Into April," will be backed by a full promotion and advertising program. Misk, president, said, "A new Blues Mayhem album included in the Feb. package offering will get extra exposure with the appearance of the Smothers Brothers CBS TV show April 9. The eight top titles in the re- lease are by, in addition to the Mayhem: Lesley Gore (in- cluding with Bob Crowe), Dave Dudley; two productions by Steve Clark on the Coast, by Frick Tuck and Mort Sahl (his return to recording after a long absence); some non-released vocals by Dinah Washington, a jazz album by Sarah Vaughan, Horst Jankowski's fourth album and the original soundtrack from the Scandinavian movie, "17." Three classical albums are in the release as well as the rarest and recorded Mozart works by Antal Dorati and the Festival Grand Chamber Orchestra (Toni Doria doing the playing). Juan Stefan and pianist Stephen Webb perform five baroque works and a collection of the works of Hans Christian Lammmer performed by the Royal Orchestra directed by Arne Hammelmo.

Audio, Cassette, Reader Edition

Chicago, U.S. Editorial Offices
Columbia, 98, Box 2, Chicago 60603
Ph: 312-266-1234
Ad Sales: 312-266-1234
J. B. Roemer, Sales Manager

New York Office
New York, N.Y.
Ph: 212-243-1234
Billport, 123, 123-1234
J. B. Roemer, Sales Manager
Shame on Columbia.

It almost seems unfair that one record company should have so many single hits, but can we help it if our cuts runneth over?

**Smash Hits:**
- 4-44018 Paul Revere and The Raiders—"Ups and Downs"
- 4-44021 Shirley Ellis—"Soul Time"
- 4-44046 Simon and Garfunkel—"At the Zoo"
- 4-44065 Andy Williams—"Music to Watch Girls By"
- 4-44053 The Buckinghams—"Don't You Care"
- 4-44041 Pozo-Seco Singers—"Excuse Me Dear Martha"
- 4-44042 Ray Price—"Danny Boy"

**Breaking-Through Hits:**
- 4-44028 Keith Allison—"Louise"
- 4-44037 The Cryan' Shames—"Mr. Unreliable"
- 4-44036 Jan and Dean—"Yellow Balloon"
- 4-44031 Tim Rose—"Morning Dew"
- 4-43995 Smokey and His Sister—"Creators of Rain"

**New Hits:**
- 4-44054 The Byrds—"My Back Pages"
- 4-44063 The Peanut Butter Conspiracy—"Dark on You Now"
- 4-44055 Ray Conniff—"The World Will Smile Again"
- 4-44062 Lou Christie—"Shake Hands and Walk Away Cryin'"

Where singles sell shamelessly. On COLUMBIA RECORDS.
RIBBON CUTTING TO OPEN CMA'S HALL AND MUSEUM

NASHVILLE — The long-awaited official opening of the Country Music Hall of Fame and Museum here will take place at 5 p.m., next Friday (31), with dignitaries from all fields on hand.

Ribbon-cutting will be done by Roy Horrón, Southern Music Co., present representative on the Country Music Foundation, and Paul Cohen, Kapp Records, CMA president. All members of the CMA board of directors and the Country Music Foundation will take part in the cermony which was responsible for the construction and operation of the museum.

Now in its final stages of completion, the building will be opened to the public during the four-day CMA convention, which starts Thursday (23) at the Sheraton Hotel.

Among those expected at the ceremony are J. Redding Fleming, mayor of Nashville, and Nashville Mayor Albert Ray Blasingame. The opening will climax years of planning and months of actual work, ranging from raising-to-interior planning. This phase of the project is being handled by architects.

At least one living member of the Hall of Fame will be at the dedication, and the 18-member board, will hold its regular quarterly meeting in Nashville. The opening will be preceded by a dinner-party for leaders of the music industry who are chairman of the board of directors.

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Damone Dishes Out First-Rate Perform ce; Waiters 2d-Rate

NEW YORK — The next time Vic Damone opens at show business he should insist that customers be served in paper plates, with wooden cutlery, because, Damone says, the RCA Victor artist's first night at the long-missed New York club Thursday (16) was marred by the clamor of dishes, the din of the waiters, and the jarring voices of the waiters.

The source, because Damone turned in truly a first-rate performance, all the more remarkable, since the last time he had to run a sub rosa course he had to adopt.

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A Disagreement Stops Buying of Fantasy by AF

NEW YORK — The acquisition of Fantasy Records by Audio Fidelity failed to materialize. Herman Gimbel, head of AF here, has announced that the deal was dead. Gimbel refused to comment on the reason that Fantasy failed to deliver in the agreement.

These reasons, according to Gimbel, include a shortage of masters—including all of the Dave Brubeck material, which Gimbel says was the heart of the Fantasy catalog.

Gimbel added that record labels of an adequate pattern had been approached for the expected new Fantasy operation, and that Orin Avary would be brought in as general manager of the operation.

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Merc's 14th Merrec Branch

CHICAGO — Mercury Rec ord Corp.'s steady evolution in marketing brought into being another Merrec branch last month — Merrec Distributing, Denver.

It is the company's 14th Merrec Branch and, several created during recent months, will make Merrec one of the nation's biggest newsmakers in December. Other Merrec di visions were opened in Seattle, New York, Boston, Atlanta, Dallas, Miami, Los Angeles, Charlotte, Carbondale, Lexington and San Francisco.

Davis Sales Co., previously handling Southwestern distribution for the company, tendered the branch to Mike Falsone, a seven-year veteran of the sales force who has spent the last four years with Mercury in Los Angeles, and has been handling ad salesmen in both Denver and St. Louis.

Mercury was a prime mover in obtaining CAPA approval of the distribution, which will be handled by the Merrec branch. St. Louis, Kansas City and Tulsa.

ASCAP Meet Set

NEW YORK — The American Society of Composers, Authors and Publishers' semiannual meeting will be held next week (29) at the Hotel Americana here. Reports from President Stanley Adams, as well as other officials, will be made up the agenda.

Credit on Single

WASHINGTON — Music license and publisher witnesses scheduled for appearance before the Senate Copyright Subcommittee Monday (20) are:

Herman Frankel, General Counsel, American Society of Composers, Authors and Publishers; and J. W. Thomas, President, Church Music Publishing Association; Johnny Mercer, composer; and Sidney M. Kaye, Board Chairman and General Counsel, Broadcast Music, Inc., accompanied by Gunther Schuller and John Loudmilk.


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Ivy-Covered Jazz Sprints To Television

LOS ANGELES — "Ivy-covered" jazz — the music developed on college campuses, which has been the subject of a 90-minute TV special by producer Ed Pierce, who has that show will be shown on the Intercollegiate Jazz Festival fi

The finals have already obtained recording and radio coverage. Material Network handling the show and Impulse Records tapping the talent.

The finals will be staged in the cavernous Miami Beach Convention Hall, which has been set up from six pre-Babybo posters in the Delta, Boston, San Francisco, and the jazz bands to which the better type of musician fluctuates. More is said about music as professionals on graduation.

---

J-G & Miller-Martin Forms Toot Label

NEW YORK — Jazz-Cre Records Co. and Miller-Martin Productions have announced plans for a new label, Toot Records.

Both Trade Miller and Eddie Martin are veteran music men. Miller has arranged and produced most of the best Columbia, Bette, the Angeles, Barry Mann, Joey Dee and Connie Stevens. Miller's compositions have been recorded by Elvis Presley, the Four Seasons, and other popular groups, among others.

Toots Records will release one 33 and one 45 each month in order to give the product 'the necessary attention.

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Victor Red Seal To Issue 'All Seasons'

NEW YORK — The complete spoken sounds of the award-winning Columbia Films, "The Year's Best," will be issued as a special RCA Victor release during the month. The picture, which has been named Best Film of the Year by the National Board of Review, has been released in theaters in recent weeks. Victor will issue a complete RCA Victor release of the film, with the spoken words of the order is a Press Association, has been nominated for eight Oscars. Starring are Wendy Hiller, Leo McKern, Robert Shaw, Orson Welles, Vic Damone, and Paul Schofield.

---

PERKS INTO POP

NEW YORK — The coffee in the record business has turned hot. "Pop" is shown to be going into the pop market as single release by a new type of promotion for the RCA Victor label. The tune is "Well-" by Roy Edwards.

A more direct to the computer is rich-

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THE CAST OF COPYRIGHT WITNESSES ON MARCH 20

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THE GREATEST PICKETT!

I FOUND A LOVE

Part 1

Wilson Pickett

#2394

Atlantic
Hiking LP Prices Inevitable

Continued from page 1

factor in record sales," said Alan Livingston, president of Capitol Records. "A recorded product is unique. If a customer sees a record by an artist he likes, he will not accept another. On the other hand, if he can be convinced, 'if an artist is not in demand, we can't give his album a type of use and an influencing factor and the record industry has been pricing itself very foolishly.'

Livingston, who acknowledged the Supreme Court's ruling this year, would not say whether Capitol has mapped immediate plans for the boost. "Any new price structure should be left to the discretion of the artist and other cost variables into account," Livingston said. "We are under tremendous pressure from artists renewing their contracts, labor and advances, and under the pressure of the cost of the record."

If Livingston is serious about the demand, perhaps he has to convince his own artists to accept market value. Capitol has been one of the authors and publishers of books and textbooks, who strongly endorsed this principle of price revision. The exception is Capitol, which claims it is not possible to use copyrighted material by educators, and on educational TV stations which broadcast to the public at large. Opposing educators' spokesmen, appearing last Friday (17), McClennan's key witnesses, insisted that the use of copyrighted materials was indicated by the roster of educational TV programs, and seven main presentations, in- volving a total of 17 presenters, would end present law's blanket not-for-profit ex untions and specifically limits on educational free use outside of classrooms, particularly on TV.

The third day of hearings (March 17) was held in the Jukebox Interests, who are fighting what they term the "unreasonable" economic policies and high ($19 per page per year) for the right to use the records. The government under the compulsory licensing terms of the copyright revision bill, which includes the traditional jukebox performance royalty exempted.

Record industry spokesmen who are fighting the proposed raise in Mechanical Royalty rates to 2½ cents will be called to testify today (Friday) before the Committee, which think the rate is too low. (See separate listing of witnesses.)

The final day of the hearing will be Joseph Malec Jr., former Amusement Parks' Music Royalty Committee, and Donald J. Brown, counsel for national Ballroom Operators Association.

Leadoff Statement

Last week's leadoff statement of the 3M company, composed of America had almost no fault to find with the bill. In fact, he recommended the bill to the Senate. We're going to give you the whole story on the bill, as we were going to make it.

But White enamel would certainly not be the case, if each artist is priced individuality. This is one reason why the new system is necessary, "he continued, "We need the present A.C.'s. Otherwise the record store would lose money because every item has its own price."

If record companies want to distribute records from an artist into the different stores, make the higher prices fit the geographical price scale.

However, believes that the solution lies in a tightening up of the present price scheme (Continued on page 10)

3M Shells Out $500,000 in Background Fees in 6 Months

Continued from page 1

from this new market," Lindgren elaborated. "We have not replaced one type of new record by another; what is being created is a new use for the copyright owner."

Outright Sale Policy

Lindgren said that the outright sale principle will largely take over in the next five years, "A major problem is whether a general economic soundness of owning equipment larger than leasing it. And it is going to be so, that there will always be a market for a moderate amount of leased background music."

Lindgren says, foresees an era for licorice competition in the background music field. "There are already rumblings of blue-chip companies making plans. He pointed out, how- ever, that the industry is deceptively strong, but it is really a very complex industry owing to the types of equipment, distribution problems and music royalties. 3M, he noted, has an organization, worldwide, seeks constantly to improve its product, and welcomes competition."

Although he was asked directly with ASCAP in the background about the possible competition, Lindgren hopes that eventually it can work out a mutual agreement with ASCAP, as it has with BMI and SESAC. Lindgren was asked if he felt specially desirous as other companies entered the picture. He said: "We tried for months to get an ASCAP license before we went into the business. We then traded different because, we feel, will make the industry get back into the picture to protect itself and its publisher members. We would be happy to make an agreement to continue to use the ASCAP repertoire; why pay for all?" 3M pays 3 cents per use for a three-year period.

Lindgren's counsel for a series of a melodic and rhythm-
PRESENTING
THE MOST SENSATIONAL
SINGLE IN CAPTIVITY!
WHEN I WAS
YOUNG
b/w A GIRL NAMED SANDOZ
K-13721
BY
ERIC BURDON
AND
THE ANIMALS
DIRECT FROM THEIR
TRIUMPHANT ENGAGEMENT
ON THE LP CHARTS...
WITH 4 ALBUM
WINNERS THIS WEEK!

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

Schwartz-Greenberg music publishing group. He will call on advertising agencies to promote the S-G catalog for commercial use,... Bob Reno, former general professional manager of Mills Music, has been named director of publishing for Merlin Music (BMI), Wyncote Music (ASCAP) and Certicate Music (BMI). He will also operate Merlin Productions, an independent record production firm.

Ned Heath has been named Southern California-Arizona sales representative for the Standel Co., manufacturer of solid-state music systems.... George Hackett is the new national sales manager for Los Angeles-based Vault Records. He continues as president of Quality Record Sales, which operates the Sam's jazz record store chain. Hackett has been in the record business 15 years and was with Columbia and Capitol. ... Bob Henry joins Dick Clark Productions to create new TV projects for the firm. He was previously director of the Andy Williams TV show and has produced and directed five Emmy award telecasts.

If You're Not There... You're Not in the Music Business!

Great Stars—Great Entertainment—No Speeches

Miriam Makeba, Allen and Rossi, Lou Rawls, Shirley Ellis, Tommy James and the Shondells
Dancing to Count Basie and His Big Band, Tito Puente and His Orchestra, and Ted Brown, Master of Ceremonies.

Hear them all at the Dinner-Dance for the Benefit of the Robert J. Burton Fellowship in Copyright Law

COLUMBIA UNIVERSITY
TUESDAY, MARCH 21, 7:30 P.M. • HOTEL AMERICANA • IMPERIAL BALLROOM • NEW YORK CITY, N. Y.
$50.00 PER PLATE • (TAX DEDUCTIBLE) • BLACK TIE • FOR RESERVATIONS CALL KARIN ROSENDAHL AT PL 7-9860

It'll Be a Ball!

March 25, 1967, BILLBOARD
THE UNBELIEVABLE ORIGINAL MUSIC OF CASINO ROYALE

COMPOSED BY BURT BACHARACH

THE UNBEATABLE SOUND OF HERB ALPERT & THE TIJUANA BRASS

AM RECORDS 844
Jazz Beat

By Eliot Tiegél

Jazz with a beat it back in the good graces of the Roman Catholic Church. Two months ago, the Congregationalist in Rome had issued a condemnation of jazz music.

Now, in a significant reversal of policy, Pope Paul VI has changed the rules for church music. The new rules go into effect on May 14 and are expected to totally revolutionize the music of the 2,000-year-old church.

Secular music, because of its emotional strength and lasting qualities, has been one of the new areas of exploitation for the searching, inquisitive jazz creator. Undoubtedly there was some unhappiness among the musicians and churchmen who had endorsed masses with a beat, so to speak, when the Papal declaration was announced last January.

Now, however, the new rules open the doors to new creative endeavors, unifying jazz techniques with the secular sounds of man's religious convictions. The new rules recommend the use of native instruments to introduce jazz into the church, while allowing for wide experimentation in adapting modern musical forms and compositions to the secular field. Latin hymns may be modified and the use of multi-voices is also authorized.

Musical Modes

Jazz falls under the category of "musical modes" which the church says should be "encouraged and used as the occasion demands."

Kenton Plugs Moral Angle at Performance Fee Rally

HILLBILLIY SPECIAL SURVEY for Week Ending 3/25/67

BEST SELLING JAZZ LP'S

<table>
<thead>
<tr>
<th>Rank</th>
<th>Artist</th>
<th>Title</th>
<th>Label &amp; Number</th>
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<tr>
<td>1</td>
<td>MERCY, MERCY, MERCY</td>
<td>The Sextet</td>
<td>Capitol T 1668 (M), ST 1003 (S)</td>
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<td>2</td>
<td>CALIFORNIA DREAMING</td>
<td>Wes Montgomery, Verve V 8672 (M), V-86672 (S)</td>
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<td>3</td>
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<td>Stan Getz, Verve V 8625 (M), V-8625 (S)</td>
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<tr>
<td>4</td>
<td>TEQUILA</td>
<td>The Sextet</td>
<td>Capitol T 1668 (M), ST 1003 (S)</td>
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<td>5</td>
<td>SWINGIN' NEW BIG BAND</td>
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<td>Verve V 8625 (M), ST 1003 (S)</td>
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<td>Wes Montgomery, Verve V 8672 (M), V-86672 (S)</td>
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<td>12 HAPPENINGS</td>
<td>Miles Davis, Verve V-8625 (M), V-86672 (S)</td>
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<td>10 BOOGIE WOOGIES</td>
<td>Thelonious Monk</td>
<td>Verve V-8822 (M), ST 8822 (S)</td>
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<td>CORNERBAD</td>
<td>Sonny Stitt, Roulette R 25540 (M), SR 25540 (S)</td>
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<tr>
<td>10</td>
<td>SNAP</td>
<td>Charlie Parker</td>
<td>Savoy S-592 (S)</td>
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<td>11</td>
<td>BLOWN IN</td>
<td>Stan Getz</td>
<td>Verve V-8625 (M), ST 1003 (S)</td>
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<tr>
<td>12</td>
<td>SLOW FREIGHT</td>
<td>His Masters Voice U 3975 (S)</td>
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Music City Sets 6th S. California Store

LOS ANGELES — Wallichs Music City breaks ground for its sixth Southern California store, 11510 Sawtelle Boulevard, with the proposed opening in September. The 13,500 square foot building will be adjacent to the South Coast Plaza on Bristol St. Two other stores are being planned for the future in Buena Park and outside Pasadena.

Kenton told those present to tell their friends to support the movement and to contact their Senators about adding an amendment in the forthcoming copyright act revision.

Proctor a Director

The motion is relevant to the fact that a record embodies a performance. When an artist requests the right to perform in front of a live audience, he is compensated for his original artistic talent and reputation. Then Kenton emphasized that it is morally just that the artist and producer, whose talents gave life to a musical composition "receive tangible recognition for their contributions to the recorded performances, as do the composer and publisher for theirs."

L.A. SAYS - Joe Peterson, currently books acts for the Thunderbird hotel, has been named entertainment director for the new Hotel Bonita opening July 1. At the new Strip hotel, Peterson will develop a top name policy for the facility's main room. Country acts will be included in the talent line-up because of the hotel's Western design.

Producers Dordell "Looking in N.Y."

NEW YORK — Denny Dordell is visiting New York to explore the possibility of adding an American arranger to his staff. Cordell, British independent record producer in association with Barry Miles and the Record Organization's Essex Music Group of London, is the exclusive producer of discs for Georgie Fame, Denny Laine, The Beatles, the Pythons' "Life of Brian" and Anna Deke. Cordell's most recent hit is "Night of Fear," by the Move, which was being released in the United States by London Records.

In New York, Cordell is headquartered at TRO's 10 Columbus Circle office.

12

AArgumentNullException was thrown.

british, decca, affiliates to handle lhi

NEW YORK — British Decca and its affiliates will be exclusive distributors for the LHI label, owned by Lee Hazelwood, in the United Kingdom, Eire, Germany, Austria, Switzerland and the Republic of South Africa.

The three-year contract was negotiated between LHI and London Records, British Decca's U.S. labels.

British Decca will distribute LHI product in the United Kingdom and Eire, while its Tedar affiliate will continue to handle the company in Switzerland. The Gallo affiliate covers South Africa.

Negotiating the contract were Kevin Eggins, LHI vice-president; Mike Trepel, London’s English territory; Sir Edward Lewis, British Decca chairman; Trepel, Trepel, London Records foreign distribution manager; Geoffrey Miles, British Decca manager of American labels, and Marcel Sellmann, European sales promotion manager.

Hazelwood, Eggins and Miltz will visit London to open an LHI office there, then visit the European and the South Africa offices, and then also play to acquire European artists for the British market. British Hazelwood plans to write for and produce these artists.

Allied Artists into Disk Pub Fields

LOS ANGELES — Allied Artists Pictures will shortly enter the record publishing industries. Company has hired George Goffinet, formerly of Allied Artists, to headquartering for the new company to release pop and sound-track products.

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LOS ANGELES GIANT! KRLA - KHJ - KFWB

LIVE

834

THE MERRY-GO-ROUND

Sunshine Girl
The Parade
A&M 841
PARIS

To coincide with her season at the Olympia Theater with her husband Johnny Holiday, Sylvia Van- tan has recorded a new LP for RCA. Pathe-Marconi reports a 7.600-first sales of Herman's Hermits' "No Milk Today..." The album, by 30-piece band, was produced by the Festival label, and is expected to be released on the European market.

Season at the Olympia Theater and the disk on sale four days later. Added to the season's illuminations include Jacques Dutronc, Jacques Breit Ar- stine, Enrico Macias and General de Gaulle. Jean-Jacques Debout, Roger Denas and Andre Popp have written the songs, published by Concord, for the new Chantal Goya EP on RCA. Decca reports top sales during February of Rolling Stones disks, the single 'Ruby Tuesday' b-w "Let's Spend the Night Together" and two albums. The Jazz from a Swing Era package, including Earl Hines, Buck Clayton, Vic Dickenson, Bud Johnson, Roy Eldridge and Charles Thompson.

SAN JUAN

Brenda Lee and the Cuban at the Flamboyan Hotel... The Barry Sisters at the Sherman and Tony Martin at El San Juan Hotel. This is Martin's annual visit to Puerto Rico, where he is a favorite among both the tourists and local residents. Tito Rodriguez, veteran recording star and recently made a vice-president of Musicor Records, opens his new office in Lima.

