

# Billboard

The International Music-Record Newsweekly

## 3M Shells Out 500G In Background Fees

By LEE ZHITO 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 Ray 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 their deals directly with 3M—have received to date a total of more than \$1 million. These include among others, Shapiro - Bernstein, Southern Music, Leeds 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 sale appeals 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 music industry that are not entirely happy with the copyright revision bill as reported out of the House 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)*

## Mfrs. Call Hiking LP Prices Inevitable; Cite Cost Squeeze

By HANK FOX

NEW YORK — Album price increase this year are virtually a certainty, according to a Billboard survey of some leading manufacturers. However, the amount and method of increase, the date and which firm will be the first to make the move are all still unknown.

Spurred by Columbia Records' president Clive Davis' recent address at the National Association of Record Merchandisers convention key industry figures are now openly discussing what they had been contemplating for some time.

Company officials at Capitol, MGM, Liberty and Atlantic among others say that spiraling costs, coupled with a tight profit squeeze, make the decision to raise prices inevitable. The most probable change will be an across-the-board increase but many copies are seeking an alternate, more flexible solution.

Album prices have always been adjusted downward. In 1955, popular album prices were cut from \$4.85 to \$3.95 on an industry-wide basis following the moves of Columbia and RCA Victor. And the recent removal of the federal excise tax further reduced cost to \$3.79.

In his NARM address, Davis called on the industry to institute a pricing scheme which would be reflective of production costs and demand. The plan would be similar to that used in scaling movie and theater ticket prices. A high-budgeted movie or play which expects strong boxoffice sales will command more money per ticket, Davis said, and it will get it—without any loss in the number of takers.

"Price is not a significant *(Continued on page 8)*

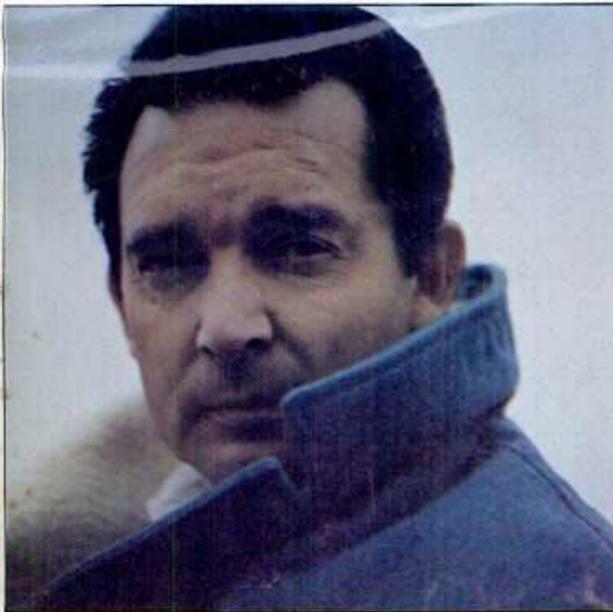
## KAMA SUTRA BOWS LABEL

NEW YORK—Kama Sutra, the independent production company, will open its second label by the second week in April. The company's existing label, Kama Sutra Records, is distributed by MGM Records. Frank Mell, K-S vice-president, said the new label will release pop singles and albums and will also get into the r&b field. He emphasized that it will not be an r&b label and will concentrate on pop material, as does Kama Sutra. The name of the new label is being withheld pending copyright clearance.

## U.K. Steps Up Raids on U.S.

By GRAEME ANDREWS

LONDON — In the increasingly competitive British music and record market, rivalry between manufacturers to capture artists and licensing agreements from U. S. labels is becoming more intense with major developments and new *(Continued on page 8)*



At the end of every Ray Price personal appearance, the audience never fails to respond to his last number, "Danny Boy," with a standing ovation. Now, by unprecedented popular demand, Ray Price has recorded "Danny Boy" on a new Columbia single, 4-44042, and record fans are adding their cheers to the roar of the crowd. *(Advertisement)*

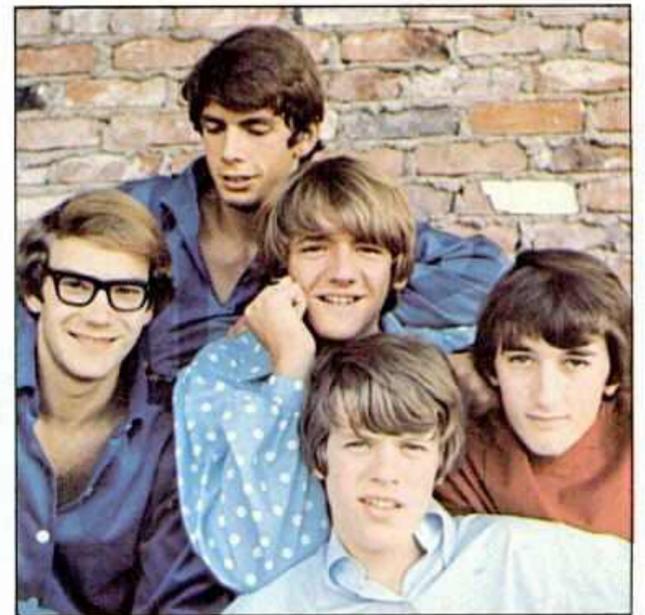
## Fan Mags Snub New Disk Acts

By MIKE GROSS

NEW YORK — The increasing sophistication and growing battle for circulation among the key record business fan publications are making it more difficult for new disk acts to get magazine exposure. The situation, they say, is similar to radio's "Top 40" which limits its exposure to the click disks.

The importance of the fan magazines came to the fore recently with the announcement that 16 Magazine had topped the million circulation mark, the move by Flip to a monthly from its former every-other-month publishing schedule, and the entry of the Billboard Publishing Co. into the fan market with a new publication called Soundmakers which will hit the stalls on April 1. Now, such teen disk magazine as Hit Parader, Song Hits, Teen Life, Teen World, and Datebook are being put into a position where they have to stay with stories on the established artists.

The new artists and their press representatives are complaining that the same top recording acts are covered by the major teen-oriented magazines. "Check any *(Continued on page 8)*



This week on the Hot 100, the big competition for Herman's Hermits is . . . Herman's Hermits! Both sides of their new MGM single (K-13681) are racing neck and neck up the singles chart: "No Milk Today" and "There's a Kind of Hush All Over the World." The latter is the title tune of their new album (E/SE-4438) which includes both hits. *(Advertisement)*

3 ALBUMS OF THE NEW GIANT SIZE



MG 21104/SR 61104



MG 21102/SR 61102

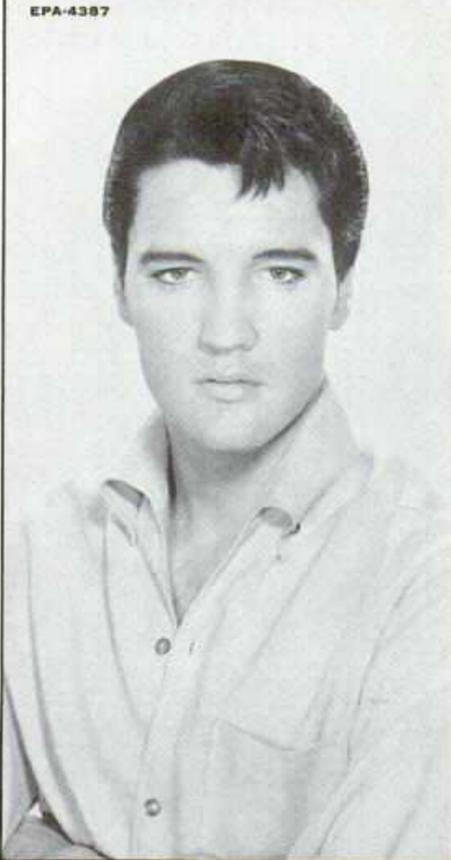


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YOGA IS AS YOGA DOES (BMI) 2:07

SIDE 2  
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# U. K. Mfrs. Set Peaks in Exports, LP Output; Offset Freeze, Taxes

LONDON—British manufacturers exported a record number of disks in 1966 and achieved an all-time high in album production, according to statistics for the year released by the Ministry of Technology.

Total output for the year was 84,871,000 records, and manufacturers' sales were worth \$70,230,000 a fall of only 1½ per cent, despite the wage "freeze" and higher purchase tax

introduced by the government in July.

Exports brought in \$10,575,000 for manufacturers, a jump of 9 per cent over 1965, and accounted for 15 per cent of manufacturers' sales. Among factors contributing to the British export achievement were British Decca's and the overseas success of Philips' direct exports, particularly in Scandinavia.

Home sales were down 3

per cent to \$59,654,000, the third highest total in the industry's history and more than double 1959 figures—indicating that the manufacturers have virtually managed to sustain the new levels of turnover achieved during the "Mersey Boom."

Album production rose by 6 per cent against a 17 per cent fall in output of 45's, another example that the British market is moving steadily away from singles domination to a more even distribution of sales.

Additionally, the booming sales of budget records at similar prices to EP's have cut into the turnover of the latter with their poorer value for money ratio at only four tracks against the normal 10 to 12 on British budget records.

# Kirshner & Col.-SG Collide—He Sues

NEW YORK — The long-brewing battle within the corporate complex of Columbia Pictures-Screen Gems over the operation of its Colgems Records, home base for the Monkees' disks, came to a head last week. Don Kirshner was ousted as president of Colgems on Feb. 27 and has filed a breach of contract suit in New York Federal Court.

Kirshner's suit seeks damages totaling \$35.5 million, which is based mainly on his expected share of the anticipated profits of the disk division. According to the complaint, Kirshner, as president of the disk division, had a five-year contract which began Aug. 1, 1966, and provided for an annual salary of \$35,000 against total possible compensation of the division's pre-tax earnings.

The suit accused Abe Schneider, president of Columbia Pictures and Screen Gems; Bert Schneider, the president's son and producer of the Monkees' TV show, and Jerry Hyams, executive vice-president of Screen Gems and a Columbia director, of conspiring to interfere with and terminate his contractual rights, to "diminish" his reputation, and to obtain for Bert Schneider "a greater share of the royalties" from the Monkees' recordings.

## Answer to Suit

In answer to the suit, the defendants who were at a Columbia Pictures-Screen Gems meeting in Palm Beach, Calif., late last week said that, in the opinion of their counsel, the legal action was totally without merit and the personal charges against the individuals in the complaint were wholly groundless. "The decision to terminate Kirshner's contract relating to Colgems Records was made by Leo Jaffe and Jerome S. Hyams, executive vice-presidents of Columbia Pictures and Screen Gems, respectively, the executives charged with the responsibility for the supervision of the

Colgems Records Division. Their decision was approved by the board of directors of Columbia Pictures and Screen Gems. We are confident and the court will agree that the actions of Columbia Pictures and Screen Gems were well justified and that the corporation acted within their legal rights, and in the best interest of the stockholders."

Despite the Colgems hassle, Edward Bennett Williams, Washington attorney representing Kirshner, said that Kirshner has continued as president 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 7½ per cent of the net profits before taxes.

In the complaint, Kirshner 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. RCA Victor distributes and manufactures the Colgems product, and its deal with Columbia Pictures-Screen Gems is for the Colgems division to supply the product.

# MONKEE JONES SETS UP LABEL

HOLLYWOOD — Davey Jones, a member of the Monkees, is going into the disk business. He has formed Davey Jones Records, and signed Vinnie Basile as the company's first artist. The disk operation was formed with Hal Cone, Jones' manager. The company representative in the East is Jack Angel, while Lee Young will run the office on the Coast.

Jones will continue working on records with the Monkees distributed and manufactured by RCA Victor.

## EDITORIAL

# NARAS TV Show

NARAS is currently wrapping up production plans for its TV show, "The Best on Record," to be presented 9-10 p.m., May 3, over NBC.

The importance of NARAS' annual TV show, "The Best on Record," increases yearly. It is an excellent example of institutional promotion which benefits the entire record industry—the artists, manufacturers, dealers, distributors and publishers. It is important therefore, that the entire industry get behind this effort and maintain the NARAS promotional drive.

Production plans are already being set. The program will be presented 9-10 p.m. May 3, over NBC. It is expected that many of the award-winning artists will appear. The stature of these artists and their labels has already been measurably heightened by virtue of the recently held awards presentations in various cities and they now stand to gain additional promotion—for themselves and the record industry—through their appearances. These appearances, by the way, are by no means freebies. The talent is paid better than scale.

The NARAS organization, whose executives are volunteers, plans to tape the TV show next month. Therefore, time is of the essence and final plans must be crystallized very soon. We urge everybody to get behind the NARAS drive so that a show can be aired which will have national impact.

## EXECUTIVE TURNTABLE XXX

Brian Williams has been named national promotion director for Don Kenneth Productions, Los Angeles. He was formerly Western sales representative for MAP Records. . . . John MacLeod has been named associate counsel at Toronto head office for Capitol Records (Canada). Previously legal matters had been handled through the legal department in Hollywood. MacLeod, formerly a lawyer with the Canadian Broadcasting Corp. and Expo '67, spent a two-and-a-half month indoctrination period with the U. S. parent company before returning to Canada last month.

\*\*\*

Richard T. Drury becomes general manager of Anita Kerr Enterprises April 1. He is operations manager of Station WOHO, Toledo, and has been in broadcasting 17 years. The Anita Kerr company, with headquarters in San Diego, Calif., will produce jingles for radio and television stations. . . . Jack Kaufman has left the Pan American Record Supply Co., Denver, after three years, to devote full time to the Harmony Record Shop, also in Denver.

\*\*\*

Philips Records' new national promotional director is John Doumanian, a 12-year veteran of record business sales and promotion. He started with Capitol's distributor in Chicago as a salesman, joined Columbia in Chicago in 1961, returned to Capitol in 1963 and joined Kapp in 1966. He'll be headquartered in Chicago.

\*\*\*

Ron Tepper resigns April 15 as Capitol's press relations manager to open a California office for Ivor Associates, New York-based public relations firm headed by John Kurland, former Columbia Records public relations director. Tepper had been with Capitol three years, before that he was a writer with The Los Angeles Times. . . . Bob Goalby, professional golfer, has joined the public relations staff of The Richmond Organization. He will wear the TRO emblem in golf tournaments and visit-disk jockeys, artists, distributors and dealers.

\*\*\*

Mercury Records has appointed Ed Crawley regional promotional director for the South. Crawley will headquarter in Memphis. He had been national promotion director for Sound Stage 7, Monument's r&b-oriented affiliate.

\*\*\*

Merv Shiner has joined Mayhew Music, Nashville publishing company, as general manager. He is a country singer under contract to MGM Records. . . . John Mack has joined the

(Continued on page 10)

# Chappell Bows BMI Firm for Stage Writers

NEW YORK—Louis Dreyfus, head of Chappell, is eyeing the growing crop of BMI-affiliated writers in the musical theater field for exposure overseas. He has set up a BMI firm called Bondola Music to latch on to these new theater writers. The Bondola copyrights will be handled through Chappell, Ltd. in England, and will have no affiliation with the Chappell firm here.

Last year, Chappell made a deal with Acuff-Rose, a prominent BMI publishing company, to handle its educational and standard material.

BMI is currently represented on Broadway with three musicals. They are the Jerry Bock-Sheldon Harnick shows "Fiddler on the Roof" and "The Apple Tree," and Fred Ebb and John Kander's "Cabaret."

# Jubilee Industries Into Foreign Deals

NEW YORK — Jubilee Industries, Inc. has signed three exclusive foreign representation agreements for products of Jay-Gee Record Co., Inc. and B. T. Puppy Records, Inc. Elliott Blaine, executive vice-president and executive director of international marketing of Jubilee, announced the deals with EMI for the United Kingdom, Barclay for France and the Benelux countries, and Sonoplay, a division of Movierecord, for Spain and Portugal. Blaine said he currently is considering licensing contracts for Sweden, Germany, Finland, Australia, Norway, Italy, Japan, Hong Kong, Brazil, and the Union of South Africa.

# NARM PARLEY DATES ARE SET

PHILADELPHIA—The National Association of Record Merchandisers has set the dates for its spring conventions for the next two years. NARM will convene March 17-22 at the Diplomat Hotel in Hollywood, Fla., next year. In 1969, its convention will return to the Century Plaza March 2-7.

# Columbia Pop Singles Are Kicking Up a Chart Storm

NEW YORK — Columbia Records is driving hard into the pop singles market scene. The company has nine records on Billboard's Hot 100 chart this week, including two on its subsidiary Date label. The high-

riding disks encompass the teen-age sound, country-pop, and "good music."

The Columbia disks hitting the Hot 100 chart this week are "Ups & Downs," by Paul Revere & the Raiders; "At the Zoo," by Simon & Garfunkel; "Don't You Care," by the Buckingham; "Soul Time," by Shirley Ellis; "Music to Watch Girls By," by Andy Williams, and "It's a Happening Thing," by

(Continued on page 10)

# 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 Records. The firm hopes to promote its native city and State and has released the LP "Vamos Albuquerque" by Max Baca, a local accordionist. The LP's back liner is a chamber of commerce-type promotional pitch for the region. The music is in Spanish.

According to label head Jerome Wilson, the album is the first ever produced on a local level. The local company hopes to attract record industry interest. Wilson said, similarly to the way the State seeks to attract new industry to its boundaries.

# GREENGRASS, BARTON IN FIRM

NEW YORK — Ben Barton and Ken Greengrass have formed Greenbar Music, an ASCAP firm. First song published by the new company is "I've Been Here Before," written by Sammy Cahn and Jimmy Van Heusen. Barton had been president of Barton Music, Frank Sinatra's publishing company, for 20 years. Greengrass is a partner in Greengrass-Talan Management Associates.



**BRAZILIAN COMPADRES**—Frank Sinatra and Antonio Carlos Jobim, Brazil's famed young composer, react to playback of a tune during their recent collaboration for the LP "Francis Albert Sinatra/Antonio Carlos Jobim." The LP marks the first teaming of the two.

## Liberty Plays Host To Golf Tourneys

NEW YORK — Liberty Records played host last weekend, March (11-12), to rack-jobber golfers attending the NARM convention in California. The games were played at the Bermuda Dunes and La Quinta courses in the Palm Beach area, and the golfers stayed at El Mirador hotel. Al Bennett and

## Action Expansion

NEW YORK — The Rocky Mountain region distributorship of Epic, Okeh and Crossroads has been taken over by Action Records Distributors, Denver, Colo.

Ed Berskey were the Liberty hosts.

The golf tourneys, in which 40 players participated, were won by Dave Levey, Ted Golden and Harvey Geller.

## 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 act hunting in San Diego, La Jolla and Tijuana, Mexico. For Myers, it is his first talent trip since joining the company as its national promotion manager.

The Dot Records subsidiary top 40 label is currently represented with two singles, both masters: "I Don't Think You Know Me," by the American Bread, purchased from Chicago producer Bill Trout and "Wonderful Day," by the Other Half bought from local producers Hank Levine and Larry Goldberg.

## Stax-Volt Show Opens in London

LONDON—A gala r&b show opened its three-week European tour here last Friday (17). The Stax-Volt Show headlined Otis Redding, Carla Thomas, Eddie Floyd, Sam & Dave, Arthur Conley, Booker T. & the MG's, and the Mark-Keys. The show played London on Saturday (18) and Sunday (19) before moving to an SRO house at Paris' Olympia Theater on Tuesday (21). Next comes a series of one-nighters in major English cities like Manchester, Leeds and Birmingham.

Also slated for the tour are appearances in Oslo on April 4; Stockholm, April 6; Copenhagen, April 7; The Hague, April 8; and a final London date on April 9. Among top Stax-Volt and Atlantic Records executives traveling to London for last week's opening were Jim Stewart, Stax-Volt president; Al Bell, promotion chief; Jerry Wexler, Atlantic executive vice-president; Tom Dowd, Atlantic chief engineer; Phil Walden, Redding's manager; and Joe Calkin, Atlantic-Stax promotion man.

## Special Discount & Billing Policy to Merc.'s Distribs

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

The spring release, called "A Record March Into April," will be backed by a full promotional and advertising program, Mink said, and a new Blues Magoos album included in the 12-package offering will get extra exposure with the appearance of the Magoos on the Smothers Brothers CBS TV show April 9.

The nine pop titles in the release are by, in addition to the Magoos; Lesley Gore (in collaboration with Bob Crewe), Dave Dudley; two productions by Steve Clark on the Coast, by Friar Tuck and Mort Sahl (his return to recording after a long absence); some never-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: a selection of rarely heard or recorded Mozart works by Antal Dorati and the Festival Chamber Orchestra (Tonina Dorati doing the jacket); Janos Starker with pianist Stephen Swedish performing five baroque works and

a collection of the works of Hans Christian Lumbye performed by the Danish Royal Orchestra directed by Arne Hammelboe.

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MARCH 25, 1967, BILLBOARD

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## BURTON FUND IS CLOSING IN ON ITS GOAL OF 100G

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 Tuesday (21) at the Americana 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 Allen and Rossi. Morris Levy, dinner-dance committee chairman, announced that dance music will be supplied by the Count Basie Band, Tommy James and the Shondells, and Tito Puente. Ted Brown, New York deejay, will be emcee. A cocktail hour will precede the dinner-dance to be held in the Imperial Ballroom.

A campaign for the \$100,000 fund was launched last year by the Friends of Robert J. Burton, an informal group of record industry leaders. The fellowship planned for Columbia University will be for study and research in copyright and other law affecting music. Annual interest will be awarded a deserving student for study in this field. University officials will select the student to receive the grant.

Last-minute subscriptions for single places at \$50 or 10-person tables at \$500 may be made by calling Morris Levy at Roulette Records in New York City. Members of Burton's dinner-dance committee include Barney Ales, Bob Austin, Hal Cook, Halsey Cowan, Joe D'Imperio, Harry Fox, Bill Gallagher, Walter Hofer, Buddy Howe, Phil Kahl, Don Kirshner, Mort Nasater, Larry Newton, Marty Ostrow, Howie Richmond, Martin Roemer, George Schiffer, Charles Schlang and Mike Stewart.

# 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 Buckingham—"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:**

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- 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'"

This One



PGBF-E09-WFPJ

**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 6 p.m., next Friday (31), with dignitaries from all fields on hand.

Ribbon-cutting will be done by Roy Horton, Southern Music Co., who is chairman of the board of the Country Music Association, and Paul Cohen, Kapp Records, CMA president. All members of the CMA Board of Directors, its officers, and officials of the Country Music Foundation will take part. CMF is the non-profit organization which was responsible for the construction and operation of the beautiful structure.

Now in its final stages of completion, the building will be opened to the general public all day Saturday, April 1.

Among those expected at the ceremony are Gov. Buford Ellington, former Gov. Frank Clement, and Nashville Mayor Beverly Briley, who was instrumental in obtaining the land for the building.

The opening will climax years of planning and months of actual work, ranging from fund-raising to interior planning. This "sight and sound" structure will be alive with music throughout.

At least one living member of the Hall of Fame will be at the ceremony. During the two days following, the CMA board will hold its regular quarterly meeting in Nashville. The opening will be preceded by a dinner-party for leaders of the music industry, hosted by Commerce Union Bank in Nashville.

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

NEW YORK—The next time Vic Damone opens at Basin Street East he should insist that customers be served in paper plates, with wooden cutlery, by mute waiters. The RCA Victor artist's first night at the just reopened East Side club Thursday (16) was marred by the clamor of dishes, the clinking of silverware and the jarring voices of the waiters.

It's a pity, because Damone turned in truly a first-rate performance, all the more remarkable because of the acoustic obstacle course he had to hurdle.

## A Disagreement Stops Buying of Fantasy by AF

NEW YORK — The acquisition of Fantasy Records by Audio Fidelity Records has failed to materialize. Herman Gimbel, AF president, had flown to San Francisco last week to close the deal. Gimbel returned without the acquisition, charging that Fantasy failed to deliver assets provided for in the agreement.

These assets, according to Gimbel, include "full use of a quantity of masters—including all of the Dave Brubeck material, which is unquestionably the heart of the Fantasy catalog."

Gimbel added that record club and tape cartridge deals had been negotiated for the expected new Fantasy operation, and that Orrin Keepnews had been brought in as general manager of the operation.

## Merc.'s 14th Merrec Branch

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

It is the company's 14th Merrec division, and one of several created during recent months. In August, 1966 Mercury opened a non-stocking branch in New Orleans and another was opened in Milwaukee in December. Other Merrec divisions now exist in Chicago, New York, Boston, Atlanta, Dallas, Miami, Los Angeles, Charlotte, Cleveland, Philadelphia and San Francisco.

Damone's relaxed manner, his unerring instinct to pause at the proper time and his rich voice won over an audience which at first seemed more interested in whether to order the sirloin or the prime cuts.

The program consisted entirely of standard and easy listening numbers—"The Best Is Yet to Come," "Easy Does It," "She Loves Me," "One Note Samba," "I Cried for You," "The Most Beautiful Girl in the World" and "Shadow of Your Smile." The last-named was performed early and late in the show.

His "Who Can I Turn To" became a plea to the man on the lights to soften the spot and to the waiters to ease up on the noise. It didn't have much effect with the help, but the customers liked it.

Damone will be Dean Martin's summer replacement on his network television show. Based on his ability to come across effectively at Basin Street East, he should be able to perform miracles under controlled studio conditions.

He was backed by a full orchestra, and the rapport between the singer and the band was close all the way. Bobby Hackett, heading a quartet, opened the show. The trumpet player didn't get too much of a chance to display his celebrated style, as the noise level on the floor was somewhat higher than an Italian wedding and a little less than Niagara.

Hank Bradford, a comic, was effective with a topless waitress bit and with comments on the New York scene.

AARON STERNFIELD

## 'Ivy-Covered' Jazz Spreads To Television

LOS ANGELES — "Ivy-covered" jazz — the music developing on college campuses, has been tapped as the subject for a 90-minute TV special by producer Ed Pierce, who has secured coverage rights to the Intercollegiate Jazz Festival finals in Miami Beach, May 3-6.

The finals have already obtained recording and radio coverage, with the ABC Radio Network handling the show and Impulse Records tapping the program for an album.

The finals will be staged in the cavernous Miami Beach Auditorium, with participants having been sifted from six previous collegiate bashes at Villanova, Cerritos, Northwestern, Little Rock, Mobile and at an Intermountain bash.

These six college festivals are the result of the growth of stage bands on the high school and higher levels. The stage bands are primarily concert jazz bands to which the better type of musician fluctuates. Many are serious about entering music as professionals upon graduation.

## J-G & Miller-Martin Forms Toot Label

NEW YORK—Jay-Gee Record Co. and Miller-Martin Productions have formed a new label, Toot Records.

Both Trade Miller and Eddie Martin are veteran music men. Martin has arranged and produced for the Tokens, Joan Baez, the Angels, Barry Mann, Joey Dee and Connie Stevens. Miller's compositions have been recorded by Elvis Presley, Johnny Ray and the Serendipity Singers, among others.

Toots Records will release only two disks per month in order to give their product "the necessary attention."

## Victor Red Seal To Issue 'All Seasons'

NEW YORK—The complete spoken soundtrack of the award-winning Columbia Pictures "Man for All Seasons" will be issued as a special RCA Victor Red Seal album next month. The picture, which has been named Best Film of the Year by both the New York Film Critics Circle and the Hollywood Foreign Press Association, has been nominated for eight Oscars. Starring are Wendy Hiller, Leo McKern, Robert Shaw, Orson Welles, Susannah York and Paul Scofield.

## PERKS INTO POP

NEW YORK—The coffee industry's jingle, "Music to Think By," is going into the pop market as single release by a new group, the 2 Plus 2, on the RCA Victor label. The tune was written by R. Boyell and is published by Nuance Music (ASCAP). Paul Robinson produced the disk for Victor.

set-up is electronic data processing. Others taken by Merrec branches are filed by wire directly to the computer in Richmond. Product is usually placed in shipment less than an hour after the order is received by the Merrec branch.

## THE CAST OF COPYRIGHT WITNESSES ON MARCH 20

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

Herman Finkelstein, General Counsel, American Society of Composers, Authors and Publishers, accompanied by James Thomas, President, Church Music Publishing Association; Johnny Mercer, composer; Cy Coleman, composer, pianist.

Sidney M. Kaye, Board Chairman and General Counsel, Broadcast Music, Inc., accompanied by Gunther Schuller and John Loudermilk, composers.

Albert F. Ciancimino, Counsel, SESAC, Inc. Leonard Feist, Executive Secretary, National Music Publishers' Association, Inc., with Wesley Rose, President Acuff-Rose Publications, Inc.; Robert R. Nathan, Robert R. Nathan Associates, Inc., and Julian T. Abeles, Counsel.

Philip B. Wattenberg, General Counsel Music Publishers Association of the U. S.

Also: Joseph Malec Jr., Chairman, Music Royalty Committee, International Association of Amusement Parks and Donald J. Brown, Counsel for National Ballroom Operators Association.

Record industry spokesmen appearing March 21 are:

Thurman Arnold, Special Counsel, RIAA; Alan W. Livingston, President, Capitol Records; Sidney Diamond, of Kaye, Scholer, Fierman, Hays & Handler; Clive Davis, Vice-President and General Manager, CBS Records; David Kapp, President Kapp Records.

Isabel Marks, General Counsel, Decca Records; Jarrell McCracken, President, Ward, Inc.; Ernest Meyers, General Counsel, Record Industry Association of America; Stan Kenton, Chairman, National Committee for the Recording Arts.

## Market Quotations

(As of Noon Thursday, March 16, 1967)

NAME	65-66		Week's Vol. in 100's	Week's High		Week's Low	Week's Close	Net Change
	High	Low						
Admiral	55½	28½	1566	31½	28½	29½	- ¾	
American Broadcasting	93½	62	1099	82¼	74¾	81¼	+6¾	
Ampex	32½	17	2754	31½	30½	31¾	+ ¼	
Audio Devices	41¼	17	654	30¾	24¼	29½	+4¼	
Automatic Radio	7¾	2¾	127	5½	4¾	5	+ ¼	
Automatic Retailer Assoc.	63¾	42½	210	61¾	60	61½	+ ½	
Cameo Parkway	4¾	1¾	22	2¾	2¾	2¾	+ ¼	
Canteen Corp.	36¾	18¼	251	27½	25½	26¾	- ¾	
CBS	75¾	42	894	75¾	72½	73¾	- ¼	
Columbia Pic.	39¾	22½	138	37½	36	36½	Unchg.	
Consolidated Elec.	49¾	31	830	49¾	47½	48½	- ¾	
Disney, Walt	94½	40¾	170	89½	83¼	83¼	-4¼	
EMI	5¾	3¾	874	5	4	4	- ¼	
General Electric	120	80	1681	94¼	89	94½	+3¾	
Handleman	27¾	13¾	43	27¾	26¾	26¾	- ¾	
MCA	61¾	28¼	152	47½	46	47¾	+ ¾	
Metromedia	55¾	25	205	54	48½	51¼	-1¾	
MGM	41¾	24½	795	41¼	38	40½	+1	
3M	90¼	61	538	90¼	86¾	88¾	- ¾	
Motorola	233½	90	1427	112	102½	105	-3½	
RCA	62¼	36¾	1819	51	47¾	50	- ¼	
Seeburg	32¾	11¾	325	17½	16½	16½	- ¾	
Tel-A-Sign	5¾	1¾	219	3	2¾	2¾	- ¾	
20th Century	46¾	25½	766	46½	43¾	46¼	+1¼	
U-A	37¾	21½	986	35¾	33½	34½	+ ¼	
WB	25¼	11¾	721	25¼	22½	22¾	- ½	
Wurlitzer	36	15½	1078	36	30¼	34¼	+ ¼	
Zenith	87¾	46½	1361	59½	54¾	57	- ¾	

## OVER THE COUNTER\*

(As of Noon Thursday, March 16, 1967)

	Week's High	Week's Low	Week's Close
Dextra Corp.	2¾	2½	2-5/16
GAC	7	5¾	8¾
Jubilee Ind.	4	3¾	3¾
Lear Jet	23	18	24½
Merco Ent.	10¼	10¼	10
Mills Music	25¼	24¾	24¾
Pickwick	10	9½	9½
Telepro Ind.	4¾	4½	4½
Tenna Corp.	13¾	12½	12¼

\*Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the bid nor the asked prices of unlisted securities represent actual transactions. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

The above quotations compiled for Billboard by Merrill Lynch, Pierce, Fenner & Smith, Inc., member of the New York Stock Exchange and all principal stock exchanges.

## ASCAP Meet Set

NEW YORK—The American Society of Composers, Authors and Publishers' semi-annual East Coast membership meeting will be held next Wednesday (29) afternoon at 2:30 in the Hotel Americana here. Reports from President Stanley Adams and from other officials will make up the agenda.

## Credit on Single

NEW YORK—Aretha Franklin's Atlantic Records' single, "I Never Loved a Man the Way I Love You," was inadvertently credited to Eddie Floyd on the Stax label in Billboard's Hot 100 chart last week. Miss Franklin's disk is in the No. 20 position on the Hot this week.

**THE GREATEST PICKETT!**

# ***I FOUND A LOVE***

***Part 1***

## ***Wilson Pickett***

#2394



# Creators See McClellan's Delay as New Life for Their Copyright

• Continued from page 1

said the duplicate Senate bill (S. 597) which he introduced by request, does not "necessarily reflect my views concerning several controversial issues involved in this legislation. Based on a preliminary study, there are certain provisions of the bill which I may not be able to support in their present form." Senator McClellan (D., Ark.) added that if "certain revisions are made, I will then be able to give my wholehearted support to this legislation." He carefully refrained from any hint as to what revisions he wanted.

A surprise item at the opening of the Senate hearings was an amendment introduced by Sen. Frank Lausche (D., Ohio) to exempt county and State fairs from performance royalty requirements under the bill.

## First Day for Authors

The first day of the hearings Wednesday (15) was given to

authors and publishers of books and textbooks, who strongly endorsed the bill's limits on free use of copyrighted material by educators, and on educational TV stations which broadcast to the public at large. Opposing educator spokesmen appeared last Friday (17). McClellan's keen interest in the educational use of copyrighted materials was indicated by the roster of educational spokesmen invited: seven main presentations, involving 16 witnesses. The revision bill would end present law's blanket not-for-profit exemptions, and spell out some limits on educational free use outside of classrooms—particularly on educational TV.

The third day of hearings (March 17) was scheduled for jukebox interests, who are fighting what they term the "unworkable complications" and high (\$19) per box per year-rate of performance royalty under the compulsory licensing terms of the copyright revision

bill, which ends the traditional jukebox performance royalty exemption.

Record industry spokesmen who are fighting the revision's proposed raise in mechanical royalty rate to 2½ cents will be heard Tuesday (21) following the music licensor and publisher witnesses Monday (20) who think the rate is too low. (See separate listing of witnesses). Winding up the Monday hearing will be Joseph Malec Jr., International Association of Amusement Parks' Music Royalty Committee, and Donald J. Brown, counsel for National Ballroom Operators Association.

## Leadoff Statement

Last week's leadoff statement of the Authors' League of America had almost no fault to find with the bill hammered out by the House Copyrights subcommittee under Rep. Robert W. Kastenmeier (D., Wis.), with the close co-operation of

(Continued on page 10)

# British Increase Raids on the U. S.

• Continued from page 1

agreements being signed almost daily.

Latest key licensing deal was concluded last Wednesday (15) by Pye Records chief Louis Benjamin and Gil Friesen, vice-president and general manager of A&M Records, to launch the U. S. label under its own logo in Britain.

First A&M single will be the film tune "Casino Royale," by Herb Alpert and the Tijuana Brass to be released March 31. The single will benefit from exposure via the Bond movie which has its London premiere in mid-April.

Previously, A&M material has been issued here on the Pye-International label. It has scored strongly in the U.K. with Alpert, Chris Montez and the Sandpipers.

Current hot competition centers on the U.K. recording contract of Eric Burdon and the Animals, following the decision of the group and British Decca to part company. Main contenders are Polydor and MGM, with the latter a strong favorite following its success with Animals material in North

America. Mike Jeffreys, manager of Burdon and the group, is currently in the U. S. and is expected to complete a new pact for the outfit's future label in Britain before he returns to London.

British Decca, meanwhile, has stepped up its catalog acquisition strongly in recent weeks, latest signing being Randall Woods' Mira and Surrey labels, which will be released here together with their subsidiaries on Decca's London label.

This deal follows Decca's capture of Hickory, the launching of Monument and its agreement with Lee Hazelwood to launch the LHI label here.

Similarly, the publishing business is witnessing the regular establishment of new music companies by artists, composers and other companies in the entertainment business.

The Walt Disney organization in the U.K. is setting up its own publishing company, following the expiration of its agreement with Chappell. Frank Weintrop, head of Disney's European music operations, is currently engaging staff to run the new publishing offshoot.

# 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 is looking for a certain artist, he will not accept any other. On the other hand," he continued, "if an artist is not in demand, we can't give his albums away. Price is not an influencing factor and the record industry has been pricing itself very foolishly."

Livingston, who acknowledged the certainty of a price rise this year, would not say whether Capitol has mapped immediate plans for the boost.

"Any new price structure should take royalties, the price of the artist and other cost variables into account," Livingston said. "We're under tremendous pressure from artists renewing their contracts, labor and publishing companies." Because of the profit squeeze, Capitol has been one of the

## Davis Title

NEW YORK—Clive Davis is vice-president-general manager of CBS Records. Due to an error in copy transmission Davis' title in the current issue's front page story is listed as president of Columbia Records.

forerunners of the 11-track album (Billboard March 4).

When asked if he favored an individually priced album structure similar to the one indicated by Clive Davis, Livingston said he did, but he commented, "I don't know whether it's practical."

"Before such a system can be implemented," said Tom White, MGM director of business affairs, "it has to be thoroughly market-tested. The artist's worth and what the competition is doing are the two major factors we have to contend with."

"We already have tried a

weighted pricing scheme on a very limited basis," he revealed. "We found that while we could possibly lose a substantial part of our buying public, we could make it up on the price rise. But when we tried it, we were going it alone."

But White envisions mass confusion at the dealer level if each artist is priced individually. "The key to the success of any system is simplicity," he continued. "We need the present 'A-B-C...' classification. Otherwise the record store would resemble the grocery where every item has its own price."

"If record companies want to distinguish one group of artists from another, let them institute new series. But for the sake of the customer and the dealer, make the higher prices fit into a practical price scale."

White, however, believes that the solution lies in a tighter discount structure within the present price scheme

(Continued on page 10)

# Fan Magazines Snub New Record Artists

• Continued from page 1

newsstand," said on p.r. man, and you'll see the same faces on the covers of every record fan magazine. You can't tell one from another." Another added, "No angle is too farfetched or no fact too immaterial to be considered as a basis for a full spread, while a new recording artist, no matter how exciting he is, can barely get more than a mention or a small photo in a page devoted to 'up-and-coming artists.'"

Dick Gersh, a music business public relations man who numbers record companies, music publishers and independent producers as well as artists among his clients, said, "The campaign we did in 1965 to introduce the Lovin' Spoonful would be so much more difficult today on a fan magazine level that I don't know if it would be at all possible to duplicate it at all. The whole fan magazine group was a great deal more open that it is today."

## Pressure Cited

Gersh added, "We were once

able to approach editors and bring them down to Greenwich Village clubs in which a group was playing and have all the spreads ready to go even before the record was released. Today, many of these same editors, although they still possess their ability to recognize talent that the kids are going to respond to, couldn't give that kind of space to unknowns because of the pressure of the circulation race in which they are now engaged."

"The situation," he added, "is similar to bringing a new record to a Top 40 station." According to another p.r. man, the radio station-originated fan publications such as KRLA Beat, KFXM Tiger, and Go which is tied in with radio stations in about 10 key cities are Top 40-oriented and when they do go for a less-known artist, he will very often be a local favorite. Also, these publications are regional and concerned only with reaching the kids in the area covered by the station's signal."

The magazine's Top 40 format won't stop the introduction of new artists, say the p.r. men, but it's a lot tougher.

(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 music use by another; what is being created is a new use for the copyright owner."

## Outright Sale Policy

Lindgren's opinion is that the outright sale principle will largely take over in the next five years, owing to the general economic soundness of owning equipment rather than leasing it. It is his opinion, however, that there will always be a place for a moderate amount of leased background music.

3M, Lindgren says, foresees an era for keener competition in the background music field. "There are already rumblings of blue-chip companies making plans." He pointed out, however, that the industry is deceptively simple. "It seems easy to get into it, but it is really

a complex industry owing to types of equipment, distribution problems and music royalties. 3M, he noted, has an organization of 50,000 people world-wide, seeks constantly to improve its product, and welcomes competition.

Although 3M made its music deals directly with ASCAP publishers, the corporation hopes that eventually it can work out a mutually equitable license with ASCAP, as it has with BMI and SESAC. Lindgren stated this would be especially desirable as other companies enter the picture. He said: "We tried for months to get an ASCAP license before we ever talked to a publisher. . . . We are still friendly. . . . and I feel that ASCAP will get back into the picture to protect itself and its publisher members. . . . We would be happy to make an agreement tomorrow if it would not inhibit our sales or penalize the pub-

lishers with whom we are dealing. We have a moral obligation to them."

## Standard License

Lindgren stated that a mutually agreeable license would very likely become a standard license. He added that the rate structure would not have to be patterned after that obtaining in the leased music field. The difference is illustrated in the payment of mechanical fees, Lindgren said, adding that in the case of leased systems the royalty was \$12.50 per selection for three years, whereas in the case of outright sale, the fee is 2 cents per selection per tape. "The performance fee," Lindgren said, "can be treated differently too, because we do not need the entire ASCAP repertoire; therefore, why pay for all?" 3M pays 3 cents per tune as performance fee for a three-year period.

The 3M executive revealed series for a melodic and rhyth-

## B'nai B'rith Lodge Fete on Wednesday

NEW YORK—The Music & Performing Arts Lodge of the B'nai B'rith is holding its third annual installation dinner at the Hotel Abbey-Victoria here on Wednesday (22). Among the new officers to be honored are Al Beriman, president; Herb Goldfarb, executive vice-president, and George Gabriel, Lou Merenstein, Floyd Ginert, Ira Moss, Leo Strauss Jr., vice-presidents. Tickets can be obtained by calling Floyd Glinert's office at Columbia Records.

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SINGLE IN CAPTIVITY!

# WHEN I WAS YOUNG

b/w A GIRL NAMED SANDOZ

K-13721

BY

**ERIC BURDON**

AND

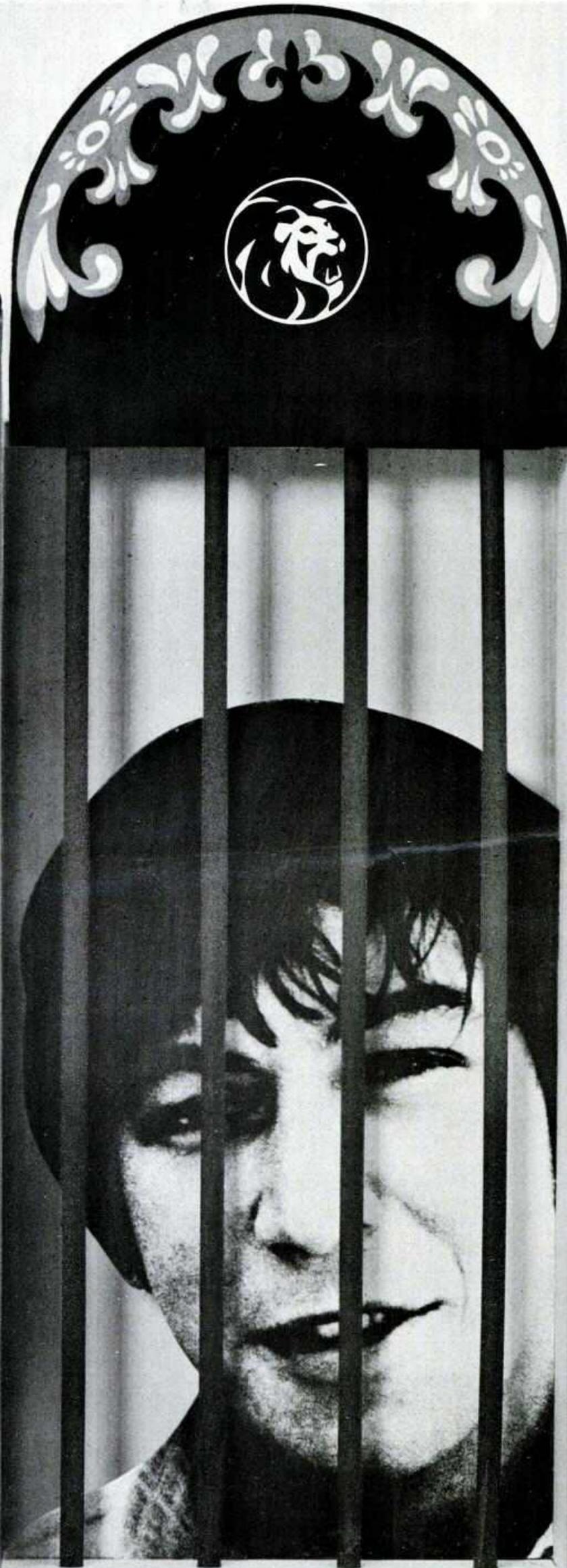
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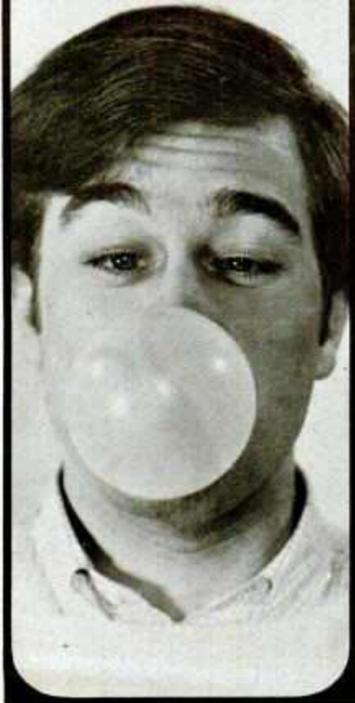
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MOTHERS'  
SON  
is loyal,  
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and knows  
who won  
the Series  
in 1923.**

**March 31 on MGM!**



## 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 Certificate 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 Stadel Co., manufacturer of solid-state music systems. . . . **George Hocutt** 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. Hocutt 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.

## Mfrs. Call Hiking LP Prices Inevitable; Cite Cost Squeeze

• *Continued from page 8*

but concedes that the industry decision will be to a stepped-up retail price. "Right now there is less of a discount given on heavy sellers," he said. "Why can't the manufacturers hold the line on all products?" Regarding MGM's policy, White said, "We will meet competition."

At RCA, a company spokesman fielded a volley of questions regarding the possibility of an RCA price adjustment with an official "no comment."

### Liberty: Increase Inevitable

Liberty Records president Al Bennett said, "It is inevitable that prices will go up this year, but they must go up across the board. With the exception of Broadway original cast albums and jazz, I don't believe companies should raise prices on albums featuring name artists."

"Every company is entitled to a reasonable return on its investment," Bennett continued. "The cost of materials, guarantees to artists and pressing all have risen substantially, but the

solution is not reached by raising retail prices on specific artists. The problem starts where the product starts—at the manufacturer, not at the distributor where some would like to say it does. Some manufacturers offer extra discounts above those the distributor normally him then, for offering the retailer a lower cost."

"Certain categories traditionally have been priced above the pop field," Bennett explained, "but these are special cases. In jazz there is a generally different royalty set-up and there is a limited market. Companies have to maintain a higher selling price here because otherwise they can't amortize their costs. In pop, the category should determine the price."

### Atlantic: Necessary

"If discounts were not as extensive as they are," said Atlantic Records vice-president and director of album production, Neshui Ertegun, "we would not need a price increase to have a reasonable profit margin. However, since discounts seem to be here to stay, it will prob-

## Creator's New Revision Life

• *Continued from page 8*

the Copyright Office. But famous authors John Dos Passos, Elizabeth Janeway and Herman Wouk urged the Senate subcommittee to hold firm against educators' bid for more free use, and to safeguard copyright in books and musical compositions from the technological revolution.

The authors and publishers and their counsel, Irwin Karp, warned against freezing into law any statutory exemptions for the new uses in computer storage, satellite transmission, and Community Antenna Television (CATV). Also, any loosening of limits on use of copyrighted works on nighttime cultural or educational TV would mean free use on the proposed new non-commercial stations in a nationwide network.

Composers of classical music and serious drama and poetry would suffer crippling loss of income with widespread, free

## Col. Pop Singles

• *Continued from page 3*

Peanut Conspiracy; "Danny Boy," by Ray Price; "Excuse Me Dear Martha," by Pozo Seco, "Yellow Balloon," by Jan & Dean; "My Back Pages," by the Byrds, and "Mr. Unreliable," by the Cryan' Shames. The Date disks are "Let's Fall in Love" and Close Your Eyes," both by Peaches & Herb.

ably be necessary to have a price increase sometime in the future."

While many other companies welcome an upward price revision, they too are divided on the method needed to achieve the increase. But none of them want to be first. According to company officials, they will up their rate schedule "if and when the majors do."

public reception, it was pointed out.

### Very Minimum

The book authors and publishers, on other aspects of the bill, said the half-cent raise in mechanical royalties for records made under compulsory licensing is the "very minimum" to which composers are entitled, and hoped composers would also achieve a "reasonable" royalty from juke box performances. Book publishers were happy with the life plus 50 years duration in the revised bill, and the proviso that lets authors and composers recapture their licensed copyrights after 35 years. But they object to a \$20,000 ceiling on willful infringements, in statutory damages, preferring to let courts decide on the basis of individual circumstances.

McClellan expects testimony from over 100 witnesses during the course of the hearings. He has officially designated Sen. Quentin Burdick (D., N. D.) as co-chairman of the Copyrights Subcommittee to preside over hearings when the busy McClellan can't attend.

## 3M Shells Out

• *Continued from page 8*

market, he said, publishers get their revenue through the performance rights societies. "We prefer it this way because it is easier to deal with one organization," Lindgren said. 3M's background music system is now being sold in England, Canada, Germany, France, Switzerland, Japan, Australia and Mexico.

With regard to the possibility of background music sales in the home, Lindgren was very cautious. "We have been quietly testing in the home with a modified version of our unit; it appears that a home market is doubtful, because of the high cost of the unit, the tendency of homeowners to choose their own music (records and pre-recorded tape) and because the home is stereo-oriented whereas background music is not."

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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

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**844**

# Jazz Beat

By ELIOT TIEGEL

Jazz with a beat is back in the good graces of the Roman Catholic Church. Two months ago, the Congregation of Rite in Rome had issued a condemnation of jazz masses.

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 individual countries and cultures, while allowing for wide experimentation in adapting modern musical forms and compositions to the secular field. Latin hymns may be translated and the use of multi-voicings is also authorized.

## Musical Modes

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

One of the key chapters of instruction covers an area dearest to the heart of the enterprising jazz blower: improvisation. Heretofore in the past, the religious jazzman may have improvised on a mass theme with some trepidation. Now, he can wail to his creative content. The improvisational coverage said that organists and other instrumentalists should be encouraged to improvise, adding that the players should be skillful and have complete awareness of the liturgy.

The 61 national and regional conferences of bishops have been given the assignment of setting up liturgical groups to work with musical experts outside the church.

These new broad attitudes on music for the liturgy are seen as allowing for an unheralded, unprecedented opening of new creative ideas for secular music. . . . A challenge now applicable to the professional jazz musician.

WITHIN RECENT weeks, three veteran players died: alto saxman Willie Smith, 58; cornetist Muggsy Spanier, 61, and clarinetist Edmond Hall, 65. Hall's last two public appearances were in January at the "Boston Globe's" jazz festival and John Hammond's "Spirituals to Swing" concert in Carnegie Hall. He was a noted Dixieland stylist, playing three years with Louie Armstrong and leading his own bands. He cut an LP with Spanier in 1964 at the Newport Jazz Festival which RCA released in its "Greatest Moments in Jazz" album. Chicagoan Spanier worked with a number of bands and was among the glamorous players of the 1920's Chicago school of Dixieland. Smith gained his prominence in the 30's as a band sideman, capped by 11 years with Jimmy Lunceford's great organization.

Solos: Reedman James Moody is recuperating after suffering a partial paralysis while playing at an L.A. club. . . . John Lewis of the MJQ is a new trustee of the Manhattan School of Music. . . . Southern College in Chula Vista, Calif., presented its fifth annual jazz festival March 18. Some 25 bands were set to perform, including 12 college, four junior high and nine high school aggregations. Stan Kenton was the top judge. Mel Dorfman and his Dixieland trio are working casuals in Cambridge, Mass., with vocalist Judy Powell. . . . Erroll Garner's recent Carnegie Hall concert marked his return to the prestige location after eight years. The pianist appeared as part of the Hall's 75th anniversary celebration series.

Items for the column should be sent to Jazz Beat, Billboard, 9000 Sunset Boulevard, Los Angeles, Calif. 90069.

## Music City Sets 6th S. California Store

LOS ANGELES — Wallich's Music City breaks ground for its sixth Southern California store next month in Costa Mesa, with the proposed opening in September. The 13,500 square foot facility will be located adjacent to the South Coast Plaza on Bristol St. Two other stores are blueprinted for the future in Buena Park and outside Pasadena.