CHRIS LOVRE

Manchester. Rodriguez will produce a series of one-hour TV shows, variety type, entitled "Bed of My Mind" (ITV Is My World) featuring Paula Wayne, dancers, Angie and Margo, Monty Monet Quazi and a ballet group. His new venture is a subsidiary of Musicor Records.

Another veteran recording star, Fausto Carinio, orchestra leader, producer (Oxy Caracas and others), has organized a vocal group.

Folpe Rodrigue, Puerto Rican vocalist, and his group Los Am- tares, with over 12 LPS to their credit, recently signed by RCA Victor's Puerto Rico office to a long-term contract. First album was recorded at the new recording studio in nearby Puerto Rico. Trans Recording Studies under the direction of engineer Juan (Johnny) Blanco. Two stings in the album, "Gota a Gota" and "Mar- iadita" are already in the market.

Peer-Southern Publishers ac- quired the all-time fortunes by com- ponent Ralph Evans, Fairies is better known as "Quazas, Quazas, Quazas" (Perhaps, Perhaps, Perhaps) and "Tes Palabras" (Without You). Angel Fontillas, local rep for Peer-Southern, is promoting these new numbers.

TORONTO

Capitol Records this month introduced Odetta's Waterloo line to Canada. The label, featuring Scot- tish and American folk, was launched with three albums manufactured in Canada and six imported LP's. Pathe in France is releasing an album by Les Colettes, top young French-Canadian folk group currently on a month-long tour of Europe. The LP will offer the best from their three best-selling Capitol albums.

Decca's Work in Denmark, has charmed them into singing with her on "John Brown's Baby." Has a Cold Upon His Chest, in which she left out a word in one of the jazzy-popular selection, a movement, such as a rock-a baby arm motion.

Her blue-print strength came through on "Two Minutes From Yesterday" composed by her- self and singer Robert Jason and on a moving ballad called "Black Woman."
The sound of Jefferson Airplane fills the air!

Heavy radio action reported on

("SOMEBODY TO LOVE" #9140)
c/w "She Has Funny Cars"

HERE'S WHERE IT'S AT:

Detroit ............................................. CKLW TV
Los Angeles ....................................... KBLA
San Francisco ..................................... KFRC
San Francisco ..................................... KYA
Sacramento ........................................ KXOA
San Jose .......................................... KLJB
Seattle ............................................. KJR

New York .......................................... WMCA
New York .......................................... WOR FM
St. Louis .......................................... KXOK
Baltimore ......................................... WCAO
Washington ....................................... WWIN
Washington ....................................... WPDC
Washington ....................................... WDCA TV

Houston .......................................... KNUZ
Houston .......................................... KILT
Dallas ............................................. KLIF
San Antonio ...................................... KTSA
San Antonio ...................................... KONO
Hartford .......................................... WPOP
New Orleans ..................................... WNOE

"Somebody to Love" received the Cash Box "Newcomer Pick" award March 18 issue. Want more? Both sides are from their new album "SURREALISTIC PILLOW" LPM/LSP-3766

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

RCA VICTOR
The most trusted name in sound
POP SPOTLIGHTS

TOP 20


DAVID JONATHAN—TEN STOREYS HIGH (Prod. George Martin) (Writer: Greenwich-Cookey) (Mills, ASCAP)—The "Michelle" duo has a powerful entry in this sentimental slow blues group, which should build into a frenzy. Produced by the Beatles' George Martin, this one could prove successful. Flip: "Looking for a Free Life" (Matheis, BMI). Capital 5870

Bobby Darin—THE LADY CAME FROM BALTIMORE (Prod. Charles Koppelman & Don Rubin) (Writer: Darin) in the "Carpeter" bag with Tim Hardin material, Darin excels in this sales speaker for his hit "Lovin' You." Also on sight is line and line Hopkinson production work in strong support. Flip: "I Am" (T.M., BMI). Atlantic 2395

Epic 5270

TOP 60


BRENDA LEE — BEING THERE BY YOUR SIDE (Writers: Reed-Hubbard) (Victor, BMI) — Country-oriented singer with fine blues feel proves to be an arrangement are in place. For Brenda Lee. Should fast top her successful "Ride, Ride, Ride." Flip: "Take Me" (Glad, BMI). Decca 32119

ERIC BURDON & THE ANIMALS—WHEN I WAS YOUNG (Prod. Tom Wilson) (Writers: Burdon-Brigden-Orland) (Writer: Wilson) (BMI) — Blockbuster hitting material and intriguing dance arrangement should prove a winner for Burdon. Aimed right at the young, the blues group has more potential than "Help Me Girl." Flip: "Girl Named Sandy" (Yamato-Sanima, BMI). MCM 13721

THE FIVE STARSTEPS—AIN'T GONNA REST (Redd, BMI) — (Writer: Curtis Mayfield) (Burke-Burke-Camud, BMI) — Pulsaing rockin' feature strong dance beat and equally strong lyrics with a big sound. No group has shown them.) Top half of the Hot 100. Flip: "You Can't See" (Camud, BMI). Woody 6360

THE HAPPENINGS—I GOT RHYTHM (Prod. The Tokens) (Writers: Gershwin-Gershwin) (New World, ASCAP) — With the 4 Seasons having a smash with their revival of Cole Porter's "I've Got You Under My Skin," the Happenings have strong possibilities with Gershwin's "Rhythm" material. For the group's first dance arrangement, the group excels with a powerful vocal workout. Flip: "You're in a Bad Way." (Bright Tunes, BMI). B. T. Puppy 527

DARRELL BANKS—HERE COMES THE TEARS (Prod. Robert Record Corp.) (Writers: Simms, BMI) — In his switch to the ABC label, Banks comes on strong with a heartfelt, wailing readad of the soulful ballad. Should put him back in the "Open the Door to Your Heart" hit class. Flip: "I've Got That Feeling." (Inter, BMI). ABC 6471

THE TOKENS—PORTRAIT OF MY LOVE (Prod. Bright Tunes Prods.) (Writers: Orsfield-West) (Pieranna, BMI) — For their first outing on the Warner Bros. label, the group has adapted the Steve Lawrence hit of the past to their familiar style. Should prove a giant teen hit. Driving Jimmy Winner arrangement is supported by a strong vocal workout. Flip: "You're in a Bad Way." (Bright Tunes, BMI). Warner Bros. 5900

DILLON BANKS—GOIN' BIZARRE (Prod. Bright Tunes Prods.) (Writers: Orsfield-West) (Pieranna, BMI) — With their switch to the ABC label, Banks comes on strong with a heartfelt, wailing readad of the soulful ballad. Should put him back in the "Open the Door to Your Heart" hit class. Flip: "I've Got That Feeling." (Inter, BMI). ABC 6471

THE VAGRANTS—I LOVE, LOVE YOU (Yes I Do) (Prod. by Dave Bragio & Larry Werners) (Writer: Earl Pronto-Bustam-Brigaro, BMI) — Marking their debut on ABC, the exciting group has big sales potential with this wailing blues rocker. Tense dance number and vocal work. Flip: "Respect" (East-Time-Walco, BMI). Acoo 6473

THE BRITISH WALKERS—SHAKE (Prod. by Pete Sandiusky-Corday) (Writer: Cooke) (BMI) — The Sam Cooke ode is updated in the wild arrangement loaded with excitement and a solid rhythm beat. New group with great potential. Flip: "That Was Yesterday" (Chartbuster, BMI). Cameo 466

CHART

Spots—Predicted to reach THE 100 Hot Chart

Toni Antrum & The Charites—Boy Baby (BMI). Loma 1688

MICHIELE MICHELE—Know What I Mean (Rondsted, ASCAP). Epic 10181

Art Huet—When You Wanna Go (Soul, BMI). Valiant 763

The Whispers—When You Want To Be Loved (Phil Spector, BMI). Epic 5019

The Five Stars—Stop Staring At Me (BMI). Shana 2000

William Penn—Fingers Crossed (BMI). Epic 5020

GILBERT BICAN—It Makes Me Foolish (BMI). Liberty 5054

Charles Azaroff—L'Amor (United, BMI). Reprise 1662

The Big Brass—The American Patriot—(Recording On (Valiant, BMI). Warner Bros. 7009

SUN SHINER—He's Been To Church (Fame, BMI). Liberty 15955

The Marmalade—Be To Feel (Shepp-Best, ASCAP). World 1047

DIANE SAWAY—Sugar Daddy (Epic, BMI). Epic 5021

BRAWNS—Say It Can Only Give You Everything (BMI). Kapp 400

COMO FRANCIS—Time Alone Will Tell (Cotillion, BMI). MCA 13718

The Peanut Butter Conspiracy—Out On You Now (Von, BMI). Epic 5022

Louis Armstrong—Dimples (Fablet, BMI). Brunswick 29318

CHART

Spots—Predicted to reach THE 100 Hot Chart

Wanda Jackson—Both Sides Of The Line (Prod. By Ken Nelson) (Writer: Francis) (Mae-ree, BMI) — With her "Tears Will Be A Chaser For Your "Slowly" dropping off the charts, this political ballad should surpass that current hit. Plainly ballad sung to perfection. Flip: "Famous Last Words." Party Time-Silver Star, BMI.

The BROWNS—I HEAR IT NOW (Prod. By Chet Atkins) (Writer: Taylor) (Blackwood, BMI) — With equal potential for both pop and country markets, the trio has a sales-winning entry in this well-written Chit Taylor ballad. Fine lyric content and performance. Flip: "He Will Set Your Fields On Fire." (Affiliated, BMI). RCA Victor 1913

The HARDO TROON—SNEAKING CROSS THE BORDER (Prod. By Don Law & Frank Jones) (Writer: Hardo) (BMI) — Composed by Bobby Harden, this spirited novelty has all the ingredients to become a fast hit in both the pop and country fields. Infections rhythm and clever lyric. Flip: "Childhood Place." (ASCAP). Columbia 44059

CHART

Spots—Predicted to reach THE 100 Hot Chart

George Morgan—It's One Of My Waves (Sandy, BMI). Stax 104

Mike Lane—I Am Not Allowed To Sing In Louisiana (Ralph Stanley, BMI). Stax 796

R&B SPOTLIGHTS

TOP 10

Spots—Predicted to reach the TOP SELLING RHYTHM & BLUES CHART

James Phelps—WALKING THE FLOOR OVER YOU (Prod. By Bobby Miller) (Writer: Tubb) (Noma, BMI) — Combining the country sound with the blues feel, Phelps has a smash hit entry in his version of "The Country Woman." For the Eminently country folk. New treatment is full of electricity and rhythm. Flip: "Don't Be A Cry Baby." (Peer-MRC, BMI). Fontana 1591

CHART

Spots—Predicted to reach THE 100 Hot Chart

Misty Mann—Talk To Me, Talk To Me (BMI). Art 994

Davy Dell—You're All A Load (BMI). Duke 416

Fred Bledsoe—Piece Of My Heart (BMI). Fama 1017

Gene Miller—She's At Good (BMI). Hi 1017

Tommy Thomas—Somebody's Got A Good Heart (BMI). Goldmark 100

Dallas Fairley—My Woman Upset and Gone (Billy Crest, BMI). Capitol 503

Bobby Blood—Loves, Don't Let Me Down (Kama Sutra, BMI). Kama 1112

Mike Shop—Sweet Baby (MGM, BMI). MGM 499

Bill Green—Mama Said I Couldn't Love You (BMI). Capitol 502

Billy Valentine—Asparagus Maggie (Kola BMI). Dot 17000

The Kickbackers—What Does That Make You (BMI). Dot 17000

The Contours—So You've Been A Lover (BMI). Dot 17000

Roy Johnson—I've Got The Fever (BMI). Capital 459

The Freshmen—Cotillion (BMI). ABC 458

Virginia Plain—Two (BMI). ABC 459

The Selective—Sure Smile (BMI). ABC 505


Tony Dred—A Dog & A Pony Show—Part 1 (BMI). ABC 507

Loretta Lynn—The Man (BMI). Columbia 31737

Juanita Good—You Betcha Baby (BMI). ABC 1099

The Audrey Twins—Poor Boy (BMI). Epic 10183

March 25, 1967, Billboard
BERNADETTE

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—Fr. Norman O'Conner, C.S.P.

On COLUMBIA RECORDS

DJ's: For copies of "The Jazz Mass" write to Columbia Records, Promotion Department, 51 West 52 Street, New York, N.Y. 10019

COLUMBIA RECORDS

MARCH 25, 1967, BILLBOARD
THE TOKENS
A WINNER IN THEIR VERY FIRST ON WARNERS!

"PORTRAIT OF MY LOVE"
5900 ANOTHER CHART IMPERATIVE FROM WARNER BROS. RECORDS
GET IT WHILE IT'S HOT!
HOWARD TATE'S
fresh new single
GET IT WHILE YOU CAN
And look at Howard run run—right to
the top of the charts!

Produced by: Jerry Ragovoy

Verve Records is a division of
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www.americanradiohistory.com
Gary Moving Out To Concertizing

NEW YORK — John Gary is beginning to branch out as a concert attraction. The RCA Victor singer will zero in on the concert field with a matinee and evening performance at Carnegie Hall on March 27 from which will emerge a "Live At Carnegie Hall" album. After the Carnegie Hall kick-off, Gary has been set for a two-week concert tour in April and a four-week tour in October and November.

It's now estimated that Gary's take this year from concert appearances, nightclubs and TV guest shots will go over the $500,000 mark. The money derived for the Gary concerts run from $4,500 to $5,000 for flat dates and from $5,500 to $5,900 for percentage dates. His concert will be handled by college campus promoters as well as independent promoters.

Joe Cuda, who manages Gary, is attempting to arrange the concert dates on a regional basis so important radio markets are covered. Cuda announced that Gary has the opportunity to meet with dealers, distributors and disk jockeys.

12 LP's Score

Although Gary has yet to come up with his second single, he's had 12 consecutive albums on the best-seller charts. Also, his first album, "Catch A Rising Star," which was released in October, is keeping up its strong sales. It's estimated that each of Gary's efforts so far have yielded sales in the 200,000 copies range.

Cuda is also arranging Gary's TV shots so that they can be used to promote his concert appearances. For example, Gary is set for Merv Griffin's show now and for Ed Sullivan's show in a few days. His Carnegie Hall appearance three days later. Gary also has a date on the Saturday Night show, the NBC-TV show on April 16. Full of Virtue

Following the Carnegie Hall debut, Gary has concert in Baltimore, March 31; Buffalo, April 1; Cincinnati, April 11; Philadelphia, April 11; Greenville, S.C., April 14; Jacksonville, April 15; Thibodaux, La., April 18; Mobile, Ala., April 20; and New Orleans, April 22. The fall tour will begin on Oct. 16 in Lafayette, La., and will run through November.

Gary is already expanding his network in the broadcasting area, and is now taking bookings for April and May, respectively.

Judy Collins in Perfect Form Before 3,000

Judy Collins had her first San Francisco bay area concert appearance last Saturday (4) at Berkeley's Community Theater. Other than recording and a single Monterey Folk Festival appearance, Miss Collins has had no local exposure. She appeared about 2,000, was quite a tribute. She featured material from her most recent album, and was accompanied particularly well by currently touring Bruce Langhorne. Miss Collins carried off the one-woman show with vitality and poise. She was easily from 12-string to 6-string guitar, plays her own piano accompaniment and even has her own recording artist (the well-Brecht "Pinata""). It remained poised throughout a long and satisfying evening.

Hunt's Live LP

NEW YORK — Tommy Hunt, currently riding with the Bristol Foundation, "The Big Man," will record a "live" LP at the new Easter Week. It will be Hunt's first "live" album. Musicet Records handles national distribution for the letter Disson-owned Dynamo label.

Papers Rich In Freshness — Airplane Fly; Havens Hits

Verve Folkways artist, has a raw, blues quality that turned "San Francisco Bay" into more than just a song. Clearly the Cafe Au Go Go seems to be the happening place for today's music.

Jazz to Rock at Cal. U. April 7-8

SAN FRANCISCO — Jazz '67, an ambitious project of the Union Program Board of the University of California's Berkeley student body organization, has announced the start of its weekend festival, April 7-8. Featured will be Miles Davis, Bill Evans, the Modern Jazz Quartet, Horace Silver, John Handy's Concert Ensemble, and Ray Brown Trio with the Gerald Wilson big band.

During the weeks preceding the April dates, UC will present with Henry Mancini's trio, Cal Tjader's quintet, Big Mama, and the sensual jazz duo of the beatific metapastor Fred Marshall and percussionist Jerry Granelli. The week is only the opening of the year's scheduled work with the projected full wall size moving art abstractions of Bill Ham.

Seminars, workshops and a jazz photo exhibition by special Charles Robinson are also included in the Jazz '67 program.
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TALENT

Ending a Chart Beginning for Ames

By ELIOT TIEGEL

LOS ANGELES—Ed Ames' show business future is bubbling over with success, due to his RCA Victor hit single of "My Cup Runneth Over" from the Broadway musical "I Do, I Do."

Ames' extended note endings, running from eight to 12 bars on the phrase "with love" enabled the recorded version to stand out from the normal run of ballads trying for a niche in the best-conscious pop market.

Ames himself feels the extended endings helped turn the song into a hit. In the play, the song is sung straight, according to Ames, who says he decided to use the original score's eight bar hold because he felt they would give the song "the something special."

As a result of the tune's reaching top 10 status, Ames estimates his income will "quadruple" this year from royalties and peripheral benefits such as TV film and live appearances. He is weighing bitter offers and

Judy Collins

(Continued from page 32)

more of the contemporary writing such as Dylan, Leonard Cohen, Donovan and Brel will appear to many of the rock-blues protesters here, but the will probably have to go electronic to really win them over.

PHILIP ELWOOD

has thus far firmed three weeks at the LA Century Plaza's main room starting May 30 plus bookings at the Fairmont in San Francisco; Roosevelt, New Orleans and Shoreham, Washington, D.C. In New York, the Copa, Waldorf-Astoria and Plaza are all dying for his services.

Ames hasn't played nightclub six years, or since he left the Ames Brothers vocal group. For the past three years he has been a regular on the "Daniel Boone" TV show, portraying the role of Mingo an Indian into an acting and outdoor show attraction. Ames says he will not return to the "Boone" TV set under the same conditions which tied him almost constantly to the show's filming schedule.

An offshoot of Ames' hit single and the takeoff of a similarly titled LP, is that he had a meeting with Richard Rodgers and obtained a commitment for a TV special to be filmed this summer. Rodgers and Ames are also talking about the vocalist starring in the composer's next Broadway musical.

The "My Cup Runneth Over" single and album have set several records for Ames. The single is his top seller as a solo singer. The Juke box last week to number 20. "Has already sold three times as many albums as any LP the Ames Brothers ever sold."

"Cup" was initially released last October and has been building

Six Industry Execs to Judge Lycoming Test

WILLIAMSPORT, Pa.—Six music-record industry executives have been lined up as judges of the annual Lycoming College Intercolligate Music Festival here April 14-15. They are Sal Chianti of MCA's music publishing firm; Hal Cook, publisher of Billboard; Julio DiBenedetto of Bob Bannister Associates; John Hammond of Columbia Records; Les Paul, independent record producer and guitarist; and Pete Warnack, music impresario.

Dick Baker, chairman of the competition, said that applications were still pouring in for consideration last week. Any college jazz group, or pop artist interested in entering should write to him care of the college. Rock 'n' roll artists are not being considered.

A feature of the two-day event will be a seminar on "Breaking Into the Professional Circuit."

Baker said he hoped to have 10 jazz groups appearing, along with 14 pop or folk vocal groups and artists, Advisory to Student Jack Buckle and Maynard McKissick, president of Pan World Attractions in Harrisburg, Pa.

for the last months. The "Cup" LP was recorded around Christmas time and released in February, with Ames crediting ador chief Ernie Alschuler with moving swiftly in ordering an album weeks before the single took off.

Monique Leyrac, second from right, CBS International singer, celebrates her debut in Toronto recently with, left to right. Robert Pampe, managing director of Columbia Records of Canada; Kit Morgan, Billboard correspondent in Canada, and Frank Calamita, director of promotion for CBS International. Miss Leyrac's records will be released in the U.S. later this year.

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b/w

"Shimmy"

TOUSSAINT (pronounced Two-Saunt) McCall—Ronn #3

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R&B Smashes

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LOSIN' BOY—EDDY GILES—MURCO 1030

ROUGH DRIED WOMAN—BIG MAC—RONN 8

JEWEL—PAULA RECORDS

Country Hits

WAIT UNTIL IT HAPPENS TO YOU—PEPPERMINT HARRIS—JEWEL 772

ALL MY TOMORROWS—NAT STUCKEY—PAULA 267

KEEP WALKING ON—TED TAYLOR—JEWEL 774

HEART TROUBLE—CHERYL POOL—PAULA 263

D. J.'s, WRITE FOR SAMPLES

RCA POP HITS

GROOVIN' OUT—THE UNIKES—PAULA 264

UP & DOWN—JOHN FRED—PAULA 259

PHILLY WALK—BOOGIE KINGS—PAULA 260

YOU MUST BE FOOLING—DANNY & JERRY—RONN 5

SHAKE A TAIL FEATHER—THE 5 by 5—PAULA 261

MARCH 25, 1967, BILLBOARD

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B/W SHADOWS A&M 842
KRAK Cracking With Success
As Modern Country Play Clicks

EDITOR'S NOTE: This is the second article in a series taking a "second look" at country music radio stations.