Billboard SPECIAL SURVEY for Week Ending 3/25/67

## BEST SELLING JAZZ LP's

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	MERCY, MERCY, MERCY The Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	3
2	5	CALIFORNIA DREAMING Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	3
3	4	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	3
4	6	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	3
5	2	SPELLBINDER Gabor Szabo, Impulse 9123 (M); S 9123 (S)	3
6	16	SWINGIN' NEW BIG BAND Buddy Rich, Pacific Jazz PJ 10113 (M); ST 20113 (S)	3
7	3	CARRYIN' ON Lou Rawls, Capitol 2632 (M); ST 2632 (S)	3
8	9	TOBACCO ROAD Brother Jack McDuff, Atlantic 1472 (M); SD 1472 (S)	3
9	7	CORNBREAD Lee Morgan, Blue Note BLP 4222 (M); BST 84222 (S)	3
10	12	HAPPENINGS Bobby Hutcherson, Blue Note BLP 4231 (M); BST 84231 (S)	3
11	10	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	3
12	8	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	3
13	11	WACK WACK Young Ho!t Trio, Brunswick BL 54121 (M); BL 754121	3
14	17	SOUL MESSAGE Richard "Groove" Holmes, Prestige 7435 (M); S 7435 (S)	3
15	18	MILES SMILES Miles Davis, Columbia CL 2601 (M); CS 9401 (S)	3
16	19	WHAT'S NEW Sonny Stitt, Roulette R 25343 (M); SR 25343 (S)	2
17	15	BYRDLAND Charlie Byrd, Columbia CL 2592 (M); CS 9392 (S)	3
18	—	SLOW FREIGHT Ray Bryant, Cadet LP 781 (M); LPS 781 (S)	1
19	—	SOMETHING WARM Oscar Peterson, Verve V 8681 (M); V6-8681 (S)	1
20	20	DAVE BRUBECK'S GREATEST HITS Columbia CL 2484 (M); CS 9284 (S)	2

## Kenton Plugs Moral Angle At Performance Fee 'Rally'

LOS ANGELES — A disappointing turnout of recording people attended a "rally" to learn about the newly formed National Committee for the Recording Arts last week (8). Some 20 persons heard Stan Kenton explain the organization's intention of acquiring copyright protection for a recorded performance.

The fact that an artist may do an outstanding job of interpreting a song, despite the disk not being a major seller, should not be overlooked, Kenton pointed out. When someone raised the question whether any word had been received from the broadcasters who would face a royalty fee, Kenton said there had been no objections from the National Association of Broadcasters (NAB) on this count. Kenton added he didn't believe there would be any negative reaction from broadcasters because of the moral justice in paying artists for their recorded performance.

## Project 3 Bowing 2 Stereo Singles

NEW YORK—Project 3 has released its first two stereo singles. The first disk is taken from their Spanish Strings LP, by Enoch Light and the Light Brigade, and is entitled "Come On, Come On, Come On, Don't Be Timido" b/w "I Love, I Live, I Love."

The second record is "Ukulele Talk" b/w "Dancing With Tears in My Eyes." Both sung by the True Blues.

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 bill covering artist's recorded performances.

Kenton said the moral issue relates to the fact that a record embodies a performance. When an artist performs for profit in front of a live audience, he is compensated for more than his 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."

## Producer Cordell 'Looking' in N.Y.

NEW YORK — Denny Cordell is visiting New York to explore the possibility of adding an American arranger to his staff. Cordell, a British independent record producer in association with The Richmond Organization's Essex Music Group of London, is the exclusive producer of disks by Georgie Fame, Denny Laine, Beverly, the Pyramid and Tina Turner. Cordell's most recent hit is "Night of Fear," by the Move, which is being released in the United States by London Records. While in New York, Cordell is headquartered at TRO's 10 Columbus Circle office.

## 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, Erie, 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 Teldec affiliate will cover Germany, Austria and Switzerland. The Gallo affiliate covers South Africa.

Negotiating the contract were Kevin Eggers, LHI vice-president; Marty Machat, LHI attorney; Sir Edward Lewis, British Decca chairman; Mimi Trepel, London Records foreign distribution manager; Geoffrey Milne, British Decca's manager of American labels, and Marcel Stellman, European sales promotion manager.

Hazelwood, Eggers and Machat will visit London to open an LHI office there, then visit the European and the South African affiliates. They also plan to acquire European artists for the LHI label. Hazelwood plans to write for and produce these artists.

## Allied Artists Into Disk Pub Fields

LOS ANGELES — Allied Artists Pictures will shortly enter the disk-publishing industries. Company has hired Joe Gottfried, formerly with Filmways, to head the music operation, with distribution being sought from an established record company.

Launching is planned for next month, with the new company to release pop and soundtrack products.

## Peterson a Director

LAS VEGAS—Joe Peterson, currently books acts for the Thunderbird hotel, has been named entertainment director for the new Hotel Bonanza 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 roster because of the hotel's Western design.

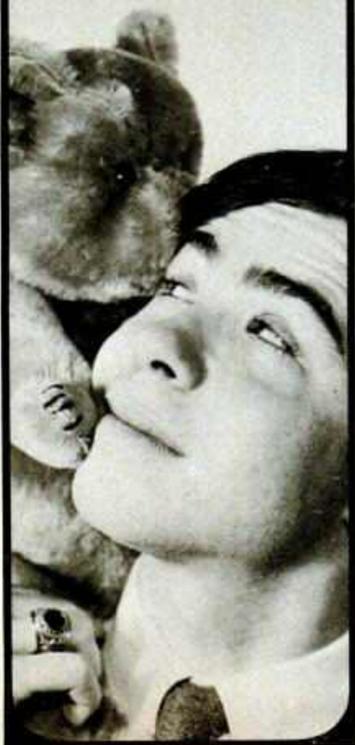
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# From The Music Capitals of the World

## PARIS

To coincide with her season at the Olympia Theater with her husband **Johnny Hallyday**, **Sylvie Vartan** has recorded a new LP of 10 new songs for RCA. . . . **Pathe-Marconi** reports 7,000-a-day sales of **Herman's Hermits'** "No Milk Today." . . . The **Klan**, a new group signed by the Festival label, appear in the **Rolling Stones Europe No. 1 Musicorama** concert at the Olympia April 11. . . . **Iramac** is now distributing two classical labels in France, **Pelca Records** of Switzerland, pressed in Germany, and the American label **Dover**. . . . **Decca** has signed a new singer, **Bernard Lavilliers**. . . . **Micheline Dax** and **Jacques Bodoin** have recorded an album of **Gershwin** and **Cole Porter** standards for Festival. . . . **RCA's Irene Berthier** signed a contract for five consecutive TV appearances on **BBC** twice-weekly **International Cabaret** program.

**Jacqueline Dulac's** song "Ceux de Varsovie" which won the 1966 **Rose de France** contest will be released in Japan by **RCA**. Meanwhile, a Japanese version has been recorded by **Fubucki Koshiji**. . . . **Decca** recorded impressionist **Andre Aubert** during his successful

season at the Olympia Theater and had the disk on sale four days later. **Aubert's** impressions include **Jacques Dutrone**, **Jacques Brel Antoine**, **Enrico Macias** and **General de Gaulle**. . . . **Jean-Jacques Debout**, **Roger Dumas** and **Andre Popp** have written the songs, published by **Concorde**, 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 Swinging Era** package, including **Earl Hines**, **Buck Clayton**, **Vic Dickenson**, **Budd Johnson**, **Roy Eldridge**, **Sir Charles Thompson**, **Bud Freeman** and **Earle Warren** played a concert at the Olympia Theater. **MIKE HENNESSEY**

## SAN JUAN

**Brenda Lee** and the **Casuals** at the **Flamboyant Hotel**. . . . The **Barry Sisters** at the **Sheraton** and **Tony Martin** at **El San Juan Hotel**. This is **Martin's** annual visit to Puerto Rico, where he is a favorite with 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

## Odetta Keeps 'Em Under Her Spell

LOS ANGELES — Odetta put on a fast-moving, top style performance at her troubadour opening Tuesday (7). The guitar-playing vocalist captured the audience immediately with her opening blues number, "Long Time Man" and kept them spellbound throughout with her bluesy-folk style.

Accompanied by **John Foster**, piano; **Leslio Grinage**, bass fiddle; and **John Scider**, drums, Odetta was able to also create a jazzy-rock atmosphere with such numbers as "Go Where I Send Thee" and "If Anybody Asks You," which provoked audience finger-snapping and hand-clapping.

Constantly encouraging the audience to participate, Odetta 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 each verse and replaced it with a movement, such as a rock-a-baby arm motion.

Her blues strength came through on "Two Minutes From Yesterday" composed by herself and singer **Robert Jason** and on a moving ballad called "Black Woman."

CHRIS LOREY

**Santurce Rodriguez** will produce a series of one-hour TV shows, variety type, called "Este es mi Mundo" (This Is My World) featuring **Paula Wayne**, dancers **Augie and Margo**, **Montemar Quartet** and a ballet group. His new venture is **ORO Productions**, a subsidiary of **Musicor Records**.

Another veteran recording star, **Fausto Curbelo**, orchestra leader-pianist (**Xavier Cugat's** and others), has organized a vocal group.

**Felipe Rodrigue**, Puerto Rican vocalist, and his group **Los Antares**, with over 15 LP's 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 Nuevo, **Trans Recording Studios** under the direction of engineer **Juan (Johnny) Blanco**. Two singles from this album, "Gota a Gota" and "Marejada" are already in the market.

**Peer-Southern Publishers** acquired four new tunes by composer **Oswaldo Farres**. Farres is better known for his "Quizas, Quizas, Quizas" (Perhaps, Perhaps, Perhaps, Perhaps) and "Tres Palabras" (Without You). **Angel Fonfrias**, local rep for **Peer-Southern**, busy promoting these new numbers.

## TORONTO

**Capitol Records** this month introduced **EMI's** **Waverley** line to Canada. The label, featuring Scottish and Irish artists and music, was launched with five albums manufactured in Canada and six



AIR PERSONALITY JACK SPECTOR of WMCA talks with Chuck Jackson, center, who has repacted with Shaw Artists Corp. for booking. Don Soviero, president of SAC, is at right.

imported LP's. . . . **Pathe** in France is releasing an album by **Les Cailloux**, 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. . . . **Odie Workman's** "Take This Heart of Mine," big on the country scene here on the **Sparton** label, has been picked up for American release by **little Darlin' Records**. It was produced by **Bison Records**. . . . "That Jungle Sun" by the **Luv'n' Kind**, which made a strong showing on **Columbia** here, is set for release on the **Stone** label in Germany, Austria and Switzerland.

**Fred Jackson**, owner of **Fanfare Music** and associated companies in England and Europe, spent a week in Toronto and Montreal this month prior to a week in New York, meeting with **BMI Canada** and various record companies and artists. . . . The new **RCA Camden LP**, "Carlo's Choice," is getting bonus promotion with the organist's appearances demonstrating **Lowry organs** in leading department and music stores and at exhibitions and concerts across the country this month and next. **Joe Carlo**, formerly a producer at **CHCH-TV**, Hamilton, with his own late-night TV program of organ music, has now joined the **Lowry Organ** organization. The LP was produced by **Jack Feeney**, **RCA's** Ontario branch manager. . . . The **Mercey Brothers**, voted the top country instrumental-vocal group in a recent poll, have a new single on **Columbia**, "Uncle Tom" and "You're No Good". . . . **Wes Dakus and the Rebels** revive "Shotgun" on their newest **Capitol** single, recorded in **Clovis, N. M.** It is expected to be on the **Kapp** label in the U. S.

The box office for the **World Festival** show at **Expo 67**, the world's fair opening in Montreal next month, reports that from Jan. 1 to the end of February, advance ticket sales by mail totaled almost \$1,500,000. The over-the-counter

box office at the **Place Ville Marie** in downtown Montreal opened March 6, with some 5,000,000 tickets for the vast variety of attractions. . . . Latest additions to the attractions at **Expo 67** are **Duke Ellington** and his 14-piece orchestra and **Sarah Vaughan**, to appear at the **Expo Theatre** Sept. 3-9.

**Capitol** is releasing an album, "Andy Stewart and His Friends at the White Heather Club," to coincide with the **White Heather Concert** tour, starring **Andy Stewart**, opening in Montreal March 29-30 and crossing Canada through April 29. . . . The **Red Army Chorus** tours Canada from April 18 to the end of May, including week-long engagements in Vancouver and Toronto, providing great promotion for their upcoming new **Angel** release. **KIT MORGAN**

More News From the Music Capitals of the World on Page 53.



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**JOE BACARELLA**, operations director of **WXYZ** in Detroit, and **WXYZ** program director **Lee Alan**, center, discuss **Tony Bennett Day** with **Rus Yerge** of **Columbia Records**, right. Station recently saluted the **Columbia** artist, playing his records throughout the day and giving away four **Bennett LP's** every hour. Each DJ aired special taped interviews with **Bennett** on their shows.

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# The sound of Jefferson Airplane fills the air!

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 c/w “She Has Funny Cars”

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San Francisco.....	KYA	Baltimore.....	WCAO	San Antonio.....	KTSA
Sacramento.....	KXOA	Washington.....	WINX	San Antonio.....	KONO
San Jose.....	KLIB	Washington.....	WPGC	Hartford.....	WPOP
Seattle.....	KJR	Washington.....	WDCA TV	New Orleans.....	WNOE

**“Somebody to Love” received the Cash Box “Newcomer Pick” award March 18 issue. Want more?  
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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 106—Last Week, 113

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

## POP SPOTLIGHTS

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

**NEIL DIAMOND—GIRL, YOU'LL BE A WOMAN SOON** (Prod. Jeff Barry & Ellie Greenwich) (Writer: Diamond) (Tallyrand, BMI) — The hot composer-performer has another sure-fire chart topper to fast replace his "You Got to Me." Easy rhythm backs a soulful reading of a compelling lyric. One of Diamond's best efforts. Flip: "You'll Forget" (Tallyrand, BMI). **Bang 542**

**BOBBY DARIN—THE LADY CAME FROM BALTIMORE** (Prod. Charles Koppelman & Don Rubin) (Writer: Hardin) (Faithful Virtue, BMI)—Back in the "Carpenter" bag with Tim Hardin material, Darin excels in this sales topper for his hit "Lovin' You." Moving story line and fine Koppelman-Rubin production work in strong support. Flip: "I Am" (T.M., BMI). **Atlantic 2395**

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

**WILSON PICKETT—I FOUND A LOVE** (Writers: Pickett - Schofield - West) (Progressive - Lupine-Alibre, BMI)—Hot on the heels of "Everybody Needs Somebody to Love," the soul master grooves with exceptional slow blues material, which he helped compose. Wailing, moving production lends hefty backing. Flip: "I Found a Love-Part II" (Progressive-Lupine-Alibre, BMI). **Atlantic 2394**

**DAVID JONATHAN—TEN STOREYS HIGH** (Prod. George Martin) (Writers: Greenaway-Cook) (Mills, ASCAP)—The "Michelle" duo has a powerful entry in this stirring ballad that they build into a frenzy. Produced by the Beatles' George Martin, this one could prove a giant. Flip: "Looking for My Life" (Maribus, BMI). **Capitol 5870**

**BRENDA LEE — BORN TO BE BY YOUR SIDE** (Writers: Reed-Hubbard) (Victor, BMI)—Country-oriented swinger with fine blues feel proves to be another powerful entry for Brenda Lee. Should fast top her successful "Ride, Ride, Ride." Flip: "Take Me" (Glad, BMI). **Decca 32119**

**THE YOUNG HOLT TRIO—AIN'T THERE SOMETHING THAT MONEY CAN'T BUY** (Prod. Carl Davis) (Writer: Holt) (Yoho, BMI)—The "Wack Wack" trio has a hot item in this easy blues rocker with a live performance sound. Could easily prove bigger than their initial success. Flip: "Mellow Yellow" (Peer Int'l., BMI). **Brunswick 55317**

**ERIC BURDON & THE ANIMALS—WHEN I WAS YOUNG** (Prod. Tom Wilson) (Writers: Burdon-Briggs-Weider-McCulloch-Jenkins) (Yameta, BMI)—Blockbuster biting material and intriguing dance arrangement should prove a winner for Burdon. Aimed right at the teen market, the raucous blueser has more potential than "Help Me Girl." Flip: "A Girl Named Sandoz" (Yameta-Slamina, BMI). **MGM 13721**

**LAWRENCE WELK—THE BEAT GOES ON** (Prod. by George Cates-Lawrence Welk-Randy Wood) (Writer: Bono) (Chris Marc-Cotillion, BMI)—A spirited instrumental rendering of the Sonny & Cher smash. Electric guitar wails out the melody backed by a full band sound. Left-fielder to watch. Flip: "Then You Can Tell Me Goodbye" (Acuff-Rose, BMI). **Dot 17001**

**THE FIVE STAIRSTEPS — AIN'T GONNA REST (Till I Get You)** (Prod. Curtis Mayfield) (Writers: Burke-Burke) (Camad, BMI)—Pulsating rocker featuring strong dance beat and equally strong teen lyric should rapidly spiral the group back up the top half of the Hot 100. Flip: "You Can't See" (Camad, BMI). **Windy C 605**

**BRENDA HOLLOWAY — JUST LOOK WHAT YOU'VE DONE** (Prod. by Frank Wilson) (Writers: Wilson-Taylor) (Jobete, BMI)—Blues stylist is at her best in this groovy rocker that should spiral her onto the Hot 100. In the bag of "I'm Ready for Love," this entry has equal potential. **Tamla 54148**

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

**THE SHANGRI-LAS—TAKE THE TIME** (Prod. by Shadow) (Writers: Trimachi-Cordell) (Kama Sutra, BMI)—Tambourines shake out the driving rhythm lending solid, easy dance beat support to the girls' strong vocal workout. Familiar melody and powerful lyric content. Flip: "Footsteps on the Roof" (Hastings, BMI). **Mercury 72670**

**DARRELL BANKS—HERE COMES THE TEARS** (Prod. Revilot Record Corp.) (Writer: Sims) (Parmalier, BMI)—In his switch to the Atco label, Banks comes on strong with a heartfelt, wailing reading of the soulful ballad. Should put him back in the "Open the Door to Your Heart" hit class. Flip: "I've Got That Feeling" (Jitters, BMI). **Atco 6471**

**LIBERTY BELLES — SHING-A-LING TIME** (Prod. by Wild Prod.) (Writer: DeCoteaux) (Andros, BMI)—Done with drive by the new group, the wild dance number proves a winner that should set the discotheque set afire. Disk moves from start to finish. Flip: "Just Try Me" (Andros, BMI). **Shout 209**

**THE TOKENS—PORTRAIT OF MY LOVE** (Prod. Bright Tunes Prod.) (Writers: Orndell-West) (Piccadilly, 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 Wisner arrangement is first-rate. Flip: "She Comes and Goes" (Bright Tunes, BMI). **Warner Bros. 5900**

**THE VAGRANTS—I LOVE, LOVE YOU (Yes I Do)** (Prod. by Dave Brigati & Larry Vernieri) (Writer: Earl Pronto-Buntay-Brigaro, BMI)—Marking their debut on Atco, the exciting group has big sales potential in this wailing blues rocker. Tremendous dance number and vocal work. Flip: "Respect" (East-Time-Walco, BMI). **Atco 6473**

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

**NICHELLE NICHOLS—Know What I Mean** (Knollwood, ASCAP). EPIC 10131  
**ART GUY—Where You Wanna Go** (Guild, BMI). VALIANT 762  
**THE TROPICS—Time (Take the Time)**. COLUMBIA 43976  
**THE FIVE CARDS STUD—Beg Me (T.M., BMI)**. SMASH 2080  
**WILLIAM PENN—Scrapped** (Southwoods, BMI). UPTOWN 745  
**GILBERT BECAUD—Et Maintenant** (Remick, ASCAP). LIBERTY 55956  
**CHARLES AZNAVOUR—Après L'Amour** (Ludlow, BMI). REPRIS 0563  
**THE BIG BRASS OF THE AMERICAN PATROL—Lingering On** (Helios, BMI). WARNER BROS. 7006  
**TONY AMARO & THE CHARIOTS—Hey Baby** (Tard, BMI). LOMA 2068

**SI ZENTNER—Haven't Been to Church** (Ten-East, BMI). LIBERTY 55955  
**THE MARIACHI BRASS—In the Mood** (Shapiro-Bernstein, ASCAP). WORLD PACIFIC 77863  
**DICK DALE—Taco Wagon** (Monsour, ASCAP). COUGAR 712  
**BRAM RIGG SET—I Can Only Give You Everything** (Bernice, BMI). KAYDEN 406  
**CONNIE FRANCIS—Time Alone Will Tell** (Chappell, ASCAP). MGM 13718  
**THE PEANUT BUTTER CONSPIRACY—Dark On You Now** (Vault, BMI). COLUMBIA 44063  
**LOUIS ARMSTRONG—Daydream** (Faithful Virtue, BMI). BRUNSWICK 55318

## COUNTRY SPOTLIGHTS

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

**WANDA JACKSON—BOTH SIDES OF THE LINE** (Prod. by Ken Nelson) (Writer: Francis) (Ma-ree, BMI)—With her "Tears Will Be a Chaser for Your Wine" slowly dropping off the charts, this potent ballad should past surpass that current hit. Plaintive ballad sung to perfection. Flip: "Famous Last Words" (Party Time-Silver Star, BMI). **Capitol 5863**

**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 Chip Taylor ballad. Fine lyric content and performance. Flip: "He Will Set Your Fields on Fire" (Affiliated, BMI). **RCA Victor 9153**

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

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

**GEORGE MORGAN—I Couldn't See** (Starday, BMI). STARDAY 804  
**MIKE LANE—I'm Not Allowed to Talk to Strangers** (Raleigh/Starday, BMI). STARDAY 799

## R&B SPOTLIGHTS

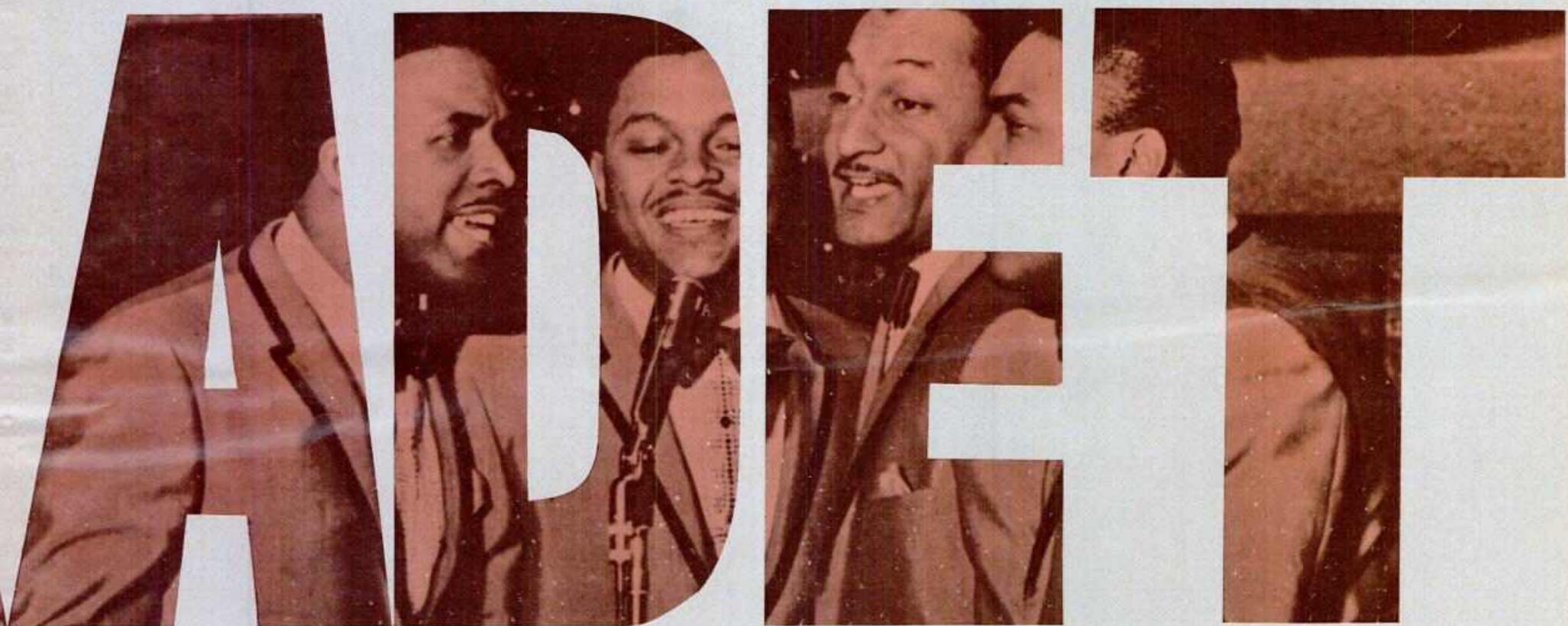
### TOP 10 Spotlights—Predicted to reach the TOP SELLING RHYTHM & BLUES SINGLES Chart

**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 Fontana debut with the Ernest Tubb country oldie. New treatment is full of electricity and rhythm. Flip: "Don't Be a Cry Baby" (Pisces-MRC, BMI). **Fontana 1581**

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

**MIGHTY SAM—Talk to Me, Talk to Me** (Lois, BMI). AMY 984  
**BOBBY BLAND—You're All I Need** (Don, BMI). DUKE 416  
**ART FREEMAN—A Piece of My Heart** (Fame, BMI). FAME 1012  
**GENE MILLER—Sho is Good** (Jec, BMI). HI 2121  
**TIMMY THOMAS—Have Some Boogaloo** (Rise/Aim, BMI). GOLDWAX 320

**DALLAS FRAZIER—My Woman Up't and Gone** (Blue Crest, BMI). CAPITOL 5862  
**BOBBY BLOOM—Love, Don't Let Me Down** (Kama Sutra, BMI). KAMA SUTRA 223  
**MIKE SHARPE—Skootchy** (Lowery, BMI). LIBERTY 55960  
**BOB SEGER & THE LAST HEARD—Persecution Smith** (Gear, ASCAP). CAMEO 465  
**BILLY VAUGHN—Pineapple Market** (Gil, BMI). DOT 17000  
**THE KNICKERBOCKERS—What Does That Make You** (4 Star, BMI). CHALLENGE 59359  
**THE CONTOURS—It's So Hard Being a Loser** (Jobete, BMI). GORDY 7059  
**RODDIE JOY — Every Breath I Take** (Screen Gems-Columbia, BMI). PARKWAY 134  
**VINCE HILL—Edelweiss** (Williamson, ASCAP). TOWER 323  
**RAY BRYANT—If You Go Away** (Marks, BMI). CADET 5558  
**HENRY JEROME & HIS ORK—Ilye, Darling** (United Artists, ASCAP). UNITED ARTISTS 50146  
**NORMA TANEGA—Run, on the Run** (Tash, BMI). NEW VOICE 821  
**THE SELECTIVE SERVICE—Shake** (Kags, BMI). MAIN LINE 1363  
**WES MONTGOMERY—California Dreaming** (Trousdale, BMI). VERVE 10489  
**LEE HAZLEWOOD—Them Girls** (Granite, ASCAP). MGM K13716  
**FRANK CHACKSFIELD & HIS ORK—My Star** (Shamley, ASCAP). LONDON 20022  
**ROBERTA PECK—Si, Si Senor** (Pincus, ASCAP). COLUMBIA 44050  
**VALERI JAY—I Don't Need You** (Miro, BMI). MGM 13662  
**JULIE FELIX—Saturday Night** (Peer Int'l, BMI). FONTANA 1580  
**THE SAN SEBASTIAN STRINGS—Pushing the Clouds Away** (Warm, ASCAP). WARNER BROS. 7012  
**JOHN LEWIS & THE HAPPENING SOUNDS—Misty Roses** (Faithful Virtue, BMI). ATLANTIC 2391  
**SANDI SHELTON—You're Gonna Make Me Love You** (Blackwood, BMI). OKEH 7277  
**BOBBY CALLENDER—You've Really Got a Hold on Me** (Jobete, BMI). CORAL 62517  
**BILLY BAXTER—The Volunteer Firemen's Association of South Tuckahoe Falls** (South Mountain, BMI). ABC 10899  
**THE AUBREY TWINS—Poor Boy** (Ten-East/I Found It, BMI). EPIC 10135



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Billboard TOP 40

**EASY LISTENING**

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

THIS WEEK	Wks. Ago			TITLE	Artist, Label & Number	Weeks On Chart
	1	2	3			
1	1	1	1	LADY	Jack Jones, Kapp 800 (Roosevelt, BMI)	11
2	2	3	4	DADDY'S LITTLE GIRL	Al Martino, Capitol 5925 (Cherio, BMI)	9
3	3	2	2	I'LL TAKE CARE OF YOUR CARES	Frankie Laine, ABC 10891 (Kernick, ASCAP)	11
4	4	6	3	MY CUP RUNNETH OVER	Ed Ames, RCA Victor 9002 (Chappell, ASCAP)	17
5	5	4	6	PEOPLE LIKE YOU	Eddie Fisher, RCA Victor 9070 (Feist, ASCAP)	9
6	7	9	9	GONNA GET ALONG WITH-OUT YA' NOW	Trini Lopez, Reprise 0547 (Reliance, ASCAP)	9
7	6	5	5	SUNRISE, SUNSET	Roger Williams, Kapp 801 (Sunbeam, BMI)	10
8	10	11	13	IT HURTS TO SAY GOODBYE	Vera Lynn, United Artists 50119 (United Artists, ASCAP)	7
9	9	7	7	SWEET MARIA	Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)	12
10	22	—	—	SOMETHIN' STUPID	Nancy Sinatra & Frank Sinatra, Reprise 0561 (Green Wood, BMI)	2
11	11	15	19	THE LADY SMILES	Matt Monro, Capitol 5823 (Roosevelt, BMI)	7
12	12	10	12	DIS-ADVANTAGES OF YOU	Brass Ring, Dunhill 4065 (Scott, ASCAP)	9
13	8	8	10	SHERRY!	Marilyn Maye, RCA Victor 9076 (Chappell, ASCAP)	8
14	14	23	27	MORNINGTOWN RIDE	Seekers, Capitol 5787 (Amadeo, BMI)	5
15	18	—	—	THIS IS MY SONG	Petula Clark, Warner Bros. 7002 (Shamley, ASCAP)	2
16	15	12	8	MUSIC TO WATCH GIRLS BY	Bob Crowe Generation, Dyno Voice 229 (SCP, ASCAP)	13
17	20	21	29	LONELY AGAIN	Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	5
18	13	19	21	CABARET	Ray Conniff, Columbia 43975 (Sunbeam, BMI)	7
19	17	13	11	ALL	James Darren, Warner Bros. 5874 (Marks, BMI)	16
20	16	16	25	PEEK-A-BOO	New Vaudeville Band, Fontana 1573 (MRC, BMI)	6
21	27	27	30	SWEET MISERY	Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	6
22	26	—	—	WADE IN THE WATER	Herb Alpert & the Tijuana Brass, A&M 840 (Almo, ASCAP)	2
23	23	17	15	WISH ME A RAINBOW	Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)	18
24	21	25	26	CRY OF THE WILD GOOSE	Baja Marimba Band, A&M 833 (American, BMI)	5
25	24	20	17	LOVIN' YOU	Bobby Darin, Atlantic 2376 (Faithful Virtue, BMI)	8
26	19	14	16	THE HONEYMOON IS OVER	Steve Lawrence & Eydie Gorme, Columbia 43930 (Chappell, ASCAP)	8
27	34	34	—	59TH STREET BRIDGE SONG	Harpers Bizarre, Warners Bros. 5890 (Charing Cross, BMI)	3
28	37	37	—	HERE, THERE & EVERYWHERE	Claudine Longet, A&M 832 (Maclean, BMI)	3
29	28	18	18	WHAT MAKES IT HAPPEN	Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)	12
30	32	32	24	STOOD UP	Floyd Cramer, RCA Victor 9065 (Blackwood, BMI)	7
31	30	29	36	MAIRZY DOATS	Innocence, Kama Sutra 222 (Miller, ASCAP)	4
32	—	—	—	THERE SHE GOES	Buddy Greco, Reprise 0562 (Four Star, BMI)	1
33	—	—	—	SUNNY DAY GIRL	Wayne Newton, Capitol 5842 (Chardon, BMI)	1
34	35	36	—	FOR ME	Sergio Mendes & Brasil '66, A&M 836 (Butterfield, ASCAP)	3
35	31	31	37	STEP BY STEP	Ray Charles Singers, Command 4092 (Marks, BMI)	4
36	39	—	—	HAVE YOU SEEN THE ONE I LOVE GO BY	Jerry Vale, Columbia 44027 (Gil, BMI)	2
37	40	—	—	I BELIEVE IT ALL	Pozo Seco Singers, Columbia 44041 (Mayoham, ASCAP)	2
38	38	—	—	BECAUSE OF YOU	Chris Montez, A&M 839 (Gower, BMI)	2
39	—	—	—	WORLD OF CLOWNS	Robert Goulet, Columbia 44019 (Unity, BMI)	1
40	—	—	—	THOROUGHLY MODERN MILLIE	Julie Andrews, Decca 32102 (Northern, ASCAP)	1

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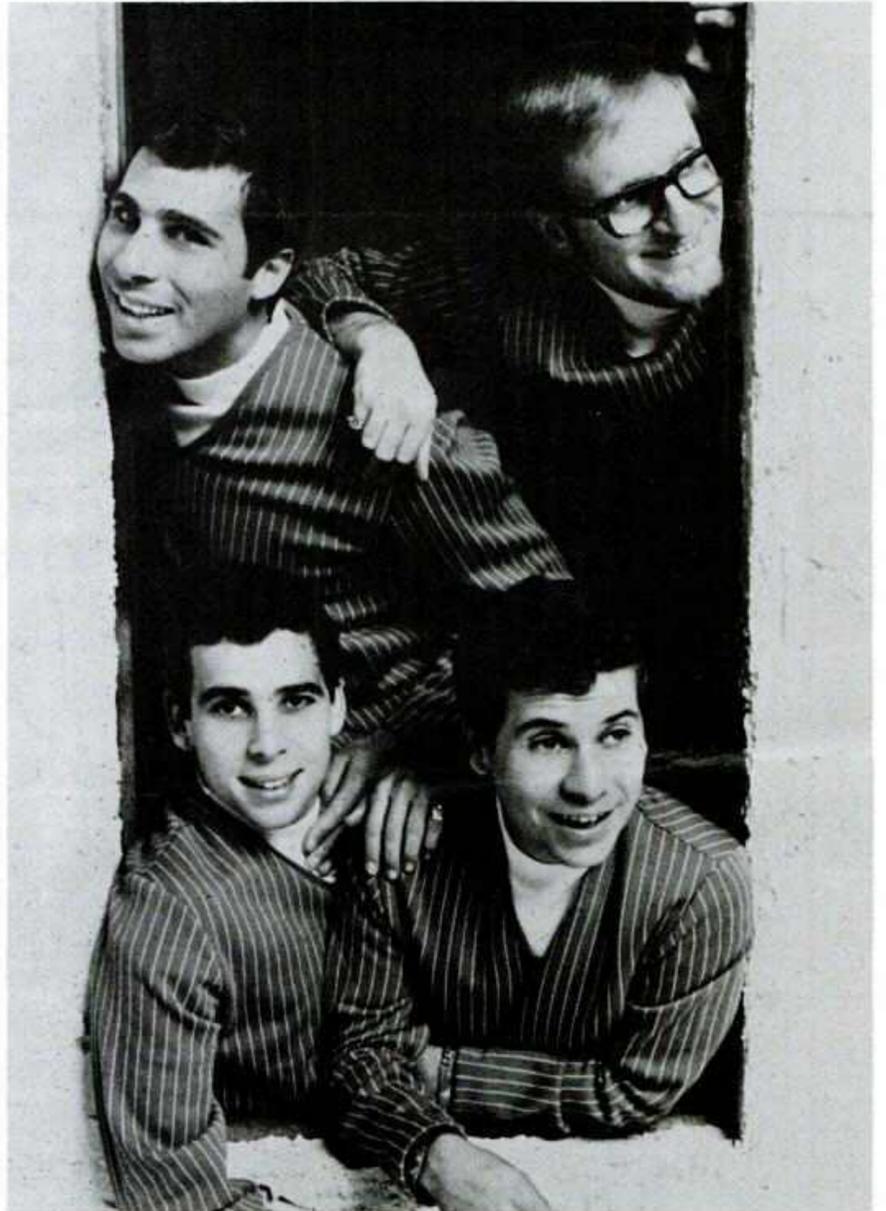
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HOT 100

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

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

Table with columns: THIS WEEK, 1st. Wk., 2nd. Wk., 3rd. Wk., TITLE, Artist (Producer), Label & Number, Weeks on Chart

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

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

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

HOT 100—A TO Z—(Publisher-Licensee)

Index A-Z listing song titles and chart positions.

Index A-Z listing song titles and chart positions.

Index A-Z listing song titles and chart positions.

BUBBLING UNDER THE HOT 100

Table listing songs that are bubbling under the Hot 100.

# 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 <sup>VK-10496</sup>  
the top of the charts!

Produced by: Jerry Ragovoy



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# TALENT

## 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 deals for the Gary concerts run from \$4,500 to \$5,000 for flat dates and from \$3,500 to \$5,500 for percentage dates. His concerts will be handled by colleges campus bookers as well as independent promoters.

Joe Csida, who manages Gary, is attempting to arrange the concerts dates on a regional basis so that important record markets are covered to give Gary the opportunity to meet with dealers, distributors and disk jockeys.

### 12 LP's Score

Although Gary has yet to come up with a click single, he's had 12 consecutive albums on the best-selling charts. Also, his first album, "Catch A Rising Star," which was released in October, 1964, continues as a strong seller. It's estimated that each of Gary's LP's has a sales rack-up of more than 200,000 copies.

Csida is also arranging Gary's TV shots so that they can be used to promote the concert appearances. For example, Gary is set for Merv Griffin's show next Friday (24) to herald his Carnegie Hall appearance three days later. Gary also has a date on the Smothers Brothers CBS-TV show on April 16.

Following Carnegie Hall, Gary has concert in Baltimore, March 31; Buffalo, April 1; Cincinnati, April 9; Knoxville, April 11; Greenville, S. C., April 14; Jacksonville, Fla., 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 Nov. 6.

Gary is already expanding his activities in the concert area, and is now taking bookings for April and May, 1967.

## Judy Collins in Perfect Form Before 3,000

SAN FRANCISCO — Singer Judy Collins made 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 four years ago, Miss Collins has had no local exposure. The crowd, about 2,000, was quite a tribute.

She featured material from her current Elektra album, and was accompanied particularly well by guitarist Bruce Langhorne. Miss Collins carried off the one-woman show with vitality and zip, switches easily from 12-string to 6-string guitar, plays her own piano accompaniment on a few numbers (notably the Weill-Brecht "Pirate Jenny"), and remains poised throughout a long and satisfying evening.

Her hour-and-a-half on stage was nearly perfect. The crowd was responsive, although the fast-moving scene here has ebbed on folk singers in the last couple of years. Miss Collins' stated intentions of broadening her selections to include

(Continued on page 24)

## Doors' Ondine Act Should Open Chart Doors

NEW YORK — The Doors, Elektra Records group, opened Monday night (13) at the Ondine. The door tab was a \$4 per person.

Their single, "Break on Through" was bombastic; a roar of sound presented with a highly danceable beat. This capability of providing both listenable, as well as danceable, music seems to be the backbone of the quartet. While "Back Door Man" was not a new arrangement, it held fresh appeal. They give almost exactly the same intensified sound in person as on record. The Paul Rothchild-produced group also has electrifying tunes such as "The End," which features a macabre touch, and "Soul Kitchen" in their repertoire. They are definitely top chart contenders.

CLAUDE HALL



COMEDIAN JONATHAN WINTERS, left, discusses plans on his new association with Columbia Records with William P. Gallagher, right, Columbia vice-president, and Bernie Silverman, manager of administrative services for Columbia Records on the West Coast.

## Paupers Rich in Freshness — Airplane Fly; Havens Hits

NEW YORK — During one number, the Paupers, a new group on Verve Folkways Records in Canada, had three drummers roaring at their Cafe Au Go Go audience at the same time—an unusual feat considering there are only four members in the Toronto group. What happens is that two performers lay down their guitars for a moment to play drums; the other guitarist creates a psychedelic effects, turning "One Rainy Day" into an emotional storm. The group also scored well with "The Magic People," "Hold on to What You've Got," and "Think I Care." They have a fresh and different sound.

The Jefferson Airplane, a group best known on the West Coast, displayed a wide range of flexibility during their stint. On "Tobacco Road," the five males and a female showed a lot of soul. But on "There's Another Side to This Life," the RCA Victor Records group exhibited a folk-rock quality. "Don't Let Me Down" came up as a strong beat tune.

Richie Havens, another

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.

CLAUDE HALL

## 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 stars for its weekend jazz festival, April 7-8. Featured will be Miles Davis, Bill Evans, the Modern Jazz Quartet, Horace Silver, John Handy's Concert Ensemble, and Big Mama Thornton with the Gerald Wilson big band.

During the weeks preceding the April dates, U. C. will present with Denny Zeitlin's trio, Cal Tjader's quintet, Big Mama, and the unusual jazz duo of electronic megatarist Fred Marshall and percussionist Jerry Granelli who work with the projected full wall size moving art abstractions of Bill Ham.

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

## A Showcase for Talent Is Opened

NEW YORK — The Composer's Collaborative Ltd., a newly created organization aimed at offering advertising agencies and filmmakers a fresh supply of talent, has opened offices here.

The Collaborative, which will also offer production supervision, is comprised of writers, arrangers and producers who compose for films, theater, records and television. The organization includes Al Cohn and Larry Wilcox, both composer-arrangers.

The group is headed by Norman Schwartz, Emile Charlap and Gary McFarland as business, production and creative directors, respectively. Television commercials already done by the Collaborative include those for the New York World Journal, Hertz and Noxzema.

first "live" album. Musicor Records handles national distribution for the Luther Dixon-owned Dynamo label.

## Newport Folk Fund Names 4 to Board

NEW YORK — The trustees and officers of the Newport Folk Foundation have named four new members to the board of directors.

Ethel Rain Dunson, Bruce Jackson, Jim Rooney and Frank Warner are the new members to the rotating body of the Foundation. They succeed Alan Lomax, Mike Seeger, Ralph Rinzler and Peter Yarrow. Judy Collins, Oscar Brand and Julius Lester remain to fill out their one-year terms. Former members are eligible to attend meetings but cannot cast ballots.

This year's Newport Folk Festival will be held July 10 through 16. Plans call for a new added highlight to the fest, with a program of international and American square dancing, storytelling and anecdotes.

## Mandala Serves Filet of Soul Teen-Age Style

NEW YORK — The religion of "Teen-age Soul" is being served up by a new Canadian group, the Mandala, at Steve Paul's, the Scene.

The high "priest" of the group, George Oliver, starts out clapping his hands, stomping his feet and bellowing at the most teen-age audience, "Have you any Faith?" From this point, the audience becomes involved in the act as they clap their hands and stomp their feet. In addition to Oliver, the group consists of two electric guitarists, a drummer and an electric organist. They do mostly r&b numbers in the tradition of Jamy Brown & Susky Robinson with this "soul" interpretation.

The Mandala is scheduled to launch a 10-city tour when it leaves the Scene this week. Also, their first single on Chess, "Opportunity," placed third in Canada. A second single will be released by Chess in April.

## Hunt's Live LP

NEW YORK — Tommy Hunt, currently riding with his Dynamo single of "The Biggest Man," will record a "live" LP at the Apollo Theater during Easter Week. It will be Hunt's

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# 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 beat-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 holds 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 bistro offers and

## Judy Collins

• Continued from page 22

more of the contemporary writing of such as Dylan, Leonard Cohen, Donovan and Brel will appeal to many of the rock-blues protesters here, but she 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 nightclubs in 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, parlaying the role of Mingo an Indian into an acting and outdoor show attraction. Ames says he will not return to the "Boone" TV'er under the same conditions which tied him almost consistently 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 production.

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 LP, which moved 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 Intercollegiate Music Festival here April 14-15. They are Sal Chianti of MCA's music publishing firms; Hal Cook, publisher of Billboard; Julio DiBenedetto of Bob Banner Associates; John Hammond of Columbia Records; Les Paul, independent record producer and guitarist; and Pete Wambach, 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. Advisors 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 a&r chief Ernie Altschuler 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 Pamppe, 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.

## Signings

Alberto Rochi has signed with Audio Fidelity. His first album will be titled "Somewhere My Love." . . . The Age of Reason, a five-man contemporary group, has been signed by United Artists Records. The group's first release is "Your Love Is Like a Magnet" will be issued on Ascot, a UA subsidiary label. . . . Naomi Stansil, a secretary at BMI, has been signed as a singer to Eagle Records. . . . Chrystal Collins, a 15-year-old singer from Brooklyn, to Jody Records. . . . The Clann, a four-piece rock group,

## Michael Ochs Into Artist Management

NEW YORK — Michael Ochs, former air personality and photographer for Kama Sutra, has opened an artist management office at 1697 Broadway here. His first client is his brother, folk singer Phil Ochs.

Ochs hosted a jazz show on WTVN - AM - FM, Columbus, Ohio, and recently held a photography job with Kama Sutra in Los Angeles.

signed to General American Records.

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LOSIN' BOY—EDDY GILES—MURCO 1030

ROUGH DRIED WOMAN—BIG MAC—RONN 8

#### Country Hits

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

KEEP WALKING ON—TED TAYLOR—JEWEL 774

ALL MY TOMORROWS—NAT STUCKEY—PAULA 267

HEART TROUBLE—CHERYL POOL—PAULA 263

#### Pop Hits

GROOVIN' OUT—THE UNIQUES —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

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# RADIO-TV programming



ROCKY (G) GROSSE, air personality of WWRL in New York, presents Cannonball Adderley a plaque for his chart-topping Capitol Records single, "Mercy, Mercy, Mercy." Ceremonies took place on the stage of the Apollo Theater. At left is Bill Jameson, Capitol's r&b promotion man.

## KRAK Crackling 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 programming in October 1962. Not only is the station No. 1 over-all in a January Pulse audience survey, reports Vice-President Jay Hoffer, but it has a larger share of the audience in the morning than the two Hot 100 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 zooms to a 24. KRAK, however, also basks 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 1966 as compared with 1965, said Hoffer. KRAK's programming centers around a concept in use at more than one successful country music radio station—a lot of album cuts. Out of the average of 17 tunes played each hour on KRAK, Hoffer said, about half are current singles, the rest are older tunes picked usually from newer albums by currently popular artists in the country field. "Our library now is a good four years old," he said, so we have stuff to draw upon, too."

### Driving Force

In San Diego, Dan McKinnon has been a driving force for country music nationwide. He has dynamically campaigned not only for his own KSON to break through with national advertisers, but other stations as well. Last week, he was visiting Los Angeles hoping "to crack" Western Airlines. "There's only a few national accounts now that are still prejudiced to country music," McKinnon said. "Most are ac-

ceptable 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 sets-in-use goes up, our share may go down, but when sets-in-use go 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

*(Continued on page 28)*



MORE THAN 12,000 fans attended a Bill Cosby appearance at Pittsburgh's Civic Arena recently, emceed by KDKA air personality Bob Tracey, right.

## KTVT-TV in Modern C&W

FORT WORTH — A new modern country-western program has bowed on KTVT-TV here each Saturday from 4 to 4:30 p.m. The music variety show features the top names in the Dallas-Fort Worth area in the country music field, and visiting guest stars from parts of the country as they are in town.

The show will be hosted by Johnny Dallas, local recording star whose "Grey Flannel World" has recently climbed to the upper brackets in country music sales. Johnny Dallas is known to many followers of local radio as Joe Pouvy. He will be backed by "The Young Country Boys," his own country-western band. Also starring

*(Continued on page 50)*

## REMOTES SET BY WOR-FM

NEW YORK—WOR-FM, the stereo Hot 100 format station, is launching a series of remotes, recorded on tape, from discotheques here. The Young Rascals of Atlantic Records will be featured on the first hour show, taped at the Scene last Tuesday (14). Murray the K will host the show, which will be aired later.

## KHJ Takes Ratings Command

By ELIOT TIEGEL

LOS ANGELES — An academically thought-out concept for running a music station, combined with an aggressive program of constant promotions and audience-involving activities, has established KHJ as the major singles-oriented 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 44 per cent rating in the Billboard poll. Last year the RKO General outlet placed second behind KRLA with 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 jockeys change shifts every three

hours. "There is little chance of change in the sound," Jacobs explained, "because academically such things as station identifications, promotions, records, news, commercials and time and weather reports have been thought out within an hour's framework."

### Spontaneous

There is still time for spontaneity, Jacobs emphasizes. "Our music is never programmed in advance. The disk jockeys are picking their next records all the time. The DJ's are not robots; they're blending their music from what they feel, from the request line and based upon what the other guys have been playing."

Jacobs and Bill Drake, RKO's programming consultant, who have both been with the station since it switched to a rock format May 5, 1965, have been the guiding forces behind KHJ's emergence as a tightly formatted big-beat station. Tightly formatted in terms of "editorial" ingredients all falling in place around the music—which Jacobs says is not 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 later."

Consequently, the station shoots for exclusivity. "We have world premiered all the Monkees and Rolling Stones singles," he said. How does he get his exclusives? with "guile and cunning," he answered.

There are four other areas which Jacobs feels has contributed to the station's leading position. They are: non-stop contests, live concerts, bizarre promotions and a TV 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 di-

rector who thinks up the promotions, estimates he changes promotions every two weeks with the top prizes automobiles, cash or trips.

In the show department, KHJ ran its first annual appreciation bash at the Hollywood Bowl last April. Tickets selling for 93 cents general admission and \$5 for VIP seats, filled the Bowl for the charity event with proceeds going to the Braille Institute. Among the stars performing last year were Sonny and Cher, the Mamas and the Papas, Turtles, Otis Redding, and Bob Lind. This year the station's second appreciation show at the Bowl on April 29 will headline the Supremes with a supporting cast of acts. Proceeds will go to help establish a Motown Records UCLA scholarship program. Four musical excellence scholarships will be awarded area high school students to cover an entire undergraduate four-year study period. The scholarships will be administered through the United

*(Continued on page 32)*

## Damone 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 hinge, as did the regular show, on record talent. Hal Kemp is executive producer, Paul Keyes co-producer and head writer, Bill Foster co-producer and director.

Damone has starred in several movies and the RCA Victor Records artist has guested on many TV shows, including Dean Martin's. He was host of NBC-TV's "The Lively Ones" summer musical series in 1962 and 1963. Columbia Records' Carol Lawrence gained her first real fame as Maria in the Broadway musical "West Side Story."

## OVERMYER IS TAKEN OVER

NEW YORK—The Overmyer TV Network, which is slating a series of daily live music TV shows out of Las Vegas nightspots, has been acquired by new interests and renamed the United Network. Oliver E. Treyz remains as president. The two-hour Las Vegas music series, slated for debut April 3 on 125 TV stations, has been set back to May 1.



KFWB's NEW AFTERNOON personality Les Biegel tries his hand at drumming as Bob Oakes, KFWB program director, watches. They're surrounded by the Knack, Capitol's new rock group. Impromptu session was held recently at a Capitol coming out performance for the group.



IT WAS WTOB IN Winston-Salem, N. C., which brought the Monkees to town recently, in conjunction with Dick Clark Productions and Colgems Records. From left, Michael Nesmith; WTOB program director John Stanton, WTOB's Bob McLain, Peter Tork, Davey Jones, Mickey Dolenz, WTOB's Flying Dutchman, Richard Watts and Lee Bryant.

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

The 'Capitol' of the World Market Spotter 



## 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 record-

ing 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 Crackling With Success

• Continued from page 16

few country music stations that publishes a monthly tabloid newspaper devoted to artists and its air personalities; Speck said the station is now printing 12,000 copies and "they're gone in a week and a half." The station has been achieving a share of 25.4 between 6 a.m. and 6 p.m. in Akron.

### "Never a Factor"

"Doing beautiful!" is the description general manager Jim Martinson has for his WWOK in Charlotte, N. C. The station switched to a country music format Sept. 1, 1965, and it's 5,000 watts day and night. Last February it helped draw close to 13,000 to see a country

music show at Charlotte's coliseum.

The station, established in 1955, had never been much of a factor in the market, Martinson said. "I came here to switch the station's format. Business had been so poor I can't understand how they were keeping the doors open."

He installed a tight format featuring country music and good, non-screaming deejays. Result? The station is "now in the process of beating itself," Martinson said. February's business was up 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

cent over any previous month. In addition, national business is up a little, "but not as much as I'd like to have."

Another general manager who says country radio business is "great" is William R. Mnich of WMNI in Columbus, Ohio. "We're coming up in every Pulse here and we're now the top-rated country station in the top 50 markets, according to Pulse." He said business in 1966 had been up 35-38 per cent over 1965 and this year is running 25-30 per cent over last year. National business has tripled. This, in spite of the fact that the station "didn't start from ground zero as did many stations who switched to country music." WMNI went

country music in September 1965 with jingles and tight production, "though the deejays have a little freedom to talk; still, we're as tight in production as any rock 'n' roll station and have all the format restrictions." The deejays, however, are not screamers. To show the power of the station, Mnich said that the station's live talent shows held every four to six weeks are sellouts in a 4,000-seat auditorium.