BY CLAUDE HALL

NEW YORK — One station that has shown fantastic success with a "modern" country music format is KRAK in Sacramento that launched its country program in October 1962. Not only is the station No. 1 overall in a January Pulse audience sweep based on President Jay Hoffer, but it has a larger share of the audience in the morning than the two Hot 101 format stations combined. In the afternoon, KRAK has a 22 share, which is almost as much as the two rockers combined. At night, KRAK drops to a 12 share and one of the rockers goes to a 24; KRAK, however, also sinks in the comforting thought of having an over-all No. 1 rating for a 50-mile radius in a Pulse taken a few weeks back. All of this contributed to a 15 per cent increase in business during 1963 as compared to 1962, said Hoffer. KRAK's programming centers around a concept in use at more than one successful country music radio station. Not out of the average of 17 tunes played each hour on KRAK, Hoffer said, are more than five different singles, the rest are older tunes from the record companies' vaults, newer albums by currently popular artists in the country field, and songs considered "good four good years old," he said, so "we have stuff to draw on, too."

Driving Force

In San Diego, Don McKinnon has been a driving force for country music. He has dynamically campaigned not only for his own KSON to break through as a national advertiser, but other stations as well. Last week, he was at the controls, trying "to crack" Western Airlines. "There's only a few national accounts now that are still prejudiced to country music," McKinnon said. "Most are acceptable to it if the station has all the attributes of a good radio station. It all boils down to whether the station has sold itself to advertisers." KSON has forged ahead in business every year; last year was a banner year and this year is ahead of last year, McKinnon said. He attributed this basically to "greater acceptance of country music than ever before. At KSON, about 40-45 per cent of the programming hinges on album cuts, especially new renditions of familiar tunes. This has given the station high ratings among adults. More important, stable ratings. "When set-in-use goes up, our share may go down, but when set-in-use goes down, our share goes up," McKinnon said. WSLR not only ranks No. 2 in an Akron, Ohio Pulse, but high in Cleveland, ranging from No. 8 to No. 7, reports Ken Speck. He said the station's billings have increased 400 per cent since the station switched to country music two years ago. WSLR is one of the

KHJ Takes Ratings Command

BY ELIOT TIEGEL

LOS ANGELES — An academically-oriented concept, coupled with an aggressive program of promotions and audience-involving activities, has established KHJ as the major music station in this market. This week's top-rated position for influencing sales of singles in Billboard's Radio Response Ratings indicates that KHJ has been "doing something right" as far as the area's young people are concerned.

Program director Ron Jacobs has explanations for the station's 42 per cent rating in the Billboard poll. Last year the KRLA outlet of KHJ, which had behind KRLA with a 31 per cent of the votes. This year marks the station's first front-running position.

Jacobs calls the station's sound "solid" in that nothing is disturbed when the disk jockey changes shifts every three hours. "There is little chance of changes in the line-up," Jacobs explained, "because academically such things as station identity, news, weather, any market reports have been thought out within an hour's framework."

Still there is time for spon-
taneous, Jacobs emphasizes. "Our music is never programmed in advance. The disk jockeys can play any record on the air at any time. The DJ's are not robots; they're blending their feelings with what the listeners feel, from the request line and based on their knowledge of other guys who are playing."

Jacobs and Bill Drake, KHJ's "Boss 30" disc jockey, who have both been with the station 17 years, did a record format May 5, 1965, have been the guiding forces behind KHJ's emergence as a tightly formatted big beat station. Tight format promotions, "editorial" ingredients all falling in place around the music — which Jacobs says is never rigidly controlled. Despite the station's "Boss 30" playlist, Jacobs says the station wants to play hits and would be foolish to turn a deaf ear to a hit sound. "We want to play the hits now," Jacobs admonishes not only.

Concerts, for example, are shoots for exclusivity. "We have world premiers all the Mon-
kees and Rolling Stones singles," he says. "If you don't get his songs, you're going to be laughed at and cut out," he answered.

There are four other areas which Jacobs feels has contributed to the station's leading position: station contests, lunch concerts, bizarre programs, and the KHJ show on sister station KHJ-TV.

Non-Stop Promos

KHJ has been running non-
stop promotions since it went from a middle-of-the-road sound to a hard rock format. Jacobs estimates the station ran 25 major promotions last year. The red-bearded program director who thinks up the promotions, estimates he has promotions every two weeks with the top prizes automobiles, cash or trips. In the show department, KHJ ran its first annual appreciation show last April. Tickets selling for $9.36, $7.50 and $5 for VIP seats, filled the Bowl for the charity event with proceeds going into the Salvation Army. Among the stars performing last year were Sonny and Cher, the Mamas and the Papas, Turtles, Otis Redding, and Bob Land. This year the station's second appreciation show at the Bowl on April 29 will headline the Supreme with a supporting cast of acts. Proceeds will go to help establish a Motown Records UCLA scholarship program. Four mu-

KHJ's new new COURIER personality Les Biegeleisen at a hand at a KFWB program driver is giving the group. They're surrounded by the Knack, Kaptol's new rock group, Impromptu sessions will be held regularly at a Capitol country man.

IT WAS WTIB IN Winston-Salem, N. C., which brought the Monkees to town recently, says the Dick Clark Productions and Colgems Records. From left, Michael Nesmith; WTIB program director John Stalmon; WOJO's Bob Mack; Peter Tork, Davy Jones, Mickey Dolenz, WTIB's Flying Dutchman, Richard Watts and Lee Bryant.

Damon to Do Martin Show

NEW YORK—NBC-TV will bow "The Dean Martin Summer Show With Your Host Vic Damone" June 22, replacing the hour Dean Martin colorcasts for the summer. Besides Damone, the show will feature Carol Lawrence and Dean Martin's daughter, Gail. Format will hinged, as did the regular show, on record talent. Felix Kemp is executive producer, Paul Keyes co-producer and head writer, Bill Flick co-producer and director.

Damone has starred in several movies and the RCA Vic-

KVRM is taking over

NEW YORK—The Overseas TV Network is slating a series of daily live music programs to debut out of Las Vegas nightspots, has been ac-

over on page 30

On page 30

 suicidal

quam
Sell the music of foreign lands! Make lots of American money!

Free 64-piece kit from 'Capitol' of the World

As the world shrinks, the market for the world's music grows. The songs of Mamoru Miyagi, for example, are almost hypnotic for those who were born in Japan... or who've traveled there... or who wish they could. Millions of others feel the same way about the music of France, Austria, Greece, India, Ireland, Spain. It could be a goldmine for you. Especially if you use this 64-piece kit to set up a special "International Section" in your store.

Here's what's in it:
A full-color wall map pinpointing principal ethnic groups in the United States, with a listing of the leading recording artists of various foreign lands.
"PASSPORT" (50 copies in a counter "take-one" holder)—an up-to-date, illustrated catalog of 'Capitol' of the World Albums, arranged by country and musical type.
A set of plastic INTERNATIONAL INDEX divider cards with 13 colorful flag markers and a traffic-stopping INTERNATIONAL header card.
"PASSPORT IN SOUND"—14 sampler selections in an LP album to demonstrate for your customers the variety and excitement of international music.
Interested? Call your CRDC sales rep today.
KRAK Cracking With Success

Several country music stations that publishes a monthly newspaper devoted to artists and its air personality. The annual report of the station's air personalities Air Personality of the Year was announced recently. Among the winners were a country music show at Charleston's coliseum. The station, established in 1955, has been much of a factor in the market. The station's manager said, "I came here to switch the station's format. Business had been so poor I couldn't understand how they were keeping the doors open."

This installed a tight format featuring country music. And good, non-screaming deejays. Radio is the station "now in the process of being itself," the manager said. Radio station's format is now 83 per cent over a year ago; January had been up 97 per cent over a previous January. One month recently, the station showed a spurt in business of 600 per share of new paper every over any previous month. In addition, national business is up a little, "but not as much as I'd like to have," the manager added.

Another general manager who switched a station recently said, "I was going to switch the station's format. I've been in the business for over 20 years. I'm not sure I made the right decision," the general manager said. "The station's live talent shows have held up for six to seven years, but in a 1,000-seat auditorium."

"Another great thing about our radio format is broadcasting. We have a man on the air without a college degree," the general manager said. "We have the format was designed with an understanding of the radio format."

Before WCLU came on the scene, Cincinnati country fans listened mostly to out-of-town country stations. Then WCLU came on the air and the listeners turned their attention to WCLU. This is a great example of how a station can increase its listener base by offering a unique format that caters to the needs of its audience. The station's success is well-earned and the station's management should be congratulated for their efforts.


country music in September 1965 with singles and tight production. The station's air personality had a little freedom to talk; stilted, we're not going to produce anything as rock 'n' roll station and have all the format restrictions. The deejays, however, don't see things in the same way. "I liked the station," one deejay said. "I liked the station's live talent shows and had held up for six to seven years, but in a 1,000-seat auditorium."

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Advertisement


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One Of These Guys Is A Goodtime Charlie!
The others are Big Don, Ron, Bobby and Little Don... and they're all new regulars on Dick Clark's "Where the Action Is" show... and on EPIC ~ EPIC ~ Marca Rep. T.M. PRINTED IN U.S.A.

DON AND THE GOODTIMES
Their first smash single
"I Could Be So Good To You"
5-10146
"Upbeat" Show In 35 Markets

CLEVELAND — "Upbeat," produced by Herman Spero, continues to expand; the bandstand will be shown in 35 markets by June. New markets: Jacksonville, Kyoto, Buffalo, Washington, Denver, Hartford and Wilmington. The show is being syndicated by the new Webster-hosted show is topping the ratings battle in its time slot—days—with a 19 rating representative. Edward Speter, president of the market, Spero said.

has been appointed general manager of KPOP Honolulu, as he has been program director of the station.

(Continued on page 32)

STATIONS BY FORMAT

* Continued from page 28

KXOL-FM: ERP 60,000 watts. On the air 24 hrs. Address and other information.

KWTH-FM: ERP 1,000 watts. On the air 24 hrs. Address and other information.

KJZP: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KCBF: ERP 100,000 watts. On the air 24 hrs. Address and other information.

KGB: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KCB: ERP 50,000 watts. On the air 24 hrs. Address and other information.

KJZP: ERP 50,000 watts. On the air 24 hrs. Address and other information.

KMBK: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KFBK: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KMGH: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KLOS: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KFCF: ERP 50,000 watts. On the air 24 hrs. Address and other information.

KTRK: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KRCB: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KTVU: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KOFI: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KHFM: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KXOL: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KHEA: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KWNC: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KBBK: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KFWC: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KQSR: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KQWZ: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KQCS: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KQTX: ERP 5,000 watts. On the air 24 hrs. Address and other information.

KQJZ: ERP 5,000 watts. On the air 24 hrs. Address and other information.

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KQCS-FM: ERP 5,000 watts. On the air 24 hrs. Address and other information.
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**NRTS College Conference Set**

NEW YORK — The annual college conference of the National Radio and TV Society will be held April 12-14 at the Hotel Roosevelt. More than 300 students from throughout the nation will participate. The highlight of this year, Frederick Gilbert of The National Association of Broadcasters, chairman for the event. Bill Schwarz of WNBC is setting up the program. The travel grants are being made available by The Associated Press and the Ayer & Son is raising funds for the conference.

**It's Now KBCU**

SAN ANTONIO KBCU is the new call letters of a station switched from KBEW with new programming as of April 11.

**FM Programming is Going the AM Route**

WASHINGTON — FM radio stations are now giving listeners virtually the same type of programming that AM stations have been giving. FM stations have joined forces to switch to AM frequencies, according to a survey just released by the National Association of Broadcasters. The survey, announced last week, was based on the information of 1,500 AM stations. The survey shows that AM stations are now broadcasting FM programming.

**March 13 from Spanish language country music. The 500,000-daytime was formerly known as KUBO, a sister station to KTOM in Beloit, Wis.**

**U.K. Radio In Radical Revamping**

By G. A. ANDREWS

LONDON — Britain's first experimental local radio stations have been set by the government in a series of legislative proposals which will radically alter the pattern of U.K. radio.

The first experiments at Merseyside, Sheffield and Leicester are scheduled to go on the air this year and locations for six more stations will be announced at the end of this month. All the stations, which will be able to broadcast 12 hours a week, will have at least a year's trial before the government will decide whether to give the go-ahead for stations throughout the country.

Simultaneously, the government is proposing legislation to allow a maximum of 2,000 million viewers who dodge paying their annual TV license and more than 1 million motorists who evade licensing their automobile radios.

The bill, which will make TV decisions much easier, will describe the names of customers with the Post Office, is expected to bring in an estimated $250 million annually to help the BBC with the cost of operating its radio and TV services.

Additionally, the BBC stands to gain the bill from the in-crowd of 1,000 pirate stations which was previously $25 million in lost revenue. (Continued on page 34)

**Oppositions Attract—WKDA on AM & FM**

NASHVILLE — Since Nash ville's WKDA was the first of the "first" AM stations in this market, it follows that it must be one of the first here to break with its format tradition. The station, two under management, are alike as possible.

The AM operation is entirely regenerated, a "Top 40" rock station with the glitzy promo on a boat ride to Catalina Island.

One of its latest promotions to be concocted a promotional idea, the merchandising, through spots on its AM and FM boards. We try to get in front of a fast crowd. Jacoby explained. The last promotion tied to Batman, which was another promotion, involving a ride to a town named Clarksville for 400 listeners.

Winners of these two contests were taken on a trip on a boat. One of the winners is a cooekbottom on the pirate ship.

**STATIONS BY FORMAT**

**Continued from page 30**

Frederick Center, Prog. Dir., Robert E.; Jerry Schrader, Mgr., WCOF, Fl., to Mr. Scott, 7501 Sunset Blvd., Los Angeles, Calif., 90036, Phone: 213-466-4133.

KPOL-FM: ERP 100,000 watts. Middle of the road. Sunday music. 6 a.m. 6 a.m. and other information same as KPOL.


KWSY-FM: ERP 5,000 watts. On the air 24 hrs. Music format: Classical (1800-2100) and Jazz (2100-2400). News: "VIP" with Don Jones, 2 cards for Comedy LP's featured on "Wendy and the Web." Sent 8 cards from Comedy LP's featured on "The Dr. D Moody Show." Sent 8 cards from Comedy LP's featured on "The Dr. D Moody Show." Sent 8 cards from Comedy LP's featured on "The Dr. D Moody Show."


KTMX-FM: ERP 2,000 watts. Main signal: Classical (1800-2100) and other information same as KTMX.


what's it all about?

ALFIE

Academy Award Nomination: Best Song!  Music by Burt Bacharach. Lyrics by Hal David. Published by Famous Music Corp. Original soundtrack album, Sonny Rollins (Impulse). From the Paramount film “ALFIE”—Also nominated for Best Picture, Best Actor, Best Supporting Actress, Best Screenplay. Paramount salutes these artists for being among the first to come in on that Oscar beat:

- Cilla Black (Capitol)
- Vikki Carr (Liberty)
- Mel Carter (Liberty)
- Cher (Liberty)
- Jack Jones (ABC)
- Kathy Keegan (Capitol)
- Tony Martin (Capitol)
- David McCallum (Capitol)
- Carmen Miranda (Columbia)
- Joan Meyers (Columbia)
- Joanie Sommers (Columbia)
- Sarah Vaughan (Mercury)
- Dee Dee Warwick (Mercury)
- Dionne Warwick (Scepter)
- John Andrea and the Young Giants (Columbia)
- The Harry Belts Orch and Chorus (20th Century Fox)
- Ray Charles Singers (Columbia)
- Peter Duchin and Orch (Decca)
- André Kostelanetz and Orch (Columbia)
- Enoch Light and the Light Brigade (Project 3)
- Nelson Riddle and Orch (Liberty)
- Billy Vaughn and Orch (Decca)

It's Happening at Paramount
Met Slates 5 New Productions

NEW YORK—New Productions of Verdi’s “Don Carlos,” Mascagni’s “Cavalleria Rusticana,” and Puccini’s “La Fanciulla del West” are planned for the 1967-68 Metropolitan Opera season. Previously announced were Gounod’s “Roméo et Juliette,” Bizet’s “Carmen,” and Puccini’s “Die Walküre.”

The 83rd Met season will open on Sept. 18 with Verdi’s “La Traviata” starring Montserrat Caballé, Giorgio Tozzi and Felicia Vignoli’s “Die Walküre.”

The Met also announced the complete casts for the four productions.

Classical Notes

VICTROLA CLASSICAL BREAKING STEREO POLICY WITH MAESTRO LP’S

By FRED KIRBY

NEW YORK — RCA Victor plans to release the first stereo LP and the first pressing of the corrected stereo of Toscanini’s recordings of the Mahler “Symphony No. 6” in D Minor, which the maestro burned in the Pathé “Symphony No. 3” on two LP’s. Bernard Haitink, who will conduct the Philharmonia Orchestra, also leads both sets. The Concertgebouw is also featuring in the six-title Philips World Series release with Hans Georg-Kirsten von Stadler’s “Petrouchka.”

Traviata” to Open S. F. Opera Season

SAN FRANCISCO — The San Francisco Opera’s spring season opens June 7 with Verdi’s “La Traviata” starring soprano Patricia Brooke and newcomers Andrew Varela and Seymour Schwartzmann, both of whom made their debuts last season. Gerold Samuel will conduct Bizet’s “The Pearl Fishers,” which will star soprano Elaine Malbin, tenor Stanley Kele, baritone Dominico Cosia and baritone Harold Earl.

Herbert Orosman will conduct the new production of the Rigoletto, called the “Cavalleria Rusticana” and “Pagliacci” with Salvatore Baccaloni and Francesco Roberto in the former and_Carlos Nitsa and Schwarzmann in “Pagliacci.” Di Virgilio will also star in “La Sonnambula” with a cast of Hoffman,” which Grossman said would make over. The opera also will feature Simon Estes, Carol Toscano, Carol Kirkpatrick, Robert Riggs, Marvin Kibe and Enns.

Philips Links Concertgebouw U.S. Tour With 2-Title Release

CHICAGO—Philips Records is planning a two-title release in conjunction with the April 22-May 14 American tour of the Concertgebouw Orchestra of Amsterdam. Included is the first stereo LP and the first pressing of the corrected stereo of Toscanini’s recordings of the Mahler “Symphony No. 6” in D Minor, which the maestro burned in the Pathé “Symphony No. 3” on two LP’s. Bernard Haitink, who will conduct the Philharmonia Orchestra, also leads both sets. The Concertgebouw is also featuring in the six-title Philips World Series release with Hans Georg-Kirsten von Stadler’s “Petrouchka.”

Two choral disks also are being released, one for the Easter season, with the Vienna Choir Boys and soloists in two Haydn Masses with Hermann Fauthwiler and Ferdinand Grossman conducting the Vienna Dom Orchestra. The other features soprano Evelyn Lear as the soloist in a selection of Chopin Polonaises. The other features soprano Evelyn Lear as the soloist in a selection of Chopin Polonaises.

Mercury Issuing Starker Recital

CHICAGO — A recital of Italian cello sonatas by Janis Starker, will be released this month by Mercury Records. Starker plays pieces by Vivaldi, Locatelli and Valentini. Another album is the Royal Danish Orchestra to premiere an LP of Brahms Hungarian Dances and the Royal Danish Orchestra to premiere an LP of Brahms Hungarian Dances.

The album also includes a collection of light classics on the Philips label, and the Festival Chamber Orchestra. The album’s cover is designed by Lillian Kranzler, the conductor’s daughter.

Nov. 1 with Rosalind Elias and Theresa Stratas in the title role. Elena Fenina, with the New York City Opera, has two complete versions of the opera in the catalog. Columbia, Capitol and Warner have one each. "Carmina Burana" is slated for Dec. 19 for RCA Victor, with Grace Bumbry in the title role. Zubin Mehta will conduct with Nicolai Gedda, Joan Sutherland and Joasa and Jeanette Pilou, who will be making her Met debut, also starred. Gedda has waxed "Don Jose" for RCA Victor.

Conductor Herbert von Karajan, who also will make his debut with the company, will conduct and will be the first production of a new mounting of "Don Quixote" in which "Siegfried," and "Gotterdammerung" are scheduled for new productions in successive seasons.

Starring in the Nov. 21 performance will be Birgit Nilsson, Gundula Janowitz, Walther Jon- ing, Jon Vickers and Thomas Stewart. Regine Crespin, Leonie Rysanek and Walter Berry also (Continued on page 36).

RECORD REVIEW

New Avant Garde LP’s Out—A La Mod

NEW YORK—Avant garde music at its best and its strangest is offered in the first five LP’s of Advance Recordings, a new label from Tovcan, Ariz. Three of the pressing feature virtuoso solo performances, while another is by the excellent Modern Brass Ensemble. The fifth probably is the most far out with music from the ONCE Festival of Ann Arbor, Mich. All selections are catalog firsts and, in many cases, recording debuts for composers and artists.

The best known composer in the group is John Cage, whose "Sonata for Clarinet (solo)" is included in a collection by soloist Philip Wadsworth. Cage’s choice of this and the other four selections is truly brilliant. Also on the disc is Cage’s "Matrix for Clarinet," "Ernst Krenek’s "Melodram For Clarinet," a "Latin Suite," a "Set for Clarinet," and Aline Diamond’s "Composition for Clarinet."

Another virtuous program is by pianist David Burge, who includes his "Eclipse II" among many difficult and longer selections. Also among the recordings are Salvador Martiran’t "Cocktail Music For Piano," "George Rochberg’s "The World of Eugene" and "Five Pieces For Piano," and Charles Wurtem’s "Piano Variations."

Bar’s Featured

The third album featuring an instrumentalist has bassist Bertran Turetzyk along with other expert contemporary music artists, such as Isadore Turetzyk, obblò, Josef Mart, soprano Sharyl Suddock, and frottè Patrici Parwell. Included are Martir’s "Cinque Frasense," written for Turetzyk and Marx and John Stonhouse. The contrabass is added to electronic music in Whittenberg’s "Electronic Study II with Contrabass." Rounding out the disc are Kenneth Gaburo’s "Two" and William Voelten’s "Menology II."