"The interesting thing about our radio situation is there's not a man on the air without a college degree, but everyone grew with the music. Our format was designed with an understanding of country music."

Before WCLU came on the scene, Cincinnati country music fans listened mostly to out-of-town country stations. Then WCLU went on the air, a

brand-new station, on Oct. 29, 1965. Irv Schwartz, general manager of the 500-watt daytime operation, said that business has been extremely good since the start, sparked by such national accounts as Royal Crown, RCA, American Tobacco, Carlings and Budweiser. Like most country stations, the largest part of his business is local.

In Cincinnati, there have been three radio stations sewing up two-thirds of the market for years, but now WZIP, which switched to country music in January 1966, is beginning to make itself felt with shares of four in the morning and five in the afternoon in Pulse, said general manager Henry Goldman. Business is on an upward trend and looking better every day.

### "Not Shooting"

"A great deal has been written about country music and especially the Nashville Sound of late," said station manager Bill Driling of KOYN, Billings, Mont. "In my reading, however, I seldom find that the country stations in larger markets are ranked in the No. 1 spot. Usually, the country format is developed to raise ratings in competition for advertising dollars, but in most markets it seems the station operators are not shooting for the No. 1 spot. The country stations apparently feel that generally Top 40 will prevail as the leader in most markets, but they are changing to the Nashville Sound in hopes of grabbing a large segment of the audience that are country fans, who had previously been unserved in the market."

"On the other hand, KOYN has been a consistent No. 1 with the Nashville Sound for nearly three years. KOYN, we believe, is programming 'majority music' for the area we serve . . . just as the top 40 stations in New York, Chicago and Los Angeles are programming 'majority music' for the area they serve. The personality line-up on KOYN is highly identifiable, but is genuine and believable. You can detect a Western twang in most of the voices, but no mistake, they are intelligent voices . . . they know how to capture, and hold, an audience."

"We at KOYN espouse the philosophy that, in a competitive market, a station should maintain a uniform format; to change format during the day would tend to discourage hardcore country fans while confusing our other valuable listeners. I've often theorized that it would be possible for a station, even in a single station market, in its efforts to serve all the people, sometimes end up serving almost none because they are not consistent throughout their broadcast day. To sum up . . . we believe radio people must 'think No. 1' if they are to be No. 1. To think less than No. 1 is to eventually lose the race, to those who are shooting for the top in a fiercely competitive field—radio."

### Rising WSHO

WSHO in New Orleans climbed in a recent Pulse survey to a 11 share, representing a battle upward from a two share, according to general manager Don Kern. WXCL in Peoria, Ill., were boasting No. 1 and No. 2 ratings in a recent Pulse.

Not all stations have stayed with the country format. KUCL in Fort Worth recently went to a rock 'n' roll format after KBOX in Dallas switched

(Continued on page 30)

# Radio Response Rating

LOS ANGELES, CALIF. . . . 4th Cycle  
MARCH 25, 1967

### TOP STATIONS

Rank	Call Letters	% of Total Points
<b>★ POP Singles</b>		
1.	KHJ	44%
2.	KRLA (Pasadena)	37%
3.	KFWB	16%
	Others	3%
	(KBLA (Burbank))	
<b>★ POP LP's</b>		
1.	KMPC	53%
2.	KGIL (San Fernando)	22%
3.	KFI	6% (tie)
4.	KRKB-AM-FM	6% (tie)
5.	KPOL-AM-FM	4%
	Others	9%
	(KMET-FM, KHJ-FM, KBIG-AM-FM, KNX-AM-FM, KDAY (Santa Monica))	
<b>★ R&amp;B</b>		
1.	XERB	74%
2.	XERB	26%
	(Tijuana, Mexico)	
<b>★ JAZZ</b>		
1.	Les Carter, KBCA-FM	44%
2.	Jai Rich, KBCA-FM	20%
3.	Rick Holmes, KBCA-FM	16%
4.	Tommy Bee, KBCA-FM	15%
	Others	5%
	Benson Curtis, KRHM-FM, Steve, KTYM-AM-FM	
<b>★ COUNTRY</b>		
1.	KGBS-AM-FM	45% (tie)
2.	KFOX-AM-FM (Long Beach)	43% (tie)
3.	KIEV (Glendale)	10%
<b>★ CONSERVATIVE</b>		
1.	KPOL-AM-FM	68%
2.	KFAC	19%
	Others	13%
	(KRKB-AM-FM, KUTE-FM)	
<b>★ COMEDY</b>		
1.	KMPC	61%
2.	KGIL	16%
	Others	23%
	(KIEV, KFI, KNX, KRHM-FM)	
<b>★ FOLK</b>		
1.	KRHM-FM (Skip Washner)	58%
2.	KCBH-FM (John Davis)	23%
3.	KVFM-FM (Jeff Miller)	11%
4.	KHJ-FM (Jack Wagner/Bob Jones)	8%
<b>★ CLASSICAL</b>		
1.	KFAC-AM-FM	81%
2.	KCBH-AM-FM	19%

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

### TOP DISK JOCKEYS

Rank	Disk Jockeys	Call Letters	% of Total Points
<b>★ POP Singles</b>			
1.	The Real Don Steele	KHJ	41%
2.	Dave Hull	KRLA	18%
3.	Casey Kasem	KRLA	10%
4.	(Humble) Harve Miller	KHJ	8%
5.	Robert W. Morgan	KHJ	7% (tie)
	B. Mitchell Reed	KFWB	7% (tie)
	Others		9%
	(Dick Biondi, KRLA, Reb Foster, KRLA, Charlie O'Donnell, KRLA, Gene Weed, KFWB, Johnny Williams, KHJ, Emperor Hudson, KBLA)		
<b>★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN</b>			
(Most co-operative in exposing new records)			
	Dick Moreland	Program Director, KRLA	
	Mrs. Betty Breneman	Music Director, KHJ	
	William Wheatley	Operations Manager, KFWB	
	Robert F. Oakes	Program Director, KFWB	
	Ron Jacobs	Program Director, KHJ	
	Bob Klopfenstein	Music Director, KFWB	
<b>★ TOP JOCKEYS (Pop Singles) BY TIME SLOT</b>			
Morning . . . . . Robert W. Morgan, KHJ			
Mid-Morning . . . . . Johnny William, KHJ (tie)			
Reb Foster, KRLA (tie)			
Early Afternoon . . . . . Casey Kasem, KRLA			
Traffic Man . . . . . The Real Don Steele, KHJ			
Early Evening . . . . . (Humble) Harve Miller, KHJ			
Late Evening . . . . . Sam Riddle, KHJ			
All Night . . . . . Gary Mack, KHJ			
<b>★ TOP TV BANDSTAND SHOW</b>			
"Shebang (Casey Kasem), KTLA-TV, Channel 5, Monday, 7:30-8:30 p.m.			
"Boss City" (Sam Riddle), KHJ-TV, Channel 9, Saturday, 6-7 p.m.			
<b>★ POP LP's</b>			
1.	Johnny Magnus	KMPC	29%
2.	Dick Whittinghill	KMPC	27%
3.	Gary Owens	KMPC	22%
4.	Roger Carroll	KMPC	14%
	Others		8%
	(Ted Quillin, KEZY, Jack Wagner/Bob Jones, KHJ-FM, Ira Cook, KMPC, Doug James, KGIL, Gene Price, KDAY)		
<b>★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN</b>			
(Most Co-operative in exposing new LP's)			
	Alene McKinney	Music Director, KMPC	
	Russ Barnett	Program Director, KMPC	
	Paul G. Kenner	Music Director, KGIL	
<b>★ R&amp;B</b>			
1.	Jim Randolph	KGFJ	35%
2.	Magnificent Montague	KGFJ	30%
3.	Jim Wood	KGFJ	18%
4.	Larry McCormick	KGFJ	9%
	Others		9%
	(Wolfman Jack, XERB, Tom Reed, KGFJ)		
<b>★ COUNTRY</b>			
1.	Bob Kingsley	KGBS	40%
2.	Biff Collie	KFOX	27%
3.	Dick Haynes	KFOX	13%
4.	Gordon Calcote	KIEV	11%
5.	Joe Nixon	KGBS	9%

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

KLAC	570	KGBS	1020	KWKW	1300
KFI	640	KNX	1070	KFAC	1330
XTRA	690	XERB	1090	KGER	1390
KMPC	710	KRLA	1110	KALI	1430
KBIG	740	KRKB	1150	KTYM	1460
KABC	790	KEZY	1190	KWIZ	1480
KIEV	870	KKAR	1220	KBLA	1500
KGRB	900	KGFJ	1230	KPOL	1540
KHJ	930	KGIL	1260	KDAY	1580
KFWB	980	KFOX	1280	KWOW	1600

### FM RADIO FREQUENCIES

(5) KFAC-FM	92.3	(5) KNOB-FM	97.9	KSRF-FM	103.1
KKX-FM	93.1	KBOB-FM	98.3	K-ADS-FM	103.5
(5) KKOP-FM	93.5	(5) KWIZ-FM	98.6	KTYM-FM	103.9
(5) KPOL-FM	93.9	(5) KCBH-FM	98.7	(5) KBIG-FM	104.3
(5) KVFM-FM	94.3	KHOF-FM	99.5	KBCA-FM	105.1
(5) KMET-FM	94.7	KFOX-FM	100.3	KNAC-FM	105.5
KABC-FM	95.5	KHJ-FM	101.1	KBMS-FM	105.9
KEZR-FM	95.9	KUTE-FM	101.9	(5) KSFV-FM	106.3
KRKB-FM	96.3	KJLH-FM	102.3	KPPC-FM	106.7
KGBS-FM	97.1	(5) KRHM-FM	102.7	(5) KBBI-FM	107.5

LOS ANGELES, CALIF. (including Anaheim, Burbank, Glendale, Inglewood, Long Beach, Pasadena, Pomona, Redondo Beach, San Fernando, Santa Ana, Santa Monica, West Covina, Tijuana, Mexico): Country's 3d Radio Market (30 AM; 30 FM).

**KABC:** 5,000 watts. On the air 24 hrs. Network is ABC. Owned by ABC. Music format: News and Conversations (100%). Editorializes occasionally. Special programming: The Michael Jackson Show, audience call-in, 9:10-11 a.m., M-Sat. "Open Line" with Jack Wells, audience call-in, 1:10-4 p.m., M-Sat. "Night Line" with Steve Allison, audience call-in, 8:10-12 mid., M-Sat. Pamela Mason Show, woman's show, 12:15-1 p.m., M-Sat. TV outlet: KABC-TV, channel 7, ABC. Jack London is director of news dept. Special equipment: Helicopter news for traffic, 3 mobile units, 5-min. news on the hr., extended news. Cuts from Comedy LP's featured on Sat., 6:05-9 a.m., Sun., 7:30 a.m.-12 noon. Also included in regular programming. Gen'l mgr., Ben Hoberman. Prog. dir., Jack Meyers, 3321 S. La Cienega Blvd., Los Angeles, Calif. 90016. Phone: (213) NO 3-3311.

**KABC-FM:** ERP 74,000 watts. Simulcasts with KABC 12 mid.-9 a.m., 4-6:15 p.m., M-F. Address and other information same as KABC.

**K-ADS-FM:** ERP 13,000 watts. On the air 24 hrs. Owned by McLendon Pacific Corporation. Music format: Classified Advertising (100%). New records selected for air-play by prog. dir. 10 new LP's programmed weekly. Record promotion people are seen M-F. Operations mgr., Jack Danahy. Send 2 copies of LP's to Mr. Danahy, Suite 940, 5670 Wilshire Blvd., Los Angeles, Calif. 90036. Phone: (213) 937-1035.

**KALI:** 5,000 watts. On the air 24 hrs. Music format: Spanish (100%). Editorializes frequently. J. Coyle & E. Moreno are directors of 5-man news dept. Headlines on the half hr. New records selected for air-play by gen. mgr. Various numbers of singles and LP's programmed weekly. Record promotion people are seen M-F. V-P & gen'l mgr., J. Coyle. Send 4 copies of 45's and 4 copies of LP's to Mr. Coyle, 5723 Melrose Ave., Los Angeles, Calif. 90038. Phone: (213) HO 6-6161.

**KBBI-FM:** ERP 34,000 watts. On the air 24 hrs. Owned by Biola Schools & Colleges. Music format: Standard (55%), Conservative (35%), Classical-Religious (10%). Editorializes occasionally. Special programming: "Telephone Request Time" with Brian Bastien, 10:30-1:30, M-F. Ken Gaydos is director of 2-man news dept. 5-min. news 55 after hr., extended news twice daily. New records selected for air-play by prog. dir. Play list published monthly. Two new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Thomas E. Steele. Prog. dir., Donald W. Ranson. Send 1 copy of stereo LP's to Mr. Ranson, 558 S. Hope St., Los Angeles, Calif. 90017. Phone: (213) MA 7-5056.

**KBGA-FM:** ERP 18,000 watts. On the air 24 hrs. Music format: Jazz (100%). Chuck Niles is director of 2-man news dept. Gen'l mgr., Saul Levine. Send 12 copies of 45's and 12 copies of stereo LP's to Mrs. Judi Balter, 6380 Wilshire Blvd., Los Angeles, Calif. 90048. Phone: (213) 653-3940.

**KBIG:** 10,000 watts. Daytimer. Owned by John Poole Broadcasting Co., Inc. Music format: Pop Standard (100%). Editorializes occasionally. Special programming: "Phillip Norman Show," commentary & music, 11 a.m.-3 p.m., M-F. Carl Bailey is director of 5-man news dept. Special equipment: 3 mobile units, 5-min. news on the half hr. New records selected for air-play by prog. dir., music dir. Play list published monthly. 5 new singles and 10-20 new LP's programmed weekly. Gen'l mgr., Alan Fischer. Prog. dir., Duke Norton. Send 1 copy of 45's and 1 copy of stereo LP's to Mr. Norton, 6540 Sunset Blvd., Hollywood, Calif. 90028. Phone: (213) 463-3205.

**KBIG-FM:** ERP 110,000 watts. On the air 19 hrs. Pop Standard (20%), Jazz (80%). Address and other information same as KBIG.

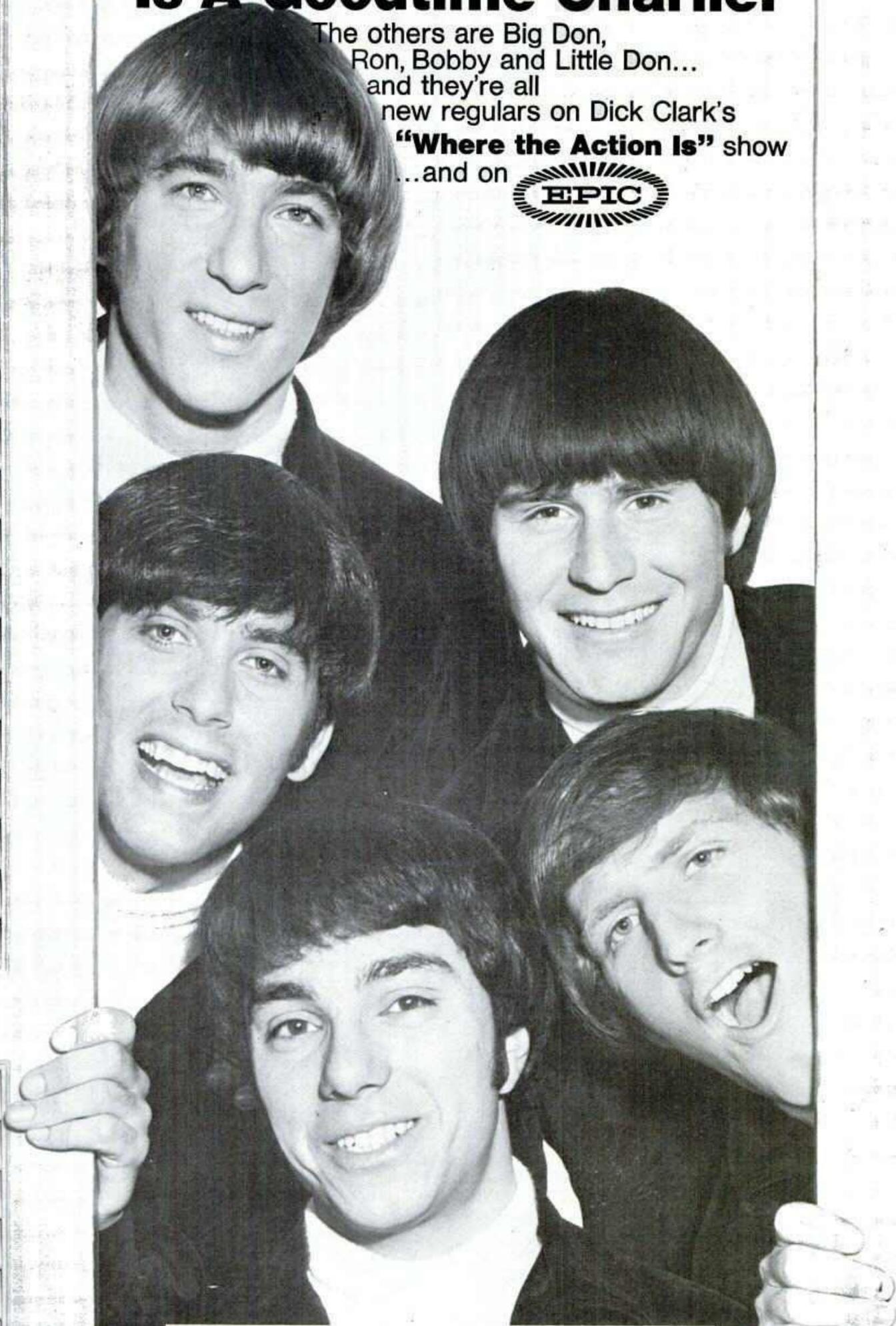
**KBLA:** 10,000 watts; 1,000 nights watts. On the air 24 hrs. Owned by George E. Cameron Jr., Communications. Music format: Contemporary (100%). Special programming: "Face-to-Face," with Dick Spangler, interviews, 8-9 a.m., Sun. Dick Spangler is director of 3-man news dept. Special equipment: mobile unit, 5-min. news on the half hr. New records selected for air-play by prog. dir. Play list published weekly. 15 new singles and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Robt. B. McWhirter. Prog. dir., Bruce Wendell. Send 5 copies of 45's and 2 copies of LP's to Mr. Wendell, 131 East Magnolia Blvd., Burbank, Calif. 91502. Phone: (213) 849-3356.

**KBMS-FM:** ERP 72,000 watts. On the air 24 hrs. Music format: Pop Standard (45%), Conservative (45%), Classical (10%). Editorializes occasionally. Station mgr. is director of 1-man news dept. Headlines, 4 times daily, M-F. New records selected for air-play by mus. dir. Record promotion people are seen M-F. Gen'l mgr., H. R. Gillespie. Mus. dir., Chas. Salerno. Send 1 copy of 45's and 1 copy of LP's to Mr. Salerno, 635 W. Colorado, Glendale, Calif. 91204. Phone: (213) 245-1033, 244-3444.

**KCBH-FM:** ERP 75,000 watts. On the air 18 hrs. Music format: Pop Standard (67%), Classical (33%). Cuts from Comedy LP's featured on "Cynic's Choice" with Brian Clewer, 11-12 a.m., Sun. Folk Music featured on "Folk Music Concert" with Joan Davis, 8-12 a.m.,

# 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



## **DON** AND **THE** **GOODTIMES**

Their first smash single  
**"I Could Be  
So Good To You"**

5-10145

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Howard S. Kester took over the reins of KYA, San Francisco, last week. He was with KEZY, Anaheim, Calif. . . . Lee Harris, a former KBTR program director, has been named program director of KBTU-TV, also in Denver. He has been public affairs director of Mullins Broadcasting the past two years. . . . Bob Kingsley of KGBS in Los Angeles, has been set by Disneyland to host its Easter week country music jubilee March 24; show will feature Hank Thompson, Mary Taylor, and Buddy Cagel.

Bob Grant has shifted from KABC to KLAC in Los Angeles

to handle weekend chores. . . . Pat Rickert has been promoted to manager of KELO, Sioux Falls, N. D.; Foster Hanson has been upped to manager of KELO-FM; Tom Sheeley, formerly operations manager of KELO-TV, has been promoted to vice-president over both radio and TV operations. . . . Robert A. Burke has joined Broadcast Communications Group as manager, radio sales, San Francisco; he was with Adam Young, New York.

Daniel Mitchell is new general manager of KEZY, Anaheim, Calif. . . . Bill Anderson, formerly with WSNJ in Bridgeton, N. J., is now hosting a show for WJIC, Salem, N. J., and needs

all types of records, especially comedy albums. . . . Clay Cole, host of a bandstand show on WPIX-TV, New York, has been signed to host the record talent spectaculars every Sunday afternoon at Palisades Amusement Park, N. J., beginning March 26. This actually marks a return for Cole, who used to host his own TV dance show back in 1959 from the play spot. Hal Jackson will do the Saturday afternoon shows.

The new KBUC, San Antonio, needs country music records desperately! Send care of the music director, KBUC, 3259 East Commerce. . . . Tom Moffatt, long-time radio personality in Hawaii,

## STATIONS BY FORMAT

Continued from page 28

Sat New records selected for air-play by prog. dir. & individual DJ's. New LP's programmed each week. Record promotion people are seen M-F. Gen'l mgr., A. A. Crawford, Prog. dir., Hamilton Williams. Send 2 copies of stereo LP's to Mr. Williams, 2555 Briarcrest Rd., Beverly Hills, Calif. 90213. Phone: (213) 272-7105.

KDAY: 50,000 watts. Daytimer. Owned by Rollins, Inc. Music format: Pop Standard (100%). Russ Porterfield is director of 3-man news dept. Special equipment: mobile unit. 5-min. news 55 before hr., headlines on half hr. New records selected for air-play by mus. dir. 7 new singles and 5 LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Frank Minner, Prog. dir., Russ Porterfield. Send 2 copies of 45's and 1 copy of LP's to Gene Price, P.O. Box 1580, Santa Monica, Calif. 90401. Phone: (213) 451-5656.

KEZY: 5,000 day, 1,000 nights watts. On the air 18 hrs. Music format: Pop Standard (100%). Special programming: San Diego Chargers, NCAA, H.S. & Jr. College football (in season) College & H.S. basketball. Bill Brundige Sports Show, sports news and commentary, M-F, 7:15, 7:45 & 8:15 a.m. & 5:15 & 5:45 p.m. Edward R. Nix is director of 2-man news dept. Special equipment: airplane and mobile unit. 5-min. news 55 before hr., headlines 25 after hr. New records selected for air-play by gen. mgr., librarian. Play list published. 60 new singles and 10 new LP's programmed weekly. Record promotion people are seen M-F. V-P & gen'l mgr., Daniel P. Mitchell. Rec. lib., Jean Cain. Send 2 copies of 45's and 1 copy of LP's to Jean Cain, Disneyland Hotel, Anaheim, Calif. 92802. Phone: (714) 776-1190.

KEZY-FM: ERP 670 watts. Simulcast with KEZY. Address and other information same as KEZY.

KFAC: 5,000 watts. On the air 24 hrs. Owned by Cleveland Broadcasting, Inc. Music format: Conservative (5%)-Classical (95%). Special programming: "California Concerts" with James Guthrie, 3:05-4:30 p.m., Sun. "Evening Concert" with Thomas Cassidy, 8-10 p.m., M-F. "Keyboard Immortals" with Felix De Cola, 7-8 p.m., Sun. Dick Joy is director of news dept. 5-min. news on the hour, headlines on half hr., extended news twice daily. Small amount of Folk Music included in regular programming. New records selected for air-play by prog. dir., mus. dir., librarian. New singles and LP's programmed weekly as available. Record promotion people are seen M-F. Gen'l mgr., Edwin J. Stevens. Prog. dir., Howard Rhines. Send 1 copy of stereo LP's to Mr. Rhines, 5773 Wilshire Blvd., Los Angeles, Calif. 90036. Phone: (213) 938-0161.

KFAC-FM: ERP 60,000 watts. On the air 12 hrs. Simulcast with AM affiliate. Classical (100%). Address and other information same as KFAC.

KFI: 50,000 watts. On the air 24 hrs. Music format: Pop Standard (75%)-Standard (20%)-Jazz (5%). Pres. & gen'l mgr., George A. Wagner. V-P & sta. mgr., Charles E. Hamilton. 141 N. Vermont Ave., Los Angeles, Calif. 90054. Phone: (213) 382-2121.

KFOX: 1,000 watts. On the air 24 hrs. Music format: Country (100%). Special programming: "Ed Perry Show," audience call-in; interviews, Sun. 7-9 p.m. V-P & gen'l mgr., Dick Schofield, 220 E. Anaheim, Long Beach, Calif. 90813. Phone: (213) 436-7281.

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

KFWB: 5,000 watts. On the air 24 hrs. Owned by Group W. Music format: Contemporary (76%)-Pop Standard (14%)-Standard (10%). Herb Humphries is director of 8-man news dept. Special equipment: 4 mobile units. 5-min. news on the hr., headlines on the half hr. New records selected for air-play by committee of station personnel. 8-10 new singles programmed weekly. Record promotion people are seen Tues. Gen'l mgr., James R. Lightfoot, Prog. dir., Robert F. Oakes. Send 10 copies of 45's and 5 copies of stereo LP's to record lib., 6419 Hollywood Blvd., Hollywood, Calif. 90028. Phone: (213) HO 3-5151.

KGBS: 58,000 watts. On the air 24 hrs. Owned by Storer Broadcasting Co. Music format: Country (100%). Editorializes occasionally. Special programming: "Bluegrass and Ballads" with Joe Nixon, bluegrass music, 10-11 a.m., Sun. "Country Music Portrait" with Bill Thompson, interviews with artists, 10:30-11:30 Sun. "Topic and Inquiry" with Hugh Cherry and Frank Evans, discussion, 9:30-10:30 p.m., Sun. 3-man news dept. Special equipment: mobile unit, 5-min. news 10 past hr. New records selected for air-play by prog. dir., committee of station personnel. Play list published weekly. 10-15 new singles and 3 LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Dale Peterson. Prog. dir., Bill Thompson. Send 5 copies of 45's and 4 copies of LP's to Mr. Thompson, 338 S. Western Ave., Los Angeles, Calif. 90005. Phone: (213) 388-2345.

KGBS-FM: ERP 58,000 watts. Simulcast with AM affiliate, except 5-6 a.m., M-Sat. and 10-11 and 8-10:30, Sun. Special programming: "Topic" with Hugh Cherry, discussion, 12-12:30, Sun. "Inquiry" with Frank Evans, discussion, 12:30-1 p.m., Sun. "Gospel Hour" with Hugh Cherry, gospel music, 8-9:30 a.m., Sun. "Bluegrass and Ballads" with Joe Nixon, 9-10 p.m., Sun. Address and other information same as KGBS.

KGER: 5,000 watts. On the air 24 hrs. V-P & gen'l mgr., Clinton H. Fowler. Pres., Dr. John E. Brown. 3759 Atlantic Ave., Long Beach, Calif. 90807. Phone: (213) 427-7907.

KGFJ: 1,000 watts. On the air 24 hrs. Owned by Tracy Broadcasting. Music format: Rhythm & Blues w/Gospel (100%). Editorializes occasionally. Special programming: "This Is Progress" with Jim Titus, Negro history, M/S. Phil Barton is director of 3-man news dept. Special equipment: mobile unit, walkie-talkies. 3-min. news 15 after hr. and 45 after hr. New records selected for air-play by prog. dir., gen'l mgr. Play list published weekly. 5 new singles programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Arnold Schorr. Prog. dir., Cal Milner. Send 10 copies of 45's to Carol King Lib., 4550 Melrose, Los Angeles, Calif. 90028. Phone: (213) NO 3-3181.

KGL: 5,000 watts. On the air 24 hrs. Owned by Buckley-Jaeger. Music format: Pop Standard (100%). Editorializes occasionally. Stan Warwick is director of 10-man news dept. Special equipment: 4 mobile units, two planes for traffic coverage. 5-min. news on hr., headlines on half hr. Cuts from Comedy LP's featured. New records selected for air-play by prog. dir., mus. dir. 10 new singles and 5-10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Richard D. Buckley Jr. Prog. dir., Stan Warwick. Records should be directed to Paul G. Renner M.D., 14800 Lassen, San Fernando, Calif. Phone: (213) 877-3466.

KGRB: 250 watts. Daytimer. Music format: Standard (100%). Pres. & gen'l mgr., Robert Burdette. 751 Echelon Ave., City of Industry, Calif. 91744. Phone: (213) 636-0300.

KBOB-FM: ERP 810 watts. Daytimer. Simulcast with AM affiliate. Address and other information same as KGRB.

KHJ: 5,000 watts. On the air 24 hrs. Owned by RKO General. Music format: Contemporary (100%). Editorializes occasionally. Special programming: Danny Baxter Sports, 1-min. sports news and commentary, 6-9 a.m., 3-12 p.m. TV outlet: KHJ, channel 9. Jim Lawrence is director of 9-man news dept. Special equipment: 3 mobile units. 7-min. news 40 after hr. Comedy LP's featured. Folk Music featured. Jazz featured. New record selected for air-play by prog. dir., mus. dir. Play list published weekly. 6-10 new singles programmed weekly. Record promotion people are seen M & Thurs. Gen'l mgr., Warren Earl. Prog. dir., Ron Jacobs. Send 10 copies of 45's and 3 copies of LP's to Mrs. Betty Breneman, 5515 Melrose Ave., Hollywood, Calif. 90038. Phone: (213) HO 2-2133.

KHJ-FM: ERP 60,000 watts. Music format: Contemporary (2%)-Pop Standard (90%)-Jazz (8%). Prog. dir., Jack Wagner. Send 3 copies of LP's to Mr. Wagner. Address and other information same as KHJ.

KHOF-FM: ERP 100,000 watts. On the air 18 hrs. Gen'l mgr., Jack G. French. Box 108, Los Angeles, Calif. 90041. Phone: (213) 245-7575.

KIEV: 500 watts. Daytimer. Music format: Country (100%). Editorializes occasionally. Doc Hull is director of 2-man news dept. 5-min. news 55 after hr., headlines on half hr. Cuts from Comedy LP's featured. New records selected for air-play by prog. dir. Play list published weekly. 4 new singles and 2 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Wm. J. Beaton. Prog. dir., Jack Morris. Send 4 copies of 45's and 2 copies of LP's to Mr. Morris, 106 N. Glendale Ave., Glendale, Calif. 91206. Phone: (213) 245-2388.

KJLH-FM: ERP 3,000 watts. On the air 24 hrs. Music format: Pop Standard (50%)-Standard (50%). Editorializes occasionally. Special programming: "Community Bulletin Board" with Barbara Ambruster, local club news, 10-10:05 a.m., five days a week. "Fashions & Female Fancies Homemaking Highlights" with Barbara Ambruster, cooking & household hints, 12-12:05 p.m., 5 days a week. "Long Beach & the Arts" with Barbara Ambruster & Jason Wong, art history & appreciation, 9-9:30 p.m., Sun. Gary Lake is director of 3-man news dept. 5-min. news on the hr. New records selected for air-play by prog. dir. 5 new singles and 5 new LP's programmed weekly. Record promotion people are seen occasionally. Gen'l mgr., Gary Lake. Prog. dir., Tom Irey. Send 1 copy of stereo LP's to Mr. Lake, 1041 Pine Ave., Long Beach, Calif. 90813. Phone: (213) 435-4868.

KKAR: 250 watts. Daytimer. Music format: Contemporary (10%)-Pop Standard (90%). Editorializes occasionally. Special programming: "Daily Horoscope," RCA Syndication, 9:55 a.m., daily. "Adventures in Real Estate," syndication, 4:45 p.m., M-F. Sid Harper is director of 1-man news dept. 5-min. news on half hr. headlines on half hr. Cuts from Comedy LP's included in regular programming occasionally. New records selected for air-play by mus. dir. Play list published bi-weekly. Record production people are seen M-F. Gen'l mgr., Armand Kovitz. Prog. dir., Bill Schubert. Send 1 copy of 45's and 1 copy of LP's to Gene Bush, 1430 E. Phillips, Pomona, Calif. 91766. Phone: (714) 623-3434.

## 'Upbeat' Show In 35 Markets

CLEVELAND — "Upbeat," produced by Herman Spero, continues to expand; the bandstand-type TV show will be in 35 markets by June. New markets just added include Syracuse, Buffalo, Washington, Denver, Hartford and Wilmington. In Cleveland, the Don Webster-hosted show is topping the ratings battle in its time slot—5 to 6 p.m., Saturdays—with a 19 rating representing a 53 share of the market, Spero said.

has been appointed general manager of KPOI, Honolulu; he has been program director of the station for the past year. As presi-

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# RADIO-TV MART

### RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad.

FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%.

BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address.

CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue.

PAYMENT MUST ACCOMPANY ALL ORDERS.

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

### HELP WANTED

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

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

### SALES UP 307%

The Davis Broadcasting Company has purchased another station. We are expanding and need talented people. Program Director, Station Manager, Sales Manager, Production Men, Salesmen, D. J.'s., call or write Bill Weaver for full particulars.

### KWIZ

3101 West 5th St., Santa Ana, Calif.  
Phone (714) 839-4220

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

### SITUATION WANTED

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

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

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

### WANTED TO BUY

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

## RADIO & TV PEOPLE!

The people you want to reach will be paying special attention to the

**N. A. B. ISSUE**  
(April 8th)  
of  
**Billboard**

They'll see your classified ad if it's in the Radio-TV Mart.

Deadline:  
Tuesday, March 28th.

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**&  
VICKI  
ANDERSON**

**KING RECORDS, INC.** 1540 BREWSTER AVENUE, CINCINNATI, OHIO

## KHJ Takes Ratings Command

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Negro College Fund, which has been working with Motown and KHJ on the establishment of the program.

### Merchandising

The station's merchandise-conscious attitude helps tie itself to its audience. An album, "KHJ Boss Golden," was produced by Original Sound and sold extremely well. When such bizarre promotions as a "Big Kahuna" and "Sitar the Pirate" were aired, constant on-the-air spots kept the audience aware of the prizes and excitement being developed. Winners of these two contests were taken on a trip on the Hawaiian promo to a cookout feast; on the pirate

promo on a boat ride to Catalina Island.

Once Jacobs and associates have concocted a promotional idea, the merchandising, through spots, newspaper ads and billboards begins. "We try to get in front of a fad," Jacobs explains. Thus the station had promotions tied to Batman, Sonny and Cher, and the Monkees, with the last promotion involving a train ride to a town named Clarksville for 400 contest winners. The city of Delmar was renamed Clarksville and a train was rented to take the contest winners on a last trip to Clarksville where they met the Monkees and then rode back to LA with them.

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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 13-14 at the Hotel Roosevelt. More than 300 students from throughout the nation are expected to attend this year. Frederick Gilbert of Time-Life Broadcasting is chairman for the event, Bill Schwarz of WNBC is setting up the program. Travel grants are being made available. Chuck Wilds of N. W. Ayer & Son is raising funds for the conference.

## It's Now KBUC

SAN ANTONIO — KBUC are the new call letters of a station that switched here

# FM Programming Is Going the AM Route

WASHINGTON—FM radio stations are now giving listeners virtually the same type of programming found on AM stations, according to a survey just released by the National Association of Broadcasters. The survey, announced last week, beats the National Association of FM Broadcasters to the

punch, the latter organization had planned to announce its own data regarding FM programming at the NAFMB convention March 31-April 2 in Chicago. This would have been a day or so before the NAB made public its information in its own convention, which is April 2-5 in Chicago. The NAFMB survey is based on 800 returns, the NAB survey on 461.

According to the NAB, FM programming covers everything from Easy Listening—16 per cent—to country—5 per cent. The majority of the stations program good music—61 per cent; classical music is on 7 per cent. Four per cent of the stations feature rock 'n' roll, 3 per cent light classical, 3 per cent Broadway-Hollywood.

Most of the stations seek an audience in the 35-50 age group, with 20-35 a secondary target. Twenty-three per cent of the stations have changed their programming within the last 12 months—largely due to the Federal Communications Commission's ruling about separation of 50 per cent programming in markets over 100,000 in population (this ruling caused many stations to go all the way and separate completely as well as upgrading to stereo broadcasting).

The trend is away from classical music on FM radio, the NAB stated, and toward Easy Listening programming and good music (up 22 per cent).

## U.K. Radio In Radical Revamping

By GRAEME ANDREWS

LONDON — Locations for Britain's first three experimental local radio stations have been set by the government in a spate of new legislation and proposals which will radically alter the pattern of U.K. radio.

The first local stations 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 cost an estimated \$3,000 a week to run, will have at least a year's trial before the government decides whether to give the go-ahead for stations throughout the country.

Simultaneously, the government is proposing legislation to sweep in the estimated 2 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 dealers and renters register the names of customers with the Post Office, is expected to bring in more than \$30 million annually to help the BBC with the cost of its TV channels and its radio services.

Additionally, the BBC stands to gain from the bill to outlaw the pirate stations which

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## STATIONS BY FORMAT

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Frederick Custer, Prog. dir., Robertson Scott. Send 2 copies of stereo LP's to Mr. Scott, 5700 Sunset Blvd., Los Angeles, Calif. 90028. Phone: (213) 466-4123.

KPOL-FM: ERP 100,000 watts. Simulcasts with AM affiliate, 6:15 p.m. to 6 a.m. Address and other information same as KPOL.

KPPC-FM: ERP 22,500 watts. On the air 24 hrs. Gen'l mgr., Edgar C. Pierce. Prog. dir., Robert B. Mayfield. 585 E. Colorado Blvd., Pasadena, Calif. 91101. Phone: (213) 681-0447, 681-0448.

KRHM-FM: ERP 8,300 watts. On the air 24 hrs. Music format: Pop Standard (50%)—Standard (50%). Special programming: "Werth Listening To" with Paul Werth, interviews, 7-8 p.m., Sun. "Theater Unlimited" with Paul Werth, spoken arts, plays, 9-12 mid., Sun. 5-min. every 2 hrs. Cuts from Comedy LP's featured on "The Comedy Show," 3-5 p.m., Sun. Folk music featured on "The Folk Show" with Skip Weshner, 9-10 p.m., M-F., 8-12 p.m., Sat. Jazz featured on "Strictly From Dixie" with Benson Curtis, 5-6 p.m., M-Sat. New records selected for air-play by individual DJ. Record promotion people are seen M-F. Gen'l mgr., Benson Curtis. Prog. dir., Benson Curtis. Send 2 copies of 45's and 2 copies of stereo LP's to Marian Williams, 301 S. Kingsley Dr., Los Angeles, Calif. 90005. Phone: (213) 385-7421.

KRKD: 5,000 days, 1,000 nights watts. On the air 24 hrs. Owned by I.C.O.F.G., Inc. Music format: Contemporary (20%)—Pop Standard (50%)—Standard (20%)—Conservative (5%)—Jazz (5%). Station mgr., Tom Papich. Operations mgr., Johnny Gunn. 1050 Montecito Dr., Los Angeles, Calif. 90031. Phone (213) 225-4116.

KRKD-FM: ERP 54,000 watts. Music format: Contemporary (10%)—Pop Standard (25%)—Standard (30%)—Conservative (30%)—Jazz (5%). Address and other information same as KRKD.

KRLA: 50,000 watts. On the air 24 hrs. Music format: Contemporary (100%). Special programming: "Let's Talk" with various Ministers, call-in, religion, 9 p.m.-12 mid., Sun. Cecil Tuck is director of news dept. Special equipment: mobile unit. Headlines 15 after hr. New records selected for air-play by prog. dir.: 10 new singles programmed weekly. Record promotion people are seen Tues. Gen'l mgr., Lawrence Webb. Prog. dir., Dick Moreland. Send 10 copies of 45's and 1 copy of LP's to Mr. Moreland, 1401 S. Oak Knoll, Pasadena, Calif. 91109. Phone: (213) 681-2591.

KSFV-FM: ERP 1,000 watts. Daytimer. Music format: Religious (10%)—Spanish (90%). Editorializes occasionally. New records selected for air-play by prog. dir., gen'l mgr. 50 new singles programmed weekly. Record promotion people are seen Tues. Gen'l mgr., Manuel Martinez. Prog. dir., Ofie Martinez. Send 50 copies of 45's and 50 copies of stereo LP's to Manuel Martinez, 816 San Fernando Rd., San Fernando, Calif. 91340. Phone: (36) 56101.

KSFR-FM: ERP 2,000 watts. On the air 24 hrs. Pres. & Gen'l mgr., George A. Baron. Opr. dir., Richard Howard. Box 2218, Pacific Ocean Park, Santa Monica, Calif. 90405. Phone: (213) 399-9263, 870-8268.

KTYM: 5,000 watts. Daytimer. Music format: Jazz (100%). Pres. & Gen'l mgr., A. J. Williams. 6803 West Blvd., Inglewood, Calif. 90302. Phone: (213) 678-3731.

KTYM-FM: ERP 3,000. Daytimer. FM manager: Claire Reels. Address and other information same as KTYM.

KUTE-FM: ERP 82,000 watts. On the air 16 hrs. Music format: Standard (50%)—Conservative (50%). 1-man news dept. News is broadcast as it comes through from UPI. New records selected for air-play by librarian, mgr. 3-4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., R. P. Adams. Send 1 copy of stereo LP's to librarian, Occidental Center, 30th fl., 1151 So. Hill St., Los Angeles, Calif. 90015. Phone: (213) 749-1441.

KVFM-FM: ERP 4,000 watts. On the air 24 hrs. Owned by Spectra Broadcasting. Music format: Pop standard (95%)—Standard (2%)—Jewish & Israeli (3%). Special programming: "Stereo Penthouse" with Ralph Collier, stereo music plus celebrity visits, 9-mid., M-F. "B'Nai Shalom" with Phil Blazer, Jewish music & community events, 5-6 p.m., Sun. Cuts from Comedy LP's featured on "On the Lighter Side" with Lou Moyer, 9-mid., Sun. Folk music featured on "Folk Festival" with Jeff Miller, 6-9p.m., Sun. Jazz featured on "Jazz For Two" with Lou Moyer, 9-mid., Sun. New records selected for air-play by prog. dir., individual dj. Play list published occasionally. 20 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., G. O. Gray. Prog. dir., Bill Smith. Send 2 copies of stereo LP's to Mr. Smith, 8155 Van Nuys, Panorama City, Calif. Phone: (213) TR 3-6000.

KWIZ: 5,000 day, 1,000 night watts. On the air 21 hrs. weekdays, 24 hrs. weekends. Music format: All categories (100%), (all request station). Editorializes occasionally. Special programming: "It's Your Turn to Talk" with various hosts, call-in interviews, broadcast time varies. "From the People" with various hosts, interview and commentary, 11:30-12 mid., Sun. "Religious Music and News" with various hosts, religion 5 a.m.-9 a.m. Sun. Jean "Spider MacLean is director of 10-man news dept. Special equipment: mobile unit. 5-min. news on the hr., headlines on the half hr. Cuts from Comedy LP's featured on "Jim Bain Request Show," 5a.m.-9a.m., M-F. Folk music included in regular programming. Jazz included in regular programming. New records selected for air-play by prog. dir., gen. mgr., librarian, requests from listeners. 15-25 new singles and 7-15 new LP's programmed weekly. Record promotion people are seen Tues., W. & Thurs. Gen'l mgr., Wm. H. Weaver. Prog. dir., Wm. H. Weaver. Send 3 copies of 45's and 1 copy of stereo LP's to Edith Odum, 3101 W. 5th St., Santa Ana, Calif. 92703. Phone: (714) 839-4220.

KWIZ-FM: ERP 3,000 watts. Simulcasts occasionally with AM affiliate. Address and other information same as KWIZ.

KWKW: 5,000 day, 1,000 night watts. On the air 24 hrs. Music format: Spanish (100%). Editorializes occasionally. Special programming: Los Angeles Dodgers Baseball (in season). "The Teddy Fregoso Show," music & drama, 7a.m.-11a.m., M-Sat. "The Roberto Iglesias Show," talk, audience participation, 11 a.m.-3p.m., M-Sat. "The Helena Iglesias Show," talk show, 5-min. segments. Jaime Jardin is director of 1-man news dept. 5-min. news 55 after hr., headlines on half hr. New records selected for air-play by prog. dir., individual dj. Record promotion people are seen occasionally. Gen'l mgr., Larry Mazursky. Prog. dir., Teddy Fregoso. Send 3 copies of Latin LP's to Mr. Fregoso, 6233 Hollywood Blvd., Hollywood, Calif. 90028. Phone: (213) HO 5-6171.

KWOW: 5,000 day, 500 night, watts. On the air 24 hrs. Music format: Country

# Vox Jox

• Continued from page 30

dent of Arena Associates, Moffatt has produced record talent shows at the H.I.C. Arena and the Waikiki Shell that broke attendance records. KPOI is Hawaii's top Hot 100 format station.

George Richey has taken over the afternoon slot on KGBS, Los Angeles; he was mid-morning man with KAYO, Seattle. Besides being a deejay, Richey is a Hickory Records artist and was a regular with his Foggy River Boys on the old Red Foley "Ozark Jubilee" TV show. . . . Barbara John, who has just joined KGBS, Los Angeles, as promotion manager, will also produce the station's live country music concerts; she formerly produced Gene Autry's "Melody Ranch" show and created NBC-TV "Swingin' Country" TV show.

Frank Cameron, deejay with CHNS, Halifax, for the past eight years, moves to the Canadian Broadcasting Corp.'s Halifax radio-TV stations the end of the month; he's host of the Halifax edition of CBC-TV's teen music show, "Music Hops."

## Opposites Attract—WKDA on AM & FM

NASHVILLE — Since Nashville's WKDA was among the first of the "format" AM stations in this market, it follows that it must be one of the first here to break with its format entirely in its new FM operation. The two stations, under one management, are unlike as possible.

The AM operation is entirely regimented, a "Top 40" rock station with the gimmicky

sounds, the high decibel disk jockey, and the standard news-on-the-hour.

When Charles (Smokey) Walker, station manager, put WKDA-FM on the air Jan. 1 this year, he went all out in the opposite direction.

A full-time stereo operation, it plays all "good music." "There was no point in duplicating what we were doing on

(Continued on page 44)

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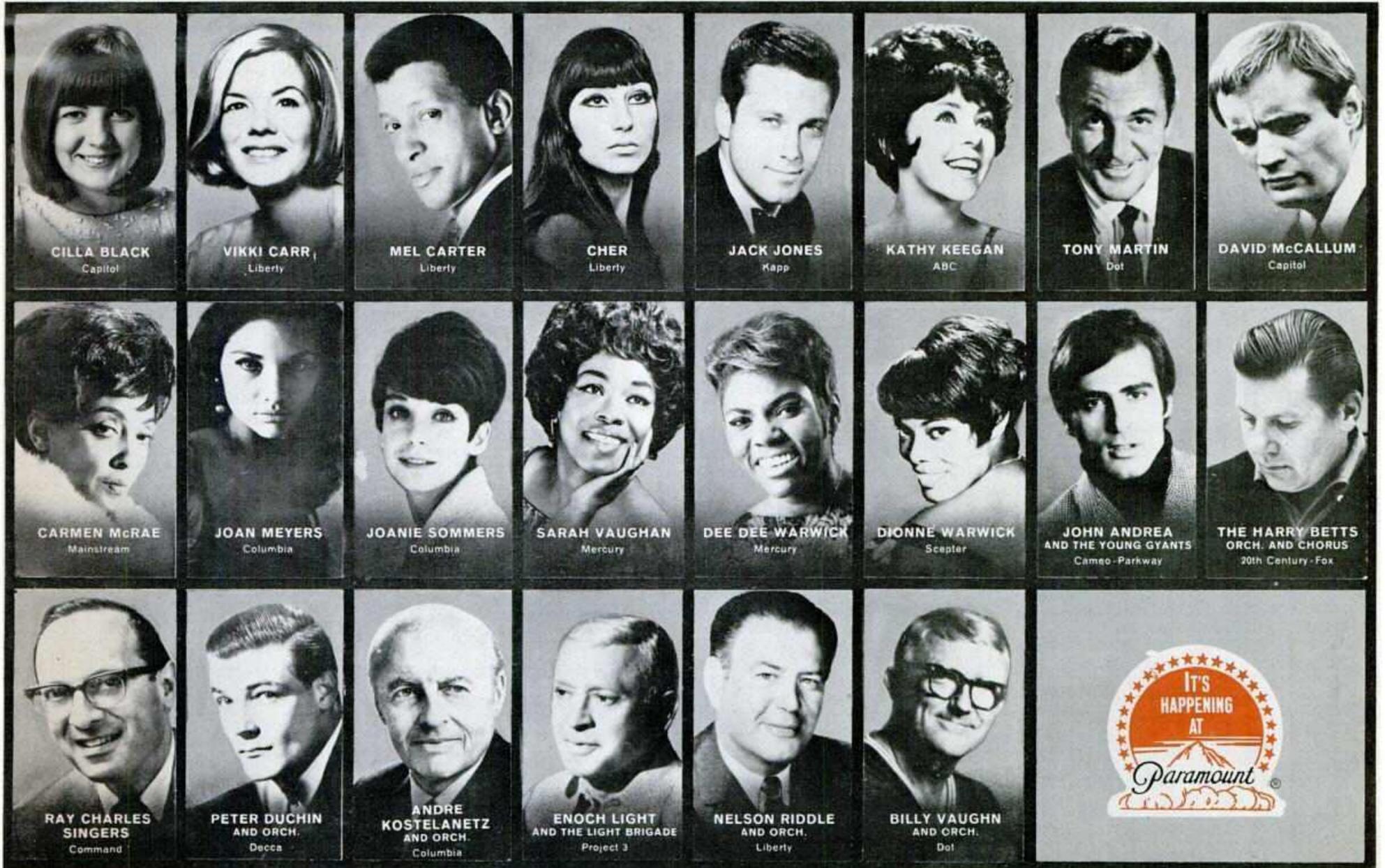
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## Victrola Breaking Stereo Policy With Maestro LP's

By FRED KIRBY

NEW YORK — RCA Victor plan a large-scale program of Arturo Toscanini reissues on its economy-price Victrola line,

beginning with six albums in June. The albums, which will be in mono, will mark a break with the present stereo policy of the Victrola line. Also, in observance of the 100th anniversary

of Toscanini's birth and the 10th anniversary of his death, a five-LP package of material not previously released is set for the Victor label next month.

The March Schwann catalog earmarks most Toscanini recordings on Victor for deletion, except for opera sets, which include his famous packages of "La Boheme," "La Traviata," "Aida," "Otello" and "Ballo in Maschera." These will continue to be available on the regular-priced line.

(Continued on page 56)

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

CHICAGO—Philips Records is issuing a special 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 score of Bruckner's "Symphony No. 0 in D Minor (Die Nullte)." The other set features contralto Maureen Forrester in Mahler's "Symphony No. 3" on two LP's. Bernard Haitink, who will conduct the orchestra on tour, also leads both sets. The Concertgebouw is also being featured in the six-title Philips World Series release with Hans Rosbaud leading Stravinsky's "Petrouchka."

Two choral disks also are being issued on Philips timed for the Easter season, one with the Vienna Choir Boys and soloists in two Haydn Masses with Hermann Furthmoser and Ferdinand Grossman conducting the Vienna Dom Orchestra. The other features soprano Evelyn Lear and contralto Christa Ludwig in Pergolesi's "Stabat Mater" with Lorin Maazel conducting the Radio Symphony of Berlin. Rounding out the Philips titles are three Mozart symphonies by the London Symphony under Colin Davis, and two Schubert quartets by Quartetto Italiano.

The Roth Quartet plays four Mozart quartets in a two-disk World Series title, while members of the Berlin Philharmonic Octet play a Brahms sextet. Cizffra is heard in a collection of Chopin Polonaises. The other two World Series LP's contain 18th century flute concertos with Albert Beaucamp and the Rouen Chamber Orchestra featuring trumpeter Maurice Andre and violinist Daniele Artur, and Heinz Bongartz leading the Leipzig Gewandhaus Orchestra in Bruckner.

## Mercury Issuing Starker Recital

CHICAGO — A recital of Italian cello sonatas by Janos Starker is being released this month by Mercury Records. Starker plays pieces by Boccherini, Vivaldi, Corelli, Locatelli and Valentini. Another album has the Royal Danish Orchestra under Arne Hammelboe in light works by Hans Christian Lumbye. The third title has a collection of light Mozart works by Antal Dorati and the Festival Chamber Orchestra. The album's cover is designed by Tonina Dorati, the conductor's daughter.

## 'Two Masters' Pleasant, Frothy

NEW YORK — Giannini's "The Servant of Two Masters," which had its world premiere on March 9, is a pleasant, frothy opera, whose humor doesn't quite come off. However, in lyric passages, such as two duets in the final scene, Giannini fares much better. In general, the music, especially as played by the orchestra under the excellent leadership of Julius Rudel, topped the stage performances.