The Modern Brass Ensemble recital may have the widest appeal of the group because of repertoire which demands less of the listener. The five selections expertly played by Brian Esdale’s "Cantilien," "Barney Childs’ "Variations sur une chanstion de chambre," "Jean Louis Rigal’s "Sonatines," "Gaetano Barbato’s "Solo," and "Toni Horta’s "Aspin,. The other is generating electronic music by Gordon Mununa. "Music from the Venezia Space Theater."

Advance Recordings describes itself on album jackets as "a non-profit educational project of new music." As such, Advance is performing a valuable service by making available top notch performances of contemporary material on discs. However, as the label recognizes, the market for avant garde material is limited.

FRED KIRBY

Mozzart soprano Regina Resnik will perform in Mahler’s Symphony No. 3 with Jean Martinache and the Chicago Symphony. In three concerts this week beginning on Thursday (21), ... Robert Shaw will conduct the Boston Symphony Orchestra with the Cleveland Orchestra in the Mahler "Symphony No. 3." Soloists will be Helen Budewig, mezzo-soprano Elaine Bonauto and tenor John McCormack. Soprano Evelyn Lear makes her New York City Opera and Festival debut. The Festival, conducted by Arthur Tucker, Martin Home and Pernell have already announced that they will also participate. Sylvia Novak of the Philadelphia Orchestra’s board of directors is Richard C. Beal, Morris Dunn, Robert B. Dauer, William S. Fishman, Robert F. Gibson, Charles A. Meyer, Stuart T. Samuels, and Mrs. Frederick G. Van Uitert. Leonard Bernstein conducts the New York City Opera in "Kosé's Resnik," on a new benefit concert on Saturday (25) for the orchestra’s Pension Fund. Soloists will be Pamela Vukas, mezzo-soprano Evelyn Lear, tenor Robert Tucker, Martha Home and Pernell have announced that they will also participate. Sylvia Novak of the Philadelphia Hall on May 3. ""The Tchaikovsky Konto"" are also scheduled for performance.

NEW YORK—New Productions of Verdi’s "Don Carlos," "Rigoletto" and "La Traviata" are planned for the 1967-1968 Metropolitan Opera season. Previously announced were Gounod’s "Roméo et Juliette," Bizet’s "Carmen," and Puccini’s "Die Walküre." The 83rd Met season will open on Sept. 18 with Verdi’s "La Traviata" starring Montserrat Caballé, Giorgio Tozzi and Felicia Vignoli’s "Die Walküre." The 83rd Met season will open on Sept. 18 with Verdi’s "La Traviata" starring Montserrat Caballé, Giorgio Tozzi and Felicia Vignoli’s "Die Walküre."

The Met also announced the complete casts for the four productions. The Met also announced the complete casts for the four productions.

Met Slates 5 New Productions

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Miss Farrar Dies at 85

RIDGEFIELD, Conn.—GerdaIine Farrar, soprano star of the Metropolitan Opera from 1906-1922, died at her home Monday March 11. She was 85. She made her Met debut in the opening night "Romeo et Juliette" in 1906 and in 1919 her final season, an excerpt from her other opening night, Puccini's "Turandot," which was included in the successful RCA Victor collection, "Opening Nights at the Met."

Met premières she appeared in were Puccini's "Madame Butterfly" (1907), Humperdinck's "Hansel and Gretel" (1908), Massenet's "Thais" (1917), Leoncavallo's "Zaza" (1920), Charpentier's "Louise" (1921) and the world premiere of Giordano's "Madam Sans-Gene" (1915). She played her first Met Carnaval, one of her most famous roles in February 1919, with the company included Massenet's "Manon," Thomas "Magno," Zazza in Verdi's "La Traviata," Martoglie in Gounod's "Roméo et Juliette," Zerlina in Mozart's "Don Giovanni," Mimì in Puccini's "La Bohème," Nedda in Leoncavallo's "I Pagliacci," and Cherubino in Mozart's "Marriage of Figaro."

5 New Met Productions

- Continued from page 33

will appear in later performances.

Frederic Cohen is Dead in N. Y.

NEW YORK—Frederic Cohen, director of the Juilliard Opera Theater from 1947 to 1963, died in New York Hospital on March 10. He was 62. He was responsible for the theater's world premieres of William Bergmann's "The Wife of Martin Guerre" in 1958, Jack Beckson's "The Sweet Bye and Bye" in 1957 and Vittorio Giannini's "Regional Cain" in 1962, and the American premieres of, Stephen Schwartz's version of "The Beggar's Opera" in 1950, Luigi Dallapiccola's "Cabras in Winter" in 1953, Richard Strauss' "Capriccio" in 1959, Thomas Schippers' "Deer's Head" in 1961, and Guglielmo Tozzi are on Victor's recording of the opera, which completes that company's "Ring." The latter set also includes the 1951 Industrial production. The Feb. 8 "Luisa Miller" was broadcast on NBC radio, and "Moses"" was on NBC television.

Best Selling Classical LPs

Marshall, mezzo Betty Allen, tenor James King, maestro Gert Petersen, Donald Graham and top-notch Mutos
Kaputski will star in a concert version of Verdi's "Mefistofele" which the New York Philharmonic opens the season on Sept. 18. Frances Conners and Andrea Cunha-Pradelli will conduct the performance, which also will feature the New York Philharmonic and the New York Philharmonic Orchestra, and "San Francisco Symphony" No. 4 at the Philharmonic Hall on Saturday, March 21 at 8 p.m.

Classical Notes

- Continued from page 33

Caldwell, Alton Lombardi and Jean Fredro featured a number of new conductors and soloists, who will lead the Philharmonic in the three program highlights beginning on Thursday (23). Tenor Plein and tenor Luciano Pavarotti will perform with the San Francisco Opera in Puccini's "La Bohème" this fall. Norman Schrader will conduct the Washington National Symphony in Berlioz's "Mécanique Soléenne" on Wednesday (22). Schott will be sponsored by Fredy Curtin, mezzo Beverly Wolf and tenor Gerald Burell, tenor Erich Haefliger, tenor Thomas Paul and maestro Norman Treple. Guest conductors for the first three programs of the season will be Erich Kunzel, Thomas Schippers and Thomas Paul. The season will open on November 12 with the world premiere of Gerald R. Dubin's "The Bard," and on November 13 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 14 with the world premiere of Luigi Dallapiccola's "Cabras in Winter." The season will continue on November 15 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 16 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 17 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 18 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 19 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 20 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 21 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 22 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 23 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 24 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 25 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 26 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 27 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 28 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 29 with the world premiere of Richard Strauss' "Capriccio." The season will continue on November 30 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 1 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 2 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 3 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 4 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 5 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 6 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 7 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 8 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 9 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 10 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 11 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 12 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 13 with the world premiere of Richard Strauss' "Capriccio." The season will continue on December 14 with the world premiere of Richard Strauss' "Capriccio." 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In the second half of 1967, Billboard magazine published a list of the top 50 R&B singles for the week ending May 27. The list included a variety of popular songs from that era, reflecting the changing tastes and trends in the R&B market. The magazine also featured a special survey for the week of July 23, focusing on the sales performance of R&B and LP records.
If it’s possible to fall in love with an album, watch yourself around these four.

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Clash OESX 1217 (M); OESX 1417 (S)
(693-1217-L; 693-1417-L)

SOCK IT TO ME!
Mitch Ryder & the Detroit Wheels, New York: Vee Vee 7003 (A); VY 5003 (S)
(461-00005-3; 691-00005-3)

SPANISH Rhapsodies for Young Lovers
Midnight String Quartet, Vivace V 6004 (A); VY 6004 (S)
(661-00000-3; 691-00000-3)

SAYIN' SOMETHIN'
Righteous Brothers, Verve V 5010 (M); VY 5010 (S)
(693-5010-3; 693-6010-3)

JOHNNY MATHIS SINGS
Mercury M 2107 (M); SM 61107 (S)
(650-11107-1; 650-01107-1)

THE ELECTRIC PRUNES
Regia R 6764 (M); RS 4248 (S)
(780-04248-3; 780-04248-3)

KNOCK ON WOOD
Eddie Floyd, Stax T 714 (M); ST 714 (S)
(833-00714-3; 833-00714-3)

ARE YOU LONELY FOR ME...
Freddie Scott, Shout SM 501 (M); MPS 501 (S)
(814-00501-1; 814-00501-1)

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CLASSICAL SPOTLIGHT
Various Artists/Avantgarde Singers/English Chamber Orch. (Koch, Angel), C-73103 (M); SC-73103 (S)
This handsome package, featuring four sets of chamber music by Corelli, Händel, Telemann, and Vivaldi, makes a perfect gift for the classical music lover.

ALBUM REVIEW

1. Grace Markay, Capitol T 2087 (M); ST 2087 (S)

Newcomer Grace Markay is off to a fine start. This is a fresh and original work by a new artist who has the knack of making the lyric meaningful and musical. Her songs have a pleasing quality and an appealing manner. She is a natural talent who will surely go far. The album is well produced and designed to appeal to a wide spectrum of tastes. It is a truly excellent release that deserves attention from all music lovers.

ALBUM REVIEW (continued)

Discography

1. Mitch Ryder & the Detroit Wheels, New York: Vee Vee 7003 (A); VY 5003 (S)
2. Righteous Brothers, Verve V 5010 (M); VY 5010 (S)
3. Johnny Mathis Sings
4. The Electric Prunes
5. Eddie Floyd, Stax T 714 (M); ST 714 (S)
6. Freddie Scott, Shout SM 501 (M); MPS 501 (S)

Continued
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BARTOK: CONCERTO FOR 2 PIANOS, PERCUSSION & ORCH.
Gold & Fischer / New York Philharmonic (Berman); Columbia ML 6350 (M); M5 6156 (S).

This first pressing of this exciting concerto is in excellent condition, as is the exciting performance. Bartok leads a dynamic performance of the Polyphonischer with the weighti ntwelve movements. The percussion is back by a richly-colored rendering by Bartok and the Philharmonics of Bartok's Magic for String Instruments, Percussion and Celesta.

CLASICAL SPOTLIGHT

GLORIA IN EXCELSIS DEO
Various Artists. DGG 136 491 (M); 136 490 (S).

A masterful masterpiece difficult to separate from other renditions. Bach to Bruckner, which should have made many of the famous names of the "British Association" in the dramatic, varied and melodic, often intense in the first movement, with its excellent treatment of the "Ave Maria" and "Bach's Chorale." Composed by a first-class Gillette Omnibus, it's a great performer in the lead role and develops each in true center roles.

CLASICAL SPOTLIGHT

SHING-LING Lou Courtney
Then Courtney made his mark in the style of the idiophone with his big song: "Shing-Ling." It's a great singer, and with his great potential, "Shing-Ling" is a sure winner.

CLASICAL SPOTLIGHT

SPOTLIGHT

BRACH: CELLO SONATA, OP. 39 A, 39
Pierre Fournier / Rudolf Faure

Two masterful works here in a fusion of impressionistic effects by rich textures and colorful orchestration. The interpretations of both are spectacular, as are the lyric melodies and quick riffs, with a perfect rendering of violins and orchestra.

LOW PRICE CLASICAL SPOTLIGHT

CANTI SACRI
Beniamino Gigli, Seraphim 60023 (S).

A beautiful series of 12 sonatas for one of this century's greatest tenors. The disc is a tribute to the tenor and his orchestra, with the repertoire of greats like "Requiem," "Bella Donna," "Tuonela," and the appeal is not limited to devotee lovers.

CLASICAL SPOTLIGHT

OFFENBACH: THE TALES OF HOFFMANN (Highlights)
Various Artists (Chyten). Angel 54343 (M); 5 54415 (S).

The most mellifluous melodies of Offenbach's beloved melodies are performed by a group of artists-Wesley Gold, Gianella Gavaleria, Rusticana (2 SP), Beniamino Gigli. Various artists are also featured. The highlights are "The Tales," "The Tales," "The Tales," "The Tales," "The Tales," and "The Tales.

LOW PRICE CLASICAL SPOTLIGHT

MAESTRO: "A MAN AND HIS WATERMELON"
Jackie Vernon, United Artists UAL 2277 (M).

Jackie Vernon has recently come to the lead as a respected in the film industry. His voice on TV and in clubs, and he has made a great film in this classic, "The Tales." His treatment of a watermelon is a classic. He is the voice of a man and a watermelon, and his voice is as sweet as his singing.

COMEDY SPOTLIGHT

LOS GRANDES EXITOS DE TITO RODRIGUEZ
Museo: MAM 2113 (M); MS 3113 (M).

An album entitled to present the great successes of Tito Rodriguez begins with a suite from his latest work, the popular "Salsa," 13 numbers in refined fashion, as usual. His style is "El Rayo," "El Rayo," and "El Rayo." He is "El Rayo," and "El Rayo." He is "El Rayo," and "El Rayo.

INTERNATIONAL SPOTLIGHT

JE VEUX AIME
Francois Hardy, 4 Corners of the World, FCS 4238 (M); FCS 4237 (S).

The popular Parisian Yeh-Feh girl has an exciting program of French pop tunes, which she sings with a remarkable style and charm. This is a highlight in a collection including "Tu Tu," "Tu Tu," and "Tu Tu."
CONGRATULATIONS TO ALL OF THE COMPOSERS AND PUBLISHERS WHOSE PERFORMING RIGHTS WE LICENSE AND WHOSE MUSICAL ACHIEVEMENTS HAVE RECEIVED THIS YEAR'S COVETED NARAS AWARDS

- **Record of the Year**
  - Best Male Vocal Performance
  - Best Arrangement Accompanying a Vocalist
  - Best Engineered Recording—Nonclassical

- **Strangers in the Night**
  - Recorded by Frank Sinatra
  - Composers: Bert Kaempfert, Charles Singleton
  - Publisher: Champion Music Corp.
  - Recording Engineer: Roosevelt Music Co., Inc.

- **Classical Album of the Year**
  - SYMPHONY NO. 1 IN D MINOR
  - Recorded by the Chicago Symphony Orchestra
  - Composer: Charles Ives
  - Publisher: Elek Music Publishers

- **Song of the Year**
  - MICHELLE
  - Recorded by The Beatles
  - Composers: John Lennon, Paul McCartney
  - Publisher: Northern International Corporation

- **Best Instrumental Jazz Performance**
  - GOIN' OUT OF MY HEAD
    - An album recorded by Wes Montgomery
    - Composers: Teddy Ranzazzo, Bobby Weinstein

- **Best Choral Performance (Large Ensemble)**
  - ELEANOR RIGBY
    - Recorded by The Beatles
    - Composers: John Lennon, Paul McCartney
    - Publisher: Trident Music Publishers

- **Best Contemporary Group Performance**
  - MONDAY, MONDAY
    - Recorded by The Mamas and the Papas
    - Composers: John E. A. Phillips
    - Publisher: Trousdale Music Publishers

I SEE A BRIDGE
- Composers: John Lown, Charlie Louvin
- Publisher: Central Songs, Inc.

THOSE ARE MY Etsy LIBERAS
- Composers: Hank Williams
- Publisher: Fred Rose Music, Inc.

HOLD IT RIGHT THERE
- Composers: Ramsey Lewis
- Publisher: Wes Publishing

BYE, BYE LOVE
- Composers: Buddy and Elwood Bryant
- Publisher: Acuff-Rose Publications

WALK RIGHT IN
- Composers: Bill Darin, Bill Snave, Hossie Woods, Dick Gordon
- Publisher: Peer International Corporation

GRAND OLD GOSPEL
- An album recorded by Porter Wagoner and The Blackwood Brothers
- Composers: Charles Lounin, Richard Lounin
- Publisher: Acuff-Rose Music Publishers, Inc.

THE FAMILY WHO PRAYS
- Composers: Charles Lounin, Richard Lounin
- Publisher: Acuff-Rose Music Publishers, Inc.

MEDITATION FOR NINE INSTRUMENTS (1946)
- Composers: Walter Piston
- Publisher: Associated Music Publishers

ALL OF YOU (A-TCHA)
- Composers: George Gershwin
- Publisher: Columbia Music Corporation

A FAREWELL TO ARMS
- Composers: John Lennon, Paul McCartney
- Publisher: Trident Music Publishers

BETWEEN THE DEVIL AND THE DEEP BLUE SEA
- Composers: Hank Williams
- Publisher: Fred Rose Music, Inc.

WE BELONG TOGETHER
- Composers: John Lennon, Paul McCartney
- Publisher: Trident Music Publishers

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Look, Parade, Time, Business Week and other national publications have all featured articles on the MONKEES. Soon... a feature film! Each week... the network TV show! Plus personal appearances! The MONKEEMOBILE stories have already appeared in many major news magazines about the MONKEES' meteoric rise to success. Dozens of MONKEES merchandise products are said, advertised and promoted throughout the country. And in hundreds of daily newspapers across the country—rave reviews by TV critics plus hundreds of feature stories and items. Literally millions of dollars worth of publicity. All this plus the amazing number of times MONKEES records are played on radio (just tune in your local rock 'n' roll station or TV show and see if you don't hear a MONKEES record at least once every day). MONKEES is the biggest name in show business today.

The MONKEES BUSINESS MEANS MONKEE BUSINESS

The success story of the MONKEES has been told and retailed in the nation's press and magazines. Bert Schneider and Bob Rafelson, at Rapid Promotions, came up with the idea of the rock group called the MONKEES. The show was produced in association with SCRED GEMS and a movie was made. The MONKEES first record album has already sold 3 million plus, an all-time record. And their single record of "I'm a Believer" has sold more than 2 million copies in just six weeks.

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By BILL WILLIAMS

NASHVILLE — At least two major record labels — and perhaps 10 — have indicated interest in a massive expansion here in the past year.

There are reports that Columbia Records, which built a multi-million dollar library of country music 20 years ago and has added thousands of new albums since, is looking at Nashville as a potential site for an extension of its national recording studio. A qualified source said tentative plans already have been drawn up for this building. However, Columbia or RCA, neither of which has a Nashville office, had no comment when asked about the reports.

Both Columbia and Victor have outgrown their size in less than two years, due primarily to expansions of their Nashville offices, one for sales and the other for recording. Sources said some of the studios will be moved to larger planned buildings, and some, if not all, will be made available for expansion. Sources also said there is a possibility that RCA Victor might expand as well.

The RCA Victor building in downtown Nashville, which is currently under construction, will double the size of the company's current studio facilities. Sources said the new building will be equipped with state-of-the-art recording and mixing equipment, including a new control room.

The Columbia studio is located in the heart of downtown Nashville, near the Country Music Hall of Fame and Museum. Sources said the company is considering relocating some of its operations to a larger facility in the area.

Trio Records, which is based in Nashville, announced on February 25 that it will move its headquarters to a new building in the city's Music Row area. The new building will house the company's offices, recording studio, and executive offices.

The move is part of a larger plan to expand Trio's operations, including the addition of new recording facilities and a larger sales and distribution network.

On March 1, 2017, the company also announced the appointment of Scott Williams as its new CEO. Williams will take over from outgoing CEO Steve Paterson, who will remain with the company in an advisory role.

The new building will be located at 1201 17th Ave. S., Nashville, and is scheduled to open in June 2017. The building will include a state-of-the-art recording studio, offices for executives, and a large conference room for meetings and events.

Trio Records has been in existence since 1988 and has released over 50 albums, including hits by artists such as Vince Gill, Brad Paisley, and Lee Ann Womack.

The new building is expected to provide the company with the space needed to continue growing and expanding its operations. The company plans to add new recording facilities and a larger sales and distribution network in the near future.

The move to the new building is part of a larger plan to expand Trio's operations, including the addition of new recording facilities and a larger sales and distribution network.

The company's CEO, Scott Williams, said, "We are excited to be able to move into this new building and take advantage of the increased space it will provide. This will allow us to continue growing and expanding our operations in the years to come."
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### HOT COUNTRY SINGLES

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<td>I WON'T COME IN WHILE HE'S THERE</td>
<td>Charley Pride, RCA Victor</td>
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<td>SWINGING SONGS</td>
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* Billboard SPECIAL SURVEY for Week Ending 2/23/67
* Billboard SPECIAL SURVEY for Week Ending 3/31/67

*MARCH 25, 1967, BILLBOARD*
SAN FRANCISCO

First in a series of Billboard Reports on the musical climate of major creative cities throughout the world

Coming May 6
Kenton Lines Up Aid In NCRA Campaign

NASHVILLE — Band leader Stan Kenton, barstorming in behalf of the National Committee for Recording Awareness, is making a four-state tour to build his Nashville stop a productive one as he lines up some key performers for Washington appearance, and announced selection of a former Tennessee senator as a lobbyist for a companion group.

Kenton, in a fast-moving 24-hour stay in the city, talked to such artists as Tex Ritter, Eddie Arnold, Minnie Pearl, Bert McKinney, Boots Randolph and Brenda Lee. He made arrangements for as many top artists as possible to testify in Washington March 21 and April 11-12 before a Senate Subcommittee which is holding hearings on possible revisions of U. S. copyright laws. The changes supported by NCRA would allow those other than writers and publishers to receive compensation for the broadcast of their work on all commercial medium.

While Kenton was in Nashville, former Sen. Ross Bass, (D., Tenn.) registered as a lobbyist in Washington for the Record Industry Association of America, which also is trying to induce the Senate to vote in favor of the NCRA bill. Bass, who said he will receive $25,000 for his services, said new legislation would apply to discotheque restaurants, and any place which uses recorded music to attract customers.

Bass will help prepare testimony for industry executives and artists slated for the March and April hearings. Those from Nashville who have indicated a willingness to make the Washington trip are Ritter, Randolph, Atkins and Miss Pearl.

While in Nashville, Kenton made two live appearances on WSM radio. One was with his old friends and fellow recording artists Tex Ritter, on the night-time "Opry Star Spotlight." Ritter Kenton cut a team together for Capitol for four years ago. The band leader also attended a dinner meeting with several representatives of the music industry before flying on to New York to conclude his organizational work there.

Jaffe Chosen NARM Head

LOS ANGELES — Stanley Jaffe, of Consolidated Distributors, was elected 1967 president of the National Association of Record Merchandisers at its ninth annual convention here last week.

Jack J. Goldbart of I. & F. Roth Co., was elected first vice-president, while Amos Helitchek of J. L. Marsh Co., was elected second vice-president. It's the first time in the association's history that two vice-presidents were named.

N. A. Ry. of National Record Service, was elected treasurer, and Jim Schwartz of Schwartz Bros. was elected secretary. The officers were elected for one year terms.

U. K. Radio

a. Continued from page 32

...and there the story will be regular will be Cheryl Pool, young singing and recording artist. Terry Lee will make a return to television in the role of "Dorothy Crump," a comedy character described as somewhat like Minnie Pearl.
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HANDBOOK OF
RADIO RESPONSE
RATINGS

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CONTENTS

THE 41 MAJOR MARKETS
Ratings indicate position held by each station and disc jockey by their musical format in influencing the record buying habits of their listeners—based on actual air play and over-the-counter record sales.

ALBANY—
SCHENECTADY—
TROY, N. Y.
ATLANTA, Ga.
BALTIMORE, Md.
BIRMINGHAM, Ala.
BOSTON, Mass.
BUFFALO, N. Y.
CHARLOTTE, N. C.
CHICAGO, Ill.
CINCINNATI, Ohio
CLEVELAND, Ohio
COLUMBUS, Ohio
DALLAS, Tex.
DAYTON, Ohio
DENVER, Colo.
DETROIT, Mich.
FT. WORTH, Tex.
HARTFORD, Conn.
HOUSTON, Tex.
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KANSAS CITY, Mo.
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MEMPHIS, Tenn.
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MILWAUKEE, Wis.
MINNEAPOLIS—
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NASHVILLE, Tenn.
NEW ORLEANS, La.
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NEWARK, N. J.
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ST. LOUIS, Mo.
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SYRACUSE, N. Y.
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BY MUSICAL FORMAT

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POP LP'S
R & B
JAZZ
COUNTRY
CONSERVATIVE
COMEDY
FOLK
CLASSICAL—

DJ RANK
STATION RANK
STATION ADDRESS,
ZIP CODE,
AREA CODE &
PHONE NUMBER

SPECIAL LISTINGS
NATIONAL BANDSTAND SHOWS
Name of Show & Personality
Current number of markets
Producer & Talent Co-owner
Full address, area code & phone number

LOCAL TV BANDSTAND SHOWS
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number

COUNTRY TV SHOWS
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number

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Ricordi Aiming Campaign on Grabbing Share of U.K. Market

By GERMANO RUSCITTO

MILAN — A vigorous attempt to capture a share of the British market, probably the least penetrated of the European countries by Italian artists, is being made by Ricordi. Plans for a strong campaign to launch in Britain three of its artists, and for a reciprocal campaign for British artists in Italy were completed during a recent visit to London by Ricordi's promotion manager.

The campaign will be bolstered by Wilbo Solo, Egleipe '84 and Milva, British stars earmarked for concentrated Italian promotion are the British charts (Billboard, May 15, p. 9). Solo's English recording will be handled by the Larry Page-Dick James operation, Page One Records. He recorded his first numbers in Lon-

don March 13.

The widest radio and TV exposure ever orga-

nized in Britain for an Italian artist will support the sales effort, Salvini said. The group is aiming to achieve the million sales mark with the San Remo song, "Una Lacerazione," which has been sold nearly three million records worldwide.

Via Major Minor

Recordings by Elmo BV and Milva will be released in Britain through Phil Solomon's Major Minor. Egleipe '84 will be promoted by a language version of "Ausseilicht" and "29 Sep-

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magine" (The Sound of Sun Records). In November last year, and made its San Remo Festival bow this year with "Proposta."

Int'l Record Grand Prix Winners

PARIS — The International Record Grand Prix awards this year have gone to Egliepe '84. The group was announced on the opening day of the Festival du Son at the Palais d'Orsay.

Winners were:

The Orchestre National de l'Orf "Les Maris de la Tour Eiffel," the most popular record. Six conducted by Darius Milhaud (Ades); De-
bussy'Squidz; with Charles Munch (Guido In-

U.K. Pubs Seek Easing

Of Proposals by BBC

LONDON — British pub-

lishers are striving to persuade the BBC to modify proposals that would force them to accept a smaller than a major stake in the revenue from broadcast music which it commissions.

A delegation from the Music Publishers Association and the Composers Guild of Great Brit-

ain met with BBC officials May 15 to urge the corporation to relax its proposal that it will have to commission its own music. The association is asking that when a composer nom-
nates his own publisher, the corporation should take a half share of the publishing rights.

The corporation, which holds a large share of the copyright income and is paid a license under a license which the corporation holds, is said to hold out that if the music publishers association does not agree to this plan, the corporation will seek to move into the publishing field itself.

Wednesday (7) to consider the counter BBC proposals. The Association has delayed taking any action because it wants to hear from the music publishers association before making any final decision.

Meanwhile, the government-contracted proposals are re-

taining the pirates and making it more hazardous for the last remaining fixed bases. The BBC has announced that the BBC has been sold $220 after admitting illegal broadcast- ing via the airwaves to a bulk moored in the Firth of Clyde. The station's manager's director T h a m s Shields was cleared of a similar charge. The station is the fourth to be successfully pro-

sued by the Post Office.

After the case, the station went off the air. Shields said the hut would be towed far-

ther out to sea before resuming the broadcasts. He announced that the station will quit per-

manently when the current ma-

ner of operating the station becomes law. The Post Office has canceled the permission of the transmitting equipment used by Radio 590, which was being fined for illegal transmis-

sion.

Petula Clark receives a silver disk in London from Leslie Cocke, left, general manager of Pye Records, and deejay Don Mess for British sales of more than 250,000 copies of her pressing of "This Is My Song," the theme from "Cousin of H.M. King."

LAS MARCHING AHEAD IN GERMAN SALES MART

HAMBURG—Album sales posted further substantial gains in 1966, and clearly established the German market trend toward the LP, according to figures just released by the Bundesverband der Phono-

rphographischen Wirtschaft e.V., the record industry trade association.

The trade group said LP sales rose 16.6 per cent over 1965. All other categories sold fewer records last year than in 1965. The strong LP sales thrust was largely responsible for holding what trade pessimists have been calling the "stagitation" in the German record business, sales volume last year to about $100 million as against $95 million for 1965. By volume, however, disk sales slipped about 3.5 per cent, to 47.2 million. The increase in value of 1966 sales was accounted for by the upsurge of the LP.

Tamla-Motown's Sound to Zero

In Italian Market

By GERMANO RUSCITTO

Rome—A wide sales and promotion campaign is being mounted around the Tamla-

Motown sound next month to plant it firmly in the Italian market, according to RCA Itali-

an International label's manager, Giampiero Ricci.

The April batch of Tamla re-

leases will go into Italian language versions of hits by the Four Tops, the Supremes, Stevie Wonder, the Miracles, and Tem-

tions and Jimmy Ruffin.

In Italy, an Italian distribution agreement with Tamla-Motown last December.

Ricci visited Detroit last De-

cember, and co-operated in the recording of Italian versions of the Tamla successes that form the April release.

He returns to Detroit next month for further Italian rec-

ordinings after similar sessions in

Norway Market: LP Output

Rises; Aim to KO Hurdles

OSLO — Expanding album interest and determination to beat obstacles are the major factors in the current Norwe-

gian record market.

Local LP production is in-

creasing. Recent local albums have come from Wenche Myhr (Polydor), folk singer Alf Craner (Nor-Disc), and the Beatnicians, the Vandelgriff's beat group (Troilo). The Reader's Digest organization in Norway will participate in the market-

ing of the 20 E.P.'s of fairy tales recorded by prominent Norwegian actors for the Ben-

diksen label.

Bendiksens's plans for selling this series was initially ham-

pered by the refusal of major bookstores to include the disks in their door-to-door sales service (Billboard, Feb. 25). The agreement with the Reader's Digest will mean additional distribution for E.P.'s normally available through record retailers.

Copyrighted material
DGG Opening a Mammoth Sales Drive on Karajan's "Walkure"

By OMER ANDERSON

HAMBURG—Deutsche Grammophon is giving unprecedented sales promotion to the release of Herbert von Karajan's recording of Richard Wagner's opera "Die Walküre." Karajan recorded the opera in the Jesus Christus Kirche in the Dahlem section of West Berlin late last year. Karajan will give the first public performance of the Salzburg Easter Festival beginning Thursday, and subsequently, the opera will be filmed for TV and theater showing.

The promotion is using the Salzburg festival staging to build sales of the recording, and the latter filming will be similarly exploited in Grammophon's sales promotion. Several European radio stations will broadcast last Salzburg performances either live or from tape. A number of important radio sta-
gions in the United States and Canada are scheduled to air the Grammophon recording, including RTF Paris for Radio Canada and CCR at Los Angeles.

The Salzburg Broadcasting Corp. will produce a film this month made at the recording sessions in the Jesus Christus Kirche. In West Germany, Deutsche Grammophon is putting on a store-window display program for "Die Walküre."/Deutsche Grammophon will also use radio and in foreign countries is in full swing.

Grammophon has been operating its pressing plant at Hanover on speeded-up production schedules that will complete a full concert recording of a Wagner opera every month, "premiere" during this year's Salzburg festival. But can be marketed available at the same time throughout Europe and in the U.S.

Deutsche Grammophon has rushed large stocks of the recording to retail shops West Germany and in foreign countries with all of the precision in the logistics and distribution operation.

Deutsche Grammophon is giving the U.S. premiere "Die Walküre" to Karajan's new concept. "The Ring," Grammophon says that "Die Walküre" is the first step toward Karajan's long-standing wish to "come to terms with Richard Wagner's chief work. The Ring." The Nibelungen, as an artist, a conductor and stage director is using all present-day technical aids and communication media to full advantage.

Karajan and the Berlin Philharmonic will give three performances of "Die Walküre" at Salzburg last year. The production (also by Karajan) and its group won all the dozen performances. The recording of the first Salzburg will be filmed, so "Walküre" will be released on 33-1/3, 45, and 78 rpm disk, in the theater and on the soundtrack.

Deutsche Grammophon is giving promotion in depth to "Die Walküre" this year and in another. "Rheingold" will go through the same process and "Siegfried" and then "Götterdämmerung."
**Friends**

**The Secret is out!**

**JBL Brings the MEMBERS NATIONAL CONCERTS club of BOSTON, as NARRATED by IRVING MENDELSON!**

---

**Sullivan TV show**... D'Aldo Romano’s Warner Bros. single, “Angelica.” The record will be on the radio stations, Warren executives said, and there are plans for future recordings with the four artists.

**DON DIGLIO**

**LONDON**

EMI is now pressing and distributing the entire immediate catalog following a new deal with the label’s head, Andrew Oldham, and the company has asked the EMI Releasex Independent Label Network to release the independent label under the same conditions. This will be the first release in the “S. S. The Small Faces will probably be included.

Rita Pavone, a new regular visitor to the London Palladium (UK) from the States, will be appearing in a triple bill with Norman Newell. Six tracks from the Hotcakes’ new album for the Beatles’ next album, which will not be issued in the U.S. until January, and will probably appear in June. Ringo Starr and George Harrison will join the band on stage for a short date in the can have a 4-play recording with Buddy Holly.

Winston has quit his British outfit and is forming his own group. Traffic, who have issued “The French Are” for release on United Artists in the States, have also been assigned to the label.

**YOU MAY NOW GET IT.**

**LANSING’S NEWEST RELEASE... THE EXPLOSIVE, UNCOVERED STORY OF ‘THE MENDELSON QUINNETTE CLUB OF BOSTON,’ as NARRATED by IRVING MENDELSON!**

---

**Mireille Mathieu**

**Continued from page 54**

for a 26-day tour accompanied by Paul Mauriat and his musicians. This comes nine days in Tokyo and three days in Montreal. Mike will tour in Japan, where he is spending the month of December, returning to the States in January for a concert tour. The tour will be the last one for Mathieu in the States.

She will record an LP in America in November, and return to France for a session at the Olympia in December, before returning to the States in January for a concert tour. The tour will be the last one for Mathieu in the States.

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**MILAN**

Jobete Music, which publishes a large section of the Tambo-Mo- to catalog, are not expected to renew their Italian contract soon. The reason is that the company has yet to see the material. The budget record company owns a exclusive license for Jobete Music, which is controlled by the International Publishing Corp.

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**Coubalou:** “Les Trompettes sur Chambre” by Montserrat Torrent (Charly).

**Songs by:** Schubert- ade, by Emanuel and Jorg Dussau (Harmo nium Mundi).

**Chamber Music:** Muffat, de Sceaux, and Boccherini, conducted by Nikolaus Harnoncourt (Archiv).

**Soloists:** Piano: Johannes Brahms, by John H. Reynolds, conducted by Julius Katchen (Decca).

**Organ Concerto in London by:** Charles Butz (Vivace), conducted by strengthening String Quartet 1 to 17 by the Quatuor Danel (DGG).

**Mozart: Quartet with piano in G minor (K 478) and E flat major (K 428), conducted by the Quatuor Danel (Valo- dis).**

**Ancient Music:** Isaac-Hofmann- sen: “The Triumph of Martin Luther in France” by the London Ambrosian Singers and the Ministris of Vienna Ensemble conducted by Herbert Kegel’s (Philharmonia). On May 8th, 1963, the Chorus of the Vienna State Opera will be conducted by Herbert von Karajan (Deutsch). **Collected Complete violin works of Bartok by Erick Gertler (Supraphon).**

**Wienkert** by the Philadelphia Orchestra and the J. Paillat Orchestra (Erato) by Manuel de Falla, conducted by Nadine Costanzo, and the National Orchestra of Switzerland by the London Festival Orchestra, conducted by Herbert von Karajan (DGG).

**Religious Music:** Handel’s Messiah with Heather Harper, Helen Weller, by the Royal Opera House and the London Symphony Orchestra, conducted by Colin Davis (Philips).

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**Int'll Record Winners**

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**SOLD OUT**

**Godfrey**

**prowl**

**homespun**

**Continued from page 52**

and the New Philharmonia Orches- tra conducted by the late Sir Thomas Beecham (Decca).

**Chamber Music:** Muffat, Boccherini, and Boccherini, conducted by Nikolaus Harnoncourt (Archiv).

**Soloists:** Piano: Johannes Brahms, by John H. Reynolds, conducted by Julius Katchen (Decca).

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**Sacred Consort in Tour Cathed- ral by the Vocal and Choral Ensemble of Echegon conducted by the late Sir Thomas Beecham.**

**Liturgical-Music**

**Music**

**Bouddhique.** UNESCO collects the picturesque ensembles from the Orient (Barenreiter-Musicaquin). **Borson** **Songs**

**of the Airs of Zar-

**Continued from page 59**

**SOLD OUT**

**Godfrey**

**prowl**

**homespun**
Two more red-hot sellers from TOWER and American International

The team that brought you "Wild Angels"

The shock-rock sound from the fast moving flick on the strip. Makes a can't miss album—

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Also from the picture, two fast and furious singles

BAND WITHOUT A NAME doing "Theme from Thunder Alley"

Sidewalk 913.

ANNETTE singing "What's a Girl to Do?"

Tower 326
ARGENTINA

**Decote local original**

This Last Week

1. **FEELICIDAD**—Palma Gómez (RCA)-Relay
2. **A RAY OF LIGHT**—Chucho Rios (Fernando) - Los 4 (CBS)
3. **AMORE**—La Vecina (RCA) - Orquesta Cintura
4. **POLCION**—Los 4 (CBS) - Los 4 (CBS)
5. **REACH OUT I’LL BE THERE**—The Four tops (Top)
6. **EVERYTHING'S GOING MY WAY**—Pepita Yumba (RCA) - Saray
7. **LONELY ME PLEASE ME**—Carvalito (CBS) - Miguel Filipe (Filipe) - Flora
8. **EL ENCENDIO EN RIO**—Sacha Dina (Filipe) - Palmar
9. **VOLVI LA ESPALDA**—Los Hijos (Filipe) (California) - Los Hijos (Filipe) - Flora
10. **EL SABOR DEL LIMON**—Los Hijos (Filipe) - Palmar
11. **MEU AMOR**—Los Hijos (Filipe) - Flora
12. **BE MY QUEEN**—The Beatles (Parlophone) - The Beatles (Parlophone) - Polydor
13. **WILL YOU STILL LOVE ME TOMORROW**—The Beatles (Parlophone) - The Beatles (Parlophone) - Polydor
14. **CALL ME**—Sacha Dina (Filipe) - Flora
15. **LET'S KEEP THE NIGHT TOGETHER/RUBY TUESDAY**—Sacha Dina (Filipe) - Flora
16. **LET ME CRY ON YOUR SHOULDER**—Sacha Dina (Filipe) - Flora
17. **COLD LIGHT OF DAY**—Sacha Dina (Filipe) - Flora
18. **MATTIE AND SON/CAT WITH RINGS**—Sacha Dina (Filipe) - Flora
19. **IT'S ALL OVER-THE**—Sacha Dina (Filipe) - Flora
20. **YOU DON'T HAVE TO TAKE IT**—Sacha Dina (Filipe) - Flora
21. **GOD IS WHAT I GET FOR YOU**—Sacha Dina (Filipe) - Flora
22. **DARKER BE HOME SOON**—Sacha Dina (Filipe) - Flora
23. **MY FRIEND JACK**—Sacha Dina (Filipe) - Flora
24. **RAISE YOUR HAND**—Sacha Dina (Filipe) - Flora
25. **BEAT GOES ON**—Sacha Dina (Filipe) - Flora
26. **SNOW BEGINS**—Sacha Dina (Filipe) - Flora
27. **TELL ME TO MY FACE**—Sacha Dina (Filipe) - Flora

**FRANCE**

**Decote local original**

This Last Week

1. **COURT DE L'ADRESSE**—Michel Redolfi (Universal) - CBS
2. **FREQUENTLY MY THINKING**—Michel Redolfi (Universal) - CBS
3. **DO THE MINOR**—Michel Redolfi (Universal) - CBS
4. **IT'S A LONG WAY FROM HERE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
5. **THE SPY WHO LOVED ME**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
6. **I'VE BEEN A BAD, BAD BOY**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
7. **GOOD VIBRATIONS**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
8. **STRAWBERRY FIELDS**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
9. **ME TELL YOU**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
10. **OF THE MOON**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone

**MALAYSIA**

**Decote original local**

This Last Week

1. **I'VE GOT A WOMAN**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
2. **LET'S GO TO THE CAFE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
3. **BE WITH YOU**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
4. **TRY TO MAKE ME**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
5. **SAY THAT YOU CARE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
6. **KEEP ME FREE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
7. **EVERYTHING'S GONNA BE ALL RIGHT**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
8. **I'VE MISS LOTHER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
9. **KEEP ME FREE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
10. **IN THE STREET**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone

**PHILIPPINES**

**Decote local original**

This Last Week

1. **COME TO MAMA**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
2. **PLEASE DON'T GO**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
3. **I'M A BELIEVER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
4. **THE WIND**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
5. **THE BATTLES ARE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
6. **TELL ME**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
7. **LET'S BELIEVE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
8. **I'M A BELIEVER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
9. **BECAUSE I LOVE YOU**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
10. **ON A CAROUSEL/HELLES**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone

**RIO DE JANEIRO**

**Decote original local**

This Last Week

1. **I'M A BELIEVER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
2. **SOMETHING'S GONNA HAPPEN**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
3. **I'VE GOT A WOMAN**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
4. **LET'S BE NICE**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
5. **GOD IS WHAT I GET FOR YOU**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
6. **BE WITH YOU**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
7. **DON'T MAKE ME CRY**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
8. **SIN SISTERS**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
9. **I'M A BELIEVER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
10. **MAKE ME HAPPY**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone

**SINGAPORE**

**Decote original local**

This Last Week

1. **I'M A BELIEVER**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
2. **AMOUR**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
3. **LA LA LA**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
4. **MAKE ME HAPPY**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone
5. **MAKE ME HAPPY**—Bob Barry (Parlophone) - Bob Barry (Parlophone) - Parlophone

(Continued on page 35)
IT'S SUCH A PRETTY WORLD FOR

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  - THE MODERN BRASS ENSEMBLE in a Recital of New Music; ORC 2
- BROADSIDE
  - VARIOUS ARTISTS—New Jazz Party; BB 461
  - VARIOUS ARTISTS—Music From the Once Festival; ORC 2

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BRITISH
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ADVANCE
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WALKERS
REHFELDT, New
FGR
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BRASS
5
radius
2
RECORDINGS
New
Cameo
WORLD
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JOHNNY HAMMOND SMITH--A Little Trading; BB 460
VARIOUS ARTISTS--The Troubadour Rock Story; BB 460

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BREAKOUT SINGLES

**NATIONAL BREAKOUTS**

- **A LITTLE BIT YOU, A LITTLE BIT ME**
  Monkees, Colgems 1004 (Screen Gems-Columbia, BMI)

- **THE GIRL I KNEW SOMEWHERE**
  Monkees, Colgems 1004 (Screen Gems-Columbia, BMI)

- **SUNDAY FOR TEA**
  Peter & Gordon, Capitol 5854 (Southern, ASCAP)

**REGIONAL BREAKOUTS**

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales amongst six dealers, in major markets listed in parentheses:

- **MR. UNRELIABLE**
  Croy Stormes, Columbia 44037 (Destination, BMI) (Chicago)

- **SOMEONE TO LOVE**
  Jefferson Airplane, RCA Victor 9116 (Copper Penny, BMI) (San Francisco)