Performances were capable with English diction, as usual, good with the New York City Opera Co. Raymond Myers, who debuted with the company at the premiere, acted well in the title role, but has an undistinguished voice. Standouts were Eileen Schauler, Frank Poretta, Michael Devlin and Patricia Brooks. Rounding out the competent ensemble were Donna Jeffrey, Charles Hindsley, David Smith, and Nico Castel.

FRED KIRBY

## Everyman Albums

NEW YORK — Vanguard's Everyman label is releasing two more Bach cantata albums this month in its Bach Research Series. Everyman also is issuing an LP of Brahms' Hungarian dances by Hans Schmidt-Isserstedt and the NDR Symphony of Hamburg, and one with Rudolph Albert conducting the Orchestra of Cento Soli in Stravinsky. Yvonne Loroid is piano soloist. On the regular-price Vanguard label, the company is releasing a Haydn disk by Antonio Janigro and I Solisti di Zagreb.



ERICH LEINSDORF, right, conductor of the Boston Symphony, and Joseph Silverstein, center, the orchestra's concertmaster, receive NARAS awards from Richard Mohr, RCA Victor Red Seal a&r producer. Leinsdorf accepted the award for the Boston Symphony's pressing of Mahler's "Symphony No. 6," judged the best orchestral record of the year, while Silverstein accepted the Grammy for the Boston Symphony Chamber Players, whose debut LP was declared the best chamber music performance.

## 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 Tucson, Ariz. Three of the pressings 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 Phillip Rehfeldt. Rehfeldt's performance of this and the other four selections is truly brilliant. Also on the disk are Donald Scavardo's "Matrix for Clarinetist," Ernst Krenek's "Monologue for Clarinet Solo," Donald Martino's "A Set for Clarinet," and Arline Diamond's "Composition for Clarinet."

Another virtuoso program is by pianist David Burge, who includes his "Eclipse II" among five difficult pieces. The others are Salvatore Martirano's "Cocktail Music for Piano," George Rochberg's "Bagatelles," George Crumb's "Five Pieces for Piano," and Charles Wuorinen's "Piano Variations."

## Bass Featured

The third album featuring an instrumentalist has bassist Bertram Turetzky along with other expert contemporary music artists, such as flutist Nancy Turetzky, oboist Josef Marx, soprano Shirley Sudock, and flutist Patrick Purswell. Included are Martino's "Cinque Frammente" written for Turetzky and Marx and Ben Johnston's "Duo" written for Nancy and Bertram Turetzky. The contrabass is added to electronic music in Whittenberg's "Electronic Study II with Contrabass." Rounding out the disk are Kenneth Gaburo's "Two" and William Sydeman's "Monody 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 are Brian Easdale's "Cantilena," Barney Childs' "Variations sur une chanson de canotier," Ernest Waxman's "Capriccio," Bernard Schuller's "Resonances (Op. 58)," and Henry Brant's "Millinium IV."

Included in the ONCE Festival album are such tricky pieces as Robert Ashley's sweeping "In Memoriam Crazy Horse (Symphony)" and Scavardo's "Landscape Journey" with the composer on the piano and clarinetist John Morgan. Two of the selections are by George Cacioppo, "Cassiopeia" and "Time on Time in Miracles (1964)." The other is penetrating electronic music by Gordon Mumma: "Music from the Venezia Space Theatre."

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 topnotch performances of contemporary material on disks. However, as the label recognizes, the market for avant garde material is limited.

FRED KIRBY

## Met Slates 5 New Productions

NEW YORK—New Productions of Verdi's "Luisa Miller" and Humperdinck's "Hansel und Gretel" are planned for the 1967-1968 Metropolitan Opera bringing the total of new productions to five for the season. Previously announced were Gounod's "Romeo et Juliette," Bizet's "Carmen," and Wagner's "Die Walkure."

The 83rd Met season will open on Sept. 18 with Verdi's "La Traviata" starring Montserrat Caballe, Richard Tucker and Cornell MacNeil. Fausto Cleva will conduct. Miss Caballe is recording "Violetta" for RCA Victor this summer in Rome with Carlo Bergonzi and Sherrill Milnes. Tucker has waxed Alfredo for Victor with Anna Moffo and Robert Merrill.

"Romeo et Juliette" is set for the second night of the season with Mirella Freni and Franco Corelli in the title roles. Also in the cast will be John Reardon and John Macurdy. Francesco Molinari-Pradelli will conduct. The only catalog listings for the opera are a complete version on London and excerpts on Angel.

The first "Hansel und Gretel" is listed for

Nov. 1 with Rosalind Elias and Teresa Stratas in the title roles. Franz Allers will conduct. Angel has two complete versions of the opera in the catalog, while Columbia, Capitol and Urania have one each. "Carmen" is slated for Dec. 15 with Grace Bumbry in the title role. Zubin Mehta will conduct with Nicolai Gedda, Justino Diaz and Jeanette Pilou, who will be making her Met debut, also starred. Gedda has waxed "Don Jise" for Angel.

Conductor Herbert von Karajan, who also will make his debut with the company, will be stage director and conductor for "Walkure," which will be the first production of a new mounting of "Der Ring des Nibelungen" cycle. "Das Rheingold," "Siegfried," and "Gotterdammerung" are scheduled for new productions in successive seasons.

Starring in the Nov. 21 performance will be Birgit Nilsson, Gundula Janowitz, Christa Ludwig, Jon Vickers and Thomas Stewart. Regine Crespin, Leonie Rysanek and Walter Berry also

(Continued on page 35)

## Classical Notes

Mezzo soprano Regina Resnick will perform in Mahler's "Symphony No. 3" with Jean Martinon and the Chicago Symphony in three concerts this week beginning on Thursday (23). . . . Robert Shaw conducts three choral concerts with the Cleveland Orchestra beginning on Thursday (23). Soloists will be soprano Helen Boatwright, mezzo-soprano Elaine Bonazzi and tenor John McCollum. . . . Soprano Evelyn Lear makes her New York recital debut at Philharmonic Hall on May 3. . . . Newly elected members of the

Philadelphia Orchestra's board of directors are Richard C. Bond, Morris Duane, Robert O. Flickes, William S. Fishman, Robert F. Gilkeson, Charles A. Meyer, Stuart T. Saunders, and Mrs. Frederick T. Van Urk.

Leonard Bernstein conducts Verdi's "Requiem" in a benefit concert on Saturday (25) for the orchestra's Pension Fund. Soloists will be Galina Vishnevskaya, Richard Tucker, Marilyn Horne and Justino Diaz. The Camarata Singers also will participate. Sylvia

(Continued on page 35)

# Miss Farrar Dies at 85

RIDGEFIELD, Conn.—Geraldine Farrar, soprano star of the Metropolitan Opera from 1906-1922, died at her home here on March 11. She was 85. She made her Met debut in the opening night "Romeo et Juliet" of Gounod her initial season. An excerpt from her other opening night, Puccini's "Tosca" in 1919, is included in the successful RCA Victor collection, "Opening Nights at the Met."

Met premieres she appeared in were Puccini's "Madame Butterfly" (1907), Humperdinck's "Koenigschilder" (1910), 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 "Carmen," one of her most famous roles, in 1914. Other roles with the company included Massenet's "Manon," Thomas' "Mignon," Violetta in Verdi's "La Traviata," Marguerite in Gounod's "Faust," Zerlina in Mozart's "Don Giovanni," Mimi in Puccini's "La Boheme," Nedda in Leoncavallo's "I Pagliacci," and Cherubino in Mozart's "Marriage of Figaro."

# 5 New Met Productions

• Continued from page 34

will appear in later performances of the work. The same conductor has begun his "Ring" cycle for Deutsche Grammophon with the current "Walkure" package, which includes Nilsson, Vickers, Janowitz, who's making her Met debut as Sieglinde, and Stewart. Nilsson, who previously waxed "Bruennhilde" for Victor with Vickers, is on a new London package of the opera, which completes that company's "Ring." The latter set also includes Miss Ludwig.

The Feb. 8 "Luisa Miller" will star Miss Caballe, Tucker, Milnes, Giorgio Tozzi and Ezio Flagello with Thomas Schippers conducting. Flagello and Tozzi are on Victor's recording of the opera, which also stars Miss Moffo and MacNeil. The work also is lone of Everest's Cetra Opera Series.

# Frederic Cohen Is Dead in N. Y.

NEW YORK — Frederic Cohen, director of the Juilliard Opera Theater from 1947 to 1963, died at New York Hospital on March 10. He was 62. He was responsible for the theater's world premieres of William Bergsma's "The Wife of Martin Guerre" in 1956, Jack Beeson's "The Sweet Bye and Bye" in 1957 and Vittorio Giannini's "Rehearsal Call" in 1962, and the American premieres of Benjamin Britten's version of "The Beggar's Opera" in 1950, Luigi Dallapiccola's "The Prisoner" in 1951, Richard Strauss' "Capriccio" in 1954, and Zoltan Kodaly's "Hary Janos." Cohen also composed several ballet scores.

## BEST SELLING CLASSICAL LP's

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
2	1	<b>GOUNOD: FAUST (4-12" LP's)</b> Sutherland, Corelli, Ghiaurov, London Symphony (Bonyng), London A 4433 (M); OAS 1433 (S)	5	21	27	<b>GERSHWIN: RHAPSODY IN BLUE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	31
2	1	<b>MAHLER: SYMPHONY NO. 8 (2-12" LP's)</b> Various Artists/London Symphony (Bernstein), Columbia M2L 351 (M); M2S 751	7	22	30	<b>DEBUSSY: CLAIR DE LUNE</b> Philadelphia Orch. (Ormandy), Columbia ML 6283 (M); MS 6883 (S)	3
3	3	<b>DONIZETTI: LUCREZIA BORGIA (3-12" LP's)</b> Caballe, Various Artists, RCA Italiana Orch. (Perlea), RCA Victor LM 6176 (M); LSC 6176 (S)	6	23	23	<b>ORFF: CARMINA BURANA</b> New Philharmonia Orch. (DeBurgos), Angel 36333 (M); S 36333 (S)	31
4	4	<b>MOZART: DON GIOVANNI (4-12" LP's)</b> Ghiaurov & Various Artists, Philharmonia Orch. (Klemperer), Angel DL 3700 (M); SDL 3700 (S)	8	24	26	<b>ELGAR: CELLO CONCERTO</b> Jacqueline DuPre/London Symphony Orch. (Barbirolli), Angel 36338 (M); S 36338 (S)	4
5	19	<b>SHOSTAKOVITCH: EXECUTION OF STEPAN RAZIN/ SYMPHONY NO. 9</b> Moscow Philharmonic (Kondrashin), Melodiya/Angel R 40000 (M); SR 40000 (S)	4	25	18	<b>PROKOFIEV: PETER &amp; THE WOLF/TCHAIKOVSKY: NUTCRACKER SUITE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6193 (S)	9
6	5	<b>MY FAVORITE CHOPIN</b> Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	51	26	12	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)</b> Berlin Philharmonic (Von Karajan), DGG (No Mono); SKL 101/108 (S)	30
7	6	<b>WAGNER: TIRSTAN UND ISOLDE (5-12" LP's)</b> Nilsson, Windgassen, Ludwig & Various Artists, Bayreuth Festspiele (Boehm), DGG 39 221/5 (M); 139 221/5 (S)	6	27	21	<b>BEST OF THE BOSTON POPS</b> Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	22
8	9	<b>BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN</b> N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	22	28	24	<b>HANDEL: MESSIAH (3-12" LP's)</b> Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	11
9	13	<b>PUCCINI: LA BOHEME (2-12" LP's)</b> Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	24	29	28	<b>RAVEL: BOLERO/RHAPSODIE/LA VALSE</b> N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	18
10	14	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	50	30	37	<b>BEETHOVEN: SYMPHONY NO. 7</b> Philharmonia of London (Klemperer), Angel 35945 (M); S 35945 (S)	2
11	11	<b>OPENING NIGHTS AT THE MET (3-12" LP's)</b> Various Artists, RCA Victor LM 6171 (M); (No Stereo)	26	31	29	<b>MAHLER: SYMPHONY NO. 7 (2-12" LP's)</b> N. Y. Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	24
12	10	<b>VERDI: FALSTAFF (3-12" LP's)</b> Fischer-Dieskau & Various Artists, Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	11	32	—	<b>BERLIOZ: HAROLD IN ITALY</b> Barshai/Moscow Philharmonic Symphony (D. Disyrakh), Melodiya/Angel R 40001 (M); SR 40001 (S)	1
13	7	<b>WAGNER: DIE WALKUERE (5-12" LP's)</b> Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OAS 1509 (S)	19	33	34	<b>BACH: FOUR ORCHESTRAL SUITES (2-12" LP's)</b> Marlboro Festival Orch. (Casals), Columbia M2L 355 (M); M2S 755 (S)	2
14	8	<b>ROSSINI: SEMIRAMIDE (3-12" LP's)</b> Sutherland, Horne, Various Artists, London Symphony (Bonyng), London A 4383 (M); OAS 1383 (S)	8	34	—	<b>RACHMANINOFF: CONCERTO NO. 2</b> Van Cliburn/Chicago Symphony Orch. (Reiner), RCA Victor LM 2601 (M); LSC 2601 (S)	1
15	15	<b>LEONTYNE PRICE—PRIMA DONNA</b> RCA Victor LM 2896 (M); LSC 2896 (S)	24	35	—	<b>TCHAIKOVSKY: NUTCRACKER SUITE</b> Philadelphia Orch. (Ormandy), Columbia ML 6207 (M); MS 6807 (S)	9
16	22	<b>MAHLER: DAS LIED VON DER ERDE</b> James King/Dietrich Fischer-Dieskau/Vienna Philharmonic Orch. (Bernstein), London OM 36005 (M); OS 26005 (S)	3	36	—	<b>VERDI: NABUCCO (3-12" LP's)</b> Various Artists, Vienna Opera Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	1
17	16	<b>BACH: LUTE SUITES NOS. 1 &amp; 2</b> Julian Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	29	37	38	<b>BRUCKNER: SYMPHONY NO. 4</b> Boston Symphony (Leinsdorf), RCA Victor LM 2915 (M); LSC 2915 (S)	2
18	36	<b>KHACHATURIAN: CONCERTO IN D MINOR</b> David Oistrakh/Moscow Radio Symphony (Khachaturian), Melodiya/Angel R 40002 (M); SR 40002 (S)	2	38	—	<b>STRAUSS: AN ALPINE SYMPHONY</b> Royal Philharmonic Orch. (Kempe), RCA Victor LM 2923 (M); LSC 2923 (S)	1
19	17	<b>ORFF: CARMINA BURANA</b> Harsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6198 (S)	27	39	39	<b>BACH: VIOLIN SONATIEN NR. 2 UND NR. 3</b> David Oistrakh, DGG 38-989 (M); SLPM 138 989 (S)	3
20	20	<b>MAHLER: DAS LIED VON DER ERDE (2-12" LP's)</b> Ludwig/Wunderlich/Philharmonia & New Philharmonia Orch. (Klemperer), Angel B 3704 (M), SB 3704 (S)	4	40	—	<b>HAYDN: SYMPHONIES NO. 84 &amp; 85</b> New York Philharmonic (Bernstein), Columbia ML 6348 (M); MS 6948 (S)	1

## BEST SELLING LOW-PRICED CLASSICAL LP's

This Week	Title, Artist, Label & No.	This Week	Title, Artist, Label & No.
1.	<b>PUCCINI: LA BOHEME (2-12" LP's)</b> —Various Artists/RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	3.	<b>STRAVINSKY: SACRE DU PRINTEMPS (Rite of Spring)</b> —Boulez/R.T.F. Orch. National, Nonesuch H 1093 (M); H 71093 (S)
2.	<b>SMETANA: MA VLAST (2-12" LP's)</b> —Czech Philharmonic Orch. (Ancerl), Crossroads 22260001 (M); 22260002 (S)	4.	<b>BACH: BRANDENBURG CONCERTO (2-12" LP's)</b> —Ristenpart, Saar Chamber Orch., Nonesuch 3006 (M); 73006 (S)
		5.	<b>VERDI: ARIAS</b> —Fischer-Dieskau, Seraphim 60014 (M); S 60014 (S)

# Classical Notes

• Continued from page 34

Caduff, Alain Lombard and Juan Pablo Izquierdo, assistant conductors, will lead the Philharmonic in three concerts beginning on Thursday (23). . . . Soprano Mirella Freni and tenor Luciano Pavarotti debut with the San Francisco Opera in Puccini's "La Boheme" this fall. . . . Norman Scribner will conduct the Washington National Symphony in Beethoven's "Missa Solemnis" on Wednesday (22). Soloists will be soprano Lois

Marshall, mezzo Betty Allen, tenor Jon Crain and bass Malcolm Smith.

Grace Bumbry and Kostas Paskalis will star in a concert version of Verdi's "Macbeth," which will open the Metropolitan Opera's Newport season on Aug. 17. Francesco Molinari - Pradelli will conduct the performance, which also will feature Bonaldo Giaiotti and George Shirley. . . . The Festival Orchestra and chorus under Thomas Dunn will present Bach's "Saint Matthew Passion" at Brook-

lyn College next Thursday (31). Soloists will be soprano Saramae Endich, mezzo Eunice Alberts, tenor Charles Bressler, baritone Thomas Pyle and bass Marvin Hayes. . . . Vladimir Golschmann led an exciting performance of Shostakovich's "Symphony No. 5" with the American Symphony last Monday (13), a repeat of the previous day's program. Beveridge Webster was a brilliant soloist in Bartok's "Piano Concerto No. 3" on the same program.

Organist E. Power Biggs joins the Boston Symphony under Charles Wilson for an organ concert next Monday (27), Erich Leinsdorf leads the orchestra Friday (24) and Saturday (25) in Bach's "St. John Passion." Soloists

will be soprano Phyllis Curtin, mezzo Beverly Wolff, tenor Gene Bullard, tenor Ernst Haefliger, bass Thomas Paul, and bass Norman Treigle. . . . Guest conductors for the 77th Chicago Symphony season will be Ernest Ansermet, Antal Dorati, Sixten Ehrling, Aram Khachaturian, Eugene Ormandy, Hans Schmidt-Isserstedt, Leopold Stokowski, George Szell and Alfred Wallenstein. . . . The Kohon String Quartet gave the world premiere of Robert Shaughnessy's "The Deer's Cry" last Friday (17).

Eugene Ormandy and the Philadelphia Orchestra will present Beethoven's "Missa Solemnis" on Friday (24) and Saturday (25) in Bach's "St. John Passion." Soloists

(Continued on page 50)



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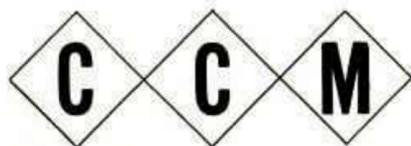
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★ STAR Performer—Sides registering greatest proportionate upward progress this week.

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	14	I NEVER LOVED A MAN THE WAY I LOVED YOU Aretha Franklin, Atlantic 2386 (14th Hour, BMI)	3	26	32	I DON'T WANT TO LOSE YOU Jackie Wilson, Brunswick 55309 (Jalynne/BRC, BMI)	4
2	1	LOVE IS HERE AND NOW YOU'RE GONE Supremes, Motown 1103 (Jobete, BMI)	7	27	23	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	12
3	2	HUNTER GETS CAPTURED BY THE GAME Marvelettes, Tamla 54143 (Jobete, BMI)	8	28	27	WISH YOU DIDN'T HAVE TO GO James & Bobby Purify, Bell 660 (Fame, BMI)	7
4	3	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol 5798 (Zawinul, BMI)	12	29	15	KEEP A LIGHT IN THE WINDOW Solomon Burke, Atlantic 2378 (Kags, BMI)	8
5	9	WHEN SOMETHING IS WRONG WITH MY BABY Sam & Dave, Stax 210 (East/Pronto, BMI)	5	30	45	MAKE LOVE TO ME Johnny Thunder & Ruby Winters, Diamond 218 (Melrose, ASCAP)	2
6	5	WHY NOT TONIGHT Jimmy Hughes, Fame 1011 (Fame, BMI)	7	31	21	EVERYBODY NEEDS SOMEBODY TO LOVE Wilson Pickett, Atlantic 2381 (Keetch, Caesar & Dino, BMI)	6
7	4	IT TAKES TWO Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	10	32	38	MERCY, MERCY, MERCY Larry Williams & Johnny Watson, Okeh 7274 (Zawinul, BMI)	4
8	28	JIMMY MACK Martha & the Vandellas, Gordy 7058 (Jobete, BMI)	4	33	36	HOLD ON I'M COMING Chuck Jackson & Maxine Brown, Wand 1148 (Pronto/East, BMI)	4
9	12	DRY YOUR EYES Brenda & Tabulations, Dionn 500 (Bee Cool, BMI)	5	34	40	SPEAK HER NAME Walter Jackson, Okeh 7272 (Skidmore, ASCAP)	4
10	30	SWEET SOUL MUSIC Arthur Conley, Atco 6463 (Redwal, BMI)	3	35	39	YOU ALWAYS HURT ME Impressions, ABC 10900 (Chi-Sound, BMI)	3
11	8	I DIG YOU BABY Jerry Butler, Mercury 72648 (Morpine, BMI)	9	36	43	THE WHOLE WORLD IS A STAGE Fantastic 4, Ric Tic 122 (Myto, BMI)	3
12	24	LOVE I SAW IN YOU WAS JUST A MIRAGE Smokey Robinson & the Miracles, Tamla 54145 (Jobete, BMI)	4	37	42	TRAVELIN' MAN Stevie Wonder, Tamla 54147 (Stein, Van Stock, ASCAP)	3
13	11	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	10	38	44	KANSAS CITY James Brown & the Famous Flames, King 6086 (Arno, BMI)	2
14	13	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	10	39	49	SHOW ME Joe Tex, Dial 4055 (Tree, BMI)	2
15	10	THE DARK END OF THE STREET James Carr, Goldwax 317 (Press, BMI)	8	40	41	I'VE BEEN LONELY TOO LONG Young Rascals, Atlantic 2377 (Slacсар, BMI)	4
16	19	WITH THIS RING Platters, Musicor 1229 (Vee Vee, BMI)	4	41	46	NOTHING TAKES THE PLACE OF YOU Toussaint McCall, Ronn 3 (Su-Ma, BMI)	2
17	20	PUCKER-UP BUTTERCUP Jr. Walker & the All Stars, Soul 35030 (Jobete, BMI)	4	42	48	EVERYBODY NEEDS HELP Jimmy Holiday, Minit 32016 (Metric, BMI)	2
18	16	RAISE YOUR HAND Eddie Floyd, Stax 208 (East, BMI)	6	43	—	GIRL I NEED YOU Artistics, Brunswick 55315 (Jalynne/BRC, BMI)	1
19	7	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	14	44	47	BABY HELP ME Percy Sledge, Atlantic 2383 (Pronto/Quinvy, BMI)	2
20	17	MY SPECIAL PRAYER Joe Simon, Sound Stage 72577 (Cape Ann, BMI)	11	45	—	SOUL TIME Shirley Ellis, Columbia 44021 (Gallico, BMI)	1
21	6	ARE YOU LONELY FOR ME Freddie Scott, Shout 207 (Web IV, BMI)	15	46	—	BEGINNING OF LONELINESS Dionne Warwick, Scepter 12187 (Blue Seas, Jac, ASCAP)	1
22	18	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Olrар, BMI)	17	47	50	MERCY, MERCY, MERCY Marlena Shaw, Cadet 5557 (Zawinul, BMI)	2
23	25	FUNKY BROADWAY Dyke & the Blazers, Original Sound 64 (Drive-In/Routeen, BMI)	7	48	—	THE JUNGLE B.B. King, Kent 462 (Modern, BMI)	1
24	37	BERNADETTE Four Tops, Motown 1104 (Jobete, BMI)	2	49	—	GET YOURSELF TOGETHER Caesars, Lanie 2001 (Flomar, BMI)	1
25	29	GIRL DON'T CARE Gene Chandler, Brunswick 55312 (Jalynne/Cachand/BRC, BMI)	3	50	—	CRY TO ME Freddie Scott, Shout 211 (Progressive, BMI)	1

## TOP SELLING R & B LP's

Billboard SPECIAL SURVEY for Week Ending 3/25/67

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
Billboard Award	1	SUPREMES SING HOLLAND, DOZIER, HOLLAND Motown MLP 650 (M); SLP 650 (S)	6	14	12	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	19
2	3	MERCY, MERCY, MERCY Cannonball Adderley Quintet, Capitol T 2663 (M); ST 2663 (S)	5	15	14	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	31
3	2	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	15	16	21	CALIFORNIA DREAMIN' Wes Montgomery, Verve V 8672 (M); V6-8672 (S)	3
4	5	NANCY—NATURALLY Nancy Wilson, Capitol T 2634 (M); ST 2634 (S)	8	17	24	GOIN' LATIN Ramsey Lewis, Cadet LP 790 (M); LPS 790 (S)	2
5	4	CARRYIN' ON Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	9	18	11	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	48
6	6	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	15	19	13	KEEP THE FAITH BABY Adam Clayton Powell, Jubilee JGM 2062 (M); (No Stereo)	4
7	7	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M); SD 8138 (S)	11	20	19	ART & SOUL Arthur Prysock, Verve V-5009 (M); V6-5009 (S)	8
8	8	LOU RAWLS SOULIN! Capitol T 2566 (M); ST 2566 (S)	30	21	—	A MAN AND HIS SOUL (2-12" LP's) Ray Charles, ABC ABC 590X (M); ABCS 590X (S)	1
9	9	AWAY WE A GO GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	15	22	22	COLLECTIONS Young Rascals, Atlantic 8134 (M); SD 8134 (S)	3
10	10	SUPREMES A GO GO Motown MLP 649 (M); SLP 649 (S)	27	23	23	DOWN TO EARTH Stevie Wonder, Tamla 272 (M); S 272 (S)	10
11	17	LET'S FALL IN LOVE Peaches & Herb, Date TEM 3004 (M); TES 4004 (S)	2	24	—	ARE YOU LONELY FOR ME Freddie Scott, Shout SH 501 (M); SLPS 501 (S)	1
12	16	FIVE STAIR-STEPS Windy C 6000 (M); 6000 (S)	4	25	—	YOU GOT MY MIND MESSSED UP James Carr, Goldwax 3001 (M); (No Stereo)	1
13	15	DOUBLE DYNAMITE Sam & Dave, Stax 712 (M); 712 (S)	12				

**If it's possible  
to fall in love  
with an album,  
watch yourself  
around these four.**



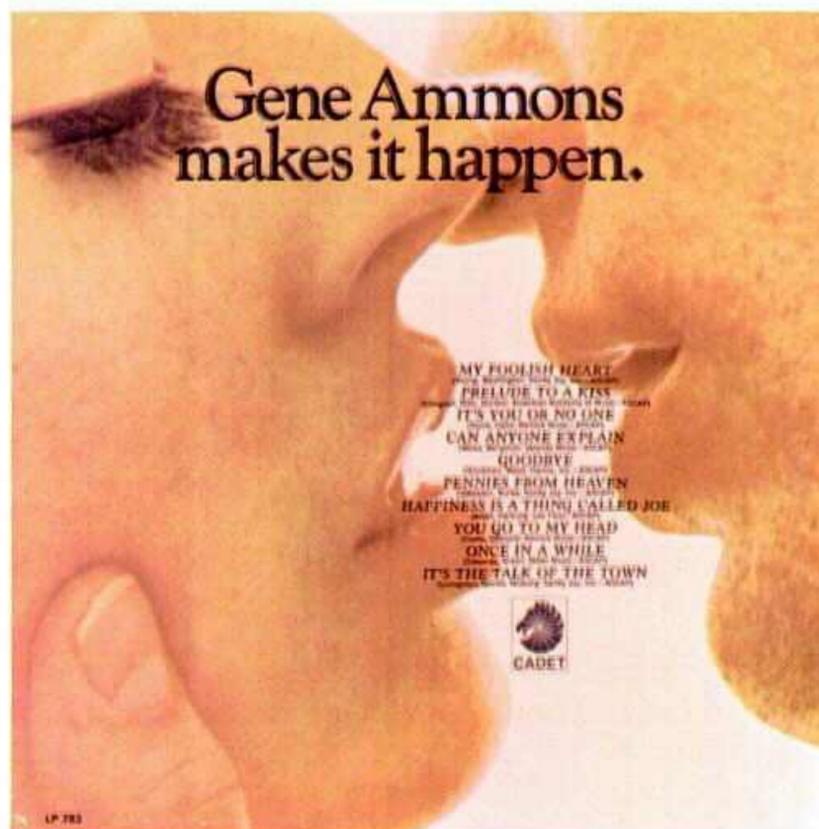
Ray Bryant/SLOW FREIGHT/LP/LPS 781



THE LATINIZATION OF BUNKY GREEN/LP/LPS 780



The Soulful Strings/PAINT IT BLACK/LP/LPS 776



GENE AMMONS MAKES IT HAPPEN/LP/LPS 783



**There's a World of Excitement on Cadet**

# ALBUM REVIEWS (continued)



**POP SPOTLIGHT**  
**THE ORIGINAL GOLDEN GREATS**  
 Various Artists. Liberty LRP 3500 (M); LST 7500 (S)

How can this one miss? Take a dozen smash hits and put them under one cover to come up with a sure fire smash hit album. Cher's "Bang Bang," Jackie deShannon's "What the World Needs Now is Love" and the Hollies' "Bus Stop" are but three to wet the appetite of the dance minded teen.



**POP SPOTLIGHT**  
**CLAUDINE**  
 Claudine Longet. A&M LP 121 (M); SP 4121 (S)

Mrs. Andy Williams is in possession of a delicately fine voice, and its wistful quality is enhanced by an excellent choice of material. A warm "Sunrise, Sunset" is contrasted by a rollicking "Hello, Hello." Her current single, "Here, There and Everywhere" is included for immediate appeal in this top commercial offering.



**POP SPOTLIGHT**  
**A TASTE OF "SHERRY"**  
 Marilyn Maye. RCA Victor LPM-3778 (M); LSP-3778 (S)

Marilyn Maye has developed into a top exponent of show songs as well as potent pop. In this roundup she belts the title songs to legit musicals "Sherry" and "Cabaret" with a captivating flair that sets the tone for the whole package. She's a hard-sell singer who makes every performance pay off.



**POP SPOTLIGHT**  
**STAN KENTON PLAYS FOR TODAY**  
 Capitol T 2655 (M); ST 2655 (S)

Kenton continues to be one of our most inventive arrangers, and his work on this exceptional program of pop tunes makes them sparkle anew. "Spanish Eyes," "Strangers in the Night" and "Michelle" are infused with a jazz flavor, making this a double threat album.



**POP SPOTLIGHT**  
**IT'S A GUITAR WORLD**  
 Chet Atkins. RCA Victor LPM-3728 (M); LSP-3728 (S)

Excellent Easy Listening and Country radio programming material as Chet Atkins shows why he's worth his weight in gold guitar strings. He teams up with sitar player Harihar Rao on a couple of tunes and lays in some of the finest guitar work in the world on "What Now My Love."



**POP SPOTLIGHT**  
**THOROUGHLY MODERN MILLIE**  
 The Hippy Dippys. UNI 3001 (M); 73001 (S)

"23 Skidoo!" and away they go! The Hippy Dippys are as fresh and appealing as the musical era they've chosen to interpret. From the title tune of the new film to roaring versions of "Baby Face," "Japanese Sandman" and "The Tapioca" they create excitement enough to reactivate an interest in the 20's, as "Winchester Cathedral" did for the 30's.



**POP SPOTLIGHT**  
**SUSAN BARRETT**  
 RCA Victor LPM 3738 (M); LSP 3738 (S)

If this RCA Victor album debut is any indication, Miss Barrett has the promise of an exciting career ahead. She displays great versatility in a beautifully balanced program. A bluesy rendition of "Sunny" is contrasted by a sprightly "I Want to Be Happy" and then followed by an emotion-packed "My Man." Exceptional programming fare sure to reap good sales.



**POP SPOTLIGHT**  
**GRACE MARKAY**  
 Capitol T 2687 (M); ST 2687 (S)

Newcomer Grace Markay is off to fine start. She's got a fresh and vibrant approach to a song and knows how to make the lyric message really count. She's in control at all times and with moods as varied as the sorrowful "What Now My Love" or the optimistic "On a Clear Day You Can See Forever." She's going places.

## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

NO NATIONAL BREAKOUTS THIS WEEK

### ★ NEW ACTION LP's

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

#### IF YOU GO AWAY . . .

Damita Jo, Epic LN 24244 (M); BN 26244 (S) (465-24244-3; 465-26244-5)

#### JAMES & BOBBY PURIFY . . .

Bell 6003 (M); No Stereo (213-06003-3)

#### TIME FOR THE TAMS . . .

ABC ABC 596 (M); ABCS 596 (S) (105-00596-3; 105-00596-5)

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

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

#### RAW SOUL . . .

James Brown, King 1016 (M); S 1016 (S) (615-01016-3; 615-01016-5)

#### THE EXPLOSIVE LITTLE RICHARD . . .

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

#### SOCK IT TO ME! . . .

Mitch Ryder & the Detroit Wheels, New Voice NV 2003 (M); NVS 2003 (S) (691-02003-3; 691-02003-5)

#### SPANISH RHAPSODIES FOR YOUNG LOVERS . . .

Midnight String Quartet, Viva V 6004 (M); VS 6004 (S) (901-06004-3; 901-06004-5)

#### SAYIN' SOMETHIN' . . .

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

#### JOHNNY MATHIS SINGS . . .

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

#### THE ELECTRIC PRUNES . . .

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

#### KNOCK ON WOOD . . .

Eddie Floyd, Stax 714 (M); S 714 (S) (833-00714-3; 833-00714-5)

#### ARE YOU LONELY FOR ME . . .

Freddie Scott, Shout SM 501 (M); SLPS 501 (S) (814-00501-3; 814-00501-5)



**POP SPOTLIGHT**  
**THE MONKEES SONG BOOK**  
 Goldengate Strings. Epic LN 23248 (M); BN 26248 (S)

Stu Phillips, who was responsible for the highly successful Beatles' Songbooks, should be riding high once again with this exciting package featuring lush instrumental arrangements of the Monkees hits. The Golden Gate Strings bring new excitement to "Last Train to Clarksville," "I Wanna Be Free" and "I'm a Believer."



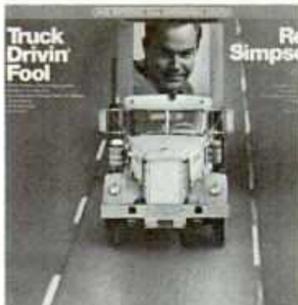
**COUNTRY SPOTLIGHT**  
**SNOW IN HAWAII**  
 Hank Snow. RCA Victor LPM-3737 (M); LSP-3737 (S)

Snow has successfully combined the country and Hawaiian moods in his top single hit "Hula Love," and now he binds them together even more firmly with this top-notch album follow up. "To You, Sweetheart, Aloha," "Blue for Old Hawaii" and "Hawaiian Cowboy" are winners in this top commercial entry.



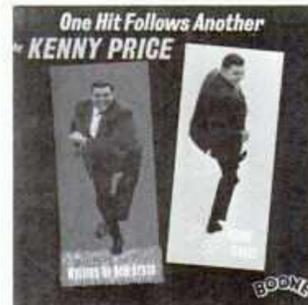
**COUNTRY SPOTLIGHT**  
**THE UNBELIEVABLE GUITAR AND VOICE OF JERRY REED**  
 RCA Victor LPM-3756 (M); LSP-3756 (S)

Here's some fresh spirit with a lot of commercial pop appeal. Superb guitar, plus nice vocal work on some catchy lyrics. There's a soulful "I Feel for You," a different "It Don't Work That Way," and "Take a Walk"—all with great dance beat. Good sales in store.



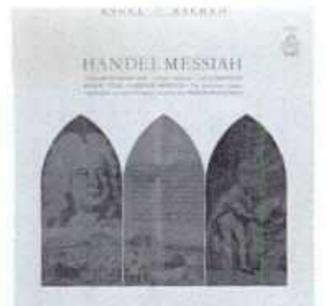
**COUNTRY SPOTLIGHT**  
**TRUCK DRIVIN' FOOL**  
 Red Simpson. Capitol T 2691 (M); ST 2691 (S)

Simpson is perfectly at home with truck driving songs, and this album is filled to the brim with winners. His recent hit "Diesel Smoke, Dangerous Curves" starts things moving, and his first rate renditions of "Truck Daddy" and "Born to Be a Trucker" are other standouts in this LP, destined to be a top sales item.



**COUNTRY SPOTLIGHT**  
**ONE HIT FOLLOWS ANOTHER**  
 Kenny Price. Boone BLP 1211 (M)

His hit is here—"Walking on New Grass"—as well as a bright "Happy Tracks," but Kenny Price also shows his flexibility with a mournful "Wasting My Time." A beautiful album destined to hit a high peak in sales.



**CLASSICAL SPOTLIGHT**  
**HANDEL: MESSIAH (3 LP's)**  
 Various Artists/Ambrosian Singers/English Chamber Orch. (Mackerras). Angel C-3705 (M); SC-3705 (S)

This handsomely packaged three-album set features distinguished performances by Elizabeth Harwood, Janet Baker, Paul Esswood, Robert Tear and Raimund Herinx. It's one of the better versions of the much recorded "Messiah." The attractive, well-edited 12-page booklet inside enhances the value of the set.

Continued

### ALBUM REVIEW POLICY

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

SEE ALBUM REVIEWS ON BACK COVER

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SINATRA...JOBIM...OGERMAN...

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1021

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TOP 100's

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

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains top 50 songs including 'MORE OF THE MONKEES', 'BETWEEN THE BUTTONS', 'THE MONKEES', etc.

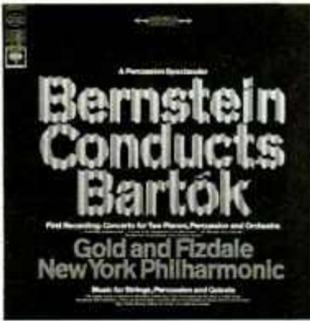
Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains songs 51-100 including 'SECOND GOLD VAULT OF STEREO', 'PSYCHEDELIC LOLLIPOP', 'AWAY WE' GO GO', etc.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., Wks. on Chart. Contains songs 101-150 including 'THE HOLLIES—STOP! STOP! STOP!', 'GUANTANAMERA', 'MUSIC TO WATCH GIRLS BY', etc.

\*EDP Mono and Stereo Numbers are supplied for the benefit of record buyers employing electronic data processing for ordering and inventory control. This coding system, in successful use for over two years, is available on request from Billboard's MPC Dept., New York office.

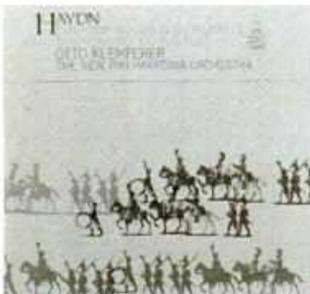
Compiled from national retail sales by the Music Popularity Dept. of Record Market Research, Billboard.

# ALBUM REVIEWS (continued)



**CLASSICAL SPOTLIGHT**  
**BARTOK: CONCERTO FOR 2 PIANOS, PERCUSSION & ORCH.**  
 Gold & Fisdale / New York Philharmonic (Bernstein). Columbia ML 6356 (M); MS 6956 (S)

This first pressing of this percussive concerto is loaded with instrumental fireworks. Bernstein leads a dynamic performance of the Philharmonic and the veteran two-piano team of Gold and Fisdale. Both Allegros are stunning. The concerto is backed by a richly-colored reading by Bernstein and the Philharmonic of Bartok's "Music for String Instruments, Percussion and Celesta."



**CLASSICAL SPOTLIGHT**  
**HAYDN: SYMPHONIES NOS. 100 & 102**  
 New Philharmonia Orch. (Klemperer). Angel 36364 (M); S 36364 (S)

Klemperer's broad styling blends in perfectly with both these symphonies. The "Military," with its marchlike rhythms, flows colorfully and smoothly. The "No. 102," one of the composer's last six "London" works, is conducted and played with gaiety and sharpness.



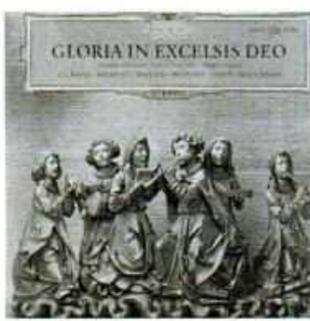
**CLASSICAL SPOTLIGHT**  
**CELESTE AIDA**  
 Richard Tucker. Columbia ML 6357 (M); MS 6957 (S)

With Richard Tucker singing the popular arias, how can you miss? The great tenor performs such well-known repertoire as the title aria and melodic arias from "La Boheme," "Tosca," "Il Trovatore," "Rigoletto" and "Faust." And the appeal is not limited to opera lovers.



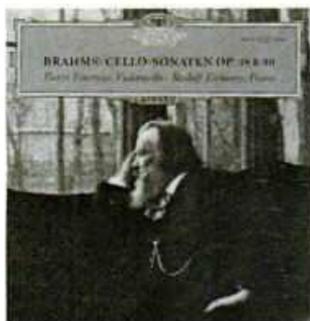
**CLASSICAL SPOTLIGHT**  
**OFFENBACH: THE TALES OF HOFFMANN (Highlights)**  
 Various Artists (Cluytens). Angel 36413 (M); S 36413 (S)

The most melodic moments of Offenbach's most melodic opera are captured by a superb group of artists—Nicolai Gedda, Gianna D'Angelo, Elisabeth Schwartzkopf, Victoria de Los Angeles, George London and others. It's first-rate all the way.



**CLASSICAL SPOTLIGHT**  
**GLORIA IN EXCELSIS DEO**  
 Various Artists. DGG 136 491 (S)

An exultant group of eight Gloria sections from masses and oratorios ranging from Bach to Bruckner, which should have wide appeal. The excerpts from Liszt's "Hungarian Coronation Mass" is dramatic, while jubilation is well expressed in the excerpts from Mozart's "Coronation Mass," Handel's "Messiah" and Bruckner's "F Minor Mass." Different soloists, choruses and orchestras perform.



**CLASSICAL SPOTLIGHT**  
**BRAHMS: CELLO SONATEN, OP. 38 & 39**  
 Pierre Fournier / Rudolf Firkušny. DGG 39 119 (M); 139 119 (S)

Two masters unite here in a fusion of impressive efforts accented by rich tones and colorful shadings. Their interpretations of both compositions are firm, as the duo shine individually and as a cohesive force. A perfect coupling of selections and artists.



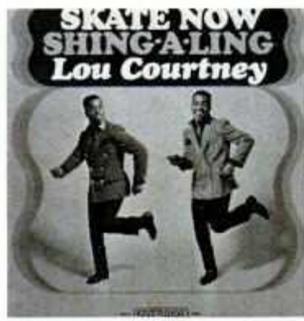
**LOW PRICE CLASSICAL SPOTLIGHT**  
**CANTI SACRI**  
 Beniamino Gigli. Seraphim 60036 (M)

A glowing series of 11 selections by one of this century's great voices. Devotees and programmers of vocal music will delight in this collection. Among the many memorable pieces are the Bach-Gounod, Ceconi and Schubert "Ave Marias," "Adeste Fideles," "Berceuse" from Godard's "Jocelyn," and Bizet's "Agnus Dei." The Brahms "Lullaby" is another gem.



**LOW PRICE CLASSICAL SPOTLIGHT**  
**MASCAGNI: CAVALLERIA RUSTICANA (2 LPs)**  
 Beniamino Gigli/Variety Artists / La Scala Orch. (Mascagni). Seraphim IB-6008 (M); SIB-6008 (S)

An historic recording is restored to the catalog in a real low-price bargain. Mascagni's spoken introduction to his opera adds a unique character to this two-LP set. Gigli is superb as Turiddu, while Gino Bechi makes a fine Alfio. Giulietta Simonato's Mama Lucia is a novelty. The fourth side has Gigli at his best in five Italian songs.



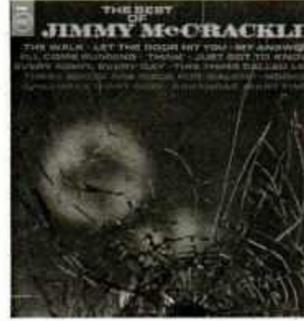
**R&B SPOTLIGHT**  
**SKATE NOW/SHING-A-LING**  
 Lou Courtney. Riverside 2000 (M)

Courtney made his mark in the singles field with his big one "Skate Now" and is currently moving up with "Do the Thing." Along with his hits, this LP debut features hard driving performances of "The Man Is Lonely" and "I Need You Now." An instrumental "Psychedelic Shing-a-Ling" is a groove.



**R&B SPOTLIGHT**  
**TELL IT LIKE IT IS**  
 Van Dykes. Bell 6004 (M)

Two good hits provide this album by the Van Dykes with much sales appeal. The tunes are "I've Got to Go On Without You" and "You Need Confidence," rendered with a lot of soul.



**R&B SPOTLIGHT**  
**THE BEST OF JIMMY McCRACKLIN**  
 Minit LP-40009 (M); LP-24009 (S)

How can he miss? This is the best of Jimmy McCracklin, including "The Walk," "Let the Door Hit You," "This Thing Called Love," and "Just Got to Know." It'll hit the charts fast.



**COMEDY SPOTLIGHT**  
**A MAN AND HIS WATERMELON**  
 Jackie Vernon. United Artists UAL 3577 (M)

Jackie Vernon has recently come to the fore as a monologist in the true comic spirit. His routines have scored time and again on TV and in clubs and they hold up especially well in this disk rendition. His routine about a watermelon is a classic. He takes on the guise of a loser but this package is a sure winner.



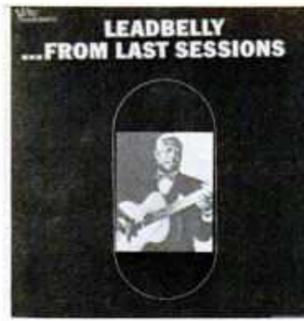
**COMEDY SPOTLIGHT**  
**TAKE-OFFS AND PUT-ONS**  
 George Carlin. RCA Victor LPM-3772 (M); LSP-3772 (S)

George Carlin is a comedian with a hilarious point of view. He does an in-depth treatment of his subject whether it be a disk jockey, a newscaster or an Indian sergeant and develops each in true comic terms. It's a laugh-getter all the way.



**RELIGIOUS SPOTLIGHT**  
**SING TO THE LORD**  
 Robert Shaw Chorale. RCA Victor LM-2942 (M); LSC-2942 (S)

Sixteen American hymns of the 19th century have been assembled in this exceptional album, and are given superb performances by the Shaw Chorale. Alice Parker's moving arrangements are a tribute to the beauty of the little known hymns in his fine Peter Delheim production.



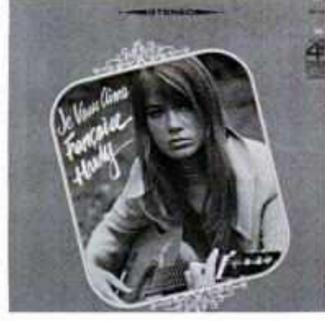
**FOLK SPOTLIGHT**  
**LEADBELLY... FROM LAST SESSIONS**  
 Verve Folkways FT-3019 (M)

Here's 11 poignant tunes culled from "The Last Sessions," previously released on four records. Heard are such favorites as "Easy Rider," "4, 5 and 9," "Careless Love," and "Cry for Me." It's the great artist at his very best.



**INTERNATIONAL SPOTLIGHT**  
**LOS GRANDES EXITOS DE TITO RODRIGUEZ**  
 Musicor MM2118 (M); MS3118 (S)

An album setting out to present the great successes of Tito Rodriguez begins with a sales plus in Latin markets. The popular Latin American song stylist glides through 12 numbers in relaxed fashion, as usual. High points include "Un Cigarillo la Lluvia y Tu," "Olvidame," and "El Dia Que Me Quieras."



**INTERNATIONAL SPOTLIGHT**  
**JE VOUS AIME**  
 Francoise Hardy. 4 Corners of the World. FCL 4238 (M); FCS 4238 (S)

The popular Parisian Yeh-Yeh girl has an exciting program of French pop tunes, which she delivers in her unbeatable style. Her rendition of "Qui Aime-t-il Vraiment" is a highlight in a collection including "S'urais-Je" and "Dans le Monde Entier."



**INTERNATIONAL SPOTLIGHT**  
**SUPREMO**  
 Adriano Celentano. U.A. International UN 14511 (M); UNS 15511 (S)

Italy's Celentano has a powerful entry for the international market here with this first-rate program of recent pops. His Italian interpretation of Lorne Greene's hit "Ringo" is a standout, and he also offers top performances of "Il Mio Amico James Bond" and "Il Ragazzo Della Via Gluck."



**INTERNATIONAL SPOTLIGHT**  
**FIESTA RANCHERA**  
 Various Artists. Capitol T 10465 (M); ST 10465 (S)

Beautiful soulful Latin tunes, mixed with festive mariachi tunes. Especially good is Catalina Aguilera's "Que le Debo a La Vida (What I Owe to Life)." All mariachi numbers score. The stereo is great. This LP will also have pop sales.

**SPECIAL MERIT PICK**

**SPECIAL MERIT PICKS**

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

**POP SPECIAL MERIT**  
**THE ROARING TWANGIES**  
 Duane Eddy. Reprise R-6240 (M); RS-6240 (S)

Attention, Easy Listening stations. Here's some beautiful, exciting programming material—Duane Eddy as produced by Lee Hazlewood. With your help, this could be a tremendous seller; it deserves it. There's "Born Free," "Hello, Dolly!" and "A String of Pearls."

(Continued on page 44)

**SEE ALBUM REVIEWS ON BACK COVER**



# 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  
Publishers: Champion Music Corp.  
Roosevelt Music Co., Inc.

- **Classical Album of the Year**  
**SYMPHONY NO. 1 IN D MINOR**  
Recorded by Morton Gould and the Chicago Symphony Orchestra  
Composer: Charles Ives  
Publisher: Peer International Corporation

- **Song of the Year**  
**MICHELLE**  
Recorded by The Beatles  
Composers: John Lennon  
Paul McCartney  
Publisher: Maclen Music, Inc.

- **Best Instrumental Jazz Performance**  
**GOIN' OUT OF MY HEAD**  
An album recorded by Wes Montgomery and containing these BMI-licensed songs:  
**GOIN' OUT OF MY HEAD**  
Composers: Teddy Randazzo  
Bobby Weinstein.

**O MORRO**  
Composers: Antonio Carlos Jobim  
Vinicius de Moraes  
Publisher: Corcovado Music Corp.

**BOSS CITY**  
**NAPTOWN BLUES**  
Composer: Wes Montgomery  
Publisher: Taggie Music Co.

**CHIM CHIM CHEREE**  
Composers: Richard M. Sherman  
Robert B. Sherman  
Publisher: Wonderland Music Co., Inc.

**TWISTED BLUES**  
Composer: Wes Montgomery  
Publisher: Jazz Standard Music Publishing Co.

**THE END OF A LOVE AFFAIR**  
Composer: Edward C. Redding  
Publisher: Duchess Music Corp.

- **Best Contemporary Solo Vocal Performance**  
**ELEANOR RIGBY**  
Recorded by The Beatles  
Composers: John Lennon  
Paul McCartney  
Publisher: Maclen Music, Inc.

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

- **Best Rhythm & Blues Recording**  
**Best Rhythm & Blues Solo Vocal Performance**  
**CRYING TIME**  
Recorded by Ray Charles  
Composer: Buck Owens  
Publisher: Blue Book

- **Best Rhythm & Blues Group Performance**  
**HOLD IT RIGHT THERE**  
Recorded by Ramsey Lewis  
Composer: Ramsey Lewis  
Publisher: Ramsel Publishing

- **Best Folk Recording**  
**BLUES IN THE STREET**  
An album recorded by Cortelia Clark and containing these BMI-licensed songs:

**BABY, WHAT HAVE I DONE**  
**NEVER BE SAD NO MO'**  
**WATCHA GONNA DO**  
**LOVE BLUES**  
**LOVE, OH LOVE**  
**EVER'DAY BLUES**  
**BABY DON'T BELONG TO YOU**  
**BE MY DARLIN'**

Composer: Cortelia Clark  
Publisher: Twinbrook Nine Publishing  
**BYE, BYE LOVE**  
Composers: Boudleaux Bryant  
Felice Bryant  
Publisher: Acuff-Rose Publications, Inc.

**WALK RIGHT IN**  
Composers: Erik Darling  
Bill Swanoe  
Hosie Woods  
Gus Cannon  
Publishers: Peer International Corporation  
Ryerson Music Publishers, Inc.

- **Best Sacred Recording (Musical)**  
**GRAND OLD GOSPEL**  
An album recorded by Porter Wagoner and The Blackwood Brothers and containing these BMI-licensed songs:  
**THE FAMILY WHO PRAYS**  
**THERE'S A HIGHER POWER**  
Composers: Ira Louvin  
Charlie Louvin  
Publisher: Acuff-Rose Publications, Inc.

**MY LAST TWO TENS**  
Composer: Vic McAlpin  
Publisher: Acclaim Music, Inc.  
**GOOD MORNIN', NEIGHBOR**  
Composer: Floyd Wilson  
Publisher: Valley Publishers, Inc.  
**TROUBLE IN THE AMEN CORNER**  
Composer: Archie Campbell  
Publisher: Tree Publishing Co., Inc.

**I SEE A BRIDGE**  
Composers: Ira Louvin  
Charlie Louvin  
Publisher: Central Songs, Inc.  
**I'M USING MY BIBLE FOR A ROAD MAP**

Composers: C. Schroeder  
Don Reno  
Publisher: Lois Publishing Co.  
**A HOUSE OF GOLD**  
Composer: Hank Williams  
Publisher: Fred Rose Music, Inc.  
**WAIT A LITTLE LONGER, PLEASE, JESUS**  
Composers: Hazel Houser  
Chester Smith  
Publisher: Central Songs, Inc.

- **Best Country & Western Recording**  
**Best Country & Western Male Vocal Performance**  
**Best Country & Western Song**  
**ALMOST PERSUADED**  
Recorded by David Houston  
Composers: Billy Sherrill  
Glenn Sutton  
Publisher: Al Gallico Music Corporation

- **Best Country & Western Female Vocal Performance**  
**DON'T TOUCH ME**  
Recorded by Jeannie Seely  
Composer: Hank Cochran  
Publisher: Pamper Music, Inc.

- **Best Chamber Music Performance**  
Recorded by the Boston Symphony Chamber Players and containing these BMI-licensed compositions:  
**WOODWIND QUINTET (1948)**  
Composer: Elliott Carter  
Publisher: Associated Music Publishers  
**DIVERTIMENTO FOR NINE INSTRUMENTS (1946)**  
Composer: Walter Piston  
Publisher: Associated Music Publishers

- **Best Choral Performance (Other Than Opera)—a tie**  
**MUSIC FOR CHORUS**  
An album of choral works written by Charles Ives, conducted by Gregg Smith and containing these BMI-licensed compositions:  
**THE CIRCUS BAND**  
**DECEMBER**  
**THE NEW RIVER**  
Publisher: Peer International Corporation  
**SERENITY**  
**PSALM 67**  
Publisher: Associated Music Publishers  
**PSALM 100**  
**PSALM 24**  
**PSALM 90**  
Publisher: Merrymount Music, Inc.  
**GENERAL WILLIAM BOOTH ENTERS HEAVEN**  
Publisher: Merion Music, Inc.

All the worlds of music



BROADCAST MUSIC, INC.

for all of today's audience.

# ALBUM REVIEWS

Continued from page 42

## CLASSICAL SPECIAL MERIT

**BETHOVEN: QUINTET IN C, OP. 29/  
DVORAK: QUINTET IN E FLAT, OP. 97**

Walter Trampler/Budapest String Quartet. Columbia ML 6352 (M); MS 6952 (S)

Walter Trampler, on viola, teams up with the Budapest in two excellent readings of these dramatic works. The Dvorak ends in a rousing, rousing finale. In the "C Major" the unit plays tightly and generates both grace and intensity.

## CLASSICAL SPECIAL MERIT

**MOZART: SYMPHONIES NOS. 34, 31,  
26**

Berlin Philharmoniker (Boehm). DGG 39 159 (M); 139 159 (S)

Here's another fine job by Boehm who conducts here without pompousness or ornamentation. He's direct and forceful letting the contrasting works stand on their character and richness.

## CLASSICAL SPECIAL MERIT

**GAITE PARISIENNE/GRADUATION  
BALL**

Philharmonia Orch. (Mackerras). Capitol P 8654 (M); SP 8654 (S)

The effervescence of Offenbach's beautifully gay melodies, and the lush themes of Strauss have been joyously captured by Mackerras and the Philharmonia in this exceptional pairing. The recording sparkles with excitement, and should do well in sales.

## CLASSICAL SPECIAL MERIT

**YALTAH MENUHIN PIANO RECITAL**

Everest 6146 (M); 3146 (S)

A first-class collection of four selections played by a first-class pianist, a member of the famed Menuhin musical family, a sister to Yehudi and Hephzibah Menuhin. Beethoven "Sonata in B-Flat, Op. 22," the major work on the LP, is handled masterfully as is Mendelssohn's "Variations Serieuses, Op. 54."

## LOW PRICE CLASSICAL SPECIAL MERIT

**BETHOVEN: MIDDLE QUARTETS**

Hungarian Quartet. Seraphim IC-6006 (M); SIC-6006 (S)

This three-record set is part of a newly recorded three-package grouping of the complete string quartets. And it is highly welcomed indeed, for it brings back distinguished performances by the skilled ensemble. Their consistence both individually and as a team is remarkable. Notes are enclosed with each package.

## LOW PRICE CLASSICAL SPECIAL MERIT

**COPLAND: PIANO FANTASY/PIANO  
VARIATIONS**

William Masselos. Odyssey 32 16 0039 (M); 32 16 0040 (S)

The dissonances of Copland's "Variations" are precisely played by Masselos, a champion of contemporary music, without losing the tonality of the intricate piece. The "Fantasy," which Masselos introduced, is a jewel within the 12-tone framework.

## LOW PRICE CLASSICAL SPECIAL MERIT

**PROKOFIEV: ROMEO AND JULIET BALLET  
SUITE**

New York Philharmonic (Mitropoulos). Odyssey 32 16 0037 (M); 32 16 0038 (S)

This performance by Dimitri Mitropoulos and the New York Philharmonic captures the drama and beauty of Prokofiev's popular ballet. The disk contains nine excerpts from the two suites of Opus 64 selected by Mitropoulos to summarize the drama. "Juliet—The Little Girl (Suite 2, No. 2)" and "Romeo and Juliet Before Parting (Suite 2, No. 5)" are among the many fine episodes.

ADVERTISING IN  
BUSINESS PAPERS  
MEANS BUSINESS

## JAZZ SPECIAL MERIT

**HERE COMES THE WHISTLE MAN**

Roland Kirk. Atlantic 3007 (M); SD 3007 (S)

Roland Kirk—on alto sax, tenor sax, flute and manzello—demonstrates why he's among the most versatile of the jazz musicians. Working with an accomplished combo, Kirk does his versions of such standards as "I Wishd on the Moon" and "Yesterdays," as well as his own works.

## JAZZ SPECIAL MERIT

**ENCYCLOPEDIA OF JAZZ (IN THE  
SIXTIES), VOL. 1**

Various Artists. Verve V-8677 (M)

The ever-expanding styles of jazz are in evidence here. The package is a tidy wrap-up of the jazz movement in the 1960's using Jimmy Smith, Wes Montgomery, Johnny Hodges, Earl Hines and Count Basie as exponents of the different forms moving in new directions. It's the beginning of a worthwhile project.

## R&B SPECIAL MERIT

**SOUL SOUNDS**

The O'Jays. Minit LP-40008 (M); LP-24008 (S)

"Stand in for Love," "I'll Never Forget You," and "Working on Your Case"—three outstanding examples of the way the O'Jays come on strong with soul. With proper exposure, this LP could turn into a big seller.

## R&B SPECIAL MERIT

**SWEETEST ONE**

The Metros. RCA Victor LPM-3776 (M); LSP-3776 (S)

They're on the r&b charts with "Sweetest One," and the Metros show a lot of promise of going further. They're splendid on "Blue Velvet," doing the old standard up mellow.

## COMEDY SPECIAL MERIT

**ALLEN FUNT AND CANDID KIDS**

RCA Victor LPM 3679 (M); LSP 3679 (S)

Funt's TV popularity has established him on a wide front. And here, he brings many of those laughing moments into well-selected sketches. In the main they're quite funny indeed. Should do well with both parents and small-fry.

## INTERNATIONAL SPECIAL MERIT

**THE BALLADS OF VENEZUELA**

Trio Los Panchos. Columbia EX 5177 (M); ES 1877 (S)

An appealing album with 11 Venezuelan ballads effectively performed by Trio Los Panchos. Lifting features include "Campe-sina," "Margarita," "Te Amo y Nada Mas," and "Ansiedad." "Moliendo" also sparkles.

★★★★

**FOUR-STAR ALBUMS**

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

## SOUNDTRACK

**THE SPY WITH A COLD NOSE**  
Soundtrack. Columbia OL 6670 (M); OS 3070 (S)

## POPULAR

**A TIME TO REMEMBER**  
Barry Sisters. ABC ABC 597 (M); ABCS 597 (S)

**DAKOTA '67**  
Dakota Station. London LI 3495 (M); PS 495 (S)

**GUY LOMBARDO'S GREATEST HITS**  
Decca DL 4812 (M); DL 74812 (S)

**BOB CROSBY & HIS ORK/THEIR  
GREATEST HITS**  
Decca DL 4856 (M); DL 74856 (S)

**BIG BAND—1967**  
Charlie Barnett. Vault 9004 (M)

**BUDDY HOLLY'S GREATEST HITS**  
Coral CRL 57492 (M); CRL 757492 (S)

**CHALLENGERS' GREATEST HITS**  
Valut LP 111 (M)

**JIMMY DORSEY'S GREATEST HITS**  
Decca DL 4853 (M); DL 74853 (S)

**BUMCH-A-BANJOS ON BROADWAY**  
Freddie Morgan. Liberty LRP 3496 (M); LST 7496 (S)

**SOUTHERN SOUL . . .**  
Billy Lee Riley. Mojo 1933 (M)

**MAN WITH A HORN, VOL. II**  
Tommy Willis Combo. Gregory 61203 (S)

## COUNTRY

**COUNTRY SONG ROUNDUP**  
Capitol T 2692 (M); ST 2692 (S)

## CLASSICAL

**NICOLAI: TE DEUM**  
Berlin Radio Symphony (Lange). DGG 39170 (M); 139 170 (S)

**THE HOLLYWOOD BOWL  
WEDDING ALBUM**  
Roger Wagner Chorale/Hollywood Bowl Symphony (Dragon/Slatkin/Rozsa). Capitol P 8653 (M); SP 8653 (S)

## LOW PRICE CLASSICAL

**MUSIC FOR THE BAROQUE OBOE**  
Piquet/Lange/Rogg. Odyssey 32 16 0049 (M); 32 16 0050 (S)

**DVORAK: QUARTET IN E MAJOR/  
WALTZES**  
Dvorak Quartet. Crossroads 22 16 0089 (M); 22 16 0090 (S)

**HAYDN: SYMPHONIES NOS. 4, 5, 6**  
Vienna State Opera Orch. (Goberman). Odyssey 32 16 0033 (M); 32 16 0034 (S)

## JAZZ

**DEUCES WILD**  
Sonny Stitt. Atlantic 3008 (M); SD 3008 (S)

**WILD BILL DAVIS & JOHNNY  
HODGES IN ATLANTIC CITY**  
RCA Victor LPM-3706 (M); LSP-3706 (S)

**THE BRAZILIAN SOUND/  
RESTRAINED EXCITEMENT**  
Zimbo Trio. Pacific Jazz PJ 10114 (M); ST 20114 (S)

**THE EMANCIPATION OF HUGH  
MASEKELA**  
Chisa CHM 101 (M); CHS 4101 (S)

## FOLK

**ADISS AND CROFUT**  
Columbia CL 2611 (M); CS 9411 (S)

**NO MORE WAR**  
Jacqueline Sharpe. Cutty Wren CWR 101 (M)

## LOW PRICE CHRISTMAS

**LITTLE RED RIDING HOOD**  
Make Bellevue Players. RCA Camden CAL-1801 (M); CAS-1081 (S)

## INTERNATIONAL

**MUSIC OF THE JEWISH PEOPLE**  
Various Artists. Capitol P 8655 (M); SP 8655 (S)

**HOMENAJE A RAFAEL  
HERMANDEZ CANTA LINDA VERA**  
Columbia EX 5181 (M)

**CARINO, CARINO**  
Cuco Sanchez/Antonio Briblesca. Columbia EX 5180 (M)

**EL SORPRENDENTE MUNDO  
DE SANDRO**  
Columbia EX 5182 (M)

## LOW PRICE INTERNATIONAL

**ORCHESTRA SOUL**  
Los Boogaloos. Mercury Wing WC 16338 (M/S)

★★★★

**THREE-STAR ALBUMS**

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

## POPULAR

**THE WEST COAST POP ART EXPERI-  
MENTAL BAND, Part 1**  
Reprise R 6247 (M); RS 6247 (S)

## FOLK

**FROST & FIRE**  
The Watsons. Elektra SKL 321 (M); EKS 7321 (S)

## COMEDY

**OH MIGHTY GAME OF GOLF**  
Low Bedell. Dore LP 320 (M)

## LOW PRICE INTERNATIONAL

**THE REAL BAHAMAS IN MUSIC AND  
SONG**  
Various Artists. H-2013 (M); H-72013 (S)

# HOT PROMOTIONS

Submitted by C. Bruce Miller, manager of KALL, Salt Lake City, this is the first of a "sometimes" series of radio station promotion ideas. Only successful promotions that strike the editor's fancy will be used, preferably unique fresh promotions.

## 1st Annual Paper Plane Championship

KALL deejay Will Lucas, upon learning of Scientific American's criticism about the designs for the supersonic airliner closely resembling "paper airplane designs we were doing four decades ago," volunteered to conduct a Mountain West Regional (The San Francisco Chronicle was staging a regional in California). After heavy promotion on radio, the event was staged at halftime of a local basketball game. Winners got free flying lesson (with the option of a free fall parachuteless jump if he so desires), model airplane kits. Grand winner got chance to try his craft at the World Contest in the Princeton University Wind Tunnel. Previous to this contest, the station had a "Win Your Very Own Billboard" (the poster kind) contest and read the entries over the air.

# Opposites Attract— WKDA on AM & FM

Continued from page 32

AM," Walker said. "That would only tend to divide the audience." It might be noted that the AM station consistently is a leader in the market.

Walker said three factors were instrumental in the decision to seek the new FM audience: More FM sets in use, automobiles with standard AM-FM receivers, and a sales increase in time buying for FM operations.

Admittedly, sales are lagging somewhat. "It was our plan not to include more than eight minutes of commercial time per hour," he said, "but we're a long way from that point yet."

Although not a "format" station, WKDA-FM actually has a more consistent format. There is no DJ patter, no set time for newscasts, just a steady flow, day and night, of the pop

standards. Walker said there was an occasional country standard (Eddy Arnold type), but country music per se is not a part of the programming. Nor is anything resembling rock.

Walker feels the trend toward FM listening will continue to grow, and that his firm no longer could ignore this. Although one of five FM operations in the market, he feels the others are too closely aligned to their AM broadcasting, and he is counting heavily on the full breakaway to build audiences and sales.

Walker's wife, Jo, is executive director of the Country Music Association, and Smokey is a devotee of country music as well as the other music forms. However, he feels the Nashville area is well supplied in the country music field, so he offers his AM-FM listeners non-country programming.

# Yesteryear's Hits

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

## POP SINGLES—5 Years Ago March 24, 1962

1. Hey! Baby, Bruce Channel, Smash
2. Don't Break the Heart That Loves You, Connie Francis, MGM
3. Midnight in Moscow, Kenny Ball, Kapp
4. Let Me In, Sensations, Argo
5. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
6. Dream Baby, Roy Orbison, Monument
7. Slow Twistin', Chubby Checker, Parkway
8. What's Your Name, Don and Juan, Big Top
9. Twistin' the Night Away, Sam Cooke, RCA Victor
10. Her Royal Majesty, James Darren, Colpix

## POP SINGLES—10 Years Ago March 16, 1957

1. Young Love, Tab Hunter, Dot
2. Teen-Age Crush, Tommie Sands, Capitol
3. Too Much, Elvis Presley, RCA Victor
4. Don't Forbid Me, Pat Boone, Dot
5. Banana Boat (Day-O), Harry Belafonte, RCA Victor
6. Marianne, Terry Gilkyson and the Easy Riders, Columbia
7. Butterfly, Charlie Grace, Cameo
8. Young Love, Sonny James, Capitol
9. Round and Round, Peery Como, RCA Victor
10. Party Doll, Buddy Knox, Roulette

## R & R SINGLES—5 Years Ago March 24, 1962

1. Twistin' the Night Away, Sam Cooke, RCA Victor
2. Duke of Earl, Gene (Duke of Earl) Chandler, Vee Jay
3. Soul Twist, King Curtis, Enjoy
4. Hey! Baby, Bruce Channel, Smash
5. Cry to Me, Solomon Burke, Atlantic
6. Something's Got a Hold on Me, Etta James, Argo
7. Let Me In, Sensations, Argo
8. Cuttin' In, Johnny (Guitar) Watson, King
9. Dear Daddy Twist, Gary (U. S.) Bonds, LeGrand
10. Lost Someone, James Brown & the Famous Flames, King

## POP LP'S—5 Years Ago March 24, 1962

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

MARCH 25, 1967, BILLBOARD

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# Now you can cash in on the meteoric success of the **MONKEES**, the hottest group in show business, by owning a **MONKEES SOFT DRINK NITECLUB**

**YOU CAN BE FILLING THE ENTERTAINMENT GAP AND YOUR POCKETS OPERATING YOUR OWN MONKEES "STAGE TO STARDOM" SOFT-DRINK NIGHTCLUB. REQUIRES NO EXPERIENCE, CAN BE RUN ON A PART-TIME BASIS AND ONLY NEEDS A \$15,000. INVESTMENT.**

The biggest, growingest, spendingest market in the country today has no place to go. We're talking about the Youth Market. The 30 million teenagers who watch the MONKEES on TV each week. The same kids who spend 30 billion dollars each year. The same kids who are neglected by big business and left to make do for themselves. They've got a need; they are a major market and we've got something that's just for them.

### THE NEED, THE NAME, THE MARKET

Who needs a MONKEES SOFT-DRINK NIGHTCLUB? Ask any teenager. Ask them what do they do for fun. The movies? ... "a drag." The luncheonette? ... "a big bore." The pizza parlor? ... "nowhere." Here's where the MONKEES "Stage to Stardom" nightclub fills the gap. The teenage response has been wildly enthusiastic. This is what they get ... an evening's live entertainment in an atmosphere that is "groovy" ... one where they feel "in," "together," "with it." It's a place where they're treated right, enjoy kooky soft-drink and ice cream concoctions. All at a price that's right for them and for you. They love it. You'll love it. Because you'll be really making it. Making it to the tune of \$..... (we're not allowed by the publication to mention specific amounts but we'll show you operating statements and clubs in operation which are enjoying more MONKEE business than they can handle.)

Who are these MONKEES? Ask any teenager. Just the most popular singing/acting group in the country today. A group that in only five months has captured the youth market completely. A group that America's young people identify with ... body and soul. We'll tell you all about them later.

In the youth market you've got to be a teenager to sell a teenager.

The MONKEES themselves are your salesmen. They have won the love and respect and have completely captivated the hypersensitive teen market. Just one more reason why your MONKEES STAGE TO STARDOM must succeed.

### MONKEE BUSINESS MEANS MONEE BUSINESS

The success story of the MONKEES has been told and retold in the nation's press and magazines. Bert Schneider and Bob Raphaelson, at Raybert Productions, came up with the idea of creating a TV series with a new group that would capture the imagination of America's youth. And on the show they would introduce the MONKEES new records. The show was produced in association with SCREEN GEMS and opened on the NBC TV network to rave reviews. 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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# COUNTRY MUSIC

## Columbia and RCA Mapping New Facility Roads for Nashville?

By BILL WILLIAMS

NASHVILLE — At least two major record labels — and perhaps more — may be planning massive expansion here in the near future.

There are reports that Columbia Records, which built a multimillion-dollar structure just a few years ago, including a "floating studio," plans to construct an additional recording studio. A qualified source said tentative plans already have been drawn up for this building. However, Columbia officials in Nashville said no announcement was forthcoming at this time.

RCA Victor, with its valuable structure facing 17th Avenue, is said to be planning additional building, possibly a wing on the current structure or upward expansion. There are indications, too, that Decca may decide to construct a Nashville studio.

Both Columbia and Victor have outgrown their size in less than two years, due primarily to the unprecedented demand for studios. Chet Atkins, a&r for RCA, said his staff had grown from 3 to 18 in recent years.

### Has Two Studios

Columbia, with two recording studios on the present building site, still finds studio use at a premium. Recording sessions must be booked well in advance, and often must be put off because of the unavailabil-

ity of the studios. Victor faces much the same problem. Virtually all of the major labels and many of the smaller ones utilize these studios, even though the cost has tripled in recent years.

The average cost of renting a studio at RCA or Columbia is close to \$100 an hour (including tape, engineer, etc.), whereas it was held for many years at a standard \$35 an hour.

Owen Bradley, Decca's a&r chief (and who, incidentally, is part owner of the building which houses Victor) built his own studio some 20 miles from Nashville a few years ago to help alleviate the studio-availability problem. There also was a relaxed atmosphere, without the pressure of the next act waiting at the door for the three-hour session period. However, the "Bradley Barn," as it is called, has become almost as fully booked as the city studios, and the problem remains.

There are reports that still more labels, not yet Nashville-based, plan moves here.

There are 20 offices in the upstairs portion above the RCA studios, and it's estimated that the recording company will need these for their own use in the near future as growth continues.

### Currently Booked

Currently booked for the RCA studios are such artists as Porter Wagoner, Norma Jean,

Lorene Mann, Perry Como, Dottie West, Floyd Cramer and Palito Ortega from Argentina. Columbia, which averaged 34 sessions a week in February, has had no letup in March. Among those to record soon are the Statler Brothers, Ray Pennington, Jimmy Davis, John Irwin, Roger Miller, Carl Smith, the Po Boys, Ray Price, Holt and Rinehard (Winston cigaret commercial) plus demo sessions by a label and a publisher, and several small labels.

Monument, which earlier announced plans for a new building, is choosing a location. An earlier proposed site was abandoned, and an announcement is expected by April 1. The structure will be, according to President Fred Foster, the largest recording facility in the country. Monument currently is in a downtown studio, which it has outgrown, and is kept busy around the clock. Among those scheduled to record there in the immediate future are Dale Ware, Tony and Terri, Sandy Posey and Jerry Byrd. Monument, even in its cramped quarters, has been doing an average of a dozen sessions a week, and will, of course, leap accordingly when the new studios are constructed.

Bradley's barn has a scheduled album-cutting by Red Foley and Kitty Wells (their first duet); Claude Gray, the Wilburn Brothers and Loretta Lynn, and the Osborne Brothers, among others. The barn has averaged three sessions a day (at 2, 6 and 10) for the past several weeks.



BUCK OWENS and the Buckaroos talk to newsmen during a recent tour of Tokyo. Owens' (center), performance in Tokyo's Koesseininken Hall was recorded by Capitol Records. He also entertained servicemen stationed in the Far East.

## Nashville Scene

Maxine Brown, of the Browns, may move back to Nashville in the near future. She has been making her home in North Little Rock, Ark., but wants to be back in the Music City swim. Brother Jim Edward makes his home in Brentwood, south of Nashville. . . . Jan Crutchfield, one of the top songwriters in the business, has returned to the staff of Forrester Hills Publishing Co. . . . Without bothering to count the shopping days remaining, we take note of the fact that Floyd Cramer will record his 1967 Christmas album next week, which is really rushing the season. . . . Robert Mitchum's first Monument release is due out this week. It's titled "Little Old Wine Maker," with "Walker's Woods" on the flip side. Fred Foster also reports a new release by Gogi Grant, "How Much Will I Love You" b/w "The Sea." . . . Still on the subject of Monument and Foster, Fred has announced the appointment of Bill O'Brien as East Coast rep. O'Brien, most recently an independent promoter in Nashville, will headquarter in New York. . . . Attractive, efficient, co-operative and capable Emily Bradshaw is now handling promotion and public relations for WSM and the "Grand Ole Opry." . . . Nat Stuckey, Paula Records' fast-rising star, equaled the all-time house record one night and exceeded it the next at the Edison Hotel Lounge, Toronto. He is currently playing Atlanta. Tony Douglas has signed with the Paula Label. . . . John Braithwaite has announced the appointment of a promotion and branch manager at Lubbock, Tex. Allen McElroy will handle the task, branching out from Texas to handle J. B. promotion throughout the Southwest. . . . Johnny Wright is about to go into another session, always trying to top the previous record, which is no easy job. He has a roomful of awards from previous hits. . . . Now and then even the careful record shippers slip. The brand new Earl Scott release titled "Changing Arms" was shipped with a completely different song in the grooves. Decca's alert Harry Silverstein spotted the error, and all copies already in circulation were hastily recalled. Corrected pressings were promptly sent out. . . . The new Circle Talent Agency has been opened in Nashville, with a bevy of talent on the roster. Owner Chuck Eastman reports that the agency is representing Jack Barlow, of Epic; Leon Douglas, Wizard; Billy Large, Columbia; Roy and Cindy Cantrell, Kash; George Riddle, Starday; Buddy Starcher, Decca, and Warren Robb, Chart. . . . Lester Flatt and Earl Scruggs received new accolades on a western junket. Among the rave reviews was one in The Los Angeles Times. . . . Acuff-Rose's Bob McCluskey off on a tour of contact work with major and indie labels. This is part of the publication's push ahead in the drive ini-

ated at the start of this year to acquire new and stronger song activity on a variety of labels. . . . A brand new label, JAB Records, has entered the country field, with old pro Benny Martin doing the vocals on "I'm a Father Alone" and "Salvation Army." The label is owned by Tree Publishing Co. execs Jack Stapp and Buddy Killen, along with Nesuhi Ertegun, Ahmet Ertegun and Jerry Wexler, of Atlantic Records. . . . Cedarwood Publishing currently has 22 songs on the active market. . . . Roger Miller has been made an honorary mayor of La Villita of San Antonio. . . . Rusty Adams has been signed as a regular member of "WWVA Jamboree," Wheeling, W. Va. . . . Billy Walker has concluded his first year association with Monument, and it's been a happy marriage. . . . Charles (Cowboy) Huff, long-time c&w singer, writer and record label owner, is trying to sell all or part of his publishing firm, Record Masters. . . . Nashville has another young recording star in Pamela Miller, 12-year-old daughter of songwriter Eddie Miller. . . . Waylon Jennings set for a week at the Black Poodle, Nashville, and Little Jimmy Dickens will have a stint there beginning April 17. . . . 18th Annual San Antonio Stock Show and Rodeo closed with a new ground attendance mark of a third of a million. Tremendous crowds attended the 15 performances of the rodeo which starred Judy Lynn. . . . Duke/Peacock Records has four big ones going, with Bobby Bland, O. V. Wright, Sylvia Maddox and Lee Mitchell. . . . They took the city girl into the country when Betty Bee, of Pittsburgh, came to Nashville to record an album for Vokes. She has a big single going now. . . . Hank Thompson about to return from a tour of Japan, heads right for Disneyland and then to Tucson, Ariz. He then plays the Rodeo Roundup in Austin, Tex., for the fifth time in 10 years. . . . Tex Williams heads for Europe in May. . . . Roy Clark will play the Century Plaza Hotel, Beverly Hills, Calif., in April. . . . Johnny Cash and June Carter play Canada for the first half of April. . . . Jimmie Klein reports that Lonzo and Oscar laid 'em in the aisles at Harrah's Club in Reno, as part of a package which included Roy Acuff, Minnie Pearl and others. . . . Claude Gray, capitalizing on his current hit, "I Never Had the One I Wanted," leaves Nashville March 21 to work 56 consecutive days on the road before returning home. . . . Royal Guardsmen back in Nashville for their second series of recording sessions. . . . Songwriter Teddy Bart is soon to come out with a book titled "How to Make a Fortune Writing Songs." . . . Margie Singleton and Leon Ashley have signed exclusive writer contracts with Blue Crest Music. Dallas Frazier is manager (Continued on page 50)

## Pierce Hails CMA on TV Role for Artists

NASHVILLE — Starday Records chief Don Pierce last week credited Country Music Association's golf with helping many country music artists gain a foothold on national TV. "The Music City Pro-Celebrity Golf Invitational has helped bring artists and others involved in the country music field together with figures in the TV and entertainment industry."

An example, he said, would be Lawrence Welk who never had used country music artists

on his show until after last year's golf tournament in Nashville. Also, former PGA golf champion Chick Harbert, who helped bring Perry Como to Nashville for last year's tournament along with many of the nation's top golf professionals, got Boots Randolph and Chet Atkins to Perry Como's own golf event recently in Port St. Lucie near Palm Beach, Fla. That golf match led to Atkins and Randolph making guest appearances on Como's TV show.

Harbert visited Nashville last week to work with Don Pierce and Starday's Hal Neely on the 1967 Music City event which is scheduled for Oct. 14-15. At the same time, Perry Como was in Nashville recording another RCA Victor album; he's also helping in the planning stages. Como teamed with professional Mason Rudolph and Nashville Tennessean publisher Amon Evans to win the 1966 Music City event.

Invitations to professionals and celebrities will be mailed some time during April and May, Pierce said. Already, he termed the interest in the coming golf fest "wild."

Among those who are considering playing golf during the two-day event is Dean Martin, Reprise Records artist who has had some big chart items with country tunes. Pierce said that Don Cherry, who doubles as golf professional and recording artist, had told him Martin was out to take the crown from Como.

## Nashville Home To Young Set

NASHVILLE—A survey of the recording and publishing industries in Nashville show the youth movement in full swing—a sharp contrast to the days when the older set was paving the way.

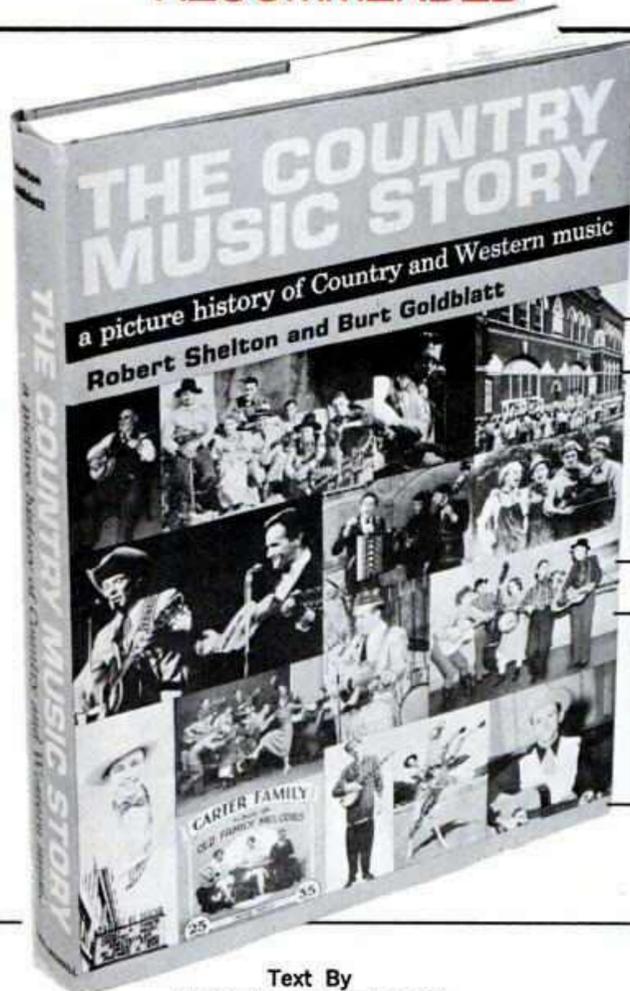
With Don Law now an independent producer, Columbia's two Nashville a&r men, Frank Jones and Bob Johnston, both represent the young generation. At Capitol, Marvin Hughes is gone and Kelso Herston has moved in. At Mercury it's Jerry Kennedy, also a very young man. RCA Victor has Felton Jarvis, who is somewhat younger than Bob Ferguson and Chet Atkins, although each of these is far from being old. At Monument, Ray Stevens continues the trend, and at United Artists it's Bob Montgomery. Among the independents, Bucky Wilkins is part of the young set. Hickory is utilizing John Neal Brown, young son-in-law of president Wesley Rose. At Boswell Publishing, Audie Ashworth brings a youthful flavor. At Cedarwood, Roger Sovine (Red's son) and John Denney both are in their 20's, while president Bill Denney is 31. BMI has Jack Brown, a very young man. Among the public relations people are Tandy Rice and Bill Hudson, both of whom wear that youthful, exuberant look.

## Add New Dates For Masters Fest

NASHVILLE—The Masters Festival of Music, once confined to twice-a-month performances, steps up its tempo in April. The show consists of Chet Atkins, Floyd Cramer and Boots Randolph.

Beginning on the last day of March, the group will play six performances in the next 29 days, at Johnson City, Tenn.; Charlotte, N. C.; Memphis, Madison, Wis.; Greensboro, N. C.; and Knoxville, Tenn. Three dates are scheduled for May, at Augusta, Ga.; Raleigh, N. C.; and Nashville (the 20th anniversary party for Chet), and four in June: two each at New Orleans and Atlanta. The Masters Fest, with an all-new show, has always had a packed house. The trio is booked by X. Cosse in Nashville.

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Billboard SPECIAL SURVEY for Week Ending 3/25/67

# HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
Billboard Award	2	1 I WON'T COME IN WHILE HE'S THERE Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	10	39	41	THE TOWN THAT NEVER SLEEPS Charlie Walker, Epic 10118 (Tree, BMI)	9
2	1	WHERE DOES THE GOOD TIMES GO Buck Owens, Capitol 5811 (Bluebook, BMI)	11	40	55	I'LL COME A RUNNIN' Connie Smith, RCA Victor 9108 (Brush Arbor, BMI)	3
3	3	WALK THROUGH THIS WORLD George Jones, Musicor 1226 (Glad, BMI)	10	41	57	CHARLESTON RAILROAD TAVERN Bobby Bare, RCA Victor 9098 (Southtown, BMI)	4
4	6	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	9	42	48	HASTA LUEGO Hank Locklin, RCA Victor 9092 (T. M., BMI)	4
5	5	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca 32077 (Stallion, BMI)	11	43	35	HURT HER ONCE FOR ME Wilburn Brothers, Decca 21038 (Sure Fire, BMI)	20
6	8	LONELY AGAIN Eddy Arnold, RCA Victor 9080 (4 Star, BMI)	6	44	25	OH WOMAN Nat Stuckey, Paula 257 (Stuckey, BMI)	12
7	7	STAMP OUT LONELINESS Stonewall Jackson, Columbia 43966 (4 Star, BMI)	8	45	51	LOVE MAKES THE WORLD GO ROUND Kitty Wells, Decca 32088 (Wells, BMI)	6
8	4	I'M A LONESOME FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	15	46	32	ALL OF ME BELONGS TO YOU Dick Curless, Tower 306 (Bluebook, BMI)	8
9	29	NEED YOU Sonny James, Capitol 5833 (Bibo, ASCAP)	5	47	56	PARTY'S OVER Willie Nelson, RCA Victor 9011 (Heart of the Hills/Pamper, BMI)	4
10	15	WORDS I'M GONNA HAVE TO EAT Bill Phillips, Decca 32074 (4 Star, BMI)	10	48	70	PAPER MANSIONS Dottie West, RCA Victor 9118 (Wilderness, BMI)	2
11	12	FUEL TO THE FLAME Skeeter Davis, RCA Victor 9058 (Combine, BMI)	9	49	49	WALK ME TO THE STATION Stu Phillips, RCA Victor 9066 (Acuff-Rose, BMI)	8
12	16	DRIFTING APART Warner Mack, Decca 32082 (Page Boy, SESAC)	7	50	58	GOODBYE CITY, GOODBYE GIRL Webb Pierce, Decca 32098 (Cedarwood, BMI)	2
13	13	URGE FOR GOING George Hamilton IV, RCA Victor 9059 (Gandolf, BMI)	10	51	74	IF I KISS YOU Lynn Anderson, Chart 1430 (Greenback/Yonah, BMI)	2
14	9	LOSERS CATHEDRAL David Houston, Epic 10102 (Gallico, BMI)	14	52	53	SWEET THANG Ernest Tubb & Loretta Lynn, Decca 32091 (Su-Ma/Stuckey, BMI)	5
15	10	HAPPY TRACKS Kenny Price, Boone 1051 (Pamper, BMI)	14	53	71	ANY OLD WAY YOU DO Jan Howard, Decca 32096 (Wilderness, BMI)	3
16	17	NO TEARS MILADY Marty Robbins, Columbia 43845 (Mojave/Noma, BMI)	8	54	50	FLY BUTTERFLY FLY Marty Robbins, Columbia 43845 (Mariposa, BMI)	5
17	11	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	15	55	67	COUNTRY MUSIC LOVER Little Jimmy Dickens, Columbia 44025 (Tree, BMI)	3
18	20	YOU CAN HAVE HER Jim Edward Brown, RCA Victor 43845 (Harvard-Big Billy, BMI)	8	56	68	THE COCKFIGHT Archie Campbell, RCA Victor 9081 (Ly-Rann, BMI)	3
19	37	I DIDN'T JUMP THE FENCE Red Sovine, Starday 794 (Southtown, BMI)	6	57	62	WHAT'S THIS WORLD COMING TO Slim Whitman, Imperial 66226 (Kramer/Whitney, ASCAP)	3
20	26	HEART WE DID ALL WE COULD Jean Shepard, Capitol 5822 (Central Songs, BMI)	9	58	61	THE ONLY THING I WANT Cal Smith, Kapp 788 (Sure Fire, BMI)	9
21	23	HE'S GOT A WAY WITH WOMEN Hank Thompson, Warner Bros. 5886 (Texoma, ASCAP)	8	59	69	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette, Epic 10134 (Gallico, BMI)	2
22	14	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	17	60	73	WHEN IT'S OVER Jeannie Seely, Monument 999 (Pamper, BMI)	2
23	39	MY KIND OF LOVE Dave Dudley, Mercury 72655 (Vector, BMI)	5	61	75	I THREW AWAY THE ROSE Merle Haggard, Capitol 5844 (Bluebook, BMI)	2
24	34	I DON'T WANT TO BE WITH YOU Conway Twitty, Decca 32081 (Wilderness, BMI)	6	62	72	BLAME IT ON MY DO WRONG Del Reeves, United Artists 50128 (Blue Crest, BMI)	2
25	31	SWEET MISERY Jimmy Dean, RCA Victor 9091 (Cedarwood, BMI)	6	63	60	BIRMINGHAM Tommy Collins, Columbia 43972 (Seashell, BMI)	4
26	40	JACKSON Johnny Cash & June Carter, Columbia 44011 (Bexhell/Quartet, ASCAP)	4	64	63	BUT WAIT THERE'S MORE Justin Tubb, RCA Victor 9082 (Tree, BMI)	5
27	45	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart, Capitol 5831 (Freeway, BMI)	5	65	—	TWO OF THE USUAL Bobby Lewis, United Artists 50133 (Pamper, BMI)	1
28	46	BOB Willis Brothers, Starday 796 (Jack, BMI)	5	66	66	FISHING ON THE MISSISSIPPI Bob Morris, Tower 307 (Bluebook, BMI)	5
29	28	GONE ON THE OTHER HAND Tompall & the Glaser Brothers MGM 13611 (Jack, BMI)	13	67	64	KICKIN' TREE Bonnie Guitar, Dot 16987 (Sun-Vine, BMI)	5
30	21	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	18	68	—	DANNY BOY Ray Price, Columbia 44042 (Boosey & Hawkes, BMI)	1
31	24	DUMB BLONDE Dolly Parton, Monument 982 (Tree, BMI)	10	69	65	YOUR HANDS Johnny Dollar, Dot 16990 (Yonah, BMI)	5
32	38	LIFE TURNED HER THAT WAY Mel Tillis, Kapp 804 (Wilderness, BMI)	6	70	—	BACK TO NASHVILLE TENNESSEE Stonesman, MGM 13667 (Jack, BMI)	1
33	22	COUNTRY BOY'S DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	15	71	59	HARDLY ANYMORE Bob Luman, Hickory 1430 (Acuff-Rose, BMI)	6
34	44	ANYTHING YOUR HEART DESIRES Billy Walker, Monument 997 (Metro, BMI)	4	72	—	I'LL NEVER TELL ON YOU Roy Drusky & Priscilla Mitchell, Mercury 72650 (Screen Gems-Columbia, BMI)	1
35	19	THERE GOES MY EVERYTHING Jack Green, Decca 32023 (Blue Crest, Husky, BMI)	23	73	—	JUST BEYOND THE MOON Tex Ritter, Capitol 5839 (Central Songs, BMI)	1
36	36	DROPPING OUT OF SIGHT Jimmy Newman, Decca 32067 (Newkeys, BMI)	11	74	—	FIFTEEN DAYS Wilma Burgess, Decca 32105 (Forest Hills, BMI)	1
37	18	ONCE Ferlin Husky, Capitol 5775 (Harbot, SESAC)	17	75	—	YOU GOTTA BE PUTTING ME ON Lefty Frizzell, Columbia 44023 (Ly-Rann, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 3/25/67

# HOT COUNTRY ALBUMS

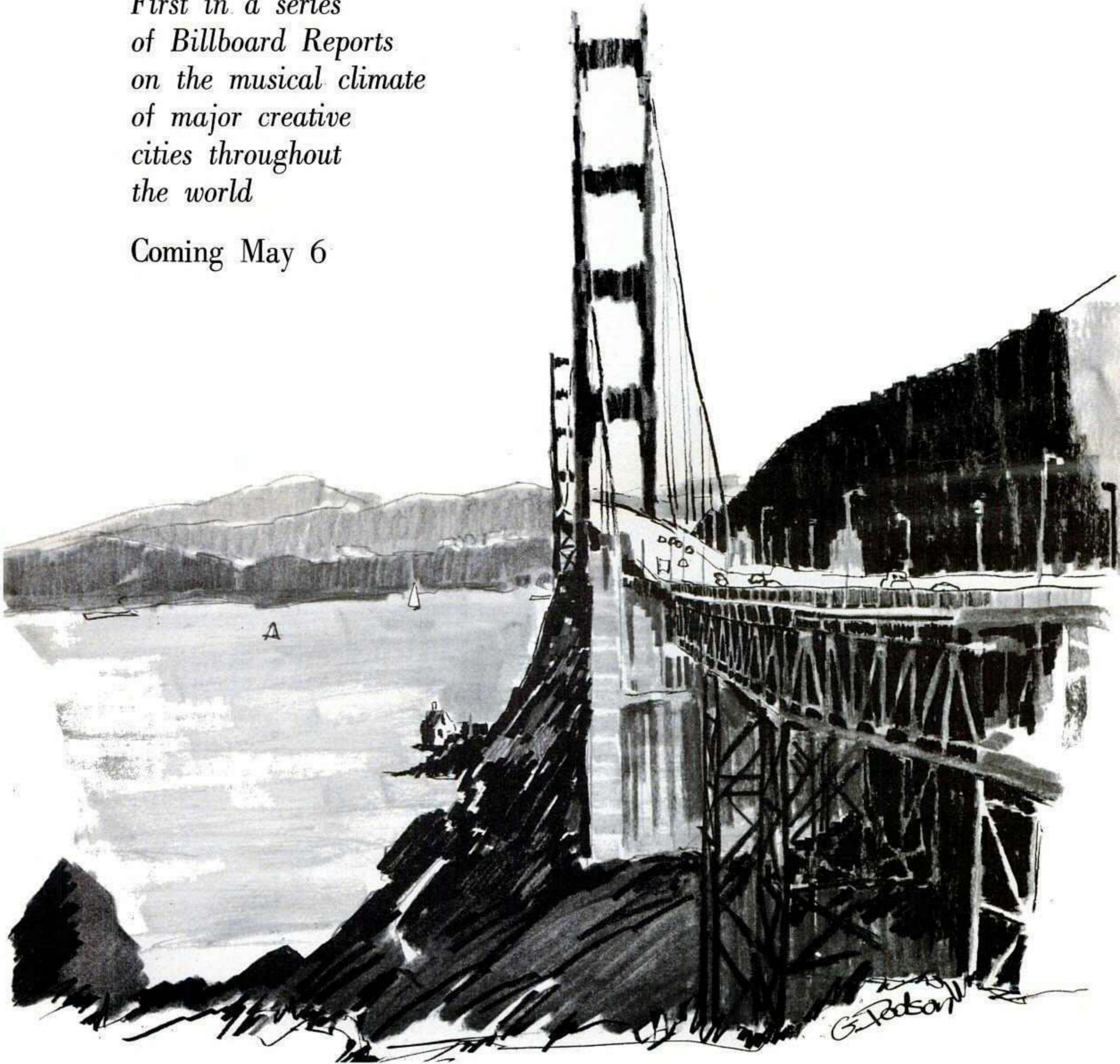
★ STAR Performer—LP's registering proportionate upward progress this week.

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
Billboard Award	2	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	11
2	3	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	9
3	1	OPEN UP YOUR HEART Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	10
4	4	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	14
5	16	LONELY AGAIN Eddy Arnold, RCA Victor LPM 3753 (M); LSP 3753 (S)	4
6	15	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca DL 4842 (M); DL 74842 (S)	4
7	18	DOWNTOWN COUNTRY Connie Smith, RCA Victor LPM 3725 (M); LSP 3725 (S)	4
8	8	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); SLP 3709 (S)	16
9	9	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	25
10	6	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	17
11	10	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	22
12	5	NASHVILLE REBEL Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	12
13	13	WITH ALL MY HEART AND SOUL Dottie West, RCA Victor LPM 3693 (M); LSP 3693 (S)	8
14	7	TWO FOR THE SHOW Wilburn Brothers, Decca DL 4824 (M); DL 74824 (S)	8
15	37	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca DL 4855 (M); DL 74855 (S)	2
16	35	WILMA BURGESS SINGS MISTY BLUE Decca DL 4852 (M); DL 74852 (S)	2
17	11	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	21
18	24	SOUL OF A CONVICT Porter Wagoner, RCA Victor LPM 3683 (M); LSP 3683 (S)	4
19	12	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	19
20	14	MY HEART'S IN THE COUNTRY Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	10
21	26	HERE'S WHAT'S HAPPENING Floyd Cramer, RCA Victor LPM 3746 (M); LSP 3746 (S)	6
22	17	THIS I BELIEVE Bobby Bare, RCA Victor LPM 3688 (M); LSP 3688 (S)	7
23	30	UNMITIGATED GALL Faron Young, Mercury MG 21110 (M); SR 61110 (S)	5
24	20	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	20
25	19	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	23
26	23	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	22
27	21	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	20
28	22	TEARDROP LANE Ned Miller, Capitol T 2586 (M); ST 2586 (S)	9
29	25	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	20
30	29	COUNTRY GENTLEMAN Carl Smith, Columbia CL 2610 (M); CS 9410 (S)	7
31	31	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	3
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33	40	STRUTTIN' MY STUFF Del Reeves, United Artists UAL 3571 (M); UAS 6571 (S)	2
34	38	FREE & EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	3
35	—	FOLK COUNTRY CLASSICS George Hamilton IV, RCA Victor LPM 3752 (M); LSP 3752 (S)	1
36	—	LIFE'S THAT WAY Mel Tillis, Kapp KL 1514 (M); KS 3514 (S)	1
37	—	ONE HIT FOLLOWS ANOTHER Kenny Price, Boone BLP 1211 (M); LPS 1211 (S)	1
38	—	JOHNNY HORTON ON STAGE Columbia CL 2566 (M); CS 9366 (S)	1
39	—	JIMMY DEAN IS HERE! RCA Victor LPM 3727 (M); LSP 3727 (S)	1
40	—	SWINGIN' COUNTRY Molly Bee, MGM E 4423 (M); SE 4423 (S)	1

# SAN FRANCISCO

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on the musical climate  
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Coming May 6



# Kenton Lines Up Aid In NCRA Campaign

NASHVILLE — Band leader Stan Kenton, barnstorming in behalf of the National Committee for the Recording Arts, made his Nashville stop a productive one as he lined up name performers for Washington appearances, 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, Chet Atkins, 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 commercials media.

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 write new protective clauses into the revision bill. Bass, who said he would 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 friend and fellow recording artist Tex Ritter, on the nighttime "Opry Star Spotlight." Ritter and Kenton cut an album together for Capitol 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. Geldbart of L and F Record Service was elected first vice-president, while Amos Heilicher 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. I. Ayre, of Norcal 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

• Continued from page 32

has now had its second reading in the House of Commons. However, the British government has received a slight setback from the independent Parliament in the Isle of Man. It has rejected anti-pirate legislation.

The offshore stations themselves are lobbying their listeners in a stand against the bill. Radio London, backed by the

# Maestro LP's By Victrola

• Continued from page 34

Plans call for designating the mono-only material on Victrola, as "Immortal Performances." The new program opens the way for other well-known performances to be issued on the economy label, such as Jascha Heifetz, Emanuel Feuerman and Artur Schnabel in trios of Schubert, Beethoven and Brahms, and the Juilliard Quartet in Hayden quartets, also slated for deletion. However, only Toscanini releases are planned in this series this year.

### Commemoration

The releases are part of the international commemoration of Toscanini's birth in Parma, Italy, on March 25, 1867. Many leading musical organizations, such as the Metropolitan Opera, Philadelphia Orchestra and New York Philharmonic, have observances planned for the maestro. Victor also is planning a reception at Rizzoli's Book Center in New York on April 4 with Howard Taubman, former New York Times music critic, as the main speaker. The program also will include Italian TV film of La Scala and Parma celebrations.

The six June titles, mostly new cut-outs, are Wagner overtures and preludes; Respighi's "Pines of Rome" and "Fountains of Rome," Berlioz' "Roman Carnival Overture" and Saint-Saens "Danse Macabre"; Smetana's "Moldau," Tchaikovsky's "Romeo and Juliet," Sibelius' "Finlandia," Glinka's "Kamarskaya" and Liadov's "Kikimora"; Debussy's "La Mer" and "Iberia" and Franck's "Psyche" and "Eros"; Verdi and Rossini overtures and preludes, and Dvorak's "Symphony No. 9" and Schumann's "Manfred Overture." Other releases tentatively are slated for August and September.

The April package, which will include a special 36-page booklet on the maestro, will contain broadcast performances never before released. The

Caroline, Scotland, and 270 stations, is beaming an appeal five times a day urging listeners to write to Prime Minister Harold Wilson demanding that the issue of free enterprise radio should be put to the vote.

# KHJ Takes Ratings Command

• Continued from page 32

On the TV show "Boss City," aired Saturday evenings, exploitation films of the station's activities are aired along with live performances by guesting artists.

Three times a year, KHJ place questionnaires before young people at teen fairs, etc., and comes up with salient research information which graphs their tastes and dislikes in music along with such power-er questions as "Do You Believe in God?"

Jacobs feels the station's lineup of DJ's bears solidarity in as much as five of the seven men have been with the station since it's programming switch. These men include Robert Morgan, Don Steele, Johnny Williams, Sam Riddle and Gary Mack. Steele's top individual Radio Response Rating at the leading DJ for influencing sales of singles, prompts Jacobs to call him a "dynamic" personality who is in total command during his air stint. "He's total-

works also were never waxed by Toscanini in studio sessions. Plans call for other material, not previously issued, to be released later on the regular Victrola line. All performances, and most set for Victrola, are with the NBC Symphony.

Next month's package will contain Haydn's "Symphony No. 99" and "Sinfonia Concertante in B Flat," Leopold Mozart's "Toy Symphony," Brahms' "Serenade No. 2 in A," "Liebeslieder Waltzes" and "Gesang der Parzen," with the Robert Shaw Chorale, Sibelius' "Symphony No. 2" and "Pohjola's Daughter," and Shostakovich's "Symphony No. 7 (Leningrad)" and "Symphony No. 1." The broadcasts date from 1940-1949.

All Toscanini albums being deleted this month will be reissued on Victrola this year. Other releases are set for next year. Included will be multiple-set releases in early fall of the entire existing Toscanini orchestral catalogs of Beethoven, including the complete nine symphonies, and Brahms, including the complete four symphonies. This will be available for the first time in authentic drop sequence order. Album previously rechanneled for stereo, such as Dvorak's "Symphony No. 9," will appear on Victrola in mono only. Victor plans an all-out sales and promotion campaign in the new series.

ly involved with everything." The mechanical slickness which is not seen by the public drives the station like polished gears in a watch. Bill Drake once said that at any time he knew what was going out on the air at KHJ.

Suffice it to say there is never any dead air at the station which reinforces its position with its listeners by making it fun to tune in. The combination of prizes and a commitment to the uptight sounds of the 60's have produced a winning radio operation.

## CLASSICAL NOTES

• Continued from page 35

the Academy of Music and in New York's Philharmonic Hall on next Tuesday (28). Soloists will be soprano **Martina Arroyo**, contralto **Maureen Forrester**, tenor **Richard Lewis**, and bass **Cesare Siepi**. . . . Wayne Shilkret last week became publicity director of the Philadelphia Orchestra Association. Had been a publicity associate with Hurok Attractions since 1955. . . . **Miltiades Caridis** will conduct the **Philharmonia Hungarica** at Carnegie Hall on Thursday (23). . . . The **Boston Symphony Chamber Players** will perform in Boston's Jordan Hall next Wednesday (29). In April the ensemble begins an eight-week European tour, which will include concerts in the Soviet Union, West Germany and London. **FRED KIRBY**

## KRAK Success

• Continued from page 28

to a country format. In Sarasota, Fla., WYND had been country, but switched in November 1966 to rock 'n' roll format and, under station President Ken Hart, has been driving for the teen market. In several markets, old-line country stations have been hampered by the new ones that have cropped up. But the over-all picture for country music radio has never looked better. Many country stations have, to show how good business is, raised their rates for advertising. Example: KGBS in Los Angeles last week upped prices 15 per cent and general sales manager Ralph Petti cited the overwhelming listener response and advertiser acceptance the station has achieved in the market as the reason for the increase. KGBS went country on Jan. 3, 1966.