- **HEY MISTER**
  Fever Tree, Mainstream 661 (Brand, BMI) (Houston)

- **SHE'S LOOKING GOOD**
  Roger Collins, Galaxy 750 (Circeo, BMI) (Seattle)

- **LIVE**
  Merry Go Round, A&M 834 (Thirty-Four/Lo Ates, ASCAP) (Houston)

HITS OF THE WORLD

**Continued from page 56**

```
7 10 MAME—Hit the Alarm & Tijuana Brass (A&M)
8 9 HOUND DOG—Duffy Nelson (Decca)
9 7 THE SHOW IS OVER—Peanuts Cruise (Geo)
10 8 FARRER—Now Vaudette Band (Farrara)
```

**SOUTH AFRICA**

This Week Last Week
1 1 I'M A BELIEVER—Monotones (RCA)
2 3 GREEN, GREEN GRASS OF HOME—Tom Jones (Parloa)
3 2 REMEMBER WHEN—Max Bygraves (Parloa)
4 5 MATTHEW & SON—Car Smuts (Parloa)
5 4 RAMBLIN' ROY—Des Lindberg (CIT)

**Continued from page 56**

```
6 7 SINGLE GIRL—Sandy Pom (MGM)
8 6 ANYWAY THAT YOU WANT ME—Tories (Farrara)
9 8 DRUCKER'S KIND OF RUBBER—New Vaudette Band (Tromay)
10 5 CRY SOFTLY—Nancy Ames (CBS)
11 7 THE FRENCH SONG—Leslie Rievs (A&M)
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From The Music Capitals of the World

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6 7 SINGLE GIRL—Byrd Pom (MGM)
8 6 ANYWAY THAT YOU WANT ME—Tories (Farrara)
9 8 DRUCKER'S KIND OF RUBBER—New Vaudette Band (Tromay)
10 5 CRY SOFTLY—Nancy Ames (CBS)
14 THE FRENCH SONG—Leslie Rievs (A&M)
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**THOROUGHLY MODERN MILLS**

- **JAZZ BABY**
  Carol Channing (Decca)
- **SIGNS**
  Jerry Vale (Columbia)
- **FOR ME AND MY GAL**
  Uncle Dick's Old-Time Singers (W.B.)
- **HEY WOMAN**
  Kenny Bernard (Compass)
- **DOES YOUR HEART BEAT FOR ME**
  Patsy Cline (Decca)

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**HEY FELLAS...**

This Ad is to tell you about my latest album...It's from Las Vegas and it's no gamble...

(I'M BETTING IT'S A HIT)

Rusty

*This Ad Paid for by Rusty Warren*
TAPE CARTRIDGE TIPS
by Larry Finley

LOS ANGELES — Criticism of advertising by 8-track cartridge advocates has been raised by Jim Russell, marketing director for heretofore 4-track oriented Craig Panorama. Russell charges that some manufacturers in supporting what he calls the "Double System," have implied that the consumer was receiving twice as music for his money with an 8-track system. The fact is that album contains approximately 34 minutes of music and regardless of how the tape is recorded on and in any cartridge system, it can only be 34 minutes of music. Russell also points to the additional $1 fixed on 8-track cartridge. The extra money doesn't buy any additional repertoire, Russell says, "but is indicative of the over-all extra advertising which is being done," on 8-track cartridge. Russell says this only means the customer is paying extra for engineering and development parts and not more music.

This, Russell claims, is a "double" ad and advertising strategy. He feels the consumer will not be sold the idea of two cartridges, which will be the majority choice. Russell said he has previously asked Columbia's decision to go 4-track will benefit those persons favoring the 4-track configuration.

When the company was among the first to release a 4-track machine, Craig Panaorama had 2 portable machines, a compatible 4 and 8 machine and a separate 4-track machine. There will also be two new 4-track units out this summer. In a move to bolster its field force, the firm has appointed four new manufacturers' reps. These include: Hal Norman Sales, Greenville, S. C., covering South Carolina and Vermont; Ron Wolop, West Hartford, Conn., covering Mass., Conn., and Rhode Island and Loyde Fowler & Co., covering parts of the Midwest.

Mercury Simulreleases Ups Catalog Total to 338

CHICAGO — Mercury achieved simultaneous album releases for the first time last week. Mercury, with three tape cartridge forms last week. All of 12 track catalogs and 10 of 12 8-track cartridges

Schrader Manages Fowley, LL Catalog

NEW YORK — The Kim Fowley Music and Living Large record catalogs will be managed by Aron Schrader, president of January Music, here, under a new deal just arranged with writer-producer publisher Fowley. The catalogs include songs by Danny Hutton, the Sunday, the Raiders, the B. J. Thomas, the Left Banke, Joe B. Williams, Johnny Greenbox, Stan McLeod, and Buddy Walters.

Imperial Series

LOS ANGELES — Imperial has strengthened its operation with singles series 13 with more tunes bringing the total of all-time hits to 45. A dealer program for the merchandise runs until April 30.

Russell Blasts Ads on 8-Track

An open letter to:
Mr. J. A. (Sash) Rubinstein
Sales Manager
Calcrest
San Francisco, California

Dear Sash:
I want to use this medium to personally thank you on behalf of ITCC for your marvelous presenta- tion at the "Tape Cartridge Seminar" held during the NARM Convention. Your "direct" approach in advising the NRM members of the manner in which tape cartridges should be merchandised was undeniably the reason that approximately 60% of the distributors and rock jobbers in attendance joined the tape cartridge bandwagon. On our return to New York, Jim Gall, our new Vice President, ad- vised me that our sales efforts at the meeting were 300% higher than his projection. There is no question that the seminar, as well as our new sales program, was responsible for this.

As a result of our offer to mail free copies of your speech in last week's BILLBOARD for comment and requests with requests. At this time we esti- mate that we will receive in the neighborhood of 400 requests. One of the more interesting letters was received from Robert Anderson, Manager of "Tape Town" in Omaha, Nebraska. He wrote us:

"I'm glad we started the business exclusively. Accord- ing to Mr. Anderson, he is the larg- est retail outlet in the Midwest for both home and auto stereo tape cartridges. He also stated and we quote: 'I might interest you to know that here in Omaha, we are setting 8 track 29 to 1 over 4 track—all labels.'

Some of the other inquiries cover a varied cross-section of distributors and dealers: firms such as Music Seat Cover Sales Company in Tulsa, Oklahoma; Townesend Records of Fargo Falls, Minnesota, and Stereo Products in Greensboro, North Caro- lina. This is certainly proof of your statement that there are many outlets other than the retail record outlets where stereo tape cartridges can be successfully merchandised.

I again want to commend you and your two chairman, Ames Hallicher and Mr. Schrader, for the outstanding service which the three of you have offered in helping to more firmly establish the tape cartridge in- dustry.

Most sincerely, 
(Signed) Larry Finley

ITCC's New Discount Plan

LOS ANGELES — Interna- tional Tape Cartridge Com- pany announced a new, simplified discount structure on both 8 and 4-track products. The new plan maintained the same suggested list price.

The new discount structure was unveiled during the previous week's National Asso- ciation of Record Merchandisers convention.

The firm also instituted a new advertising and sales-moving policy for all distributors. The discount structure was altered to bring both 8 and 4-track CARTRIDGES to a 15 per cent mark-up for dealers. Previ- ous, ITCC's dealer discount was 30 per cent on 4-track and 33 1/3 per cent on 8-track.

Korvette Offers Motown Titles

CHICAGO — An E. J. Kor- vette Ad appearing this Sunday in one of the major dailies offered Motown's Stereo 4-track cartridges at $9.95 the standard and $7.55 for twin-pack. Effective for: "Hits, Hits, Hits, Hits!"

The Sarnes's "At the Copa," cartridge, $5.22; their "Where, Where, Dear Love Go?"—"Mean Hits," $7.55.

Marvin Gaye's "How Sweet It Is" on Tamla, $5.22, his "Greatest Hits: When I'm Alone I Cry," $7.55.

Nineteen titles on Motown, Gordy and Soul were offered in this manner in a sale set to run Sunday, Monday and Tuesday.

19 Eurotone Tape Rights to Dubbins

NEW YORK — Dubbins Electronics Inc. has acquired tape rights to 19 folk and ethnic LP's from the Mercury Interna- tional catalog.

The tapes will be released by Stereo Tape Corporation, a Dubbins division, in all prerecorded tape forms including stereo and mono. The agreement brings the Dubbins catalog to 350 releases.

NOW YOU CAN IMPORT CAR STEREOES DIRECTLY FROM JAPAN

10 Models to Choose From:
3-motion 4-Tracks:
5-motion 4-Tracks:
2-motion 6 & 8 Tracks:
Available with your brand or without brand.

Between shipments you may draw from our warehouse stock.

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Downey, Calif. 90211
Phone: 213-925-0817
Cable: Califonest
...YOU ASKED FOR IT!!
RELEASED BY POPULAR DEMAND...

"SAM'S PLACE"
by
BUCK OWENS and his
BUCKAROOS
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Personal Management
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OMAC Artist Corporation
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TAPE CARTRIDGE

Car Tapes Opens Warehouse On Coast to Blanket 7 States

LOS ANGELES—Car Tapes, Inc. of Chicago, distributor of stereo cartridges to major automotive chains, has opened a West Coast warehouse in near-by Van Nuys. President Harry Beckerman said the year-old company has hired Lennie Las- ler as warehouse manager.

Dave Drozen is handling sales, with a Northern California salesman to be hired. The new Car Tapes shipping point covers seven western States with a complete line of cartridge products, Beckerman said. No players are sold.

Among the chains serviced are Goodyear, Firestone, Amer- ica and Montgomery Ward's.

Car Tapes was Goodyear's first cartridge supplier, according to Beckerman.

To increase its business in the Midwest and Southwest, Car Tapes has hired two additional salesmen, Mickey Siegel and Joel Zimeroff. Siegel operates from Chicago and Zimeroff from Dallas.

Car Tapes is now consider- ing opening a warehouse in Dallas. To meet his increased business, Beckerman reports install- ing permanent display fixtures in his outlets. Previously, cartridges were sold through counter and wall displays or other kinds of showcase cab- nets.

RCA's Catalog Hits 462 With 14 New Pkgs.

NEW YORK — RCA's tape catalog hits the 462 mark this month with the release of 14 stereo 8 cartridge packages. The original cost recording of "By Jupiter" and the original sound track recording of "Dundie's Revenge" are included. Two variety packs, especially programmed for stereo 8, will also be made available. The 14 new pieces include artists such as the Browns, Chet Atkins, Don Gib- son, Homer and Jethro, Frankie Randall, Dolly, Arnold, John Gary, Vic Damone, Sergio Franchi, Harry Bellfonte, Brook Benton, Ed Ames, Glen Yar- brough, Harry Belafonte, An- thony Newley and Peter, Paul and Marge.

Also, Los Indios Tabajaras, Henry Mancini, Hank Snow, Melachrino Strings, Ronnie Dove, Dionne Warwick, Artur Rubinstein, to mention a few, will be released.

Store CARtridge City Shuts Down

MILWAUKEE—Stereo Car- tridge sales opened here for the summer to sell and install auto- mobile tape players and mer- chandise.

Owner Marshall Palkow said the business failed because the line he handled was too small, and he was undercut by compe- tition from automobile manu- facturers who installed units in new cars. He also mentioned the high cost of processed tapes as a reason for the failure.

MB Appoints Its 1st Distributors

NEW YORK — The newly founded MB Audio Industries Inc. has named its first group of distrib- utors.

They are: Beta, New York; Schwartz Brothers, Wash- ington; Tom's, Chicago; Southland, Atlanta; Diament, Boston; Roberts, St. Louis; Es- sex, Newark, N. J.; F. C. and i Charlotte, N.C.; Universal, Philadelphia.

The first release to be shipped this month will be Betty White's "Say Something Nice to Me." The disk will be on Down East, an MB subsidi- ary.

ITCC GETS BIG 750G IN BILLINGS AT NARM MEET

NEW YORK — International Tape Cartridge Corp. wrote more than $770,000 in orders during the previous week's National Association of Record Merchandisers convention in Los Angeles, accord- ing to ITCC Vice-President Jim Gall.

Gall hailed the NARM convention as one of the most successful he had attended in his years as a marketing executive, and lauded NARM executive secretary Jules Malamud for "the well organized and professional manner in which he conducted the affair." It was the manner in which the wholesaler's conclave was staged which made it "conducive to our being able to properly showcase our product and to it could enjoy its fullest sales potential."

Gall told Billboard that the $770,000 sales gross figure was based on ITCC's own invoice prices to distributors. According to Gall, ITCC sales at NARM exceeded the firm's anticipated convention sales gross by 350 per cent.

A Law Student Forms 3-Fold Pop Complex

ST. PETERSBURG, Fla. — Phil Gernhard, a senior law student at Stetson College here, has formed Gernhard Enterprises, an independent production, publishing and management complex specializing in pop music.

The publishing entity, Saa- mphile Music, is joined by two exclusive writers, Dick Hoff, who wrote "The Return of the Red Baron," and James McCo- lough and Gernhard.

Gernhard published and pro- duced "Stay," with Maurice Williams on Harold, and also conducted "Double Shoes (Oh My Baby's Love)," which was recorded by the Swingin' Med- allions on Smash.

Assembling Gernhard in the management division is Charles Trouxell, who handles the Royal Guardsmen. Gernhard feels that most Southern inde- pendent production and pub- lishing is country oriented. He believes that the "big pop talent exists in the South and is just waiting for the com- pany to justify the existence of his company"

CAPAC'S LOWE CANADA TALK

NEW YORK — W. St. Clare Lowe, general manager of the Composers, Authors & Publish- ers Association of Canada (CA- PAC), will speak at the un- tapped music potential in Can- ada as the International Record and Music Men's Club lunch- een, at Sardi's West on Wednes- day (22). Tickets can be obtained through Walter Hofer's office.

2d MGM LP on 'Charlie Brown'

NEW YORK — MGM Rec- ords is rushing out its second album "You're a Good Man, Charlie Brown," now playing off-Broadway. The first album, which was inspired the theater production, will be the original cast album. The label also re- leased a single of Snoopy's "Supportive" line of the show's highlights. The single, sung by "Rooney," sold worldwide to 3,000 deejays. Bob Morgan, executive director of the label's pop division, said, "this will be the original cast album." And, "Carol" will be released.

"Carousel" TV Cast Album a Premium

NEW YORK — The cast album of ABC-TV's "Carousel," will be issued as a premium LP by the Armstrong Cork Co., in conjunction with Columbia Records.

The album will be re- leased with the cut of the production, set for May 7, features Robert Goulet, Marilyn Monroe, Donna McKechnie, N. Y., Mar- garet Redmond, Jack Gilford and Colleen Dewhurst. "People like you" songwriters Larry Kusik and Eddie Snyder, chat with Swedish music publisher Lennart Reuterdahl (left), who represents the Big 3 during his recent New York visit. Far right is Werner Strapp, international co-ordinator at the Big 3. The tour dis- cussed promotion plans of the pop ballads which is being exploited by Reuter and Reuter, Reuterhold's company in Europe.
Allied Radio Opens 10th Store

Facility Offers Wide Selection

CHICAGO — Allied Radio Corp.'s new store in River Oaks Shopping Center, in the South Chicago suburb of Dolton, Ill., features a large selection of entertainment products and electronic parts plus fast delivery service on its catalog items. The new facility is a branch store in the Chicago-Milwaukee area.

As a far south side location, the River Oaks store serves a large territory which includes Harvey, Chicago Heights and Park Forest, Ill., and Gary, Hammond and Whiting, Ind. River Oaks, Chicago's newest shopping center, can be reached quickly by four main expressways.

The store's seventy-five floor space permits a large display of leading brands of stereo hi-fi equipment, selected stereo consoles, hi-fi furniture, TV color and black-and-white sets including the Magnavox line and special small-screen portable sets down to a 4-inch model.

For the electronics bug, the Allied store carries electronics kits, Citizen Band 2-way radios, radio amateur (ham) equipment, antennas and accessories, tubes, chassis and parts. Music connoisseurs can look over tape recorders in all price ranges, phonographs, AM and FM table radios and a large selection of both records and recorded tapes.

"Will call!" is Allied's fast delivery service which customers can utilize in ordering any of the thousands of items listed in Allied's electronics catalogs. The Corporation conducts a national mail-order business with separate catalogs published for the general consumer and industrial customers. The industrial market is served by subsidiary of Allied, Allied Electronics.

Allied Radio Corporation, the world's largest distributor of electronic equipment components, is now in its 46th year. Knight & Knight is a subsidiary of Allied, engineers and produces the Knight-Kits.

LOTS OF FLOOR SPACE provides an opportunity for customers to roam around and look over products at Allied Radio's new River Oaks store. Large and small entertainment as well as records and tapes are displayed at the new facility.

Z.C.M.I. of Salt Lake City continued its great artist autograph party by featuring Roger Miller in a recent personal appearance. . . . Allied Devices reported net sales for 1966 as $17,277,411 compared to $17,158,891 in 1965 . . . Motorola is launching its largest newspaper advertising program in its history for the television, radio and phonograph division. Key city newspaper and magazine ads will be used in more than 90 markets . . . PERSONNEL MOVES: Charles O'Brien has been promoted to the new post of general manager of Zenith Corp.'s parts and service department. . . . The Entertainment Products Division of Sylvania Electronic Products, Inc., appointed Ray D. Dennis to the newly created position of manager of quality and customer service. . . . Mitchell J. Samaha has been named regional sales manager for Motorola Consumer Products, Inc. . . . SIB, Inc., auto division of Margo Electronics, announced appointment of the following new sales representatives: Clayton-Shoe Co. Atlanta, to cover Mississippi. Alabama, Georgia, Florida, North and South Carolina, and Virginia; Robert & Spallano Co., Pittsburgh, to handle northeastern Pennsylvania and West Virginia, and Haler & Locke Associates, St. Paul, to cover North and South Dakota, Minnesota, Iowa, and Wisconsin.

By JERINNE ROGINSKI

NAMM Announces Seminar Schedule

CHICAGO — For the first time in its 66 years of convention history, the National Association of Music Merchants will hold its marketing technique seminars on all four days of both phonograph records and tapes. Such sessions on records and tapes were instituted because of increased show attendance this year.

Bill Gard, executive secretary of NAMM, announced that prominently Columbia Corp. and Folkway Record Co. are scheduled to exhibit in the June show and there is a good possibility that even more recording firms will be adding their names to the exhibitors list.

Gard commented that the spectacular increase in attendance had not been set up as yet but that NAMM hopes to have experience before the show. Both phonograph and tape sessions are being planned.

The sessions will be held June 25 and 26 and will also include clinics on organs, band instruments, piano, sheet music, and fretted instruments.

Organ Classic Plans

NAMM's organ committee has already announced its seminar plans. Heading the committee is Virgil V. Green, president of the Hammond Organ Studios located in five California cities. Subject of the organ meeting will be "How to Avoid A Possible Organ Market Plateau in Your Trading Area" and it is scheduled for June 25 at 3:30 p.m.

Four NAMM officials will conduct talks on particular marketing problems in the organ field William H. Beasley, Jr., White Music Co. in Dallas, will speak on service with emphasis on use of customer contracts, advertising of service and use of service as a sales aid.

Instruction, stressing dropout prevention and family participation and keeping organs sold will be handled in Mississippi by John A. Dunkleman of Dunkleman Music in Idaho, Tom Clark, Tom Clark Music Co. in Grand Junction, Colorado, will discuss deeper market penetration through advertising and Title 4, industrial recreation and younger family participation. Charles J. Pexen of Pennsylvania Music Co. in Los Angeles will conduct a seminar on market research and its use of consumer warranties. Used instrument values and sales training will be handled by Charles A. Pexen and general discussion will follow the four talks.

As with all other speakers and those for the educational activities, the full list of exhibitors will be released very shortly.

Vox Creates Effects Pedal For Amplifiers

SEPULVEDA, Calif.—"Vox Wah's" can now be produced on any amplified instrument with Vox's newly introduced Wah Wah pedal. The heavy chrome-plated pedal is 4 by 10 in. and retails for $95.

Rock forward on the Wah Wah pedal and a treble sound is produced, rock backwards, and a mellow or bass sound results. The Wah Wah can be plugged into any instrument with an ordinary cord, such as guitar cord, and plugged into an amplifier with the cord supplied with the pedal.

Many unusual effects can be achieved with this new item. Chords may be played with mel- low overtones or sharp lead with out dropping a beat. An electric guitar can growl or sound like a sitar with use of the Vox distortion booster. And, it can imitate the sound of an on-off-and-mute trod guitar for groover blues.

Vox has prepared special editions for arrangements which diagram the pedal action for different sounds. These can easily be inserted into regular sheet music.

The Wah Wah pedal comes in a black leather carrying case with a blue velour base lining. An extra plastic oversleeve is provided. Vox, a division of the Thomas Organ Company, manufactures and distributes electronic amplification equipment.

MARCH 25, 1967, BILLBOARD

Pfanstiehl's First with the Latest Needle Designs! Cartridge designers set a merry pace for needle makers... it's a good day to make a name for yourself and an opportunity for you to show your product to the discerning public. But Pfanstiehl does it to serve the field of the phonograph industry. When you need the latest, order from Pfanstiehl where you get the very latest catalog and self-order form.

Your order shipped same day it's received.
Store Offers Free Concerts

ATLANTIC CITY—Rainbow Electronics here has slated a series of unusual stereo "concerts" open to the public at no charge to allow potential customers make comparisons of stereo equipment. The concerts, to be held periodically in the store showrooms, are aimed at the buyer interested in quality music rather than gadgets.

Enthusiasts are invited to bring any record or tape they desire and have it played on the ultimate equipment for home stereo. During these concerts, explained Phil Miller, president of Rainbow, no attempt is made to "sell" these attending on any item of equipment. The idea is that the customer may hear his record or tape on any one of dozens of systems.

"Selling is done by the buyer," Miller said, "the buyer will sit himself among his careful checks tell him a piece of equipment meets his needs.

Rainbow, which opened its doors to the public last May, offers an entire wall of stereo systems including the top name equipment in every price bracket. Future expansion plans, said Miller, will make it the largest audio house in southern New Jersey.

New Zenith Line

CHICAGO—Zenith Corp. has introduced four solid-state models in its new line of 15 AM and stereo radios. President L. R. Truesdell said that since AM clock and table radio categories make up 40 per cent of radio business, Zenith decided to develop more solid-state models of this type.

Suggested retail prices for the solid-state receivers range from $19.95 to $29.95 for AM table sets.

Admiral Shows Off New Line

CHICAGO—Two of Admiral's new line of eight consoles have built-in tape recorders and the six other models carry in-and-out put jacks for recorders to keep in keep in pace with trend toward more tape recording products.