## NASHVILLE SCENE

• Continued from page 46

of writer-relations for the firm. . . . **Marv Hoerner** has announced the signing of recording artist **Bob Parrish** to a personal management contract. Parrish, of Gainesville, Fla., is a tobacco auctioneer when not doing personals. Hoerner, by the way, is moving all his activities from Nashville to Amboy, Ill. . . . **Ralph Emery** will spend time away from his WSM post traveling with the **Hank Williams Jr.** show.

## KTVT-TV Modern

• Continued from page 26

on the show as regulars will be Cheryl Pool, young singing and recording artist. Terry Lee will make a return to television in role of "Berstina Crumpton," a comedy character described as somewhat like Minnie Pearl.

# SAN FRANCISCO

FIRST IN A SERIES OF BILLBOARD REPORTS  
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## Yesteryear's Country Hits

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

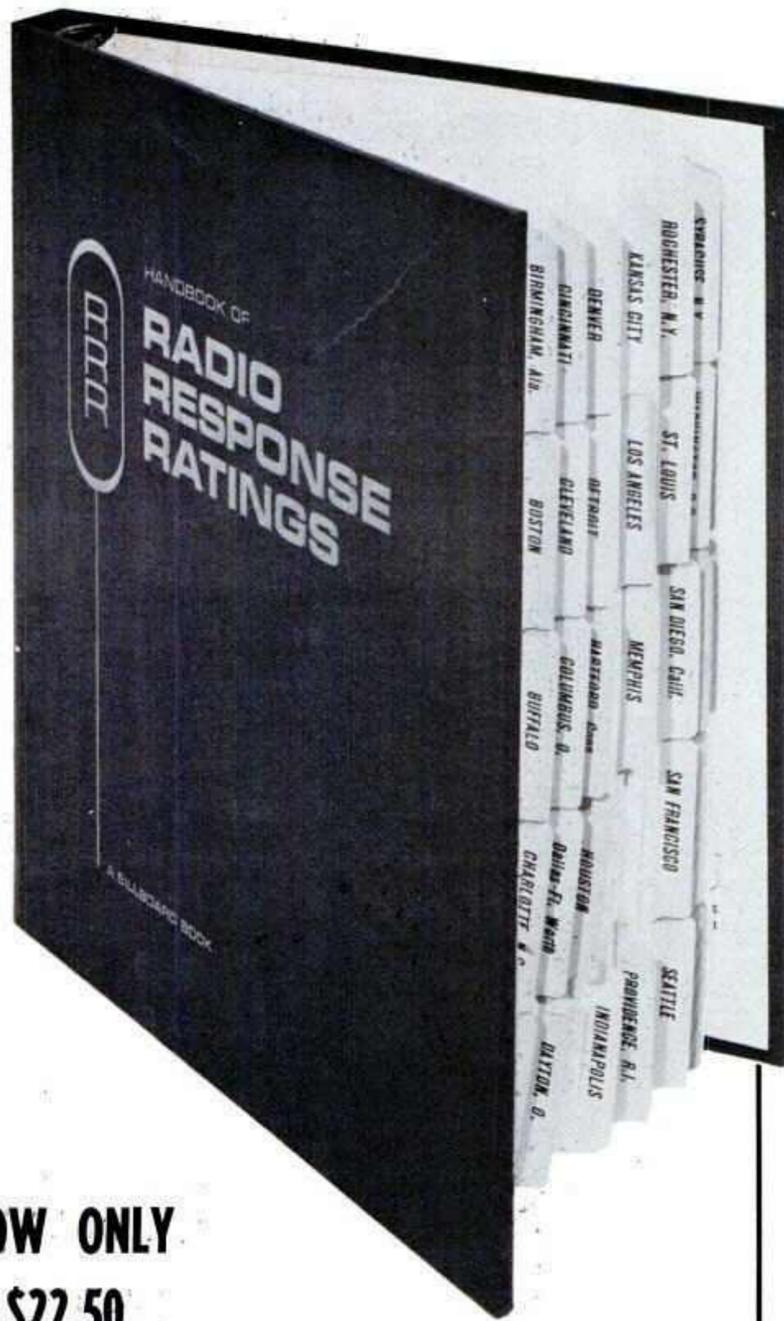
### COUNTRY SINGLES— 5 Years Ago March 24, 1962

- Misery Loves Company, Porter Wagoner, RCA Victor
- She's Got You, Patsy Cline, Decca
- A Little Bitty Tear, Burl Ives, Decca
- A Wound Time Can't Erase, Stonewall Jackson, Columbia
- That's My Pa, Sheb Wooley, MGM
- Charlie's Shoes, Billy Walker, Columbia
- Walk on By, Leroy Van Dyke, Mercury
- Lonesome Number One, Don Gibson, RCA Victor
- Aching, Breaking Heart, George Jones, Mercury
- Alla My Love, Webb Pierce, Decca

### COUNTRY SINGLES— 10 Years Ago March 16, 1957

- Young Love, Sonny James, Capitol
- There You Go/Train of Love, Johnny Cash, Sun
- I've Got a New Heartache/Wasted Words, Ray Price, Columbia
- I'm Tired, Webb Pierce, Decca
- Too Much, Elvis Presley, RCA Victor
- Gone, Ferlin Huskey, Capitol
- Knee Deep in the Blues, Marty Robbins, Columbia
- Singing the Blues, Marty Robbins, Columbia
- Am I Losing You? Jim Reeves, RCA Victor
- Crazy Arms, Ray Price, Columbia

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### CONTENTS

#### THE 41 MAJOR MARKETS

Ratings indicate position held by each station and disk 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—	COLUMBUS, Ohio	MEMPHIS, Tenn.	PITTSBURGH, Pa.
SCHENECTADY—	DALLAS, Tex.	MIAMI, Fla.	PORTLAND, Ore.
TROY, N. Y.	DAYTON, Ohio	MILWAUKEE, Wis.	PROVIDENCE, R. I.
ATLANTA, Ga.	DENVER, Colo.	MINNEAPOLIS—	ROCHESTER, N. Y.
BALTIMORE, Md.	DETROIT, Mich.	ST. PAUL, Minn.	ST. LOUIS, Mo.
BIRMINGHAM, Ala.	FT. WORTH, Tex.	NASHVILLE, Tenn.	SAN DIEGO, Calif.
BOSTON, Mass.	HARTFORD, Conn.	NEW ORLEANS, La.	SAN FRANCISCO, Calif.
BUFFALO, N. Y.	HOUSTON, Tex.	NEW YORK, N. Y.	SEATTLE, Wash.
CHARLOTTE, N. C.	INDIANAPOLIS, Ind.	NEWARK, N. J.	SYRACUSE, N. Y.
CHICAGO, Ill.	KANSAS CITY, Mo.	OKLAHOMA CITY, Okla.	WASHINGTON, D. C.
CINCINNATI, Ohio	LOS ANGELES, Calif.	PHILADELPHIA, Pa.	
CLEVELAND, Ohio			

#### CROSS-REFERENCE RECAP BY MUSICAL FORMAT

POP SINGLES	DJ RANK
POP LP'S	STATION RANK
R & B	STATION ADDRESS,
JAZZ	ZIP CODE,
COUNTRY	AREA CODE &
CONSERVATIVE	PHONE NUMBER
COMEDY	
FOLK	
CLASSICAL	

#### SPECIAL LISTINGS

<b>NATIONAL BANDSTAND SHOWS</b>
Name of Show & Personality
Current number of markets
Producer & Talent Co-ordinator
Full address, area code & phone number
<b>LOCAL TV BANDSTAND SHOWS</b>
City & State
Name of Show & Personality
Station Call Letters & Time Slot(s)
Full address, area code & phone number
<b>COUNTRY TV SHOWS</b>
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 acts, and for a reciprocal campaign for British artists in Italy were completed during a recent visit to London by Lucio Salvini, the label's promotion manager.

Ricordi artists involved will be Bobby Solo, Equipe '84 and Milva. British stars earmarked for concentrated Italian promotion are the Bachelors (Decca) and the Troggs (Page One).

Solo's English recording will be handled by the Larry Page-Dick James operation, Page One Records. He recorded his first numbers in London March 13.

"The widest radio and TV exposure ever organized in Britain for an Italian artist will support the sales effort," Salvini said.

Solo was the first Italian artist to achieve the million sales mark with the San Remo song, "Una Lacrima Sul Viso" in 1964. It eventually sold nearly three million records throughout the world.

### Via Major Minor

Records by Equipe '84 and Milva will be released in Britain through Phil Solomon's Major Minor label. Equipe's first single will be English-language versions of "Auschwitz" and "29 September."

The group signed with Ricordi in February last year, and scored hits with "Lo Ho in Mente Te," "Resta," "Bang Bang" and "Auschwitz."

Milva, who has already cut two titles in English here, moved to Ricordi in September last year after six years with Fonit-Cetra. Two of her subsequent singles, a San Remo song "Uno Come Noi" and the Italian version of "Little Man," sold particularly well.

Equipe '84 and Milva are also lined up for British appearances. The group is scheduled to visit between June 16 and 19, and Milva was due in London this week. She will return May 2-6 as part of a two-month international tour that will take in North and South America and several European countries.

### The Troggs Due

Page One artists, the Troggs, are due here Tuesday (28) for two days for the Gaber-Caselli TV show, telefilming other spots, concerts and possibly to record in Italian.

They have been associated with Ricordi since June last year, and made the Italian charts with "A Girl Like You." Their current single on Ricordi's R-International label is "I Can't Control Myself."

Decca's Bachelors are expected here between May 16 and June 11. The agreement concluded between Salvini and their manager Dorothy Solomon entails an extensive tour of this country, live and prerecorded TV spots and recordings in Italian of their repertoire to be released on the R-International label.

The trio's first release here was "La Tua Immagine" ("The Sound of Silence"). In November last year, and made its San Remo Festival bow this year with "Proposta."



PETULA CLARK receives a silver disk in London from Leslie Cocks, left, general manager of Pye Records, and deejay Don Moss for British sales of more than 250,000 copies of her pressing of "This Is My Song," the theme from "Countess of Hong Kong."

## LP'S 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 Bundesverbandes der Phonographischen 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 halting what trade pessimists have been calling the "stagnation" in the German record business. Sales volume rose last year to about \$100 million as against \$95 million for 1965.

By volume, however, disk sales slipped about 3.5 per cent, to 47.5 units. Thus, the increase in the value of 1966 sales was accounted for by the upsurge of the LP.

## Int'l Record Grand Prix Winners

PARIS — The International Record Grand Prix awards by the Academie Charles Cros were announced on the opening day of the Festival du Son at the Palais d'Orsay.

Winners were:  
**In Honorem:** The Orchestre National de l'Orf "Les Maries de la Tour Eiffel," music by the Groupe des Six conducted by Darius Milhaud (Ades); Debussy-Albeniz-Bizet conducted by Charles Munch (Guilde In-

ternationale du Disque).  
Charles Trenet for his 30 years of song (Barclay).  
"Temoins de Notre Temps" by J-P Chabrol, Jean Vilar, Max-Pol Fouchet, E.d'Astier de la Vigerie and Rene Clair (Barclay-Arion).

**In Memoriam:** Homage to Carl Schuricht (Guilde Internationale du Disque).  
"Paroles de Romandie" by Radio Suisse Romande (Vogue).  
Marguerite Long plays Ravel,

Milhaud, Debussy (Gravures Illustres-Pathe Marconi).  
"Bartok Vivant" Sonatas of Bartok and Debussy by Bela Bartok and J. Szigeti (Amadeo).  
**Prix Paul Gilson:** Anne Sylvestre for all her recordings (Philips).

**Prix Anne Monteverdi (400th anniversary):** Eighth Book of Madrigals by the Societa Cameristica of Lugano conducted by Edwin Loehrer (Cycnus).  
"Vespro della Beata Vergine" by the vocal and instrumental ensemble of Lausanne conducted by Michel Corboz (Erato).

**Prix Roland Manuel:** Stravinsky conducts Stravinsky (CBS).  
**Symphonic Music:** Mahler's Symphony No. 2 "Resurrection" by Heather Harper, Helen Watts and the London Symphony Orchestra conducted by Georg Solti (Decca).  
Koechlin, Pierre Boulez and Olivier Messiaen by the BBC Symphony Orchestra conducted by Antal Dorati and Pierre Boulez (La Voix de Son Maitre).

Varese: "Arcana"; Martin: Concerto For Seven Instruments by the Chicago Symphony Orchestra conducted by Jean Martinon (RCA).  
**Ballet Music:** Prokofiev's "Cinderella" by the U.S.S.R. Radio Symphony Orchestra conducted by Guennadi Rojdestvenski (Chante du Monde).

**Soloists and Orchestras:** Poulenc's Concerto for Piano and Orchestra and Aubade for Piano and Orchestra by Gabriel Tacchino and the Societe des Concerts du Conservatoire conducted by Georges Pretre (La Voix de Son Maitre).  
Handel's Concertos for Organ by Edouard Muller and the Schola Cantorum Basiliensis conducted by August Wenzinger (Archiv).

Mozart's Concerto No. 5 for Violin and Orchestra in A Major (K 219); No. 7 in D Minor (K.271a) by Henryk Szeryng  
*(Continued on page 54)*

## U. K. Pubs Seek Easing Of Proposals by BBC

LONDON — British Publishers are striving to persuade the BBC to modify proposals that would give the corporation 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 Britain met with BBC officials March 3 to urge the corporation to relax its proposal that it should have the right to nominate the publishers of some commissioned music.

Additionally, the BBC is asking that when a composer nominates his own publisher, the corporation should take a half share of the publishing rights.

The corporation claims that since a commission for a signature tune or other music usually results in that piece of music going on to earn extensive record, broadcast and performance royalties, the BBC is entitled to a share of this income.

As a result of the BBC stand, the Composers Guild is telling its 400 members not to sign contracts with the BBC because of the new publishing stipulations in the corporation's contracts.

The MPA Council met last

Wednesday (7) to consider the counter BBC proposals. The Association has delayed taking stronger action hoping the BBC may reconsider and offer publishers a better deal.

Meanwhile, the government-instigated prosecutions are relentlessly harassing the pirates and making it more hazardous for the last remaining fixed base stations to operate. Radio Scotland has been fined \$220 after admitting illegal broadcasting inside territorial waters from a hulk moored in the Firth of Clyde. The station's managing director Thomas Shield was cleared of a similar charge. The station is the fourth to be successfully prosecuted by the Post Office.

After the case, the station went off the air. Shields said the hulk would be towed farther out to sea before resuming broadcasts, but he announced that the station will quit permanently when the current marine broadcasting offenses bill becomes law. The Post Office has now applied for confiscation of the transmitting equipment used by Radio 390, which has gone back on the air after being fined for illegal transmission.

## Tamla-Motown's Sound to Zero In on 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 Italiana International label's manager, Giampiero Ricci.

The April batch of Tamla releases will include Italian language versions of hits by the Four Tops, the Supremes, Stevie Wonder, the Miracles, the Temptations and Jimmy Ruffin.

RCA Italiana signed a distribution agreement with Tamla-Motown last October.

Ricci visited Detroit last December, 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 recordings after similar sessions in

New York with Colgem's Monkees.

Earlier this month, Ricci was in London for the Italian recording of Sandie Shaw's Eurovision entry, "Puppet on a String." Other Pye group artists to cut Italian language disks are Jackie Trent, David Garrick, Geno Washington and Clinton Ford.

### Association Book

NEW YORK — The Association, Valiant Records group, has written a new book called "Crank Your Spreaders." The content includes prose, poetry, photographs, line drawings and various literary forms which are difficult to classify.

Publisher is Beechwood Music. Press run of 50,000 copies will be distributed to newsstands.

## 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 Norwegian record market.

Local LP production is increasing. Recent local albums have come from Wenche Myhre (Polydor), folk singer Alf Cranner (Nor-Disc), and the Beatnicks and Vanguard's beat groups (Triola). The Reader's Digest organization in Norway will participate in the market-

ing of the 20 EP's of fairy tales recorded by prominent Norwegian actors for the Bendiksen label.

Bendiksen's plans for selling this series were initially hampered by the refusal of major booksellers to include the disks in their door-to-door sales service (Billboard, Feb. 25). The agreement with Reader's Digest will mean additional distribution for EP's normally available through record retailers.

## DGG Opening a Mammoth Sales Drive on Karajan's 'Walkuere'

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 Walkuere."

Karajan recorded the opera in the Jesus Christus-kirche in the Dahlem section of West Berlin late last year. Karajan will produce the opera during the Salzburg Easter Festival beginning next Wednesday. 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 later filming will be similarly exploited in Grammophon's sales promotion. Several European radio stations will broadcast the Salzburg performances either live or from tape. A number of radio stations will program the Deutsche Grammophon recording, including RTF Paris and the West German Radio at Cologne.

The British 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 Walkuere." Press promotion in Germany and in foreign countries is in full swing.

Grammophon has been operating its pressing plant at Hanover on speeded-up production schedules so that this first complete studio recording of a Wagner will not only have its "premiere" during this year's Salzburg festival, but can be made available at the same time throughout Europe and in the U. S.

Grammophon has rushed large stocks of the recording to retail disk shops throughout West Germany and in foreign countries with all of the precision of a gigantic military logistics operation.

Deutsche Grammophon is keying its promotion of "Die Walkuere" to Karajan's new conception of "The Ring." Grammophon says that "Die Walkuere" is the first step toward the fulfillment of Karajan's long-standing wish "to come to terms with Richard Wagner's chief work, 'The Ring of the

Nibelungen, as an artist, a conductor and stage director, using all present-day technical aids and communication media to fullest advantage."

Karajan and the Berlin Philharmonic will give three performances of "Die Walkuere" at Salzburg. Later, the production (also by Karajan) and singers move to the Met for a dozen performances. The rehearsals and the performances at Salzburg will be filmed, so "Walkuere" will have been acted out in every medium—on disk, in the theater and on the screen.

Deutsche Grammophon is giving promotion in depth to this "Walkuere" as the "brainchild of Herbert von Karajan and the first part of a grand design for 'The Ring.'" Next year, "Rheingold" will go through the same process, and "Siegfried" and then "Goetterdaemmerung."

The cast for "Die Walkuere" has Jon Vickers (Siegfried), Martti Talvela (Hunding), Thomas Stewart (Wotan), Gundula Janowitz (Sieglind), Regine Crespin (Brunnhilde) and Josephine Veasy (Fricka).



KEY EXECUTIVES of MGM Records and their Canadian distributor, Quality Records Ltd., held a sales meeting in Toronto last month. Here, left to right (rear), Quality Records' general sales manager Lee Farley; national sales manager, Vervé, Reg Ayres; production co-ordinator, George Struth; vice-president and managing director, George Keane; vice-president, finance, W. R. Bays; national sales manager, MGM, Clyde McGregor; (front) MGM Records' director of international sales, Eric Steinmetz; president, Mort Nasatir; director of a&r, R. Morgan; director of marketing, L. Sheer.

## From The Music Capitals of the World

### AMSTERDAM

The manufacturer-dealer co-operative, CCGC, marked the 50th anniversary of the first jazz record release by RCA Victor (featuring Nick La Rocca's original Dixieland jazz band) in co-operation with Dutch RCA representative Linelco, and the Dutch Jazz Foundation which named March 7 as National Jazz Day. . . . Dutch impresario Lou Van Rees has signed Sammy Davis for a concert here on May 28 for a fee said to be \$20,000. . . . Negram-Delta released the Spanish and British Eurovision entries, respectively, "Hablos del Amore" by Raphael and "Puppet on a String" by Sandie Shaw.

The British Sue label is now represented here by Phonogram. . . . Philips has culled a memorial album of recordings by the late Dutch Gipsy Tata Mirando under the title "A Gipsy Played." . . . Dutch singer Boudewijn De Groot (Decca) recorded some of his numbers in English for the international market. De Groot receives a gold disk next Wednesday (29) for 100,000 sales of his recent chart-topper, "Land Van Maas en Waal." Phonogram has reissued its Fontana "Music for the Millions" series on low-price albums. It features popular classical and light music. . . . Iramac has licensed Willem Breuker's "Contemporary Jazz from Holland," for release in France, Germany and the U. S. . . . British pop stars expected here include the Pretty Things for Easter dates at Beat Venues, the Swinging Blue Jeans (April 29-May 2) and David Garrick (May 6 and 7).  
BAS HAGEMAN

### BRUSSELS

Peter Plum will subpublish the new Mireille Mathieu songs, "Ce Soir Ils Vont S'Aimer," "Geant" and "Alors Nous Deux," under his contract with the new Johnny Stark publishing company. Plum has also acquired the Hugues Aufray songs, "La Blanche Caravelle" and "Il Faut Ranger Ta Poupée," for Belgium. . . . Bens Music Publishing Co. has signed a deal with Debman U. S. firm, for Benelux and French representation. . . . The European publishing companies of EMI organized a European Music Publishing Conference in Brussels on March 2 and 3 to exchange views and ideas and discuss mutual problems. EMI publishing companies in Brussels, the U. K., France, Holland, Sweden, Denmark, Germany, Italy and Spain were represented.

. . . Singer Adamo visited London to discuss plans for an LP in English with Norman Newell. Recording date is set for July. Adamo, who is currently recording in French, Italian, Spanish, Portuguese, German and Turkish, is set for tours of Canada and Japan and an important film role. . . . Vogue rush-released the new Frank Sinatra-Nancy Sinatra song "Somethin' Stupid" and chalked up 3,000 sales on the first day. Company also reports impressive LP sales of instrumental originals by the Roger Mores orchestra. . . . Freshly released American r&b singles are being imported into Brussels discotheques, where they are making a strong impact. The Black and White Club reports strong reaction to Sterling Magee's "Oh She Was Pretty" on Tangerine and Brother Jack McDuff's "Hot Barbecue" on Prestige. . . . Jimi Hendrix visited here to promote his record, "Hey Joe," released here by Barclay.  
MIKE HENNESSEY

### LAS VEGAS

Epic recording stars, the Doodletown Pipers, open with George Burns at the Riviera Hotel May 30. It will be the second appearance here for the hot musical group. They joined Eddie Fisher on the bill at the Riviera last November. . . . The Novellets take time out from their extended Stardust Hotel run to play a two-weeker at the Vapors, in Hot Springs, Ark., starting next Thursday (30). . . . Randy Costa, a popular comic who has entertained in such spots as the Waldorf-Astoria, the Fontainebleau and the Roosevelt Hotel in New Orleans, is currently playing in the lounge at the Four Queens here.

Eartha Kitt, whose unique style and unmistakable voice attracted SRO crowds at Caesars Palace last fall, returned to Nero's Nook last Friday (17). . . . Dean Martin, whose TV show has zoomed to first place in the national ratings, opened last Wednesday at the Sands Hotel. Louie Prima, along with Gia Maione, Sam Butera and the Witnesses, also opened the same night in the Sand's lounge. The Desert Inn gave Jimmy Durante a gold nose, the same size as his own, in honor of his 50th year as a headliner. . . . Steve Goodman, former manager for Woody Herman, has been named entertainment co-ordinator for acts in the Blue Room of the Tropicana Hotel. . . .  
(Continued on page 54)

## Lennon & McC Capture Novello

LONDON—For the fourth year, the songwriting Beatles, John Lennon and Paul McCartney, dominated the 1966 Ivor Novello Awards made to "Outstanding British Popular and Light Music." They gained both awards in the most performed section and also won the highest sales category.

Sharing their acclaim is the now publicly owned Northern Songs helmed by Dick James, who gets an award as publisher of the top novelty.

American-owned publishing companies figure prominently in the awards. Screen Gems and U-A Music are British subsidiaries of Trans-Atlantic firms, Meteor (Southern), Welbeck (Leeds), Shadows and Davray (Carlin) affiliated to U. S. controlled houses. The strong writer-performer involvement, currently a growing trend internationally, is evidenced by the fact that all but one of the awards go to composers who have also been responsible for recordings of their works in one form or another.

Of the writer-performers, most are with EMI. Exceptions are Jackie Trent, Tony Hatch, Ray Davies (Pye), Geoff Stephens (Philips) and John Barry (CBS).

The awards were organized by the British

Songwriters' Guild and chosen by an ad hoc committee under the chairmanship of Paddy Roberts. They were being presented at the BBC Playhouse Theater Studio Thursday (23) during pre-recording of a 60-minute radio special for airing Easter Monday (27).

Winners receive bronze statuettes (Ivory) and runners-up certificates. Songs, writers, publishers, and where applicable record companies, are:

Most Performed Work: "Michelle" (John Lennon-Paul McCartney, Northern). Songs: "Yesterday" (Lennon-McCartney, Northern). Side of Record Achieving Highest Certified British Sales: "Yellow Submarine" (Lennon-McCartney, Northern, EMI Records), "What Would I Be" (Jackie Trent, Darren Music), "Winchester Cathedral" (Geoff Stephens, Meteor), "Call Me (Tony Hatch, Welbeck). Film Song: "Born Free" (Don Black-John Barry, Screen Gems), "Time Drags By" (Hank Marvin-Bruce Welch-Brian Bennett-John Rostill, Shadow Music). Novelty Song: "Hev Yew Gotta Lought, Boy?" (Allan Smethurst, Dick James Music), "Dedicated Followers of Fashion" (Ray Davis, Davray). Instrumental: "The Power Game" (the late Wayne Hill, De Wolfe), "Khar-toum" (Frank Cordell, United Artists Music). Outstanding Services to British Music: Joe Loss.

## Mireille Mathieu 'New Piaf,' Breaks the Gate in Brussels

BRUSSELS — France's 19-year old Mireille Mathieu broke box office records when she appeared recently for six days at the Ancienne Belgique here. During her appearance the fast-rising singing star, who has been described as the new

Edith Piaf, was featured on French and Belgian radio. The French broadcast included a link-up with Danny Kaye in the States and Maurice Chevalier in Paris.

Meanwhile, Johnny Stark, manager of Mlle. Mathieu, revealed details of her bookings. After TV appearances in France, Spain and Portugal, Mlle. Mathieu flies to the States for guest spots on three big TV shows. On April 4 she will appear on Montreal TV and will make her London Palladium debut on April 9. After TV in Berlin on April 21 and 22, she will participate in a color TV show, along with Sammy Davis and Peter, Paul and Mary.

From May 1 to 11 she tours Germany, then after three dates in Holland, flies to the Soviet  
(Continued on page 54)

## ACCOLADES TO LONDON, ACTS

LOS ANGELES — London Records and its artists have been singularly honored during the past 10 days. At the NARM convention here, maestro Mantovani received a special presidential artist award. He was also tendered a reception by Montgomery Ward, for whom Monty endorsed a stereo player. In addition, London Record's the Rolling Stones won a NARM award for the best selling British group, an honor which they shared with MGM's Herman's Hermits. These accolades came shortly after London's NARAS award for the best opera recording (Wagner's "Die Walkuere," George Solti conducting the Vienna Philharmonic Orchestra).

## IVA ZANICCHI QUILTS CONTEST

MILAN—Iva Zanicchi's decision to withdraw from the Eurovision song contest in Vienna on April 8 leaves her co-winning San Remo partner, Claudio Villa, as the Italian representative. For the first time since 1957, the San Remo Festival winning song will not be sung in the contest.

## From The Music Capitals of the World

• Continued from page 53

**Godfrey Cambridge** opens at the Aladdin Hotel Friday (24). . . . Riviera Hotel talent scouts on the prowl for new faces, have signed homespun Texas comic **Glenn Ash** for a five-week date starting July 5. He will appear on a bill headlining **Vic Damone**. . . . **Jerry Antes**, starring in the new edition of "Vive Les Girls" at the Dunes, received praise over his new album for Dot called "Suddenly." . . . Comic **Roger Ray** of the Tropicana's "Folies Bergere" show will do a guest spot on the "Ed

Sullivan TV" show. . . . **D'Aldo Romano's** Warner Bros. single, "Angelica," is a big hit here on the radio stations. Warner executives were here last week to discuss future recordings with Romano. **DON DIGILIO**

### LONDON

EMI is now pressing and distributing the entire Immediate catalog following a new pact with the label's head, **Andrew Oldham**, and **Tony Calder**. First new releases on the independent label under its EMI deal will be from **Thrice as Much** and new group the **Apostolic Intervention**, produced by hot U. K. group, the **Small Faces**. Oldham and Calder last week were completing negotiations for their label to be released in the U. S. The Small Faces will probably be included. . . . RCA (Great Britain) is presenting its Stereo 8 cartridge direct to the U. K. retail trade at the annual conference of the Gramophone Record Retailers association next month. This will be the first time the product has been promoted to British dealers.

**Rita Pavone**, now a regular visitor to Britain, flew in Saturday (18) for two TV shows and to record her third British single with **Norman Newell**. . . . Six tracks have been recorded for the **Beatles'** next album, which will not now be issued before May, and will probably appear in June. **Ringo Starr** and **George Harrison** will each be featured and one track in the can has a 41-piece orchestra backing. . . . **Stevie Winwood** has quit hot British outfit the **Spencer Davis Group**, and is forming his own group, **Traffic**, which **Chris Blackwell** will record for release on United Artists in the U. S. The first Traffic single will be issued in May, but the group will not make personal appearances until near year's end, as Winwood is working on composing projects including movie music for "Round the Mulberry Bush" and "The White Witch of Rose Hall."

Decca is issuing the **Monkees'** "Little Bit Me," single and "More of the Monkees" album together on March 31. . . . **Richard Baldwin** has been appointed managing director of Music for Pleasure, the budget record company owned jointly by EMI and the International Publishing Corp.'s

### Mireille Mathieu

• Continued from page 53

for a 26-day tour accompanied by Paul Mauriat and 30 musicians. Then comes nine days in Tokyo and three days in Montreal. Mile. Mathieu will tour France, Belgium and Switzerland during July, August and September, then flies to Hollywood for preliminary work on her first film which will be directed by Joe Pasternak.

She will record an LP in America in November, and return to France for a season at the Olympia Theater in December, returning to the States in February for three months of filming. After TV appearances throughout Europe, she will return to Hollywood in August for three months of further work on the film. Stark has formed his own publishing company—Les Editions Musicales Johnny Stark—to publish the singer's songs and his other artists. The company will be located in the Stark Organization offices at 122, Ave. de Wagram, Paris, and will be represented in Belgium by Peter Plum Publications.

## Int'l Record Grand Prix Winners

• Continued from page 52

and the New Philharmonia Orchestra conducted by Alexander Gibson (Philips).

**Chamber Orchestra:** Muffat-Biber Suites and Sonatas by the Concentus Musicum of Vienna conducted by Nikolaus Harnoncourt (Archiv).

**Soloists: Piano:** Johannes Brahms: Complete Piano Works by Julius Katchen (Decca).

**Organ:** Couperin Deux Messes by M. Chapuis (Harmonia Mundi).

**Paul Hamlyn** offshoot. EMI's **Ken East** has joined the board in place of **Geoffrey Bridge**. . . . **Cliff Richard** has entered the charts with **Don Everly's** composition "It's All Over" and **Keith** is scoring with "Tell Me to My Face," written by three of the **Hollies**. . . . Mercury chief **Irving Green** flew here Monday (13) for two days at Philips' London headquarters after meetings in Holland with Philips' chiefs and other overseas personnel. . . . Pye has scheduled two musicassette releases of A&M repertoire for April release, featuring **Herb Alpert** and **Chris Montez**. **Gordon Waller** of Peter & Gordon will make his debut shortly as a solo record artist for EMI, but will also continue to record works with **Peter Asher**. **Vicki Carr** (Liberty) is due in Tuesday (21) for TV work including a Palladium show appearance.

**Ron Grainer**, whose "Robert and Elizabeth" musical opens on Broadway in November, is now working in Portugal on a musical based on the life of **Marie Lloyd**. . . . After three years Jennings has ceased to distribute Thomas Organ products in U. K. and will now concentrate on marketing its own Vox equipment range. . . . EMI has scheduled an April album from **Geoff Love** in his Latin-style Manuel Series, one of the strongest sellers on the company's Studio 2 Stereo-only label. It will be followed by an album including material acquired by Love on a recent visit to Brazil. **GRAEME ANDREWS**

### MILAN

**Jobete Music**, which publishes a large section of the Tamla-Motown repertoire, and Aberbach are not expected to renew their Italian sub-publishing pact which expires soon. . . . **Sandy Posey** (MGM) recorded Italian versions here of "Born a Woman" and "Single Girl" for Ricordi, and filmed TV segments. . . . **Iva Zanicchi** (Rifi) recorded her winning San Remo "Non Pensare a Me" in English for release by United Artists in the States and Britain. . . . **Marion Zelinotti** (Dium) returned from Spain after a promotion on his four-week Italian chart-topper "Cuore Matto," which he presented at San Remo jointly with **Little Tony**. In Spain, Zelinotti guested in **Jose Quero's** "Tele-Ritmo," which is also screened in many parts of South America.

"Tell Laura I Love Her" is being revived in Italian by RCA Italiana star **Michele**. . . . **Edoardo Vianello** (RCA Italiana) and **Wilma Goich** (Ricordi) are spending part of their honeymoon this month touring Canada and the States. New star **Niki** (Tiffany) will take part in the 1967 Cantagiro Singing Tour of Italy, the leading summer pop music event. She will sing "Tu Dici Ciao," the Italian version of **Los Bravos'** "Baby, Baby." . . . Carosello Curci is aiming for substantial radio and TV exposure to relaunch newly signed **Gianni Meccia**, composer-singer responsible for past hits like "Il Barattolo." "Il Pullover" and **Mina's** "Folle Bandieruola." . . . Ariston International manager **Ernesto** revisiting London. Phonocolor and Ariston will

Cabanilles: "Les Trompettes en Chamade" by Montserrat Torrent (Charlin).

**Song:** Schubert: "Schubert-aide" by Elly Ameling and Jorg Demus (Harmonia Mundi).

Mahler: "Das Knaben Wunderhorn" by M. Forrester and H. Rehfuss and the Festival Orchestra of Vienna conducted by Felix Prohaska (Amadeo).

**Chamber Music:** Beethoven String Quartets 1 to 17 by the Quatuor Hongrois (Columbia).

Mozart: Quartets with piano in G Minor (K 478) and E Flat Major (K 493) by R. Riefling and the Quatuor Danois (Valois).

**Ancient Music:** Isaac-Hofhaimer-Senel: "The Triumph of Maximilian the First" by the London Ambrosian Singers and the Minstrels of Vienna Ensemble conducted by Gudun Schmeiser (Belvedere).

**Collection:** Complete violin works of Bartok by E. Gertler (Supraphon).

"Versailles" by the Philippe Caillard Choir and the J. F. Paillard Orchestra (Erato).

**Opera:** "La Vida Breve" by Manuel de Falla with Victoria de Los Angeles, Ines Rivadeneyra, A. M. Higuera, Carlos Cossuta and the National Orchestra of Spain conducted by Rafael Fruhbeck de Burgos (La Voix de Son Maitre).

"Wozzeck" by Alban Berg with Walter Berry, Isabelle Strauss, Fritz Uhl and the Orchestra and Chorus of the Paris Opera conducted by Pierre Boulez (CBS).

"The Valkyrie" by Richard Wagner with Regine Crespin, Gundula Janowitz, Jon Vickers, Thomas Stewart and the Berlin Philharmonic Orchestra conducted by Herbert von Karajan (DGG).

**Religious Music:** Handel's Messiah with Heather Harper, Helen Watts, John Shirley Quirk and the London Symphony Orchestra conducted by Colin Davis (Philips).

Sacred Concert in Tour Cathedral by the Vocal and Choral Ensemble of Ockeghem conducted by C. Paternie. (Erato).

**Liturgical-Music:** Musique Bouddhique. UNESCO collection—a musical anthology of the Orient (Barenreiter-Musicaphon).

**Iberian Song:** The airs of Zarzuelas by Montserrat Caballe and orchestra conducted by Eugenio Marco (RCA).

**Jazz:** Ornette Coleman "Chappaqua Suite" (CBS).

"Dicky Wells in Paris" with Bill Coleman and Django Reinhardt (La Voix de Son Maitre).

**Research:** Pierre Schaeffer "Solfege de l'objet sonore" (Pierres Vives).

**Prix Pierre Brive:** Regine (Pathe-Marconi).

Jacques Dutronc (Vogue). **Prix Chanson:** Nana Mouskouri (Philips).

Gilbert Grenier (La Voix de Son Maitre).

**Prix Revelation:** Patrick Aerial (CBS).

**First Disk:** The Poliakov Sisters (La Voix de Son Maitre). Jacques Bertin (BAM).

**Group:** The J.P.P.L.L. (Philips).

**Music and Poetry:** Poems of Marie Noel by Christiane Perrin (Mouloudji-Festival).

**Story:** "Le Noel des Santons de Paris" by Gali Nosek and P. Jambalini (Unidisc).

**Humour:** "Le Permis, La Circulation" by Jean Yanne (Barclay).

**Documentary:** "Hommes et faits du XXe Siecle" by the Marquis de Cuevas and his ballets (SERP).

"Les Acteurs au Micro" with Michel Simon, Suzanne Dehelly, Max Dearly, Fernand Gravey, Paul Meurisse, Françoise Rosay, Jean Gabin, Arletty, Noel-Noel, etc. (Columbia).

**Music for Relaxation:** "Batucada Fantastica" conducted by Luciano Perrone (Riviera).

"Club Piano No. 1" (CBS) and "Club Piano" (Decca) by Jack Dieval.

participate in the Malta Song Festival (April 1-3), in addition to the previously reported Meazzi and Tiffany. . . . United Artista is releasing in Britain an EP of four 1967 San Remo songs performed by Curci-Carosello's **Domenico Modugno**, **Gianni Meccia** and **Memo Remigi**, plus UA's **Bobby Goldsboro**. . . . **Enrico Macias** (Pathe-Marconi) was here for TV's "Giocchi in Famiglia" and to promote his latest Italian release "Io Ho Paura" ("J'ai Peur").

**Donovan's** singles and album, released by RCA Italiana, are being supported by a substantial press campaign. . . . **Los Bravos** (Columbia Espanola-Tiffany) has reached the 80,000 sales mark with San Remo's "Uno Come Noi," published by Tiffany's associate Edizioni Rimi. . . . **Ornella Vanoni's** disks (Ariston) have been assigned to Decca for Britain and A.Z. for France. She will visit London and Paris for TV dates to promote the releases. **GERMANO RUSCITTO**

### NEW YORK

**Chuck Jackson**, Scepter-Wand singer, signed with **Don Soviero's** S.A.C. . . . **Elmer Bernstein** will write the score for **David Wolper's** "The Devil's Brigade" to be distributed by United Artists. . . . The **Angels**, whose latest RCA Victor release is "I Had a Dream I Lost You," are set for a four-weeker at Caesars Palace in Las Vegas starting April 14. . . . **Erroll Garner's** recent Carnegie Hall concert was taped for an airing as a BBC-TV special. . . . **Lana Cantrell**, RCA Victor artist, will guest

on ABC-TV's "Hollywood Palace" May 6. . . . E.B. Marks publishing **Carlo Rustichelli's** score for the "The Birds, the Bees and the Italians." . . . RCA Victor's **John Gary** will give two concerts at Carnegie Hall next Monday (27). . . . The **George Renain Trio**, exponents of mariachi and Continental music, begin an indefinite engagement at Ali Baba East on Tuesday (21). . . . **Lou Zerato** back at his writing chores at Schwartz-Greenberg publishing firms after a three-month leave. . . . Gernhard Enterprises has retained Ivor Associates to handle public relations for the **Royal Guardsman**. . . . **Turley Richards** in town for promotion meetings with Columbia's **Tom Noonan** regarding his new release "I'm A Lonely Man" b-w "I Can't Get Back Home."

**Lionel Hampton** begins a run at Al Hirt's Club in New Orleans next Monday (27). . . . The Greengrass-Talan Management Associates have opened a Coast office in Beverly Hills. . . . **Jane Morgan**, Epic artist, will appear with **Bob Hope** at the White House News Photographers' Ball in Washington on April 6. . . . Diamond Records signed a production deal with **Duke Niles** and **Ray Passman** for the release of masters by **Joe & Lydia**, a folk-rock team. . . . The National Catholic Music Educators Association national convention will open at Philharmonic Hall on April 4. . . . Julia Records, which has been in the country and western field for the past two years, is now expanding into the pop market. **Ed Daniels** is handling a&r for the firm which is based in Teaneck, N. J. . . . Charles Fuller Produc-

(Continued on page 59)

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## ARGENTINA

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	2	LA FELICIDAD	*Palito Ortega (RCA)—Relay
2	1	A BANDA	Chico Buarque de Hollanda (Fermata); *Las 4 Voces (CBS); *Juan Ramon (RCA); Os Cariocas (Phonogram); *Los Garotos (Odeon); *Tropical Combo (Music Hall); Nara Leao (Philips)—Fermata
3	6	LITTLE MAN	Dalida (Disc Jockey); *Los In (CBS); Frank Pourcel (Odeon); *Barbara y Dick (RCA)
4	5	REACH OUT I'LL BE THERE	The Four Tops (Tamla)
5	7	DISPARADA	Geraldo Vandre (RCA); Marinas (CBS); Jair Rodriguez (Philips); Los de Trinidad (RCA)—Relay
6	3	LOVE ME, PLEASE LOVE ME	Caravelli (CBS); Michel Polnareff (Fermata); Jimmy Rodgers (Music Hall); *Barbara y Dick (RCA)—Edami
7	8	EL INCENDIO EN RIO	Sacha Distel (Fermata)—Fermata
8	—	VOLVI LA ESPALDA	Los Panchos (CBS)—Melograf
9	9	EL FUNERAL DEL LABADOR	Dick (RCA); Odette Lara (Trova); *Malvicino (Microfon); Rosalia (Philips)—Fermata
10	10	SUNNY	Richard Anthony (Odeon); Bobby Hebb (Philips); *Barbara y Dick (Dick); Manolo Munoz (Music Hall)

## AUSTRALIA

This Week	Last Week	Title	Artist
1	1	SNOOPY VS. THE RED BARON	The Royal Guardsmen (Festival)
2	2	RUBY TUESDAY	Rolling Stones (Decca)—Essex
3	3	I'M A BELIEVER	The Monkees (RCA)—Leeds
4	4	GEORGY GIRL	The Seekers (Columbia)—Chappells
5	5	BIG TIME OPERATOR	The Id (Festival-Spin)—Essex
6	6	PAMELA, PAMELA	Wayne Fontana (Philips)—Connelly
7	7	COALMAN	Ronnie Burns (Festival-Spin)—Abigail
8	8	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Palace
9	9	WORDS OF LOVE	Mama's and the Papa's (RCA)
10	10	HAPPY JACK	The Who (Philips) Essex

## BRITAIN

*(Courtesy Record Retailer)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	RELEASE ME	*Engelbert Humperdinck (Decca)—Burlington-Charles Blackwell
2	2	PENNY LANE/STRAWBERRY FIELDS FOREVER	*Beatles (Parlophone)—Northern-George Martin
3	3	THIS IS MY SONG	Petula Clark (Pye)—Leeds-Ernie Freeman
4	5	ON A CAROUSEL	*Hollies (Parlophone)—Gralto-Ron Richards
5	4	EDELWEISS	*Vince Hill (Columbia)—Williamson-Bob Barratt
6	12	GEORGY GIRL	*Seekers (Columbia)—Springfield-Tom Springfield
7	8	THERE'S A KIND OF HUSH	*Herman's Hermits (Columbia)—F.D.&H.-Mickie Most
8	11	DETROIT CITY	*Tom Jones (Decca)—Southern-Peter Sullivan
9	6	HERE COMES MY BABY	*Tremeloes (CBS)—Angusa-Mike Smith
10	10	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)—Copyright Control-Gernhard
11	17	THIS IS MY SONG	*Harry Secombe (Philips)—Leeds-Johnny Franz
12	14	GIVE IT TO ME	*Troggs (Page One)—Dick James-Larry Page
13	20	I'LL TRY ANYTHING	*Dusty Springfield (Philips)—Raintree-John Franz
14	7	I'M A BELIEVER	Monkees (RCA)—Screen Gems-Jeff Barry
15	13	PEEK-A-BOO	*New Vaudeville Band (Fontana)—Hournew-Geoff Stephens
16	21	MEMORIES ARE MADE OF THIS	*Val Doonican (Decca)—Campbell-Connelly-Ken Wodman

17	9	MELLOW YELLOW	*Donovan (Pye)—Donovan-Mickie Most
18	29	I WAS KAISER BILL'S BATMAN	*Whistling Jack Smith (Deram)—Mills-Noal Walker
19	16	IT TAKES TWO	Marvin Gaye and Kin Weston (Tamala-Motown)—Carlin-Stevenson/Cosby
20	38	SIMON SMITH AND HIS AMAZING DANCING BEAR	*Alan Price Set (Decca)—Schroeder-Ivor Raymonde
21	15	I WON'T COME IN WHILE HE'S THERE	Jim Reeves (RCA)—Metric-Chet Atkins/Bob Ferguson
22	24	LOVE IS HERE AND NOW YOU'RE GONE	Supremes (Tamla-Motown)—Carlin-Holland and Dozier
23	19	SINGLE GIRL	Sandy Posey (MGM)—Mecolico-Chips Moman
24	27	AL CAPONE	*Prince Buster (Blue Beat)—Melodisc-Melodics
25	41	TOUCH ME, TOUCH ME	*Dave Dee, etc. (Fontana)—Lynn-Howard/Blakley
26	44	I CAN'T MAKE	*Small Faces (Decca)—Immediate-Marriott/Lane
27	—	PUPPET ON A STRING	*Sandie Shaw (Pye)—Peter Maurice-Ken Woodman
28	32	THEN YOU CAN TELL ME GOODBYE	Casinos (President)—Acuff-Rose-Gene Hughes
29	18	LET'S SPEND THE NIGHT TOGETHER/RUBY TUESDAY	*Rolling Stones (Decca)—Mirage-Andrew Oldham
30	40	KEEP IT OUT OF SIGHT	*Paul and Bary Ryan (Decca)—Cat-Mike Hurst
31	28	GREEN, GREEN GRASS OF HOME	*Tom Jones (Decca)—Burlington-Peter Sullivan
32	34	SO GOOD	Roy Orbison (London)—Acuff-Rose Rose/Vienneau
33	37	RUN TO THE DOOR	*Clinton Ford (Piccadilly)—Carlin-John Schroeder
34	25	SUGAR TOWN	Nancy Sinatra (Reprise)—Citerion-Lee Hazelwood
35	30	I'VE PASSED THIS WAY BEFORE	Jimmy Ruffin (Tamla-Motown)—Carlin-Dean/Weatherspoon
36	45	KNOCK ON WOOD	Eddie Floyd (Atlantic)—Belinda
37	26	STAY WITH ME BABY	*Walker Brothers (Philips)—Essex-John Franz
38	23	LET ME CRY ON YOUR SHOULDER	*Ken Dodd (Columbia)—Dominion-Norman Newell
39	39	COLD LIGHT OF DAY	Gene Pitney (Stateside)—Bron-Pitney/Kahn
40	20	MATTHEW AND SON	*Cat Stevens (Deram)—Cat-Mike Hurst
41	—	IT'S ALL OVER	*Cliff Richard (Columbia)—Acuff-Rose-Norrie (Paramor)
42	—	YOU GOT WHAT IT TAKES	*Dave Clark Five (Columbia)—Leeds-Mike Smith
43	49	IS THIS WHAT I GET FOR LOVING YOU	*Marianne Faithfull (Decca)—Screen Gems-Andrew Oldham
44	50	DARLING BE HOME SOON	*Lovin' Spoonful (Kama-Sutra)—Robbins-Erik Jacobsen
45	48	MY FRIEND JACK	*Smoke (Columbia)—Morgan-Monty Babso
46	—	RAISE YOUR HAND	Eddie Floyd (Stax)—Carlin-Jim Stewart
47	35	BEAT GOES ON	Sonny and Cher (Atlantic)—Carlin-Sonny Bono
48	—	SOOTHE ME	Sam and Dave (Stax)—Kags Music-Jim Stewart
49	31	I'VE BEEN A BAD BOY	*Paul Jones (HMV)—Leeds-John Burgess
50	—	TELL ME TO MY FACE	Keith (Mercury)—Gralto-Jerry Rose

## DENMARK

*(Courtesy Danish FPI)*

This Week	Last Week	Title	Artist
1	8	I'M A BELIEVER	Monkees (RCA)—Screen Gems
2	1	OH, OH WHAT A KISS	(Uber Die Wellen)—The Rocking Ghost (Metronome)—Multitone
3	—	LET'S SPEND THE NIGHT TOGETHER	Rolling Stones (Decca)—Essex
4	2	JEG HAR ALDRIG FAET NOGET	Defenders (Sonet)
5	5	PEOPLE GET READY	Red Squares (Columbia)—Ivan Mogull

6	—	SIDSTE DANS	Keld & the Donkeys (HMV)—Imudico
7	11	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Sweden
8	—	STEP BY STEP	Wishful Thinking (Decca)—Belinda
9	7	SOMEWHERE MY LOVE	Connie Francis (MGM)—Mort
10	—	LILLI ANN	Johnny Reimar (Philips)—Imudico

## EIRE

*(Courtesy New Spotlight, Dublin)*

This Week	Last Week	Title	Artist
1	1	THIS IS MY SONG	Petula Clark (Pye)—Leeds
2	3	PENNY LANE/STRAWBERRY FIELDS FOREVER	Beatles (Parlophone)—Northern-Songs, Ltd.
3	2	HOUSE WITH THE WHITEWASHED GABLE	*Drifters (Pye)—Copyright Control
4	5	RELEASE ME	Engelbert Humperdinck (Decca)—Burlington
5	9	STREETS OF BALTIMORE	*Des Kelly (Pye)—Copyright Control
6	—	FOOLS PARADISE	*Larry Cunningham (King)—Lark Music, Ltd.
7	4	I'M A BELIEVER	Monkees (RCA Victor)—Screen Gems
8	7	RUBY TUESDAY	Rolling Stones (Decca)—Mirage Music
9	6	MATTHEW AND SON	Cat Stevens (Deram)—Cat Music
10	7	WHEN YOU CRY	Dickie Rock (Pye)—Dick James

## FRANCE

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	INCH'ALLAH	*Adamo (Voix de son Maitre)—Pathe
2	2	PARIS EN COLERE	*Mireille Mathieu (Barclay)—Salabert
3	4	TA TA TA TA	*Meridiana Polnareff (A.Z.)—Meridian
4	6	C'EST MA CHANSON	Petula Clark (Vogue)—Sim Beuscher
5	7	KILIMANDJARO	*Pascal Danel (A.Z.)—Le rideau rouge
6	10	PENNY LANE	The Beatles (Odeon)—Northern song France
7	3	C'EST MA CHANSON	*Les Compagnons de la chanson (CBS)—Sim Beuscher
8	—	JE N'AVAIS PAS SIGNE DE CONTRAT	*Eddy Mitchell (Barclay)—La Compagnie
9	5	LES PLAY BOYS	*Jacques Dutronc (Vogue)—Alpha
10	13	PAUVRE BORIS	*Jean Ferrat (Barclay)—Alleluia

## HOLLAND

This Week	Last Week	Title	Artist
1	1	STRAWBERRY FIELDS FOREVER/PENNY LANE	The Beatles (Parlophone)—Leeds Holland-Basart
2	6	RELEASE ME	Engelbert (Decca)—Altona
3	5	NA NA NA	*Shoes (Polydor)—Impala-Basart
4	2	I'M A BELIEVER	The Monkees (RCA)—Internationale Muziek Co.
5	4	LET'S SPEND THE NIGHT TOGETHER	The Rolling Stones (Decca)—Essex Holland-Basart
6	3	HET LAND VAN MAAS EN WAAL	*Boudewijn de Groot (Decca)—Altona
7	7	SNOOPY VS. THE RED BARON	Royal Guardsmen (Stateside)
8	—	THE BEAT GOES ON	Sonny & Cher (Atlantic)—Arena Basart
9	—	MONKEY ON YOUR BACK	*Outsiders (Relax)—Impala-Basart
10	9	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Altona

## ITALY

*(Courtesy Musica e Dischi, Milan)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	CUORE MATTO	*Little (Tony Durium)—Durium
2	2	PIETRE	Antoine (Vogue)—Sciascia
3	5	L'IMMENSITA'	*Johnny Dorelli (CGD)—Clan
4	3	PROPOSTA	*Giganti (Ri Fi)—Cicogna
5	8	UN MONDO D'AMORE	*Gianni Morandi (RCA)

6	4	BISOGNA SAPER PERDERE	Rokes (Arc)—RCA
7	14	LARA'S THEME FROM "DR. ZHIVAGO"	Soundtrack (MGM)—Curci
8	6	CIAO AMORE CIAO	*Luigi Tenco (RCA)—RCA-R. R. Ricordi
9	7	IO, TU E LE ROSE	*Orietta Berti (Polydor)—Nazionale
10	12	LARA'S THEME FROM "DR. ZHIVAGO"	Bob Mitchell (Variety)—Curci

## JAPAN

*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	KIMIKOSO WAGA INOCHI	*Mizuhara Hiroshi (Toshiba)—JASRAC
2	3	KONYAWA ODOROU	*Araki Ichiro (Victor)—JASRAC
3	2	KOBOROBANA	Ishihara Yuujiro (Teichiku)—JASRAC
4	5	ONNA NO HATOBA	*Mori hSinichi (Victor)—JASRAC
5	7	YOGIRIYO KONYAMO ARIGATOU	Ishihara Yuujiro (Teichiku)—JASRAC
6	6	KAERITAKU NAINO	*Sono Mari (Polydor)—JASRAC
7	4	SHINJITE ITAI	Nishida Sachiko (Polydor)—JASRAC
8	—	BALLA BALLA	Reinbows (Columbia)—Shinko
9	8	YUME WA YORU HIRAKU	*Sono Mari (Polydor); *Midorikawa Ako (Crown)—JASRAC
10	—	NANTONAKU NANTONAKU	*Spiders (Philips)—Shinko

## MALAYSIA

*(Courtesy Radio Malaysia)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	FRIDAY ON MY MIND	Easybeats (Parlophone)
2	4	YOU'RE GONE	*The Boys (Philips)
3	5	ROLLER COASTER MAN	*Quests (Columbia)
4	2	EAST WEST	Herman's Hermits (Columbia)
5	3	RAIN ON THE ROOF	Lovin' Spoonful (Pye)
6	—	HAPPY BIRTHDAY SWEETHEART	*Naomi Suriya & the Boys (Philips)
7	—	ANYWAY THAT YOU WANT ME	Troggs (Fontana)
8	—	STRAWBERRY FIELDS FOREVER	Beatles (Parlophone)
9	7	GOOD VIBRATIONS	Beach Boys (Capitol)
10	8	I'VE BEEN A BAD, BAD BOY	Paul Jones (HMV)

## MEXICO

*(Courtesy Audiomusica)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	EL CABLE	Mario y sus Diamantes (Peerless)—Mundo Musical
2	2	I'M A BELIEVER	Monkees (RCA)—Mundo Musical
3	3	ESPUMAS	*Javier Solis (CBS)—RCA
4	5	LA CHISPITA	Hugo Blanco (Peerless)—Mundo Musical
5	6	WINCHESTER CATHEDRAL	John Smith (Gamma); New Vaudeville Band (Philips)—Pending
6	4	BATIJUGANDO	*Sonia Lopez (CBS)—Mundo Musical
7	8	TERESA	Sergio Endrigo (Gamma); *Los Yaguais (Capitol)—Pending
8	9	STRANGERS IN THE NIGHT	Frank Sinatra (Reprise)—Mundo Musical
9	7	BASILIA	Tony Mottola (Command)—Pending
10	10	SENZA FINE	The Brass Ring (RCA)—Mundo Musical

## NEW ZEALAND

This Week	Last Week	Title	Artist
1	1	I'M A BELIEVER	The Monkees
2	2	OOH-LA-LA	Normie Rowe
3	8	FRIDAY ON MY MIND	The Easybeats
4	3	GIRL ON A SWING	Gerry and the Pacemakers
5	10	EAST WEST	Herman's Hermits
6	5	GIMME SOME LOVIN'	The Spencer Davis Group
7	9	TODAY	The Newfolk
8	18	COMMUNICATION BREAKDOWN	Roy Orbison
9	—	SAVE ME	Dave Dee, Dozy, Beaky, Mick and Tich
10	12	98.6	Keith

## NORWAY

*(Courtesy Verdens Gang)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	2	PENNY LANE	Beatles (Parlophone)—Edition Lyche
2	1	I'M A BELIEVER	Monkees (RCA Victor)—Screen Gems
3	3	LET'S SPEND THE NIGHT TOGETHER	Rolling Stones (Decca)—Essex
4	4	INATT JAG DROMDE	Hep Stars (Olga)—Sonora
5	5	GREEN, GREEN GRASS OF HOME	Tom Jones (Decca)—Palace Music
6	—	DU SKA TRO PA MEJ	Sven-Ingvars (Svensk-American)—Seven Bros.
7	9	MELLOW YELLOW	Donovan (Epic)—Southern Music
8	—	VANDRA VIDARE	Gunnar Wiklund (HMV)—Edition Odeon
9	—	JEG VIL HA EN LITEN HUND	*Lille Eris (Polydor)—Manu
9	—	THIS IS MY SONG	Petula Clark (Vogue)—Sweden Music
9	—	ON A CAROUSEL	Hollies (Parlophone)—Sonora

## PHILIPPINES

*(Courtesy O Globo)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	KEEP ON DANCING	The Gentrys (MGM)—Mareco, Inc.
2	3	SPANISH NIGHTS AND YOU	Connie Francis (MGM)—Mareco, Inc.
3	2	LAND OF 1000 DANCES	Wilson Pickett (Atco)—Mareco, Inc.
4	4	I'M A BELIEVER	The Monkees (RCA)—Filipinas Record Corp.
5	5	TOGETHER AGAIN	Buck Owens (Capitol)—Mareco, Inc.
6	7	WINCHESTER CATHEDRAL	New Happiness (CBS)—Mareco, Inc.; Palm Beach Band Boys (RCA)—Filipinas Record Corp.
7	6	HOMEWARD BOUND	Simon and Garfunkel (CBS)—Mareco, Inc.
8	9	WEDNESDAY'S CHILD	Matt Monro (Capitol)—Mareco, Inc.
9	8	I CALL YOUR NAME	The Mama's & The Papa's (RCA)—Filipinas Record Corp.
10	10	TWO OF US	Harriette Blake (Monument)—Mareco, Inc.

## RIO DE JANEIRO

*(Courtesy O Globo)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	5	NAMORADINHA DE UM AMEGO MEU	(My Friend's Cutie)—*Roberto Carlos (Fermata-Arleguim)
2	1	PLEASE PLEASE LOVE ME	Michel Polnareff (Fermata)—Fermata
3	—	SEE YOU IN SEPTEMBER	Happenings (Mocambo)
4	—	EBRIO DE AMOR	(Drunk With Love)—*Lindomar Castilho (Continental)—Todamerica
5	—	EMBALO	(Rocking)—Penato & Blue Caps (CBS)—Mundo Musical
6	4	GOT YOU UNDER MY SKIN	Four Seasons (Philips)—UBC-ASCAP
7	—	GATINA MANHOSA	(Weepy Little Cat)—*Erasmo Carlos (RGE)—Fermata
8	6	TIJOLINHO	(Little Brick)—Bobby Di Carlo (Mocambo)—Vitale
9	2	WINCHESTER CATHEDRAL	Frank Sinatra (Reprise); Ronnie Von (Polydor)—AM-Vitale
10	3	A MAN AND A WOMAN	Anita Kerr Singers (WB)

## SINGAPORE

*(Courtesy Radio Singapore)*  
*\*Denotes local origin*

This Week	Last Week	Title	Artist
1	1	KEEP IN TOUCH	Sandle Shaw (Pye)
2	6	I	

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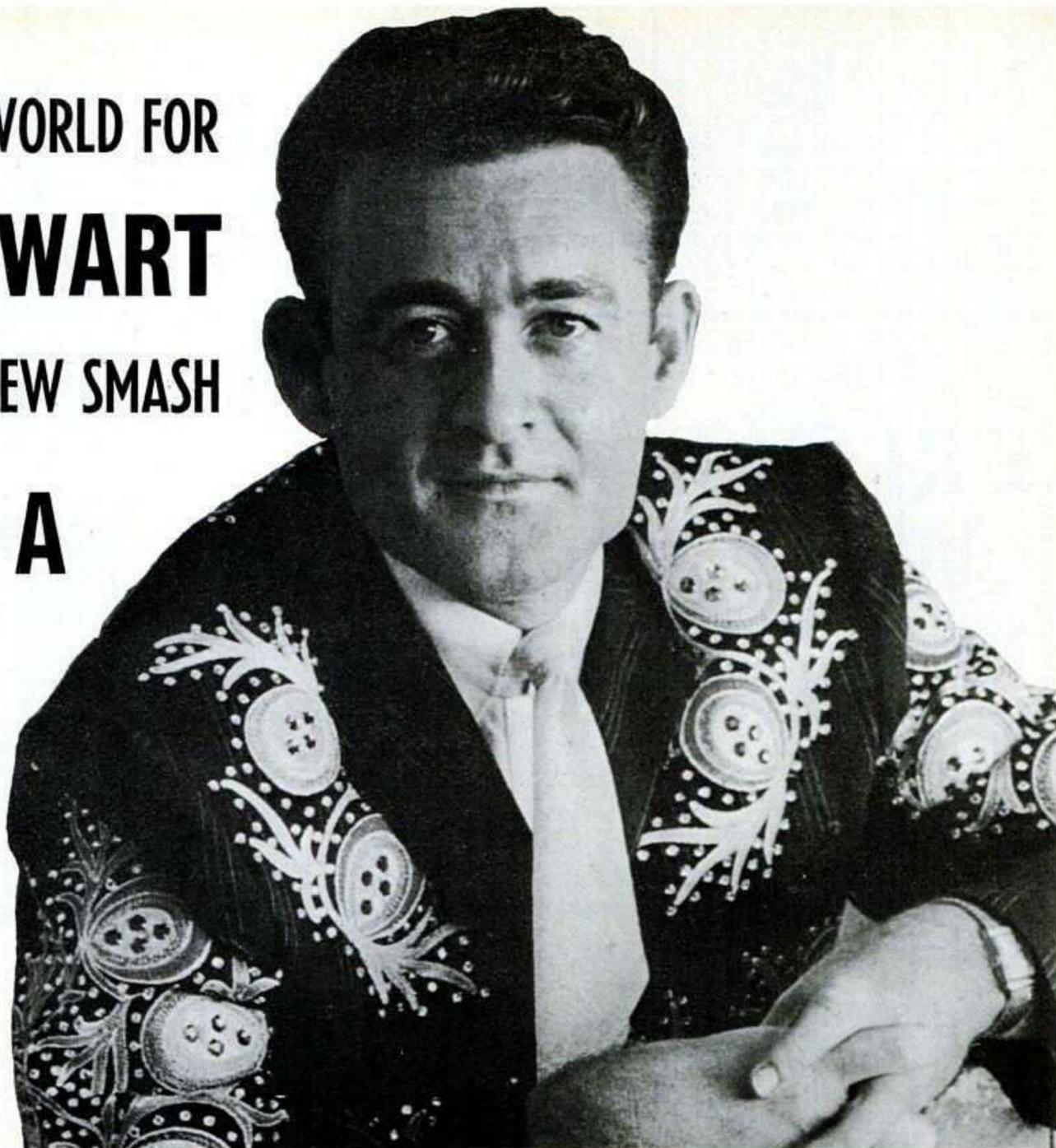
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## DOT

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JANE MORGAN—Kiss Tomorrow Goodbye; LN 24247, BN 26247

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 THE VILLAGE STOMPERS One More Time; LN 24235, BN 26235

## KUBANEY

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## LIBERTY

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SOUNDTRACK—"17"; MG 21115, SR 61115

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EDDIE DANIELS—First Prize; 7506 (M), 7506 (S)  
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 BOBBY TIMMONS—Soul Food; 7483 (M), 7483 (S)

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VARIOUS ARTISTS—The Thelonious Monk Story; 483/4 (M)

## STAX

JOHNNY TAYLOR—Wanted One Soul Singer; 715, S 715

## TAMLA

THE MARVELETTES; 274, S 274

## TOWER

SOUNDTRACK—The Wild Angels Vol. 2; T 5056, ST 5056

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## VENUS

MILIZA KORJUS; LP 963 (M)

## WORD

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## WINDY C

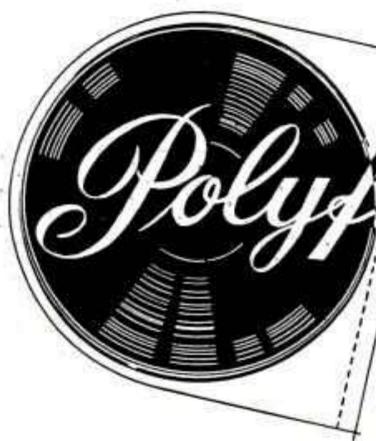
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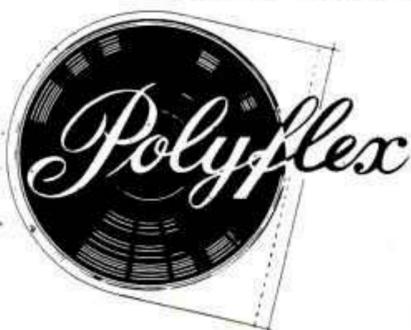
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## BREAKOUT SINGLES

### ★ 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 5864 (Southern, ASCAP)

### ★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

**MR. UNRELIABLE . . .**  
Cryan Shames, Columbia 44037 (Destination, BMI) (Chicago)

**SOMEBODY TO LOVE . . .**  
Jefferson Airplane, RCA Victor 9140 (Copper Penny, BMI) (San Francisco)

**HEY MISTER . . .**  
Fever Tree, Mainstream 661 (Brent, BMI) (Houston)

**SHE'S LOOKING GOOD . . .**  
Roger Collins, Galaxy 750 (Cireco, BMI) (Seattle)

**LIVE . . .**  
Merry Go Round, A&M 834 (Thirty-Four/La Brea, ASCAP) (Houston)

## HITS OF THE WORLD

• Continued from page 56

- |    |    |  |
|----|----|--|
| 7  | 10 | MAME—Herb Alpert & Tijuana Brass (A&M)   |
| 8  | 9  | HOUND DOG—Dafis Nucleus (Decca)          |
| 9  | —  | THE SHOW IS OVER—Petula Clark (Pye)      |
| 10 | 8  | PEEK-A-BOO—New Vaudeville Band (Fontana) |

### SOUTH AFRICA

- | This Week | Last Week |  |
|-----------|-----------|--|
| 1         | 1         | I'M A BELIEVER—Monkees (RCA)                 |
| 2         | 3         | GREEN, GREEN GRASS OF HOME—Tom Jones (Decca) |
| 3         | 2         | REMEMBER WHEN—Max Bygraves (Pye)             |
| 4         | 5         | MATTHEW AND SON—Cat Stevens (Deram)          |
| 5         | 4         | RAMBLIN' BOY—Des Lindberg (CBS)              |

## From The Music Capitals of the World

• Continued from page 56

tions, producer of "Snoopy Vs. the Red Baron," has signed writer Rick Swain for its ASCAP firm, Fulprod Music. . . . The Electric Prunes signed an endorsement

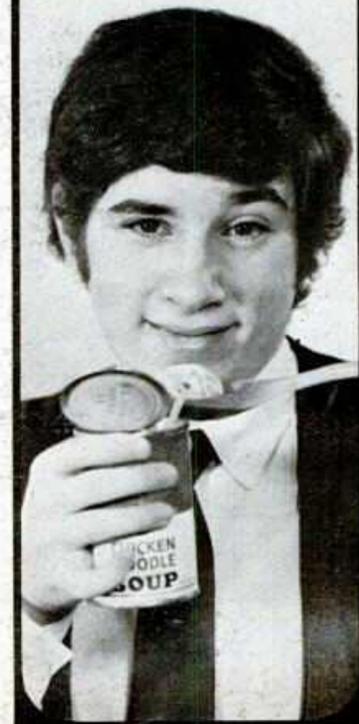
- |    |    |  |
|----|----|--|
| 6  | 7  | SINGLE GIRL—Sandy Posey (MGM)                        |
| 7  | 8  | ANYWAY THAT YOU WANT ME—Troggs (Fontana)             |
| 8  | 15 | THERE'S A KIND OF HUSH—New Vaudeville Band (Fontana) |
| 9  | 6  | CRY SOFTLY—Nancy Ames (CBS)                          |
| 10 | 14 | THE FRENCH SONG—Lucille Starr (A&M)                  |

contract with the Vox Division of Thomas Organ Co. . . . The Piccolino Pop Strings Orchestra, who recorded Gladys Shelly's "Clown Town" on a Spiral album, arrive from their native Italy on April 4. . . . Sergio Mendes and Brasil '66 begin a month of concert appearances on March 30 at the Civic Auditorium, San Jose, Calif. . . . Doc Severinsen, Command Records artist, will appear in concert with the Loyola University Concert and Stage Bands in New Orleans on May 9. . . . Harold Rand & Co. has been appointed public relations representatives for the Conference of Personal Managers—East. . . .

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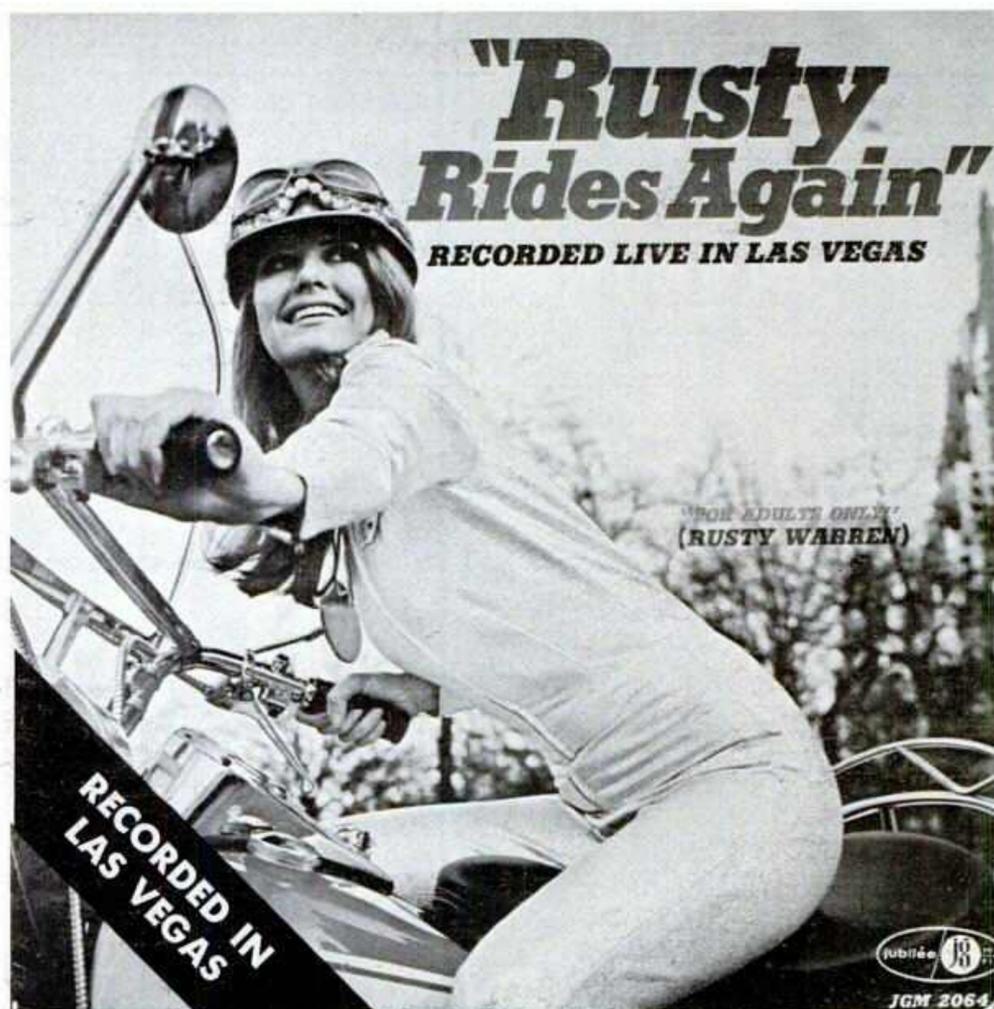
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ADVERTISEMENT  
**TAPE CARTRIDGE TIPS**

by **Larry Finley**

An open letter to:

Mr. J. A. (Sasch) Rubinstein  
Sales Manager  
Calectron  
San Francisco, California

Dear Sasch:

I want to use this medium to personally thank you on behalf of ITCC for your marvelous presentation at the "Tape Cartridge Seminar" held during the NARM Convention. Your "direct" approach in advising the NARM members of the manner in which tape cartridges should be merchandised was undoubtedly the reason that approximately 90% of the distributors and rack jobbers in attendance joined the tape cartridge bandwagon.

On our return to New York, Jim Gall, our new Vice President, advised me that our sales written 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, we have been swamped with requests. At this time we estimate 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, who is in the tape cartridge business exclusively. According to Mr. Anderson, he is the largest retail outlet in the Midwest for both home and auto stereo tape cartridge players. He also stated and we quote: "It might interest you to know that here in Omaha, we are selling 8 track 20 to 1 over 4 track—all labels."

Some of the other inquiries cover a varied cross-section of distributors and dealers; firms such as Moss Seat Cover Sales Company in Tulsa, Oklahoma; Townsend Records of Fergus Falls, Minnesota, and Stereo Products in Greensboro, North Carolina. 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 chairmen, Amos Heilicher and Stan Jaffee, for the outstanding service which the three of you have offered in helping to more firmly establish the tape cartridge industry.

Most sincerely,  
(Signed) Larry Finley

LF:mms

# TAPE CARtridge

## Russell Blasts Ads on 8-Track

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 called the "Detroit System," have implied that the consumer was receiving twice as much music for his money with an 8-track system.

"The fact is a typical album contains approximately 34 minutes of music and regardless of how this is duplicated on tape and in any cartridge system—it can only be 34 minutes of music."

Russell also points to the additional \$1 fixed to 8-track cartridges. The extra money does

not buy any additional repertoire, Russell says, "but is indicative of the over-all extra expense a customer incurs in buying an 8-track unit and the required 8-track cartridge." Russell says this only means the customer is paying extra for engineering and equipment parts and not more music.

### 'Disillusioned'

Russell charges that the "twice as much" ad slogans are disillusioning a number of 8-track machine buyers. He says a negative feeling has been felt at both the consumer and dealer levels anent cartridge players.

"We feel the consumer will now decide which system will be the majority choice," Russell said, adding that Capitol's (and then Columbia's) decision to go

4-track will benefit those persons favoring the 4-track configuration.

While the company was among the first to release a 4-track machine, Craig Panorama is now set to introduce a compatible 4 and 8 machine and a separate 8-track player. 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 manufacturer's reps. These include: Hal Norman Sales, Greenville, S. C., covering New Hampshire and Vermont; Ron Wolpoe, West Hartford, Conn., covering Massachusetts, Connecticut and Rhode Island and Loyde Fowler & Co., covering parts of the Midwest.

## ITCC's New Discount Plan

LOS ANGELES — International Tape Cartridge Corp. announced an equalized discount structure on both 4 and 8-track product while still maintaining the same suggested list price. The new discount structure was unveiled here during the previous week's National Association of Record Merchandisers convention.

The firm also instituted a new nationwide co-op advertising policy for all distributors.

The discount structure was altered to bring both 4 and 8-track CARtridges to a 35 per cent mark-up for dealers. Previously, 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. Korvette advertisement appearing Sunday in one of the major dailies offered Motown's Stereo 8 cartridges at \$5.22 for standard and \$7.55 for twin-pack.

### Examples:

The Supremes' "At the Copa," cartridge, \$5.22; their "Where Did Our Love Go?"—"More Hits," \$7.55.

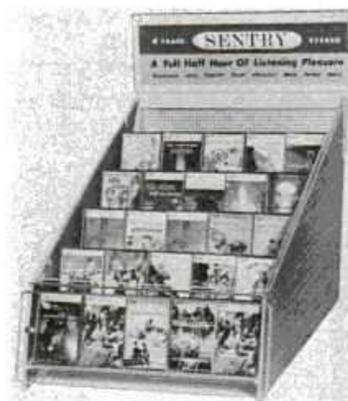
Marvin Gaye's "How Sweet It Is" on Tamla, \$5.22; his "Greatest Hits"—"When I'm Alone I Cry," \$7.55.

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

## 19 Eurotone Tape Rights to Dubbings

NEW YORK — Dubbings Electronics Inc. has acquired tape rights to 19 folk and ethnic LP's from the Eurotone International catalog.

The tapes will be released by Stereo Tape Corporation, a Dubbings division, in all pre-recorded tape forms including the Norelco cassettes. This agreement brings the Dubbings catalog to 350 releases.



SENTRY INDUSTRIES of Mount Vernon, N. Y., is supplying this new pilfer-proof cassette case to dealers purchasing 96 pre-recorded or blank units. The case holds 96 cassettes. The Plexiglas top opens from the rear. Cases are also being sold by Sentry for \$25 each.

## 215 Eight-Track Being Released By Aura Sonics

NEW YORK—Aura Sonics has released 215 8-track stereo cartridges in four-color packaging.

Included are 26 Caedmon spoken word releases. Aura Sonics has rights to the Caedmon catalog.

The company is also releasing 57 packages of the 101 Strings Orchestra and 28 country packages with George Jones, Cowboy Copas, Boots Randolph, the Stanley Brothers and 12 other artists of the "Grand Ole Opry." In the pop field, packages by James Brown and the Ray Charles Singers are being offered. Film, show tunes, classical, ethnic and international releases round out the program.

Each of the series will be packaged with a color code on the cartridge ends for easier stock identification and pricing. A catalog will be made available to the trade along with other point-of-purchase aids.

The company has moved to new headquarters at Moorestown, N. J.



## TelePro Receives Show Cause Order

TRENTON, N. J. — Judge John Wick of Superior Court of New Jersey ordered TelePro Industries last week to show cause why it shouldn't be held in contempt of court. The order is the latest development in an action brought by International Tape Cartridge Corp. against TelePro seeking to have the firm declared insolvent. Two weeks ago, the court gave ITCC permission to have TelePro's books examined. But TelePro, though agreeing to the examination at first, later refused.

The new ITCC action asks TelePro and its President William F. Mulcahy to show cause on next Thursday (23) why it shouldn't be held in contempt for refusing to allow the examination. In the original

action brought by ITCC in January, ITCC President Larry Finley claimed TelePro owed him \$42,425.49 "based on goods sold and delivered." Mulcahy denied this, saying it only owned \$11,783.04.

Last week, Mulcahy said he was willing to have ITCC examination of the TelePro books, but only in regards to ITCC's own account, not all corporate records. He felt, however, that ITCC's original action—a show cause order why TelePro should not be adjudged insolvent—had been superseded by a federal court dismissal Feb. 28 of a bankruptcy petition against TelePro by three other firms. The federal court ruled at the time that TelePro was solvent.

## Mercury Simulreleases Ups Catalog Total to 338

CHICAGO — Mercury achieved simultaneous album release with two of its three tape cartridge forms last week.

All of 12 4-track cartridges and 10 of 12 8-track cartridges

released were issued with the title disk, according to Tom Bonetti, product manager, Mercury Record Corp. Recorded Tape Division.

Also, Mercury released 16 new cassette titles last week, all of which had previously been released as disks.

Mercury's April release, Bonetti said, will be simultaneous issue of disk and counterpart release in 4 and 8-track and cassette forms.

These latest Mercury cartridge releases boost their 4-track catalog total to 121, their 8-track catalog total to 142 and the cassette catalog to 75 titles.

In the new 4 and 8-track releases are albums by Chuck Berry, the Blues Magoos, Jerry Butler, Roy Drusky, Keith, Les McCan, Moms Mabley, Johnny Mathis, Junior Parker, the Shangri-Las, Walter Wanderly and Faron Young.

Louis Armstrong, Sil Austin, the Four Seasons, Erroll Garner, Horst Jankowski, Quincy Jones, Bill Justis, Miriam Makeba, Johnny Mathis, Roger Miller, the New Vaudeville Band, Oscar Peterson Trio, the Romeros, Smothers Brothers, Dusty Springfield and the Three Sounds are in the cassette release.

## Schroeder Manages Fowley, LL Catalog

NEW YORK — The Kim Fowley Music and Living Legend Music catalogs will be managed by Aron Schroeder, president of January Music here, under a new deal just arranged with writer-producer-publisher Fowley.

The catalogs include songs by Danny Hutton, the Sunrays, and Paul Revere and the Raiders, Michel Lloyd, Jimmy Greenspoon, Sean McLeod, and Buddy Walters.

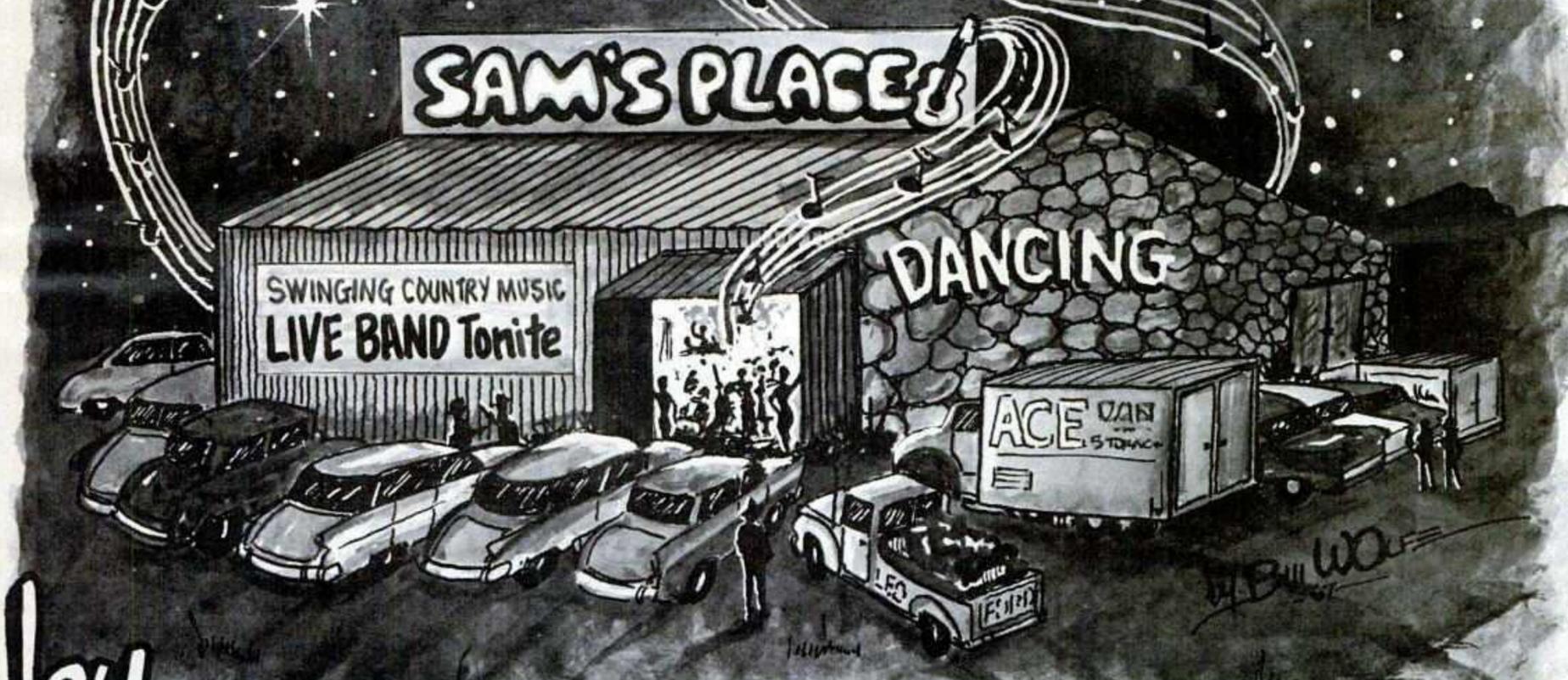
## Imperial Series

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

...YOU ASKED FOR IT !!

RELEASED BY POPULAR DEMAND...

# SAM'S PLACE



# by BUCK OWENS and his BUCKAROODS

B/W "DON'T EVER TELL ME GOODBYE"



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 EDDIE BRIGGS  
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# 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 nearby Van Nuys. President Harry Beckerman said the year-old company has hired Lennie Lasker 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, Ameron 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 Zimberoff. Siegel operates from Chicago and Zimberoff from Dallas.

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

## 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 cast recording of "By Jupiter" and the original soundtrack from "Hurry Sundown" 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 Gibson, Homer and Jethro, Frankie Randall, Eddy Arnold, John Gary, Vic Damone, Sergio Franchi, Perry Como, Brook Benton, Ed Ames, Glenn Yarbrough, Harry Belafonte, Anthony Newly and Lorne Greene.

Also, Los Indios Tabajaras, Henry Mancini, Hank Snow, Melachrino Strings, Ronnie Dove, Dionne Warwick, Artur Rubinstein, Boston Symphony Orchestra, Paris Conservatoire Orchestra and the Living Strings.

## Store CARtridge City Shuts Down

MILWAUKEE—Stereo Cartridge City, opened here last summer to sell and install automobile tape players and merchandise cartridges, has closed.

Owner Marshall Palkow said the business failed because the line he handled was too narrow and he was undercut by competition from automobile manufacturers who installed units in new cars. He also mentioned the high cost of pre-recorded tapes as a reason for the failure.

## MB Appoints Its 1st Distributors

NEW YORK—The newly founded MB Records has named its first group of distributors.

They are: Beta, New York; Schwartz Brothers, Washington; Tone Records, Miami; Southland, Atlanta; Dumont, Boston; Roberts, St. Louis; Essex, Newark, N. J.; F and F, Charlotte, N.C.; Universal, Pittsburgh.

The first release to be shipped this month will be Bobby Kline's "Say Something Nice to Me." The disk will be on Down East, an MB subsidiary.

# ITCC GETS BIG 750G IN BILLINGS AT NARM MEET

NEW YORK—International Tape Cartridge Corp. wrote more than \$750,000 in orders during the previous week's National Association of Record Merchandisers convention in Los Angeles, according 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 so that it could enjoy its fullest sales potential."

Gall told Billboard that the \$750,000 sales gross figure was based on ITCC's own invoice prices to distributors. According to Gall, ITCC sales at NARM exceed 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 - management complex specializing in pop music.

The publishing entity, Sanphil Music (BMI), has signed two exclusive writers, Dick Holler, who wrote "Snoopy Vs. the Red Baron" with Gernhard, and John McCollough, who wrote "The Return of the Red Baron," with James McCollough and Gernhard.

Gernhard published and produced "Stay," with Maurice Williams on Herald, and also published "Double Shot (Of My Baby's Love)," which was recorded by the Swinging Medallions on Smash.

Assisting Gernhard in the management division is Charles Troxell, who handles the Royal Guardsmen. Gernhard feels that most Southern independent production and publishing is country oriented. He believes that enough regional pop talent exists in the area to justify the existence of his company.

## '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 Rec-

## CAPAC'S LOWE CANADA TALK

NEW YORK—W. St. Claire Lowe, general manager of the Composers, Authors & Publishers Association of Canada (CAPAC), will speak about the untapped music potential in Canada at the International Record and Music Men's Club luncheon, at Sardi's West on Wednesday (22). Tickets can be obtained through Walter Hofer's office.

## 2d MGM LP on 'Charlie Brown'

NEW YORK—MGM Records is rushing out its second album "You're a Good Man, Charlie Brown," now playing off-Broadway. The first album, on the King Leo kiddie line, inspired the theater production.

The second album, on MGM Records, will be the original cast album. The label also released a single of Snoopy's "Supertime," one of the show's highlights. The single, sung by Bill Hinnant, was sent nationwide to 3,000 deejays. Bob Morgan, executive director of a&r, and Herb Galewitz, a&r producer, did the original cast effort.

The album will be released within two weeks. The production, set for May 7, features Robert Goulet, Marilyn Mason, Pernell Roberts, Patricia Neway, Marge Redmond, Jack DeLon and Mary Grover. The project is being handled by Irving Townsend for Columbia.

USED HEADS FOR SALE!



Arvin-Magnetics introduces a complete line of mastering and duplicating heads for 8-track and 4-track stereo. Every head is actually brand-new but, (and it's an important but) before they are delivered to the customer, each head is dynamically tested for one hour on an Ampex 3300 slave system.

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

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



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"PEOPLE LIKE YOU" songwriters Larry Kusik and Eddie Snyder, center, chat with Swedish music publisher Lennart Reuterskiold (left), who represents the Big 3, during his recent New York visit. Far right is Werner Strupp, international co-ordinator at the Big 3. The four discussed promotion plans of the pop ballad which is being exploited by Reuter and Reuter, Reuterskiold'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 makes the 10th Allied 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 major expressways.

The store's roomy floor space permits a large display of leading brands of stereo high-fidelity components, selected stereo consoles, and hi-fi furniture, TV color and black-and-white sets including the Magnavox line and special small-screen portables down to a 4½-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, electronics parts and hardware. 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 Corp.

Allied Radio Corporation, the world's largest distributor of electronics equipment and components, is now in its 46th year. Knight Electronics Corporation, 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.

## Scanning The News

Z.C.M.I. of Salt Lake City continued its great artist autograph party series by featuring **Roger Miller** in a recent personal appearance. . . . Audio Devices reported net sales for 1966 as \$17,327,411 compared to \$12,515,891 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 departments. . . . The Entertainment Products Division of Sylvania Electronic Products, Inc., appointed **Ray D. Dennis** to the newly created position of manager of quality and customer acceptance. . . . **Mitchell J. Samaha** has been named regional sales manager for Motorola Consumer

Products, Inc. . . . SJB, Inc., auto division of Martel Electronics, announced appointment of the following new sales representatives: Clayton-Shaw Co., Atlanta, to cover Mississippi, Alabama, Georgia, Florida, North and South Carolina and Virginia; Rotbart & Spallato Co., Pittsburgh, to handle Western Pennsylvania and West Virginia, and Halper & Locke Associates, St. Paul, to cover North and South Dakota, Nebraska, Minnesota and Iowa.

JERIANNE ROGINSKI



LES GIBLIN AND JACK SCHWARTZ (right) are two of the expert speakers currently participating in National Association of Music Merchants' sales-management series, called "Doing Business in a Competitive Market." They will appear with local speakers in San Francisco, April 2-3, and in Chicago, April 16-17.

## Capitol Adds 5

HOLLYWOOD—Capitol announces release of five reel-to-reel tapes, three are 3¾ ips and two are 7½ ips.

Both 7½ ips tapes are taken from the first Melodiya/Angel album release—"Symphony No. 5 in D Minor" and "The Execution of Stepan Razin," by Shostakovich. Kiril Kondrashin conducts the Moscow Philharmonic Symphony Orchestra on these tapes.

Among the 3¾ ips releases are one classical piece and two pop releases. Mahler's "Das Lied von der Erde" is conducted by Otto Klemperer of the New Philharmonia Orchestra. Sandler and Young's "Side by Side" and "On the Move" are combined on one pop tape and Lou Rawls' "Carryin' On" and "Nobody But Lou" albums are paired up on the other reel-to-reel release.

## NAMM Announces Seminar Schedule

By JERIANNE ROGINSKI

CHICAGO — For the first time in its 66 years of convention history, the National Association of Music Merchants will in its marketing technique seminars, include sessions for both phonograph records and tapes. The educational sessions of records and tapes were instigated because of increased show exhibiting by record companies this year.

Bill Gard, executive secretary of NAMM, announced that presently Columbia Corp. and Folkway Record Co. are scheduled to exhibit in the June show and there is a great possibility

that even more recording firms will be adding their names to the exhibitors' list.

Gard commented that the specifics of the seminars have not been set up as yet but that NAMM hopes to have experts from the record industry discussing stereo, mono and different phases of the business.

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 Clinic 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., Whittle 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, family participation and keeping organs sold will be the topic areas of William K. Dunkley of Dunkley Music in Boise, Idaho. Tom Clark, Tom Clark Music Co. in Grand Junction, will discuss deeper market penetration covering schools and Title 4, industrial recreation and younger family participation.

Charles J. Penny of Penny-Owsley Music Co. in Los Angeles will cover the used organ market and repairs, warranties, used instrument values and sales training requirements. Questions and general discussion will follow the four talks.

Gard said that other speakers and topics for the educational sessions plus the complete list of exhibitors will be released very shortly.



YOU PUT YOUR LITTLE FOOT down and the Wah Wah's go round 'n' round. Vox's new heavy duty black and chrome Wah Wah pedal can produce unusual sound effects from any amplified instrument.

## Vox Creates Effects Pedal For Amplifiers

SEPULVEDA, Calif.—"Wah 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 each pedal.

Many unusual effects can be achieved with this new item. Chords may be played with mellow rhythm or sharp lead without 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-and-off muted trumpet for groovier blues.

Vox has prepared special notations for arrangers which diagrams 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 potentiometer is provided. Vox, a division of the Thomas Organ Company, manufactures guitars and electric amplification equipment.



BIRTH OF A NEW ALLIED store is symbolized by the ribbon-cutting ceremony above. From left to right are: Shelby F. Young, Allied Radio Stores manager; Donald Hixson, president, River Oaks Bank; A. W. Preskill, vice-president and general marketing manager of Allied; Kenneth Lamblin, River Oaks store manager, Sears, Roebuck & Co.; E. J. Hawk, vice-president and general operating manager of Allied; and Marvin M. Sklansky, manager of Allied River Oaks store.

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**1st**  
WITH THE  
**LATEST**

**NEEDLE DESIGNS!**

Cartridge designers set a merry pace for needle makers . . . it's a never-ending job to keep up with the continuous flow of new American and foreign cartridge designs—but Pfanstiehl does it to serve your phono-needle customers. When you need the latest, order it from Pfanstiehl. Write for a free catalog and self-mailer order forms today.

Your order shipped same day it's received.

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ATTENTION, MUSIC PUBLISHERS AND Copyright Owners. We will pay advance royalties or purchase foreign rights for songs recorded on major labels. Write: MCCA, Box 34, Princeton, Fla. 33171.

## DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 rpm oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Rendezvous, Inc., 4007 9th Ave., Brooklyn, N. Y.

## EMPLOYMENT SECTION

### HELP WANTED

ATTENTION: JOURNEYMAN SHOP MECHANIC. Familiar with complete Seeburg rebuild, would you like four thousand dollars salary increase? Only those presently drawing eight thousand (\$8,000) or more annually considered. All applications held in strict confidence. George E. Thompson, 22 years for Alaska Music Co., Box 1234, Fairbanks, Alaska 99701.

SALESMEN WANTED. TO SELL NEW coin operated game; manufacturer to operator. Excellent commission, protected territory. Advise fully, qualifications and territory. Peter Betres, Beteo Products, Inc., 230 Muntz Ave., Butler, Pa. 16601.

## PROMOTIONAL SERVICES

CHICAGO COLLECTOR WISHES TO sell complete package of 150 78's pressed in 40's. Name bands and vocalists. Box 100, Billboard, 188 W. Randolph, Chicago 60601.

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★ RECORD PRESSING  
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14881 Overlook Dr., Newbury, Ohio  
Send All Records for Review to:  
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Newbury, Ohio  
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"Most Cooperative Promo Man"  
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Be Satisfied With the Best."

RECORD COMPANIES—WANT ACTION. Distribution & Promotion. Send your latest release to us, we'll do the rest! Jody Record Distributing Co., 2226 McDonald Ave., Brooklyn, N. Y. ES 3-0202.

WRITERS, TALENT, RECORDS: "Hollywood Preview" Magazine & Newsletter. Sample, \$1. Promotion & publicity. Experience assures contacts, know-how, results. Special: 10 weeks, \$1,500. Tim Gayle, 6376 Yucca, Hollywood, Calif. 90028.

## RENTALS

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### \$1,000 SONG CONTEST

Original words and music of song to promote resort city of Hollywood, F.L.A. First prize, \$1,000 cash plus week's accommodations, meals for two at Hollywood Beach Hotel.

Judges: Skitch Henderson; Arthur Godfrey; Earl Wilson; Mrs. Clifton J. Muir, Natl. Federation Music Clubs President; Mrs. Ruth Sadler, Exec. V. Pres., Tiara Records.

CONTEST CLOSES AUGUST 15TH  
Write for entry blank:

PUBLIC RELATIONS DEPT.  
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Banjo Band  
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COLUMBIA'S CRYAN' SHAMES paid their respects to Gordon Pelzek, center, buyer for Record City, Inc., Milwaukee, during a recent promotional tour which started in Milwaukee. Promotion man Gordon Krahn had the group in tow.

## 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 gadgetry.

Enthusiasts are invited to bring any record or tape they desire and have it played on the ultimate equipment for home stereo production. During these concerts, explained Phil Miller, president of Rainbow, no attempts are made to "sell" those attending on any item of equipment, but each enthusiast may hear his record or tape on any one of dozens of systems.

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

Rainbow, which first opened its doors to the public last May, offers an entire wall of sound systems including all 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 seven solid-state models in its new line of 15 AM table and clock radios. President L. C. 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



DO-IT-YOURSELF COLOR DECORATION KITS come with Craig Panorama's two newest transistorized AM/FM radios. The kits are adhesive-backed, pressure-sensitive foil strips which can be added to models 1601 and 1402. Above is the first model, a clock radio combination retailing at \$53.95 and the latter a table model with twin speakers priced at \$46.95.



NEW MIKE from Aiwa. Suggested retail price, \$24.95. With holder.

## 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-put and out-put jacks for recorders to keep in pace with trend toward more tape recording products.

The low-priced model with the built-in stereo is the Kirby (YK8231). FM, AM, FM stereo or phonograph selections can be recorded on lifetime tape. Two microphones with stands are provided for stereo recording. Included among other features are 50 watts of peak power, FM/AM radio with FM stereo and a six-speaker audio system. Suggested retail price on the item is \$595.

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

sets and from \$24.95 to \$39.95 for clock-radios. Two sets in the AM clock-radio line introduce a new convenience feature called "Vari-Wake." This control allows the user to vary his wake-up time an hour earlier or later without changing the original alarm setting.



WEBCOR'S NEW HOLIDAY is a two-speed, 4-track stereo/monaural unit that records on all four tracks. Primary feature of this self-contained recorder is its Touch-Tab Control bar. It also has two microphones, two VU meters, twin 5-inch speakers, frequency response from 100 to 15,000 cycles, and automatic shut-off. Suggested retail price is \$199.95.

## The Senate Hears Jukebox Witnesses



ALLEN



CANNON



MRS. BALLARD



LUMPKIN



TOLISANO



NICHOLS

### Five Operators Offer Testimony On Sec. 116 of Copyright Bill

WASHINGTON—Five association-picked jukebox operators were to appear here March 17 before the Senate Copyrights Subcommittee to defend the industry's long-cherished exemption from performance royalties.

In the event the hearing went ahead as scheduled, the witnesses, with counsel for the Music Operators of America, were to argue as well against Section 116 of the House Copyright Subcommittee version of the General Copyright Revision Bill ruled out by the full committee and nearing a floor debate and possible vote. That section would put what have been described as "unworkable, unenforceable and burdensome" performance royalty payment procedures into effect.

The MOA witnesses entered the hearing optimistically, convinced that the industry has "a better chance" for favorable or at least fair treatment in the final revised version of the Copyright Law, the first such revision in over 50 years.

Just prior to the hearing, some 50 industry leaders made personal calls on their Congressmen here to ensure that the industry's position is known. MOA officials met for a third time with the opposition (the performance rights societies) which singly have in the past demanded royalty payments amounting to \$60 per jukebox per year.

Results of that meeting were not announced, but it is known that both the agents for music creators and spokesmen for the jukebox operators are displeased with collection proposals in the House bill. It is also known that Congressional leaders wrestling with the gargantuan task of rewriting the nation's copyright law would like the ancient warring parties to come to some form of compromise on means and amounts of royalty payments.

In 1965 the MOA proposed

that jukebox operators pay a royalty, limited by law, of 2 cents per side on all records acquired for jukebox play. A bill subsequently ruled out of House committee included a statutory limitation, but geared payment to the box capacity, at 24 cents per year per record. MOA contends the law would mean an intolerable burden of bookkeeping and filling forms as well as a rate of payment "unreasonably high," about \$19.20 per box per year. The MOA proposal would net performance rights societies about \$4.60 per box per year. The amount, if decreed in the final legislation, could likely fall somewhere between those two figures.

The fact that outright repeal of the industry's exemption, to be followed by open-ended negotiation with licensors, seems very unlikely is construed by many in the business to be an early victory for the MOA. And the Washington Report of the National Restaurant Association, published March 13, 1967, called the House Bill handling of jukebox royalties advantageous to the jukebox operator and the restaurant owner because it "saves the jukebox exemption" from performance fees.

The report declares: "We opposed repeal of the jukebox exemption because we felt that

*(Continued on page 72)*

## MOA Shapes Plans in Washington

WASHINGTON — While the Senate hearings on the proposed new copyright law dominated the meeting of the Music Operators of America board here March 5-7, many other matters were also dealt with.

In fact, since organizing its approach to the Senate hearings required considerable preparation, a special MOA command post was maintained in the Statler-Hilton, with a number of board members and trade officials staying over for the hearings March 17. Witnesses and MOA executives met in a special briefing Thursday (16).

One highlight of the board meeting was the talk delivered by Jay Bates Johnson, an official with the Manpower Training & Development Division of the U. S. Health, Education and Welfare Department in regard to establishing coin machine mechanic schools.

"I feel we are closer to obtaining national funding for training schools than ever before," said Fred Granger, executive vice-president of MOA, after the board of directors met Johnson.

Congratulating Jack Moran, trade school pioneer who was

also present at the board meeting, Granger said: "Some States have been reluctant to participate in plans so carefully explored by Moran because it meant using their funds to send men outside the State. This is why national funding is so vital and MOA is doing everything possible to get federal assistance."

### Cleveland Assn. Elects Officers

CLEVELAND—At a recent dinner and election meeting here, Charles Camella Jr., Cadallic Music Co., was elected president of the Phonograph Merchant's Association of Cleveland.

Other officers are Sanford Levin, Atlas Music Co., vice-president; Donal Lief, Lief Music Distributors, secretary-treasurer, and directors Joseph Solomon, J. B. Music Co.; Robert Burke, Modern Music Co.; Alex Witalis, Western Music Co.; Edward Kenny, Kenny Amusement Co.; Nate Pearlman, L. M. Music, Inc.; Robert Rothenberg, J. L. Music, Inc.

Another topic covered here was the confirmation of this 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 of McCormick Place in Chicago but that on the way to the famous lake-front facility, "A funny thing happened. . . ." McCormick Place was destroyed by fire Jan. 16.

Other matters discussed included the proposed cost-of-doing-business survey MOA has been planning and the remapping of dues collection. It was decided that dues would continue to be collected around the year as is now the practice.

The following committee chairmen were named:

Howard Ellis, committee on committees; William Anderson, convention banquet committee; Les Montooth, convention registration committee; Jack Bess, membership committee; Frank Fabiano, exhibit committee; John Trucano, forum committee; Al Denver, evaluation committee and Frank Fabiano, nominating committee.

## New Bill Would Ban All Pinballs in Illinois

By RAY BRACK

CHICAGO — Another "anti-bagatelle" bill has been introduced in the Illinois General Assembly, sponsored by 11 Republican State Senators.

Not the first—and perhaps not the last—such measure to be introduced in this State, the Bill S. 376 would amend the 1961

Criminal Code and add a new section making it ". . . unlawful for any person to keep or use in any place of public resort any tables or implements for any game of pinballs, bagatelle or pigeonhole."

The proposed new section's definition of "pinball, bagatelle or pigeonhole" embraces that category of equipment known

in the trade as "amusement flipper games."

Illinois Machine Operators Association president Louis Casola, of Rockford, has alerted all members to the bill's appearance and has called a State-wide meeting in Springfield for April 22-23.

Casola asked that members, "stand ready to contact your State senator and representative as soon as we ask you to do so." He reported that for the present the association and representatives of concerned manufacturers are active in seeking counsel and facts on the proposed legislation. One of the industry advisers is Washington attorney Rufus King, author of the "Model Anti-Gambling Act" drafted by the American Bar Association Commission on Organized Crime in 1952 and subsequently submitted to and approved by the National Conference of Commissioners On Uniform State laws. This model act excludes amusement pinball (flipper) games from its "gambling device" definition.

In fact, so does the amended definition of "gambling device" contained in Illinois' newest anti-

pinball bill. Section 28-2 on "definitions" excludes from the "gambling device" genre, "A coin in the slot operated mechanical device played for amusement which rewards the player with the right to replay such mechanical device, which is so constructed or devised as to make such result of the operation thereof dependent in part upon the skill of the player and which returns to the player thereof no money, property or right to receive money or property."

Several attempts to contact Sen. Russell Arrington (R., Evanston) for comment on the intent of the anti-pinball section of the new bill have been unsuccessful. We hope to report on the motives of the Republican sponsors next week.—Ed.

Because amusement flipper games clearly fit S. 376's definition of non-gambling devices, operators are inclined to agree that the bill's sponsors added an additional section specifically outlawing "pinball, bagatelle and pigeonhole" equipment for other than anti-gambling reasons. One

*(Continued on page 73)*

## BULLETIN

ALBANY, N. Y. — A unanimous six-judge decision was rendered by the Appellate Division of the New York Supreme Court here last week, ruling out the sales tax collection on jukebox and amusement game revenue. The decision is the result of a suit brought by Bathrick Enterprises, Inc., Lockport, vs. the New York Sales Tax Commission. The suit was filed after the Commission interpreted the New York Sales Tax statute as applying to the grosses of jukeboxes and games. Full details of the case will appear next week.