The low-priced model with the built-in stereo is the Kirby (Y9231). FM, AM, FM stereo or phonograph selections can be recorded on lifeline tape. Two microphones with stands are provided for stereo recording. Included among other features are a 50 watts of peak power, FM/AM radio with FM stereo and a six-speaker audio system. Suggested retail price on the item is $995.

For the real connoisseur of music, Admiral is offering the Casablanca, a high priced item which carries not only a solid state Ampex tape recorder but a companion record and tape storage and a Koss stereo head for private listening.

sets and from $29.95 to $39.95 for clock-radios. Two sets in the AM clock-radio line introduce new convenience feature called "Vario-Wake." This control allows the user to vary the wake-up time an hour earlier or later without changing the original alarm setting.

COLUMBIA'S CRYSTAL SHAM'' enjoyed their respects to Gordon Pelez, center, buyer for Record City, Inc., Milwaukee, during a recent promotional tour which started in Milwaukee. Promotion man Gordon Krahm had the group in tow.
MOA Shapes Plans in Washington

WASHINGTON — The Senate on Monday passed a new copyright law which it is hoped will prevent the meeting of the Music Operators of America board March 5-7, many other matters were also dealt with.

In fact, since organizing its approach to the Senate hearings required, another nuisance bill was the year's MOA convention, which will be held Oct. 27-29 in Chicago's Pick-Congress Hotel.

Granger told the directors he had planned to investigate the use. The MOA's Pinball Com- eutage that on the way to the famous late-front festivities, some members, to the McCormick Place was destroyed by fire.

Other matters discussed in- cluded the proposed cost-of-din- ing in the state and the remap- ping of dues collection. It was decided that dues would con- tinue to be collected around the year as is the practice.

The following committee chairmen were named:

Howard Grill, committee on committees; William Anderson, convention banquet committee; Lee McCord, convention registration committee; Jack Bass, membership committee; Frank Fabiano, exhibit committee; John Truscavo, forum committee; James G. C. Smith, education committee; and Frank Fabiano, nominating committee.

Another topic covered here was the MOA's concern over the music industry's new copyright laws, as well as the possibility of getting federal assistance.

The Cleveland Ass'n, Elects Officers

CLEVELAND — At a recent dinner and election meeting here, Chippearin, the Cleveland Music Co., was elected president of the Phonograph Merchant's Association of Cleveland. Other officers are Sanford Levin, Atlas Music Co., vice-president; Donal Lifie, Lifie Ma- sic Distributors, secretary-treasurer; and directors Joseph Solof- mon, J. B. Music Co.; Robert Burke, Modern Music Co.; Alex Wilkins, Western Music Co.; Ed- ward Kenny, Kenny Amusement Co.; Nathan Low, L. M. Mu- sic, Inc.; Robert Rothenberg, J. J. Music, Inc.

New Bill Would Ban All Pinballs in Illinois

By RAY BRACK

CHICAGO — Another "anti- bagatelle" bill has been intro- duced in the Illinois General As- sembly, sponsored by 11 Republic- an State Senators.

The proposed legislation provides for the introduction of a bill that would prohibit the operation of all types of pinball games in Illinois. The bill is 11 Republican sponsors, obviously designed the ban clause for the purpose of ridding the State of bingo type machines, involving all pinball-type machines, which are considered a reckless method. We agree with a prominent industry attorney who called the procedure "throwing the baby out with the bathwater."
Monkees, Arnold, Warwick Reese, Smith LP's Issued

CHICAGO — The Seeburg Corp. Little LP's began the weeks of March 20 and 27 include albums by the Monkees, Eddy Arnold, Dionne Warwick, Della Reese and Connie Smith. The March 20 releases were "The Monkees" — Saturday's Child, I Wanna Be Free, Tomorrow's Gonna Be Another Day, Take A Giant Step, Last Train To Clarksville — RCA CLG101, Seeburg 1129.

"Make Way For Dionne Warwick," You'll Never Get To Heaven, Runaway, For Me, A House Is Not A Home. I Smiled Yester-
day — Scooter SS533, Seeburg 1110.


The March 27 releases were "More of the Monkees." I'm A Beverly, Mary, Mary, When Love Comes Knockin', I'm Not Your Steppin' Stone. The Kind Of Girl I Could Love, She — RCA CLG102, Seeburg 1110.

"Della Reese Live." Good Morning, Blues. I Got It Bad And That Ain't Gotta, Good Travelin' Blues — ABCS 569, Seeburg 1107.


National Shuff. Adds a Plant

FAIRFIELD, N.J. — National Shuffl eboard and Billiard Co. has opened a new facility for additional assembly, shipping and accounting. This is the company's fifth plant.

New personnel include Mel Blatt, field sales supervisor, and Jack Lamoke, assistant in charge of the main showroom sales office. National was founded in 1924.

The Magazine of Automatic Vending

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WORTH MANY TIMES

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VENDOR'S PRIVILEGE

One free copy is given to each vendor carrying the magazine.

The One-Stop Today

BY EARL PAIGE

A great gulf, it has been said, comes between the operator and the record manufacturer with the emergence of the one-stop sub-distributor as total supplier of records to the jukebox industry. This special field report was put together for the purpose of determining if this gulf really exists and, if so, the amount of damage to creative jukebox programming that has resulted.

What follows are the observations of operators themselves and self-examination by one-stops. We have found a large number of operators deeply concerned about good programming, and we found many one-stop managers correspondingly concerned. Our views turned up many imaginative programming ideas in both sectors of the market. We present some of the best ideas described largely in the interviewee's own words.

National Shuff. Adds a Plant

FAIRFIELD, N.J.—National Shuffl eboard and Billiard Co. has opened a new facility for additional assembly, shipping and accounting. This is the company's fifth plant.

New personnel include Mel Blatt, field sales supervisor, and Jack Lamoke, assistant in charge of the main showroom sales office. National was founded in 1924.

"What do operators expect from a one-stop? Basically, good week-in-week-out service.

This is what Virgil Abbott, manager of Buddy Building, Enterprises, Garfield, Ill., insists upon. Abbott, who says his company operates jukeboxes from central Illinois to the Tennessee border and might use as many as 500 or 600, sets a staunch number: "Our one-stop service has been real tough that way. We get it on them. It's a matter of time before we get it on the bus the next day or so.

With such a big route and with purchases running in the hundreds on just one record, does Abbott leave a standing order with the one-stop?

"No, my wife reads Billboard every week and keeps right up to date on records. She orders everything we use."

Abbott, who says the company vehicles will average over 100,000 miles a year, is a believer in using the latest records to stimulate purchases.

"We don't switch records," he said. "By this I mean what records we take off on one location are not put on another one.

In spite of the programming demands of such a huge route, Abbott refuses to be pressed into excessive purchases by the one-stop or his locations. He will use a percentage list. We'll spend from 10 to 12 per cent of all iterations for new records.

One-Stop Cheaper

The role of the one-stop as a total source of records for jukebox operators seems to be almost total. One of the last operators to change from distributor to the one-stop was Ed Gilbert, Gilbert Music, Chicago, Ill. Gilbert might have started his buying sooner but he was stocking for both a retail record shop and his

Earl Donahue, who assists Gilbert, said: "I suppose I was responsible for the record change to a one-stop. It just becomes impossible to track down these different wholesale record distributors, and they can't supply you with title strips."

Donahue observed that an operator can buy cheaper from one-stops when the savings on freight, title strips and getting everything in one delivery are considered.

While many operators develop close ties with a particular one-stop, sometimes they will try a new outlet if it looks promising. This happened to Otney, Ill., operator Omar Denscott, who started buying from a mobile one-stop truck that started coming into town.

This truck was coming up from Evansville, Ind., and it stood out while it seemed like a pretty good deal. If I was out on the route, he wouldn't even wait at my house."

Denscott's one-stop service included a jukebox chart and that in most cases the driver had title trips for each record. "I don't know why they didn't work out," he added, "but it could have been any one of a number of new, hot records. Still, you can't get everything you want."

Denscott added: "I guess they had a hard time keeping drivers, and maybe it was hard to catch enough operators in large enough to make the service pay off. They stopped coming by, and I am buying from

CHOATE — "A number of titles."

The One-Stop View

There are good operators and there are bad ones," said Phil Burlingame, reference to record buying and programming. "They're no in-between."

But if Burlingame can find Phil's One-Stop in Oklahoma City in 1963, has his way, many more operators are going to become better programmers.

Burlingame, who credits 75 per cent of his volume to jukebox operators, has initiated many innovations that help keep him in constant touch with coinmen. He has no use of a WATS (Wide Area Telephone Service) line which he uses even at night from his home by way of an extension from downtown.

Another innovation is a special "echo telephone" he designed so records may be demonstrated over the telephone. Burlingame said: "You have to soften the sound of the records. The phone operates at around 3,000 to 4,000 cycles and records are sometimes as high as 12,000 cycles.

A method he employs is IBM's Dura-which, which allows him to keep a perpetual inventory of 4,820 titles carried on a six-and-a-half-foot-wide wheel. "It takes us a few seconds to determine if we have a title, he explained. In addition, IBM cards allow him to catalog every artist and hundreds of specialty titles such as polkas, spiritual and gospel numbers, old favorites and even schmaltz records.

Burlingame criticized operators for not subscribing to the trade papers and staying alert to record reviews. "My philosophy is that every record operator doesn't make money on records, neither will I. Records need to go to the jukebox, not to the home listener."

"We pretty well know our customers," Burlingame added, explaining that before an operator is called in to add records to a One-Stop list, he must have a title. "This way, if he's bought Ray Price's 'Daddy Boy' for just his country stop, we can tell him the record's breaking pop and how many more he should order."

Burlingame also opposes operators on cover records. "We don't want them to program a lesser record just to have something new on a box. It should be the version that is getting the most action."

Weekly Bulletin

While even some of the most progressive operators find the value of the weekly release bulletin to be debatable, the practice of mail-out pieces is a new factor in today's operator-one-stop relationship. Lew Choate, owner of Juke Box One-Stop, said: "With the vast number of new titles coming our all the time, not to mention a greater number of libros, P.'s, we feel we can't afford to stop programming if we divided top records into various categories.

Choate, who distributes two listings, a Top 40 sheet and what he calls his "Box Score," breaks out P.'s in separate records, tops for teens, rhythm and blues, new country and western, box breakouts, Top 5 country and western, other big hit of the week, week's 15 best-selling jukebox records, new and current hits, and a category of "jock records which might include comedy singles, Little L.P.s or to other types of records on a rotation basis.

A weekly record order form, Choate said: "We mail the lists out all over the Northwest and
The Operator View

The One-Stop View

Rosen Adds to Staff Roster

The Music Operators of America Board of Directors in Washington


The same one-stop I've dealt with for 20 years.

Dressed, typical of many operators in rural areas, must depend on shipments, but he also deals into single-copy titles to combine his parts and equipment buying with a visit to the one-stop.

Special Typewriter

Although the importance of supplying title strips has been a great factor in the growth of the one-stop record service concept, a number of operators still type their own. Jack Jeffrey's, are not usually influenced by strips.

"I buy records to make money, not because a title strip is available," said the Oconel, Ill., business, who is also mayor of his hometown.

Jeffrey's has a specially-equipped typewriter "equipped with large, glock letters that give us an easy-read strip." 

Unlike many operators in rural sections who depend largely on deliveries, Jeffrey's drives into Des Moines every other week.

"I find that the service is real good there, for there are three one-stops, and if one doesn't have a certain record, chances are one of the others will.

Special Request

The problem of how to locate special request records sooner or later enters any discussion of one-stops, and at least one operator has found a partial solution. Norm Niederhelm, manager of Music-Matic, Inc., in suburban Orange County near Los Angeles, subscribes to Phonelog, a special record directory.

"Operators every day and usually the hum- mard or hawker will only know some of the words or have the title completely wrong. With this directory, we can locate titles in a matter of seconds. If we don't find the title, we can try the artist, which is listed separately," Niederhelm explained.

He subscribed to the catalog when he noticed that personnel at the one-stops were referring to it when they sought special request records.

"Distributors run their inventories according to the stock number of the record," Niederhelm said. "Knowing the number helps the one-stop speed up the process and it's the real trick to getting special request records.

MOA

Individuality, as expressed by Jeffrey's, Nieder- helm and others is tending perhaps to counteract the problem that Haddenfeld, N.J., operator Bill Fabiano, a one-stop. 'We deal for the local market and we buy our records at the same places, accepting the advice of the same suppliers.'

Cannon has also observed: "I believe this lack of individuality on the part of operators and their programming is the most dangerous situation confronting our industry today. If all machines are programmed identically, who needs an operator?"

Cannon is one of the foremost boosters of MOA's new drive to recruit one-stop members, with the view that the sub-distributor is the vital link between the operator and the record manufac- turer.

The operators make their orders right on the sheets and send them back. The sheets are actually pre- printed with a director, a directory to ship them a certain quantity of records are sold. Mrs. Davidi: 'Often they'll send us 1/2 of each of whatever you have to sell. They rely on our judgment and if we don't do it, there's no use because we have many loyal customers who have..."
NVA Convention Program

THURSDAY, APRIL 6
10 a.m.—4:15 p.m. NVA Board of Directors Meeting
4:30 p.m. Exhibits Open
8:30 p.m. Hospitality Night

FRIDAY, APRIL 7
8:45 a.m.—10 a.m. Leaf Brands Breakfast—Operators Only
10 a.m.—12:30 p.m. General Meeting
1:00 p.m.—6 p.m. Exhibits Open
8 p.m. Hospitality Night

SATURDAY, APRIL 8
10 a.m.—12:30 p.m. General Meeting
1 p.m.—5:30 p.m. Exhibits Open
7 p.m. NVA Banquet and Floorshow

SUNDAY, APRIL 9
10 a.m.—Noon. Exhibits Open
All functions will be at the Monteleone Hotel, 214 Royal Street, New Orleans.

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NVA’s 17th Annual
A Big Bulk Show Is Expected

NEW ORLEANS — Bulk vending operators from every part of the U.S., South America, Sweden, Canada, Puerto Rico, Belgium and several other countries as well as representatives from every major manufacturing firm will be here for the 17th annual National Vendor's Association Convention and Trade Show April 6-9 at the Monteleone Hotel.

NVA executive secretary Jan Mason said last week that she has reserved 200 rooms in the hotel for guests and that all accommodations are going fast. Exhibit areas, with about 20 companies set up to display products, will also be busy. Registration may still be handled through contact with NVA's headquarter in Chicago at 134 N. LaSalle Street. The complete registration package fee is $10. The exhibit and business session fee is $5.

The convention officially opens Thursday morning with exhibits ready for visitors at 10 a.m. until 4:30 p.m., when the NVA board of directors will hold its meeting. The first of two manufacturer-sponsored hospitality nights will get under way at 10 p.m. Thursday.

Business sessions on both Friday and Saturday will be followed at 10 a.m. until 12:30 p.m. Prior to the opening business meeting Friday, the board will hold a special breakfast gathering together for operators only in the Monteleone Skylight Room from 8:30 a.m. until 10.

Speakers during the opening business session will be Les L. Williams, vice president of trade association liaison for DuPont, who will address himself to current buying habits. Also on that program is a speech by NVA counsel Ted Raynor titled "How Not to Succeed in This Business By Really Trying."

The NVA nominating committee will meet following the Friday morning session, and Saturday's speakers will be Lee-avenn Rousseau, a noted author and publisher with the Public Relations Society of America, Rothschild Wednesday, "Yesterday, Forever," was recently published, will discuss the image of bulk vendors. Following Rousseau, NVA Counsel Don Mitchell will deliver a talk on legitimate competition and the anti-trust laws.

Herb Golden, vice-president of Oak Manufacturing Co., will conduct a special workshop at 12:30 p.m. on Friday. Business sessions on Friday and Saturday will be highlighted by the presentation of special prizes. Another Saturday highlight will be a special woman's program in the Court of the Two Sisters and a tour of the French Quarter. The banquet and floorshow will begin at 7 p.m. Saturday and the convention will close Sunday.

Eppy's New President Bows 'Action' and 'Play Value'

NEW YORK—Eppy Chams will enter the market with "Action" and "Play Value" in its new items for 1967, according to president Oscar Reiss, who recently took over the firm as president, was this vice-president and plant manager for Ideal Toy Co., Jamaica, N. Y. He said "Eppy's" was started to fill a need for American children that have value as toys and as charms. "I am going to take the toy know-how and apply it to candies and charms," Eppy has currently over 1,000 different items from animals to robots, that actually from. All coating and plating is done at Eppy's Leominster, Mass., plants, and the firm provides display fronts and other services to its distributors, operators and retailers. All shipping and sorting is done at Lynbrook, N. Y. Eppy expanded recently from six to nine molding presses at its 30,000-square-foot facility in Massachusetts. The Bay State plant was acquired a year ago after operations were performed in New York for nearly 30 years.

The company was formed in 1937 by Samuel, Sydney and George Reiss. Both Samuel and George have retired, and Sydney remains as vice-president, secretary and treasurer. Eppy has the distinction of being one of the pioneers in the charm industry. Manufacturing highlights include producing the first charm mold, first plated charm, the first consumer metalized charm in 1952. Eppy had 52 different items in 1957. Several new pieces will be displayed at the National Vendors Association convention to be held in April in New York.

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Write: T. J. King & Co. for prices and our new 12-page catalog.
Uniform Tax Code California Goal

LOS ANGELES—Can the cigarette vending operators in California foster a movement to establish a uniform cigarette tax code in every city and county in the State?

Several executives of the California Automatic Vendors Council (CAVC) board of directors think so, and they plan to do something about it.

"Go is the thought to block Gov. Ronald Reagan's cigarette and tobacco levy which would raise some $113 million. The State cigarette tax, now 3 cents a pack would be 6½ cents, with a proposed 36 cents to all cities and counties, for total of 10 cents a pack. Local taxes range from 2 to 4 cents a pack, depending on the area.

The new plan is to convince lawmakers in the California Legislature that a uniform cigarette tax code is needed in the State.

Patchwork To levy a different cigarette tax in neighboring cities and counties is unfair to the vending industry and adds to "patchwork" tax laws, according to members of the Taxation and Regulation Committee of CAVC.

Harry Say, legal consultant to CAVC, feels the cigarette tax is a "necessary evil" this year but believes an effort should be made to convince legislators that a uniform tax code is necessary in California.

"We will continue to make an effort to reduce the tax figure," Say said, "but it may be necessary to adjust targets and aim our efforts in the uniform tax code direction. Any chance to reduce the tax on cigarettes seems to have vanished."

The general feeling of most cigarette vendors surveyed at the CAVC meeting in Palm Springs (11) was one of resignation. All that is said, many said, is to decide whether or not operators will increase the price of machine cigarettes to the consumer.

There are several cigarette tax proposals pending before the Legislature.

Under one proposal, the present tax of 3 cents a pack would be raised to 5 cents. Some of this money would be returned to cities and counties to replace revenue from their present local cigarette taxes. At least 19 cities in California levy such a tax.

Other Plans

But cities with a cigarette tax bigger than the amount the administration wants to return to Indian tribes this year, at $44 million a load, councilmen believe a uniform cigarette tax code is necessary in the State.

"A perfect setting to mix convention business and pleasure," the Monte Carlo will be a haven for the ladies.

SPECIAL EVENTS planned for the ladies.

SPECIAL RATES $10.00 registration fee per person. Entries registrants to exhibit rooms, business sessions, Friday hospitality afternoon, & dance will be on hand Saturday evening. All meals are included, as well as a check back and tickets will be awaiting your arrival.

N. V. A. TIMETABLE

Date Business Sessions General Meeting

Apr. 6 10:00 a.m. to 4:15 p.m. 4:20 p.m. - Board
8:30 p.m. - Hospitality

Apr. 7 1:00 p.m. to 6:00 p.m. 10:00 to 12:30 p.m. 8:00 a.m. - N.V.A. Hotel
10:30 a.m. - General Meeting

Apr. 8 1:00 p.m. to 3:30 p.m. 7:00 p.m. - Banquet & Dance 10:30 a.m. - General Meeting

Apr. 9 10:00 a.m. to noon

N.V.A. 134 North LaSalle St., Chicago, Ill. 60602 Phone: ST 2-7747

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MARCH 25, 1967, BILLBOARD

California Vendors Plan Leap Forward

LOS ANGELES—A record number of CAVC members and persons said they saw the California Automatic Vendors Council (CAVC) install its first officers and board of directors at the 11th annual installation meeting in Palm Springs (4/11). Clarence Landis, newly elected president, pledged to continue the "great leap forward" made by the vending industry by implementing programs in taxation, public relations and health and safety.

Selected with Landis, an area vice-president with the Canteen Corp., was Richard Goeglein, vice-president, Southern California; Claude Witbeck, vice-president, Northern California, and William W. Dennis, secretary-treasurer.

Named to the board of directors were Lowell Adelson, Tony Capers, Richard Parsons and Dixon Poole, all of San Francisco; Armando Claveras of Sacramento; Marion Foose, Jack Nutt, Harry Robb, Barney Ross, E. F. Stanton, Edward Wachter, Albert Weymouth and Tom Young, all of Los Angeles; Jack Jacob, Jack Scherer, both of Oakland; Joseph Kitts of San Bernardino; Raul Noltoli of San Diego, W. R. Paton of Modesto and Albert Schorder of Redding.

Also on the board are past presidents John Lummis and Charles Manhattan, both of Los Angeles; Dwight Dickinson of Oakdale; Howard Beach and Ted R. Nicolay of San Bernardino.

Included in the three-day meeting were working committee sessions on public relations, taxation and regulations and the cigarette operators subcommittee of the taxation and regulation committee.

A board of directors meeting opened on Thursday night with board members for 1967 and discussed reports on membership, committee reports, public health, education, association liaison, milk licensing, taxation, public relations, health and safety and the new NAMA charter which they approved.

Meet the working schedule, the third annual golf tournament was held at the San Jacinto Country Club, and a Ladies' hospitality luncheon honoring Mrs. John Lummis, retiring President, was held at the Holiday Inn Riviera.

Host companies at the event included Austin Pacific Biscuit, Beverly Brown Brokerage, Bowker Chewing Tobacco Co., Canteen Corp., Condor, Chrome Tobacco Co., Del Monte, Frigidaire, Goodyear Tire and Rubber Co., Great Western, Highland Candy, Indian Nuts, Jafco, Jolly Rancher, Kelter, Chips, Kelley's, Kraft Foods, Lennox Cigarette Waist, Libby's, Loma Linda, Malt-O-Meal, Miles in the Buck, Moultrie, Natale Tobacco Co., Palmer, Pechane, Pepsi-Cola, Redding, Rialto, Ralston, Rice, Smith's, Sunset, Van Breedam, Wrigley Gum, Fogg's and Zest Gum and Cigarettes.

MARCH 25, 1967, BILLBOARD

MARCH 25, 1967, BILLBOARD

MARCH 25, 1967, BILLBOARD
London—Organizers of the 1967 Hanover General Trades Fair have recognized the dramatic growth of the coin machine industry in West Germany by devoting a special section to coin-equipment for the first time.

The Fair will be held this year from April 29 to May 7, and Hall 4A, with 32,000 square feet of space, will be reserved for some 40 German and foreign manufacturers and distributors of coin-operated games and photographs. Such exhibits at last year's were split between two buildings.

Though only three U.S. manufacturers exhibited at last year's massive show, nearly all major jukebox, game and vending markers were represented by their European distributors. Appearing in one way or another were National Revenues, Coin Acceptors, American Can Co., Rock-Ola, Seeburg, Wurlitzer, Rowe, Coin-Op, Coin MIDWAY and Williams.

Personal Shopping
Fair organizers have become aware of the increasing demand for vending equipment in factories, offices and institutions or for personal shopping after business hours. A bright future for coin-operated equipment, according to Mr. H. Dietz in West Germany. It is now estimated that 50 per cent of all cigarettes sold in West Germany are through vending machines. And the market expansion also includes jukeboxes and amusement machines, Fair officials agree.

Hamburg Arcade Operator Hires His Own P.R. Firm

Hamburg—A local arcade operator and game importer, dissatisfied with the results of a national coin machine industry publicity drive, has hired his own promotion man.

Lars K. Skriver, of Skriver brothers here, Danish born operator, has engaged a professional publicist and promotion man three months for a fee of $2,500 to improve the image of arcade amusements to the public. He told Billboard but a sum of $25,000 (DM 100,000) would be necessary to achieve a civic reception to date of the importance of arcade amusements embracing all sections of the industry (Arbeitgemeinschaft Maschinenspielautomaten—AMM), which represents arcade owners.

Live Artists
Some of his ideas so far successful have been the introduction of live acts (groups and folk artists) on slot trade days, competitions involving guessing song titles played on phonographs with record albums as prizes, and donating the receipts of one game machine in an arcade to a local charity fund. This has drawn the attention of local press.

Skriver, who worked hard on behalf of the German Arcade Owners' Association (there are some 400 arcades in Germany), withdrew from Association work when the association was disbanded in 1963. In order to see arcade owners' interests more efficiently handled since disbandment, Skriver has accepted the post of director representing the arcade owners in the generating body of the North German Amusement Association. Although the Skriver business in game machines only goes back to 1957, Skriver Brothers as a firm celebrates its 75th year this month. Their original business was shipping.

The three arcades in the Hamburg area are probably among the best operating in Europe. They are spotlessly clean and efficiently run. Their latest amusement piece is "See Yourself on TV" (shown at the last World's Fair) which is a 1€ machine.

ADVANCE REPORTS

Coin Machines Getting Greater Emphasis at Hanover

Wurlitzer Licenses Peruvian Manufacturer

LIMA, Peru—Manufacturers Peru S.A. here has just been licensed by the Wurlitzer Co. of North Tonawanda, N. Y., U. S. A., to import, assemble and manufacture components of the Wurlitzer phonograph. M.P.S.A., beginning with the current Wurlitzer model—the American—will manufacture simultaneously jukebox models in production at Wurlitzer's New York plant.

Wurlitzer distribution in Peru has been handled by Empresa-Espeziales Peru S.A. since 1953. This will continue. I.P.S.A. is an associate company of M.P.S.A.

Negotiation of the licensing agreement was handled by Andres Escobar, Wurlitzer Latin American sales manager.

Chief administrative officer for M.P.S.A. is Carlos Dogoy, major stockholder in both M.P.S.A. and I.P.S.A. Managing director of both the manufacturing and distributing firms is Dr. Mario B. Ordonez, whose speciality is economics. Sales manager in Edmundo Vera, who has been sales manager of I.P.S.A. for the past four years. Dogoy, a widely known figure in South American business, is also one of the largest stockholders in the Banco Comercial del Peru. He holds directorship in many other large Peruvian firms. Dogoy is also a world traveler, a polo player of world reputation, and is therefore greatly responsible for the giving national interest the spot on the Peruvian coast.

Dr. Ordonez is president of the Tango-Compa-Hi-Hi, chairman of a 28-man economic mission sent by Japan to tour the Western Coast last year, that trade with Japan, primarily in flipper games and photogs, is on a substantial upswing.

Vera said that about a third of U.S. exports of coin machines enter, after the pattern for all U.S. products, originate on the West Coast.

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los-angeles—Hiroimichi Egochi, executive director of the Japan Trade Center in San Francisco, said that U.S. coin machine trade with Japan will continue to show a steady gain for years to come.

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Japanese Trade Gains Predicted

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The One-Stop Today

The One-Stop View

THANKS

bought from us ever since we went into business in 1959."

Davidson's now has branches in Omaha and Wichita, Kan., and also distribute over 25 labels under a separate firm known as Choice Record Dist. Co. They were one of the first one-stops to inaugurate their own title strip service and currently prepare listing of 60 new releases which they mail out each week to operators.

Jukebox operators are responsible for 30 per cent of Davidson's volume.

Says Mrs. Davidson: "We couldn't do without them."

Memory for Numbers

The relationship between one-stops and operators often spans many decades, as is the case with Uptown Music in St. Louis, where Harry Brockman began servicing jukebox operators in 1942. His first customer, Joe Strel, is still with him—as a capable assistant, along with Betty Darin, who also has been with the company many years.

Joe, who started operations in 1922, had some of the first coin-operated pianos in St. Louis and tells how he was searching for Kay Kyser's 'Three Little Fishes.'

"I couldn't find it anywhere and just happened to hear of this record shop on Delmar. Harry had 50 copies of it and not long after this all us operators started buying from Brockman."

Harry, who moved to his current location on Kingshighway in 1958, has never been in favor of operators leaving the selection of records to him. "I'll send everybody a copy of what I think is going to sell," he said, "but they have to do their own ordering."

Many operators are amazed that Brockman, Joe and Betty run such a volume of sales; some from as far as Gaa, Hawaii and other Pacific Ocean points. While Brockman uses air parcel post for many of his clients, like many one-stop executives he has found that United Parcel Service has nearly revolutionized his ability to give quick, over-night service in the U.S.

Brockman has amazing facility at recognizing record stock numbers and often starts operators who recite a title over the phone by mattering the exact stock number to himself as he jots it down on his work sheet. He still remembers the stock number of that old Kay Kyser tune.

Brockman's operator column in the Pacific illustrate that operators gravitate to reliable record sources no matter what the distance. This has been the experience of Pat Cohen, Pat's One-Stop, Richmond, Va.

"If I have noticed any difference in my 10 years of operating a one-stop," said Cohen, "it has been this growing times with the times. I used to service just a local area but now I ship as far as 600 miles."

Cohen, who belongs to the Music Operators of America and exhibits at State conventions, finds that most operators are doing a good job of buying records.

Of them read the trade papers and follow the charts and stars on new records that are starting to break," he said. "This is a two-way street," he said. "We push distributors on new things and they have their own problems with supply sources, but it generally works out all right."

Attention

Another one-stop manager who criticizes jukebox operators for some lack of alertness is Jack Bernhardt, manager of Operator Sales One-Stop in New Orleans.

"Too many operators don't devote enough time to their record buying," said Bernhardt, who has managed the operation for about a year.

"Many operators seem to want us to take care of them automatically. A lot of them won't even take the time to listen to new records."

Bernard also believes that many operators are waking up to the importance of good programming. "One thing I've noticed is the insistence on uniform title strips on jukeboxes. Operators here want all the title strips alike and we offer a special strip which we make up on our multilift printer. I see no chance of uniformity as a good wind in the straw."

Bernard also noted a demand for more Little LPs. "We were having trouble getting enough but they're coming in now and these new phonographs that feature them in the display area have caused more demand for albums."

Mar-Tab Buys Sunshine State

MIAMI—Sol Tabb, president of Mar-Tab Vending here, has announced the acquisition of the Sunshine State Distributors route.

The Sunshine deal is another in a series of recent route acquisitions which, according to Tabb, are part of program de-

igned to build Mar-Tab into "the largest operating company of automatic music and amusement machines."

"This new route will be of no problem," Tabb said, "as it fits right in with our operating parts and accessories to the coin machine trade, was up 20 per cent in volume during 1966."

D&B Sales Up

CONVERSATIONS with reporters at the recent sporting goods show at Navy Pier here, D&B Industries partner Norman Cohen reported that the firm, which supplies parts and accessories to the coin machine trade, was up 20 per cent in volume during 1966.
Nebraska Assn. Meeting Set

GRAND ISLAND, Neb.—This city, 150 miles west of Omaha on Interstate 80, will be the setting for a meeting of the Coin Operated Industries of Nebraska, Inc., April 1-2, with Star Service Co. owner, George Ferguson, acting as host.

The affair, which will include a phonograph school, will be conducted by one of the major manufacturers’ field engineers, and displays from area distributors, will open with members participating in the inaugural of the Grand Island Race Track's 1967 season 2 p.m., Saturday.

Traditionally, COIN sponsor a race during the program and the winning horse is presented with a blanket on which the association’s name is emblazoned.

Following the races members will assemble at the motel for a buffet scheduled for 6 p.m.

MOA Report

Business to be taken up at the 1 p.m. meeting on Sunday will be highlighted by a report on the Music Operators of America board of directors meeting in Washington, D. C., last week. Omaha operator Howard N. Ellis, MOA treasurer and secretary-treasurer of COIN, and Fremont operator Tel Nichols, an MOA vice-president, will report on the national operators' organization.

Also high on the meeting agenda will be a report on the status of the proposed Nebraska gross receipts tax now under consideration at Lincoln. Ellis, owner of Coins-A-Matics, Inc., and Zorinsky, H.Z. Vending and Sales Co., Inc., Omaha, have been watching the situation at the State Capitol where it seems likely Nebraska will enact its first gross receipts law.

"Nothing is final as yet," Ellis reported, "they keep talking on amendments taking them off. But it looks like the law will go through. We were hoping jukeboxes and games could be exempt but even Bell Telephone didn't get an exemption on its phones and it was pushing, too."

Distributors expected to be on hand with displays are H.Z. Vending and Sales Co., Inc., Central Dist. Co., Omaha, Philip Mess & Co., and W.B. Music Co., Kansas City. Ellis indicated that distributors can contact Holiday Inn here for details on display accommodations.

The Dependables...from CHICAGO COIN

Park Lane

The Chicago Coin-Vegas Big-Ball Bowler

The Chicago Coin Machine division of Chicago Dynamic Industries has introduced its second over-size ball bowler. Called "Vegas," the unit is said by Chicago Coin officials to be a "vastly improved" model carrying the play appeal features of the firm's first over-sized ball bowler, "Flair." The over-size ball has a thumb hole, permitting application of regular bowling techniques. "Vegas" features a wider playground, six-way play and a larger cash box with removable partitions. The games are set to receive 15 cents per game or 2-play for-a-quarter. The unit is now in distribution.

Five Ops Offer Testimony On Sec.116 of Copyright Bill

Continued from page 65

..subjecting such machines to licensing agreements with the three or four representatives of the interests of composers and performers would make the jukeboxes unprofitable and thus deprive the restaurateur of this means of providing entertainment for his customers."

The MOA witnesses: JAMES TOLISANO, West Coast Music, Clearwater, Fla. Tolisano is president of the MOA, a long-time leader in the industry at both the national and state levels. He is one of the smallest operators on the MOA executive committee and of late has been working hard to build the Florida Music & Amusement Association. He has pledged that as MOA president he will do everything possible to build a solid business and as many parts of the country as possible.

WILLIAM CANNON, Cannon Coin Machine Co., Hadfieldton, Ill., is currently secretary of the MOA and his probable predecesor, 1968. He is predominantly a music and games operator, a crusader for creative record programming methods and a strong opponent of what he terms "discriminatory" amusement game licensing laws in his native State. He heads a small MOA committee on record company communication and programming and over the past two years has been in constant touch with major record company executives about the country. Cannon is president of the MCA-CNN-COIN Council of Coin Machine Operators.

W. R. LUMPKIN, Bryant & Lumpkin, Ashland, Va., is an MOA director and president of the Music Operators of Virginia. A post he's held for two terms. A quiet, congenial personality, he has steadily moved up industry ranks in his home State and in the national association on the strength of his reputation as an exemplary businessman.

MRS. LEGOA BALLARD, Belle Amusement Co., Belle, W. Va. Mrs. Ballard is one of the industry's most energetic and enterprising operators of jukeboxes. She is said to be capable of outstanding two men and can even overhaul a machine herself if need be. She has been secretary-treasurer of the West Virginia Music & Vending Association for a number of years.

TE NICHOLS, an MOA vice-president, is one of the most quiet, intense and professional operators in the business. He owns Automatic Vending Service in Fremont, Neb., and has been for years a leader in that State's trade association.

NICHOLAS ALEX, Armour, Herrick, Knipple & Alamo, Washington, D.C., is director for the MOA. He has impressed the industry with his thorough knowledge of both his and the coin machine fields.
New Bill Would Ban All Pinballs in Illinois

Continued from page 67

operation called the reasons "arbitrary."

The bill's Section 289 states: "The term 'pinball, bătășel or pigeonhole' means a game played with any number of balls or spheres upon a table or board having holes, pockets or cups in which such balls or spheres may drop or become lodged, or arches, pins and springs, or any of them, to control, deflect, or impede the direction or speed of the balls or spheres put in motion by the player."

The proposed legislation provides for seizure, confiscation and destruction of equipment of the types described above.

A due to the purpose of the new pinball-ban bill may be im-

"The term 'pinball, bătășel or pigeonhole' means a game played with any number of balls or spheres upon a table or board having holes, pockets or cups in which such balls or spheres may drop or become lodged, or arches, pins and springs, or any of them, to control, deflect, or impede the direction or speed of the balls or spheres put in motion by the player."

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Where operator's service problems are now left behind.

- NEW, FIELD TESTED, TROUBLE FREE MECHANISM DRAWER
- NEW, DIE CAST LEG SADDLE FOR EASY INSTALLATION
- NEW PEBBLED CHROME CORNER CAPS
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- QUALITY CRAFTED THROUGHOUT TO PLEASE EVEN THE MOST SERIOUS PLAYERS

17 YEARS OF PROVEN SUPERIORITY

See your Distributor or write

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ARA Robbed By 4 Bandits

NEW YORK — The Automatic Retailers of America, located at 36-55 Borden Avenue, Long Island City, N.Y., was held up by four men Monday (6). The quartet escaped with an undetermined amount of cash.

William Draggi, branch manager, said the holdup took place shortly after 5 a.m. when the facility opened. One man held a gun on the employees, the other three ordered the supervisor to open the safe.

ARA is an industrial and institutional vending service.

Sheraton-Motor Inn, Portland, Ore.
May 7—Pennsylvania Automatic Merchandising Association meeting, Host Farm, Lancaster, Pa.

May 12—South Dakota Automatic Merchandising Association, annual conference, Sheraton-Columbus Hotel, Columbus.

May 19—North Carolina Automatic Merchandising Association annual meeting, Greens Forest Hotel, Myrtle Beach, S.C.

May 21—Kansas Automatic Merchandising Association convention, Carnival Distributors & Vendors, nearby convention, Lassen Hotel, Wichita.

May 21—National Restaurant Association, 48th annual convention, Navy Pier, Chicago.

May 27—National Confectioners Association, 85th annual Convention, Chicago.


June 10—United Jewish Appeal, Coin Machine Division, annual fundraising banquet, Sheraton Hilton Hotel, New York City.

June 16—Minnesota Automatic Merchandising Council, meeting, Frazzle Lodge, Miller Lake, Wisc.

June 21—Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.

July 29-Aug. 1—National Candy Wholesalers Association, national convention and trade show, Washington Hilton Hotel, Washington, D.C.


Sept. 22-23—National Automatic Merchandising Association, western management meeting, site to be announced.

Oct. 19—Ohio Association of Tobacco Distributors, annual convention and trade show, Pick Congress Hotel, Chicago.


Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.


Alex Vitalis Dies

CLEVELAND — Alex Vitalis, Western Music Co. here, died of a heart attack Feb. 24. A veteran in the coin machine field, he had just been elected to a director's post in the Phonegraph Merchants' Association of Cleveland. He is survived by his widow, Mrs. Vitalis, her son, Nancy Russell, and a son, William.
The little Swinger that pays off BIG

ROCK-OLA'S NEW
CONCERTO
opens small locations
to BIG TIME TAKE

It's a smash! A beautifully compact, swingin' music maker that'll open the door to even the small marginal locations in your territory. The Concerto is in keeping with the Rock-Ola tradition for big sound and stereo-monaural excellence that encourages big play... but at a cost so small, it brings an almost instant return on your investment.

Smartly designed with gleaming anodized aluminum and sleek black accents, it features famous Rock-Ola Mech-O-Matic Intermix for 33 1/3 and/or 45 rpm records. The Rock-Ola Concerto joins a proud family of Rock-Ola Swingers that now includes a Rock-Ola Music Maker for every size and type location—from the smallest to the largest. Rock-Ola music makers are real swingers anywhere—everywhere!

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ROCK-OLA CONCERTO
100 selection—Model 434

ROCK-OLA GP/160/Model 432
A triumph of engineering design. Puts full dimensional sound and 160 selections into one slim, trim cabinet. Features famous Rock-Ola Stereo-Monaural 33 1/3 and 45 rpm intermix, plus all-mechanical selector mechanism, plus Revolving Record Magazine. (L.P. pricing optional)

ROCK-Ola GP/Imperial Model 433
Stereo-Monaural Phonograph plays 160 selections. Trim, elegantly styled to complement the most lavish surroundings. Features famous Rock-Ola Revolving Record Magazine, exclusive mechanical selector system, full-dimensional sound panel and easy-to-read title strips. Intermixes 7" L.P. albums, 33 1/3 and 45 rpm records.

Model 500 Phonette Wallbox
**Pop Spotlight**

**The Temptations Live!**

Gordy 921 (M: S 921 (S))

The added excitement of a "live" performance marks one of the hottest Temptations ever. "I'm A Man," "Papa Was A Rolling Stone," and "Get Ready!" are all too proud to stay on the charts this long. "Beauty Is Only Skin Deep," however, seems to be making a comeback. They also do an encore medley of "I Wish I Was Your Lover."

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**Ray Conniff En Espanol**

Ray Conniff Singers, Columbia CL 3600 (M: CS 9408 (S))

For their first LP in Spanish, the Conniff Singers have chosen a delightful program of pop tunes, old and new, and drawed in exciting new arrangements, incorporating both their "Ray Conniff" and "Swing Time" label sounds. "Everybody Loves Samson," "Cancion," and "You're The One For Me" are all highlights.

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**Country Spotlight**

**Jimmie Dean Is Here!**

RCA Victor LPM-3727 (M: LSP-3727 (S))

Debut album from没什么能代表的作曲家及歌手杰米·迪恩。The album features a mix of country and pop tunes, including "Don't Be Ashamed," "The Little Things" and "I'll Be Your Girl." It features the Jamboree Singers and is produced by Jimmie Dean himself.

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**Religious Spotlight**

**How Great Thou Art**

By Elvis Presley, RCA Victor LPM-3736 (M: LSP-3736)

His first religious LP, this album includes classic songs like "How Great Thou Art," "He Touched Me," and "I'll Fly Away." It features the Jamboree Singers and is produced by Elvis Presley himself.

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**Classical Spotlight**

**Symphony No. 1**

Various Artists, Columbia ML 6355 (M: MPS 2349 (S))

This symphony features a variety of works by different composers, including Beethoven, Mozart, and Brahms. The Jamboree Singers and the Symphony Orchestra of the CBS Sympho-