## Seeburg Sales Up, Net Down

CHICAGO — For the three month period ended Jan. 31, 1967, the Seeburg Corp. recorded a slight increase in sales while showing a decline from last year's record first quarter earnings.

Sales were \$23,711,842 compared to \$23,032,907 last year. However, net income dropped to \$603,278 from \$988,288, or from 40 cents per share to 24 cents per share.

The loss was attributed to lagging performance by the Kay Division and to heavy snowstorms that forced the shutdown of four Chicago plants for a full week.

Jukebox, game and vending sales for the quarter were reported as "better than ever."

### EDITORIAL

## The Bathwater Bill

The current session of the Illinois General Assembly has produced another nuisance bill that would prohibit operation of all types of pinball games in the State. We declare opposition to such legislation in accord with the Illinois coin machine industry. But there is an even more important point that should be made regarding introduction of such a bill, and that is the proposed prohibition is tacked on a Criminal Code amendment that clearly defines amusement pinball games as non-gambling devices. The bill's 11 Republican sponsors obviously designed the ban clause for the purpose of ridding the State of bingo type machines by prohibiting all pinball-type machines. This is at best 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 releases for 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: "The Monkees" — Saturday's Chile, I Wanna Be Free, Tomorrow's Gonna Be Another Day, Take A Giant Step, Last Train to Clarksville—RCA CGLP101, Seeburg 1129.

"Make Way For Dionne Warwick," — Walk On By, People, You'll Never Get to Heaven, Reach Out For Me, A House Is Not A Home, I Smiled Yesterday—Scepter SGS523, Seeburg 1110.

Eddy Arnold, "Somebody Like Me"—Title tune, Lay Some Happiness On Me, There's Always Me, The Tip of My Fingers, Love On My Mind, I Love You Drops—RCA VLP3715, Seeburg 1124.

The March 27 releases: "More of the Monkees," — I'm A Believer, Mary, Mary, When Love Comes Knockin', I'm Not Your Steppin' Stone, The Kind of Girl I Could Love, She — RCA CGLP102, Seeburg 1130.

"Della Reese Live," — Good Morning Blues, I Got It Bad and That Ain't Good, Gotta Travel On, Driftin' Blues — ABCS 569, Seeburg 1107.

Connie Smith, "Downtown Country" — Ride, Ride, Ride, Born a Woman, Everybody Loves Somebody, It's Gonna Rain Today, It'll Be Easy, My Heart Has A Mind Of Its Own — RCA VLP3725, Seeburg 1125.

# The One-Stop Today

By EARL PAIGE

A great gulf, it has been said has come 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 found a large number of operators deeply concerned about good programming, and we found many one-stop managers correspondingly concerned. Our interviews turned up many imaginative programming ideas in both sectors of the market. We present some of the best ideas described largely in the interviewees' own words.



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CHOATE—"A vast number of titles."



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COHEN—"Growing with the times."

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## National Shuff. Adds a Plant

FAIRFIELD, N. J.—National Shuffleboard 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 Emmer, who will be in charge of the main showroom sales office. National was founded in 1924.



AJA LEADERS in Philadelphia. From left standing, David Rosen, David Rosen, Inc.; Morris A. Kravitz, trade council chairman for Allied Jewish Appeal; Joseph Ash, Active Amusement Co. From left seated, Raymond Erfle, vice-president Lincoln National Bank; Harry Stern and Samuel Stern, president of Amusement Machines Association.

## The Operator View

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

This is what Virgil Abbott, manager of Buddy Buddy Enterprises, Carterville, Ill. insists upon.

Abbott, who says his company operates jukeboxes from central Illinois to the Tennessee border and might use as many as 500 of one hit number, said: "Our one-stop service has been real good. If they miss on something we get it on the bus the next day or so."

With such a big route and with purchases running into 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 said the company vehicles will average over 100,000 miles a year, is a staunch believer in using the latest records to stimulate play.

"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 pressured into excessive purchases by the one-stop or his locations.

"We use a percentage plan. We'll spend from 10 to 12 per cent of a location's gross for new records."

### One-Stops 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 distributors to the one-stop was Ed Gilbert, Gilbert Music Co., Bloomington, Ill.

Gilbert might have started his buying sooner but he was stocking for both a retail record shop and his route.

Earl Donahue, who assists Gilbert, said: "I suppose I was responsible for the recent 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 Olney, Ill., operator Omar Dressell, who started buying from a mobile one-stop truck that started calling.

"This truck was coming up from Evansville, Ind. and for a while it seemed like a pretty good deal. If I was out on the route, he would even wait at my house."

Dressell said that the service included a jukebox chart and that in most cases the driver had title strips for each record. "I don't know why it didn't work out," he said. "It seemed like he had all the new, hot records. Still, you couldn't get everything you wanted."

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

(Continued on page 67)

## The One-Stop View

"There are good operators and there are bad ones," said Phil Burlingame, with reference to record buying and programming. "They're no in-between ones." But if Burlingame, who started Phil's One-Stop in Oklahoma City in 1963, has his way, many more operators are going to become better programmers.

Burlingame, who credits over 75 per cent of his volume to jukebox operators, has initiated many innovations that help him keep in constant touch with coinmen. Among these is the 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 tunnel" he designed so records may be demonstrated over the telephone. Burlingame said: "You have to soften the sound of records. The phone operates at around 3,000 to 4,000 cycles but records are sometimes as high as 12,000 cycles."

Another method he employs is IBM's Duramuch, which allows him to keep a perpetual inventory of 4,820 titles carded on a six-and-a-half-foot-wide wheel. "It takes us seven 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 schottisches.

Burlingame criticized operators for not subscribing to the trade papers and staying alert to records. "My philosophy is if the operator doesn't make money on records, neither will I. Records are all the jukebox operator is selling," he said.

"We pretty well know our customers," Burlingame added, explaining that before an operator is called, a salesman will pull the firm's last two orders. "This way, if he's bought Ray Price's 'Danny Boy' for just his country stops, we can tell him the record's breaking pop and how many more he should order."

Burlingame also advises 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 one-stops 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, Seattle Record One-Stop, said: "With the vast number of new titles coming out all the time, not to mention a greater number of Little LP's, we felt it would be an aid to operator 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 150 records into 10 categories: New pop releases, tops for teens, rhythm and blues, new country and western, box breakouts, Top 5 country and western, other good jukebox records, week's 15 best-selling jukebox records, new and current c&w, and a category left open, which might include comedy singles, Little LP's or to other types of records on a rotation basis.

Noting still an additional service, Choate said: "We mail the lists out all over the Northwest and

(Continued on page 67)

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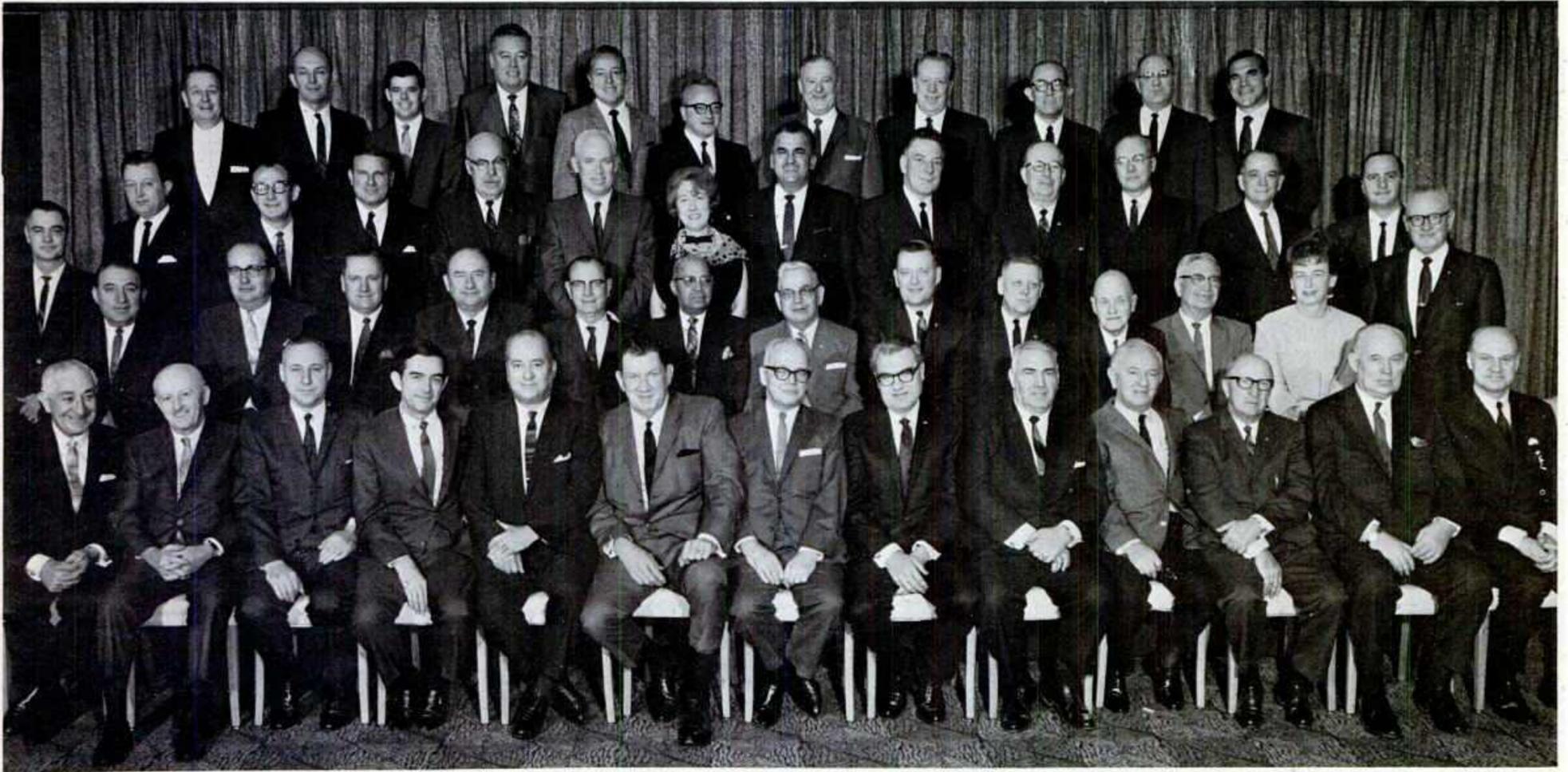
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# The Music Operators of America Board of Directors in Washington



ANNUAL GROUP PORTRAIT of the Music Operators of America officers and board members was snapped at the association's recent meeting in Washington. From left, front row: Special guest Hirsh de LaVie; Al Denver, Lincoln Vending Corp., Brooklyn, a vice-president; A. L. Ptacek Jr., Bird Music Co., Inc., Manhattan, Kan., a vice-president; William B. Cannon, Cannon Coin Machine Co., Haddonfield, N. J., secretary; James Tolisano, West Coast Music, Clearwater, Fla., president; John A. Wallace, Wallace & Wallace Music, Inc., Oak Hill, W. Va., board chairman; J. Harry Snodgrass, Servomation of New Mexico, Inc., Albuquerque, N. M., member, past presidents' council; Howard Ellis, Coin-A-Matic Music Co., Inc., Omaha, treasurer; Frank R. Fabiano, Fabiano Amusement Co., Buchanan, Mich., a vice-president; Samuel A. Weisman, State Sales & Service, Baltimore, a director; W. R. Lumpkin, Bryant & Lumpkin, Ashland, Va., a director; Kenneth A. O'Connor, O'Connor Vending Machine Co., Richmond, Va., a director; Ferderick M. Granger Jr., executive vice-president, MOA, Chicago.

Second row: Robert O. Walker, Capital Music & Vending, Helena, Mont., a director; Charles Bengimina, B. & G.

Amusement Co., Kansas City, Mo., a director; John L. Masters Jr., Missouri Valley Amusement Co., Lee's Summit, Mo., a director; special guest Garland Garrett, Wilmington, N. C.; Lawrence F. LeSturgeon, LeSturgeon Distributing Co., Charlotte, N. C., a director; Fred E. Ayers, Fred Ayers Music Co., Greensboro, N. C., a director; Moses Proffitt, South Central Novelty Co., Inc., Chicago, a director; Leen Taksen, D. & L. Coin Machine Co., Harrisburg, Penn., a director; Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass., a vice-president; Harlan Wingrave, Emporia Music Service, Emporia, Kan., a vice-president; Ralph Ridgeway, Vogue Music, Inc., Springfield, Mass., a director; C. G. Silla, Silla Music Co., Inc., Oakland, Calif., a director; Mrs. Orma Johnson, Johnson Vending Service, Rock Island, Ill., a director; C. C. Bishop, Bishop Music Co., Raleigh, N. C., a director.

Third row: Samuel R. Keys, Apollo Stereo Music Co., Inc., Denver, a director; Hal J. Shinn, Star Amusement Co., Gaffney, S. C., a director; Henry C. Keels Jr., Keels Music Co., Inc., Florence, S. C., a director; Les Montooth, Montooth Music Service, Peoria, Ill., a vice-president; Paul M. Brown, Western Automatic Music, Inc., Chicago, a director; Mrs. Millie McCarthy, Catskill Amusements, Inc., Hurleyville, N. Y., a director; Thomas Greco Jr.,

Greco Brothers Amusement Co., Inc., Glasco, N. Y., a vice-president; James K. Hutzler, Hutzler Vending Machine Co., Martinsburg, W. Va., a vice-president; Jack G. Bess, Music Operators of Virginia, Roanoke, Va., a director; Ted Nichols, Automatic Vending Service, Fremont, Neb., a vice-president; Nicholas E. Allen, Armour, Herrick, Kneipple & Allen, Washington, MOA legal counsel; John R. Trucano, Black Hills Novelty Co., Inc., Deadwood, S. D., sergeant at arms.

Fourth row: William E. Hullinger, Hullinger Music, Delphos, Ohio, a director; Maynard C. Hopkins, Hopkins Music & Vending Co., Galion, Ohio, a director; Fred J. Collins Jr., Collins Music Co., Inc., Greenville, S. C., a director; Robert J. Rooney, State Novelty Co., Inc., Baton Rouge, La., a director; Robert E. Nims, Lucky Coin Machine Co., Inc., New Orleans, a director; Joseph J. Levin, Blue Ribbon Vending Co., Philadelphia, a director; Carl Pavesi, Automatic Phonograph Service, White Plains, N. Y., a director; Jerome J. Jacomet, Red's Novelty, West Allis, Wis., a director; Arnold Jost, Arnold's Coin Machine Co., Milwaukee, a director; Louis S. Glass, Modern Specialty Co., Madison, Wis., a director; Humbert S. Betti Jr., H. Betti & Sons, Inc., North Bergen, N. J., a director.

## The Operator View

• Continued from page 66

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

Dressell, typical of many operators in rural areas, must depend on shipments, but he also drives into St. Louis occasionally 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 and, like Jack Jeffreys, are not unduly influenced by strips.

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

Jeffreys has a specially-equipped typewriter "equipped with large, gothic letters that give us an easily-read strip."

Unlike many operators in rural sections who depend largely on deliveries, Jeffreys 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 Musi-Matic, Inc., in suburban Orange County near Los Angeles, subscribes to Phonolog, a special record directory.

"We get requests every day and usually the barmaid or bartender 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 he 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 Jeffreys, Niederhelm and others are tending perhaps to counteract the problem that Haddonfield, N. J., operator Bill Cannon has decried: "Our title strips are all identical 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 manufacturer.

## The One-Stop View

• Continued from page 66

the operators make their orders right on the sheets and send them back. The sheets are actually pre-paid order forms."

The question of good or bad record buying habits among operators is not always critical if the one-stop is doing a good job. This is the opinion of Mrs. LeRoy Davidson, Davidson's One-Stop, Kansas City, Mo.

"We have a number of operators who call and tell us to ship them a certain quantity of records, said Mrs. Davidson. "Often they'll say send us 15 of each of whatever you have new. They rely on our judgment and I guess we do pretty well because we have many loyal customers who have

(Continued on page 71)

## Rosen Adds to Staff Roster

PHILADELPHIA—Two new additions to the David Rosen, Inc. coin machine sales staff are Richard Francis (Bud) Costello and Henry Charles (Hank) Heiser. Costello, who was originally an operator in the Lancaster, Pa., area, and in recent years was associated in sales and promotion for Chock Full O' Nuts Coffee, has been assigned to the upstate Pennsylvania area. Heiser, who was formerly a toy salesman, has wide experience and contacts with the coin machine arcades and vending operations in this area.

With the two new salesmen, vice-president Rosen also an-

nounced the promotion of David Weiss, veteran salesman, to sales manager. Under his direction, Weiss is preparing a series of operator trade showings for Music Merchant and the entire new Rowe line of machines and accessories. In addition, Leo Crawford, another veteran of the Rosen sales staff, was placed in charge of the Cinejukebox Division. In his new capacity, Crawford will direct sales activity for all audio-visual coin-operated equipment including Rowe's audio-visual unit as well as Rosen's Cinejukebox.

Another major change announced by vice-president Rosen is the naming of Elliot Rosen as financial secretary and finance director for the company. Formerly in charge of the export-import division and other operations, he has had wide experience in the financial field.

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# NVA Convention Program

THURSDAY, APRIL 6

10 a.m.—4:15 p.m. Exhibits Open  
4:30 p.m. NVA Board of Directors Meeting  
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.

## 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 to display products, were also being rapidly secured.

Registrations may still be handled through contact with NVA's headquarters 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 8:30 p.m. Thursday.

Business sessions on both Friday and Saturday will be from 10 a.m. until 12:30 p.m. Prior to the opening business meeting Friday, Leaf Brands, Inc., will host a special breakfast get-

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. Willson, manager of trade association liaison for DuPont, who will address himself to consumer 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.

Saturday's speakers will be Lee-muiron Rousseau, a noted author and publicist with the Public Relations Society of America. Rousseau, whose novel, "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 Goldstein, vice-president of Oak Manufacturing Co., will conduct a special workshop at 12:30 p.m. Saturday.

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 annual banquet and floorshow will be at 7 p.m. Saturday and the convention will close Sunday.

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## Important Memo

N.V.A. PRE-CONVENTION ISSUE

Dated: April 8

Distributed: Monday, April 3

(Ad Deadline: Wednesday, March 29)

FREE distribution of this issue at the N.V.A. Convention, Monteleone Hotel, New Orleans, La., April 6-9.

REACH OPERATORS IN THIS EDITORIAL PACKED ISSUE which will contain a comprehensive report of convention activities.

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

NEW YORK—Eppy Charms will emphasize "action and play value" in its new items for 1967, according to president Oscar Reiss.

Reiss, who recently took over the firm as president, was a vice-president and plant manager for Ideal Toy Co., Jamaica, N. Y. He said "Eppy wants to provide American charms for American children that have value as toys as well as charms." "I am going to take the toy know-how and apply it to capsules and charms."

Eppy currently has over 1,000 different items from animals to metal tools that actually work. All coating and plating is done at Eppy's Leominster, Mass., plant. 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 all operations were performed in New York for nearly 30 years.

The company was formed in 1937 by Samuel, Sydney and George Eppy. 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 and the first vacuum metalized charm in 1952. Eppy had 52 different items in 1937. Several new pieces will be displayed at the National Venders Association convention set for April in New Orleans.



SYDNEY EPPY, vice-president of Eppy Charms, Lynbrook, N. Y., shakes hands with the new president of the firm, Oscar Reiss, who comes to Eppy after 10 years as a vice president of Ideal Toy Co.

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# Uniform Tax Code California Goal

LOS ANGELES—Can the cigaret vending operators in California foster a movement to establish a uniform cigaret 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.

Gone is the thought to block Gov. Ronald Reagan's cigaret and tobacco levy which would raise some \$83 million. The State cigaret tax, now 3 cents a pack would be 6½ cents, with a proposed 3½ cents for all cities and counties, for total of 10 cents a pack. Local taxes range from 2 to 4 cents per pack, depending on the area.

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

### Patchwork

To levy a different cigaret tax in neighboring cities and counties is unfair to the vending operator and results in "patchwork" tax laws, according to members of the Taxation and Regulation Committee of CAVC.

Harry Say, legal consultant

to CAVC, feels the cigaret tax is inevitable this year but believes an effort should be made to convince legislators that a uniform cigaret 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 shift targets and aim our efforts in the uniform tax code direction. Any chance to reduce or eliminate a cigaret tax seems to have vanished."

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

There are several cigaret 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 locally levied cigaret taxes. At least 19 cities in California levy such a tax.

### Other Plans

But cities with a cigaret tax bigger than the amount the ad-

ministration wants to return to them are questioning the proposal.

Another plan, by Assemblyman John G. Veneman (R.-Modesto) also was introduced. The tax levy by Veneman, tied in to a \$1.15 billion tax package, is bigger than anything introduced by Governor Reagan. Included in the tax package is a 5-cent-a-pack increase in the present 3-cent-a-pack cigaret tax. Veneman is chairman of the Assembly Revenue and Taxation Committee.

A third proposal, presented by Assemblyman Frank Lanterman (R.-La Canada) introduced a bill to put a ceiling of 4 cents on cigaret taxes in which local city governments could tax the tobacco and vending industries.

Lanterman's proposal would permit general law cities (as contrasted to charter cities) and all counties to levy a cigaret tax not to exceed 4 cents. Smokers living in chartered cities pay an extra tax above the State's 3-cent-a-package level. Counties, under present law, can't tax cigarets.

The State has had a 3-cent-a-pack tax on cigarets since 1959, and in the 1965-1966 fiscal year the levy brought to the State about \$74.5 million.

### Concentrate

Some chartered cities, such as Los Angeles, already levying a 4-cent tax on cigarets would be stopped from raising the tax, under the Lanterman bill.

Sen. George Miller Jr. (D.-Contra Costa), chairman of the powerful Senate Finance Committee, is lined up in Governor Reagan's corner on the tax levy.

He declared: "If I have anything to do with it there'll be a 5-cent-a-pack tax hike on cigarets."

Miller favors a boost in the 3-cent-a-pack tax to 8 cents, with some of the revenue to be split with local governments.

Vendors at the CAVC meeting said that an increase in taxes would raise an interesting situation. The thought and practice of returning pennies with each package of cigarets purchased in a vending machine has been virtually abandoned by distributors because of accounting and processing inconvenience.

"We must begin to concentrate on trying to present to the Legislature facts on why a uniform cigaret tax code is important. That's the next step," Say believes. "Trying to eliminate any cigaret tax this year is wasted effort."

## Bulk Banter

### LOS ANGELES

Sam Weitzman, chairman of the board of Oak Manufacturing Co. and Operators Vending Machine Supply Co., left Los Angeles by air on a business trip to the Orient. He will be gone for nearly a month. . . . The many friends in the bulk field were saddened by the death of W. H. (Bill) Siegle, of Siegle Vending Service, in Bellflower. He was believed to have recovered from a recent heart attack when he collapsed at the wheel of his van. A native of St. Louis, he was a former president of the Western Vending Machine Operators Assn.

Bob Feldman is back at his Acme Vending Co., following a fast and cold trip to Chicago. While there, he attended the dis-

(Continued on page 72)

# California Vendors Plan Leap Forward

LOS ANGELES—A record turnout of more than 250 persons saw the California Automatic Vendors Council (CAVC) install its 1967 officers and board of directors at the 11th annual installation meeting in Palm Springs (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.

Elected 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 Parina and Dixon Poole, all of San Francisco; Armand Clavere of Sacramento; Marlon Foote, Jack Nutter, Harry Robb, Barney Ross, E. F. Stanton Sr., Edward Wachter, Albert Weymouth and Tom Young, all of Los Angeles; Rick Jacocks and Jay Scherer, both of Oakland; Joseph Kitts of San Bernardino, Robert Natoli of San Diego, W. R. Patton of Modesto and Albert Schroeder of Long Beach.

Also on the board are past presidents John Lumpp and Charles Mananian, both of Los Angeles; Dwight Dickinson of Oakland, Pang Wheaton of Long 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 cigaret operators subcommittee of the taxation and regulation committee.

A board of directors meeting outlined the organization's goals for 1967 and discussed reports on memberships, public relations, public health, education, assessor liaison, milk licensing, taxation and regulation and the new NAMA charter, which they approved.

To offset the working schedule, the third annual golf tournament was held at the San Jacinto Country Club, and a ladies' hospitality luncheon honoring Mrs. John Lumpp, retiring President's Lady, was held at the Holiday Inn Riviera.

Host companies at the event included Austin Pacific Biscuit, Beverly Brown Brokerage, Bowey's Chocolate Products.

(Continued on page 70)

## Plan Now to Attend NATIONAL VENDORS' ASSOCIATION VENDORAMA OF 1967



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Date	Exhibit Hours	Business Sessions
Thurs., April 6	10:00 a.m. to 4:15 p.m. 8:30 p.m.—Hospitality Night	4:30 p.m.—Board Meeting
Fri., April 7	1:00 p.m. to 6:00 p.m. 8:00 p.m.—N.V.A. Hospitality Night	10:00 to 12:30 p.m.—General Meeting
Sat., April 8	1:00 p.m. to 5:30 p.m. 7:00 p.m.—Banquet & Floor Show	10:00 to 12:30 p.m.—General Meeting
Sun., April 9	10:00 a.m. to noon	

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Indian Nuts, 5 lb. bag, per lb. . . 1.25  
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Cashew, Butts . . . . . .72  
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Boston Baked Beans . . . . . .32  
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M & M, 500 ct. . . . . .48  
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## Coin Machines Getting Greater Emphasis at Hanover

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-chute 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 phonographs. 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 Rejectors, Coin Acceptors, American Can Co., Rock-Ola, Seeburg, Wurlitzer, Rowe, Chicago Coin, Midaway 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 machines is seen in West Germany. It is now estimated that 50 per cent of all cigarets sold in West Germany are through vending machines.

And the market expansion also includes jukeboxes and amusement machines, Fair officials agree.

The Hanover Fair was founded in 1947 as a replacement for the world-famous Leipzig Fair which was then fading out in East Germany. While it is still chiefly a showcase for German products (three out of four exhibitors are German), the Fair attracts industry from all over the world—including such U. S. giants as IBM, DuPont, Lock-

heed Aircraft and many others.

Last year thousands of visitors from 105 countries viewed the exhibits of 5,287 firms. Some 644 additional firms were represented by European distributors.

Fair officials predict that participation by U. S. coin machine manufacturers will be the greatest ever this year.

## 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 for three months for a fee of \$2,500 to improve the image of arcade amusements to the public. He told Billboard that a sum of \$25,000 (DM 100,000) voted by the German trade association embracing all sections of the industry (Arbeitsgemeinschaft Munzautomaten—AMA) a year ago to engage the German affiliate of J. Walter Thompson, has not really achieved anything of substance. Skriver is going on his own with his own ideas and if successful will share them with the Division of the ZOA (German Operators Association), 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 slack 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 disabled children's 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 governing body of the North German Operators Association. It is hoped that all branches of the ZOA (German Operators Association) will therefore have an active member from their arcade section to watch their interests. Although the Skriver business in game machines only goes back to 1953, Skriver Brothers as a firm celebrates its 75th year this month. Their original business was shipping.

The three Skriver arcades in the Hamburg area are probably among the best operating in Europe. They are spotlessly clean and efficiently run. His latest amusement piece is "See Yourself on TV" (shown at the last

## Japanese Trade Gains Predicted

LOS ANGELES—Hiromichi Eguchi, executive director of the Japan Trade Center in San Francisco, said recently that U. S. coin machine trade with Japan, both in new and used equipment, will continue to show a steady gain for years to come.

Eguchi agreed with Hiro Hi-yama, chairman of a 28-man economic mission sent by Japan to tour the West Coast last year, that trade with Japan, primarily in flipper games and phonographs, is on a substantial upswing.

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

ATE), and he promotes this by a placard in the window showing a homespun type girl's face set in a blow-up of a TV screen. Since this window promotion, he has trebled his take on this one machine. The promotion idea came from his new PR man.

## Wurlitzer Licenses Peruvian Manufacturer

LIMA, Peru—Manufacturas 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 Americana—will manufacture simultaneously jukebox models in production at Wurlitzer's New York plant.

Wurlitzer distribution in Peru has been handled by Importaciones Peru S.A. since 1953. This will continue. I.P.S.A. is an associated company of M.P.S.A.

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

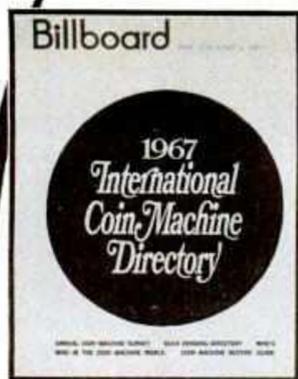
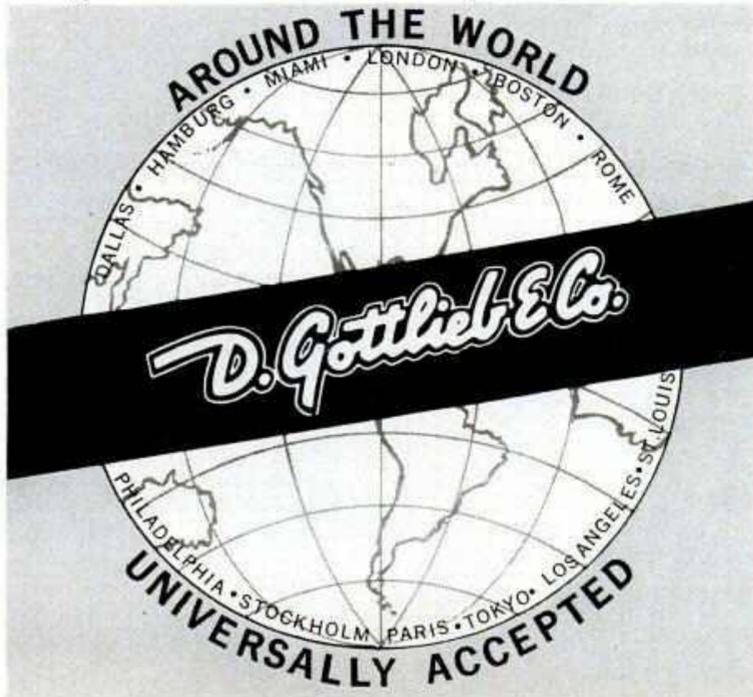
Chief administrative officer for M.P.S.A. is Carlos Dogny, major stockholder in both M.P.S.A. and I.P.S.A. Manag-

ing director of both the manufacturing and distributing firms is Dr. Mario B. Ordonez, whose specialty is economics. Sales manager is Edmundo Vera, who has been sales manager of I.P.S.A. for the past four years.

Dogny, a widely known figure in South American business, is also one of the largest stockholders in the Banco Comercial del Peru. He holds directorships in many other large Peruvian firms. Dogny is also a world traveler, a polo player of world reputation and a surfing enthusiast greatly responsible for the growing popularity of the sport on the Peruvian coast.

Dr. Ordonez is vice-president of the Banco Comercial del Peru. He is also an active Rotarian.

Vera is credited with popularizing jukebox play in Peru and is said to be a careful student of the Peruvian economy.



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## COIN MACHINE DIRECTORY

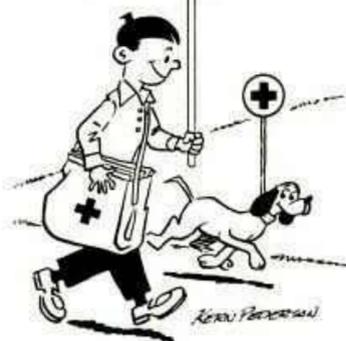
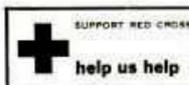
will be mailed to every Billboard Coin Machine Subscriber. If you're not currently a Billboard subscriber, use coupon below. You'll automatically receive the fact-packed Fifth Annual Coin Machine Directory.

### California Vendors

• Continued from page 69

Coca-Cola, Continental Coffee, Circle International, Dean Foods, Duncan Foods, General Foods, Liggett & Myers Tobacco, Lily-Tulip Cup, P. Lorillard, Nestle, Philip Morris, Rudd-Melikian and Vendo.

Also Sweetheart Cup, Pepsi-Cola, Micro Magnetics, Scott Paper, Coin Acceptors, Standard Brands, Westinghouse and Weymouth Distributors.



FRONT OFFICE VIEW of the plant of Manufacturas Peru, S. A., newly licensed by Wurlitzer to import, assemble and manufacture jukebox components at Lima, Peru. Production has commenced with the Wurlitzer Americana.

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# The One-Stop Today

## The One-Stop View

• Continued from page 67

bought from us ever since we went into business in 1950."

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 50 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 Strele, is still with him—as a capable assistant, along with Betty Darin, who also has been with the company many years.

Joe, who started operating 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 Delman. 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 can handle such a volume of orders, some from as far as Guam, Hawaii and other Pacific Ocean points. While Brockman uses air parcel post for many orders, 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 remembering record stock numbers and often startles operators who recite a title over the phone by muttering 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 customers 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 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.

"Most of them read the trade papers and follow the charts and stars on new records that are starting to break," he said. This alertness coupled with reliance on one-stop advice usually works out profitably, Cohen said.

He also believes that record distributors, in most cases, are quite alert. "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 Bernard, manager of Operator Sales One-Stop in New Orleans.

"Too many operators don't devote enough time to their record buying," said Bernard, 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 this instance on uniformity as a good straw in the wind."

Bernard also noted a demand for more Little LP's. "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 designed 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 operation."

Said Stanley Stein, president of Sunshine, "It is very hard to be in the automatic coin business and have other interests. One of them must suffer. Today the coin machine business needs all of your attention and a firm like Mar-Tab Vending can make it. They have all of the facilities, a backlog of good help and the know-how to get the most out of their locations. I know they will be very successful with their new addition."

Tabb said that with the addition of Sunshine, Mar-Tab now operates about 70 per cent of the jukeboxes and games in Dade and Broward counties.

## D&R Sales Up

CHICAGO—In conversations with reporters at the recent sporting goods show at Navy Pier here, D&R Industries partner Dennis Ruber reported that the firm, which supplies parts and accessories to the coin machine trade, was up 20 per cent in volume during 1966.

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## New Equipment



MEPADI—Shooting Contest

MEPADI S.A. OF METZ has introduced a new shooting amusement game in France called "Tir Concours" (Shooting Contest). The unit is of German manufacture (Rehbock). It delivers a cardboard strip of vice perforated targets to the player after he has taken his five shots. Perforations indicate to the shooter his marksmanship—or lack of it. It stands under five feet in height, is 20 inches wide and 28 inches deep. Weight is 150 lbs. May be adapted to provide two target strips for 50 centimes and for strips for one franc. Magazine holds a reel of 3,000 numbered strips. Ex-works price, taxes included is 5,600 francs (\$1,120). Unit is silent in operation and the rifle stock is compelling verisimilitude.

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## 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 service school 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.

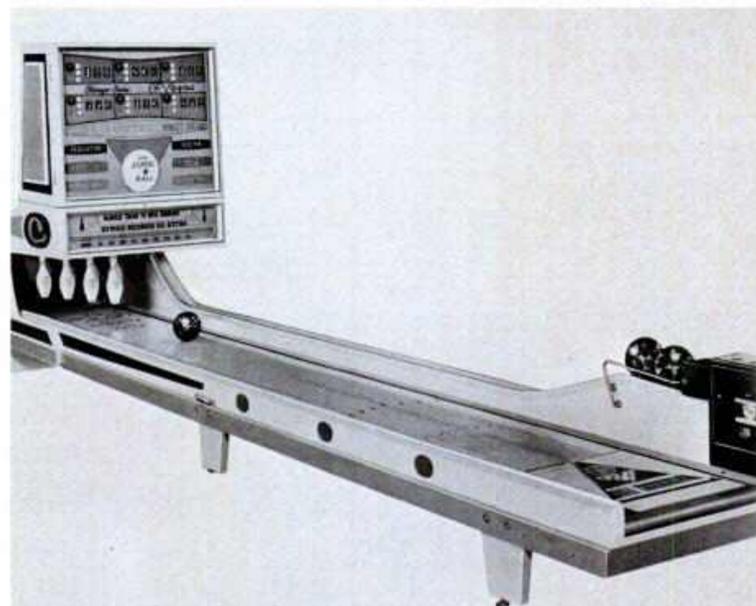
Also high on the meeting agenda will be a report on the status of the proposed Nebraska gross receipts tax now under consideration at Lincoln. Ellis,

owner of Coin-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 tacking 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 Moss & Co., Omaha and W.B. Music Co., Kansas City. Ellis indicated that distributors can contact Holiday Inn here for a details on display accommodations.

## New Equipment



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 playfield, six-way play and a larger cash box with removable partitions. The games are set to receive 15 cents per game or 2-plays-for-a-quarter. The unit is now in distribution.

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## 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 active representatives 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 regional association in as many parts of the country as possible.

**WILLIAM CANNON**, Cannon Coin Machine Co., Haddonfield, N. J. Cannon is secretary of the MOA and is its probable president for 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 special 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 New Jersey 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 risen steadily through industry ranks in his home State and in the national association on the strength of his reputation as an exemplary businessman.

**MRS. LEOMA 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 outworking two men and can even overhaul a machine herself if called upon to do so. She has been secretary-treasurer of the West Virginia Music & Vending Association for a number of years.

**TED 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 ALLEN**, Armour, Herrick, Kneipple & Allen, Washington, is counsel for the MOA. He has impressed the industry with his thorough knowledge of both his and the coin machine fields.

## Bulk Banter

• Continued from page 69

tributors meeting held by Northwestern and visited Logan Distributing Co. and with **Jane Mason** at Leaf Gum. Bob and his wife **Phyllis** plan to attend the NVA convention to be held in April in New Orleans. . . . Report has it that **Leo** and his wife **Harriet**, of West Coast Enterprises, will also attend the New Orleans conclave. They are at present planning a trip to the Bahamas following the NVA meeting.

**Larry Goldstein**, son of **Herb Goldstein**, vice-president in charge of marketing at Oak Mfg. Co., has been assigned to Formosa with the U. S. Air Force. He will do an 18-month tour of duty there. . . . **Tomas Garcia** is back from a trip to Guadalajara and made a trip to Los Angeles to replenish his supplies for his routes in the Tijuana, Mexico, area.

**SAM ABBOTT**

# New Bill Would Ban All Pinballs in Illinois

• Continued from page 65

operator called the reasons "arbitrary."

The bill's Section 28-9 states: "The term 'pinball, bagatelle or pigeonhole' means a game played with any number of balls or spheres upon a table or board having holes, pockets or cups into 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 clue to the purpose of the new pinball-ban bill may be implicit in a statement by former Cook County Sheriff Richard Ogilvie, a Republican, during a debate with attorney King aired over a Chicago radio station. Ogilvie, who is now president of the Cook County Board of Commissioners, stated that his investigators found it impossible to tell the difference between amusement flipper games and bingo games that require a \$250 federal gambling stamp.

King suggested that such discrimination was tantamount to "throwing the baby out with the bathwater."

King has spent considerable time during recent years explaining the difference between these types of equipment to law enforcement agents. In 1965, for example, he placed a "flipper game" and a "bingo game" before a summer seminar class of district attorneys at Northwestern University Law School here and painstakingly pointed out the differences in the machines.

Crucial to the equipment differentiation is the "thing of value" principle. This principle is stated in the definition of "gambling device" found in the "Model Gambling Act."

"'Gambling device,' it reads, 'means any device or mechanism by the operation of which a right to money, credits, deposits or other things of value

may be created, in return for a consideration, as the result of the operation of an element of chance. . . . But in the application of this definition an immediate and unrecorded right of replay mechanically conferred on players of pinball machines and similar amusement devices shall be presumed to be without value."

It is the opinion of most Illi-

nois (indeed, U. S.) operators that, rather than ban all pinball type machines, legislators help acquaint law enforcement officials with the conceptual and mechanical differences between "bingo" and "flipper" games.

Sponsors of the latest anti-pinball bill, in addition to Arrington, are Harris W. Fawell, Naperville; Joseph R. Peterson, Princeton; Robert C. Olson,

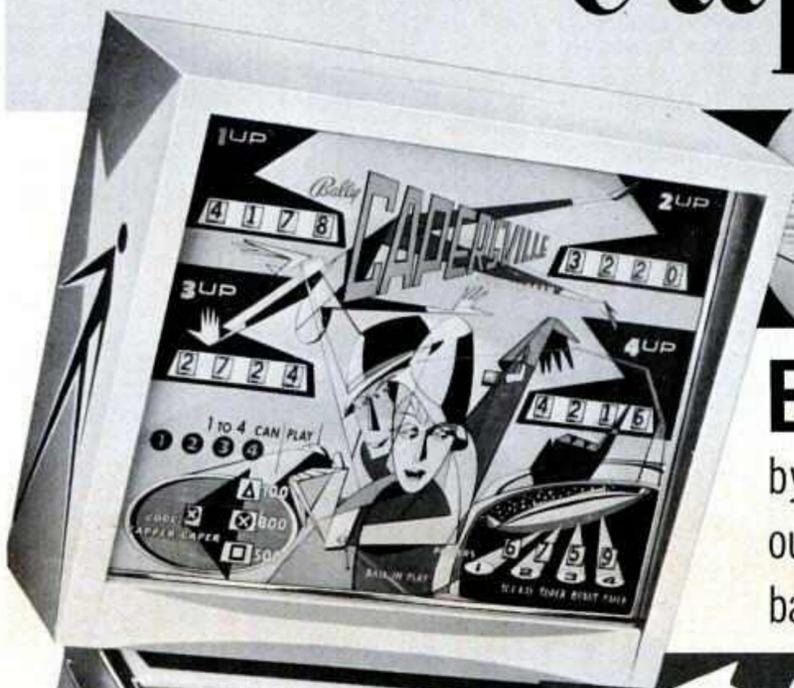
Waukegan; John J. Lanigan, Chicago; Delmer R. Mitchell, Johnson City; Albert E. Bennett, Chicago; Walter Duda, Chicago; Walter P. Hoffelder, Chicago; Joseph J. Krasowski, Chicago, and Arthur R. Swanson, Chicago. All are Republicans.

Casola warned: "If the Legislature passes the bill to ban pinballs, the next thing could be pool tables, shuffle alleys or even

jukeboxes." He urged all members to attend the April convention, which will commence with a social gathering on Saturday. The general business meeting will begin at 1 p.m. Sunday. The meeting will be held at the Holiday Inn East in Springfield. Among the featured speakers will be S. John Insalata, counsel for the Illinois Bar Association and a former official with the National Automatic Merchandising Association. State Rep. Zeke Georgi from Rockford will also speak.

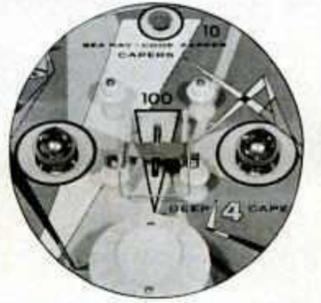
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MUSIC AND VENDING WERE FEATURED in this attractive exhibit by P. van Dessel & Co. at the Horecava Fair '67 in Amsterdam in January. The firm is the main agent for the Brabo Corp., Rock-Ola Mfg. Corp.'s Benelux distributor. On view were the Rock-Ola Coronado, model 431; the GP Imperial, model 433; the GP 160, model 432 and Rock-Ola's full line of coffee machines. Brabo is headed by George Charlier and Mr. DeGroot is director of P. van Dessel.

## Coming Events

Mar. 23—Amalgamated Music Operators Association of Miami, regular meeting, site to be announced.

Mar. 27—Northwest Ohio Music Operators Association, monthly meeting, Rose Villa, Findlay.

Mar. 31-Apr. 1—National Automatic Merchandising Association, spring regional meeting, Claridge Hotel, Atlantic City.

Apr. 1-2—Coin-Operated Industries of Nebraska, regular meeting, Holiday Inn, Grand Island.

Apr. 3—Columbus, Ohio, Coin

Operators Association, monthly meeting, site to be named, Columbus.

Apr. 4—Missouri Coin Machine Council, site to be picked, Mexico.

Apr. 4—Tri County Vending Association of Youngstown, Ohio, monthly meeting, site to be announced, Youngstown.

Apr. 4—Summitt County, Ohio, Music Operators Association.

monthly meeting, site to be named.

Apr. 3—Missouri Coin Machine Council, Mexico, site to be named.

Apr. 5—Western Massachusetts Music Guild, monthly meeting, Ron Roc Cafe, Fairview.

Apr. 6-9—National Vendors Association, annual convention & trade show, Monteleone Hotel, New Orleans.

Apr. 7—West Virginia Music & Vending Assn., board meeting, Heart-O-Town Motor Inn, Charleston.

Apr. 7-8—National Automatic Merchandising Association, spring regional meeting, Charleston Inn, Charleston, S. C.

Apr. 8—Wisconsin Automatic Merchandising Council, annual meeting, Biggar's Motel, Appleton.

Apr. 8-12—National Association of Tobacco Distributors, annual trade show and convention, New York City.

Apr. 14-15—National Automatic Merchandising Association, spring regional meeting, Sheraton Plaza Hotel, Boston.

Apr. 21-22—Illinois Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wis.

Apr. 22-23—Illinois Coin Machine Operators Association, regular meeting, Holiday Inn East, Springfield.

Apr. 29-May 7—Hanover Trade Fair (with enlarged coin machine exhibit); Hanover, West Germany.

Apr. 29—Montana Music Operators Association, regular meeting, Lewiston.

Apr. 29—Northwest Automatic Retailers Council, annual meeting,

## 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 5-7—Pennsylvania Automatic Merchandising Council, meeting, Host Farm, Lancaster, Pa.

May 12-13—Ohio Automatic Merchandising Association, annual conference, Sheraton-Columbus Hotel, Columbus.

May 19-21—North Carolina Vending Association/South Carolina Automatic Merchandising Association, annual meeting, Ocean Forest Hotel, Myrtle Beach, S. C.

May 20-21—Kansas Tobacco-Candy Distributors & Vendors, yearly convention, Lassen Hotel, Wichita, Kan.

May 21-25—National Restaurant Association, 48th annual convention, Navy Pier, Chicago.

May 27-31—National Confectioners Association, 84th Annual Convention, Chicago.

June 2—New York Automatic Vending Association and New York Bulk Vendors Association, Inc.; joint meeting, Sagamore Hotel, Lake George.

June 10—United Jewish Appeal, Coin Machine Division, annual fund-raising banquet, Statler Hilton Hotel, New York City.

June 16-18—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lac Lake, Wis.

June 21-23—Canadian Automatic Merchandising Association, annual convention, Skyline Hotel, Toronto.

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

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Mich.

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

Oct. 19-21—Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.

Oct. 27-29—Music Operators of America, 17th annual convention and trade show, Pick Congress Hotel, Chicago.

Oct. 28-31—National Automatic Merchandising Association, 22d annual convention and trade exposition, International Amphitheater, Chicago.

Nov. 30-Dec. 2—Music Operators of Virginia, 9th annual convention and trade show, John Marshall Hotel, Richmond.

Jan. 16-18, 1968—Amusement Trade's Association annual exhibition, Alexandra Palace, London.

Feb. 27-29, 1968—Seventh Annual Northern Amusement Equipment and Coin-Operated Exhibition, Blackpool, England.

## Alex Witalis Dies

CLEVELAND—Alex Witalis, 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 Phonograph Merchants' Association of Cleveland. He is survived by his widow, Severn; a daughter, Mrs. Nancy Russell, and a son, William.

# Fischer.



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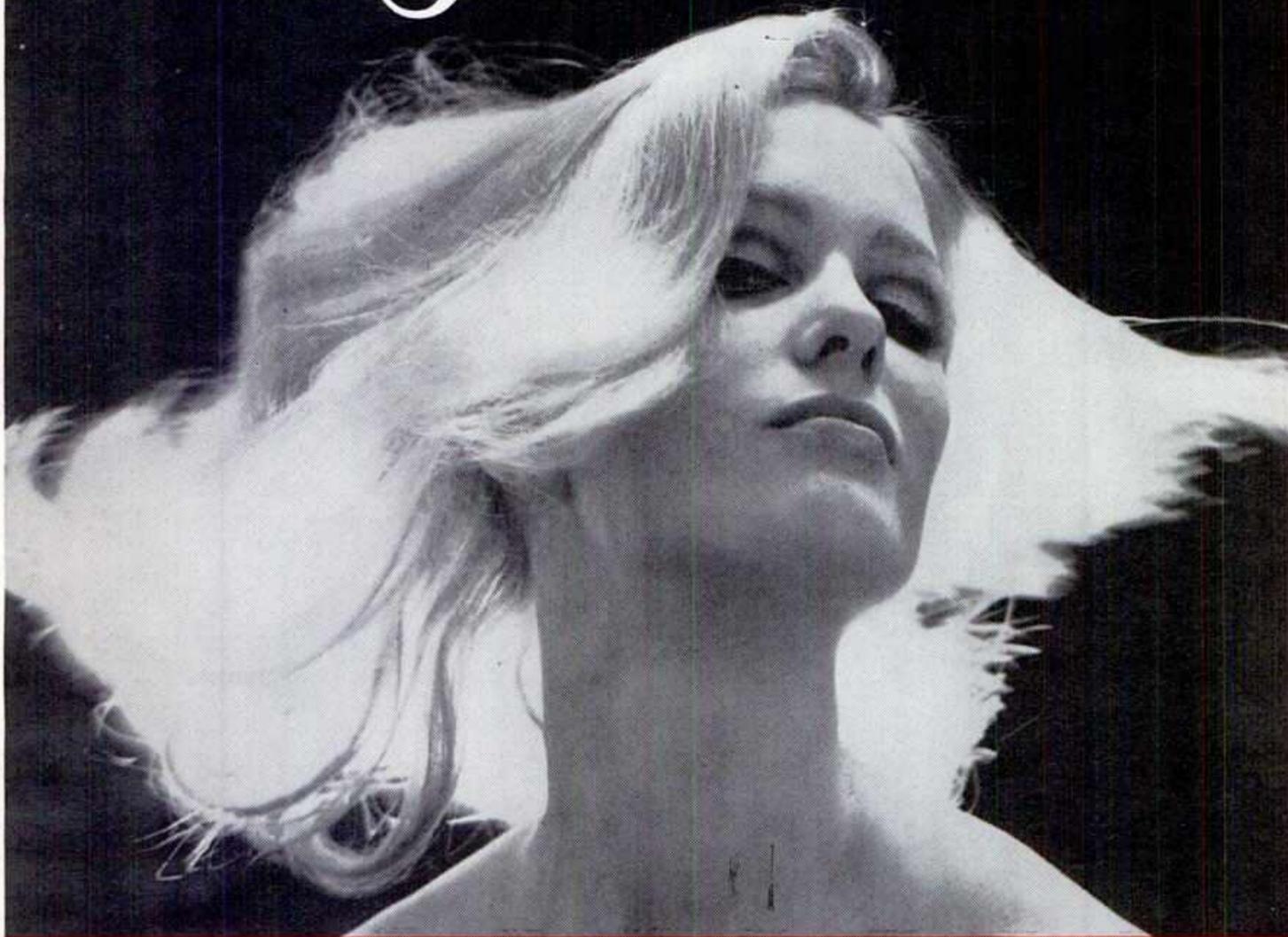
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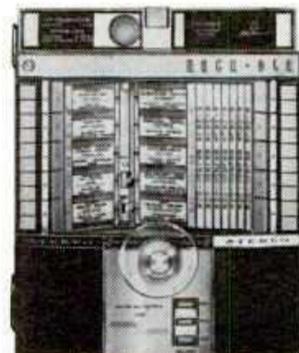
Rock-Ola GP/160/Model 432

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



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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" LP albums, 33 $\frac{1}{3}$  and 45 rpm records.



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Individual listening pleasure from 160 selections. Personal volume controls. Mounts anywhere. Program 33 $\frac{1}{3}$  and 45 RPM records. Stereo or monaural. 50¢ coin chute optional. Model 501, 100 selections.

# Reviews

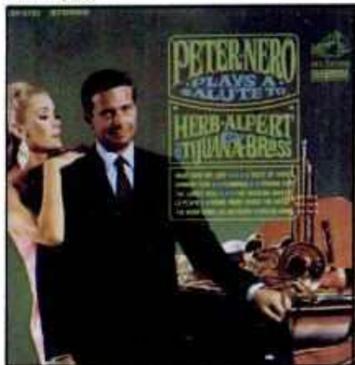


## POP SPOTLIGHT

### PETER NERO PLAYS A SALUTE TO HERB ALPERT & THE TIJUANA BRASS

RCA Victor LPM 3720 (M); LSP 3720 (S)

Peter Nero, playing such Herb Alpert songs as "Spanish Flea," "Tijuana Taxi" and "The Lonely Bull," has got to come up a winner. Alpert shares equal billing on the jacket with Nero.



## POP SPOTLIGHT

### KNIGHT IN RUSTY ARMOUR

Peter & Gordon. Capitol S 2729 (M); ST 2729 (S)

Leading off with their recent singles smash, "Knight in Rusty Armour," the hot duo have another top chart winner in this exciting program of fresh folk-rock material. "My First Day Alone" has much hit potential as does the pulsating "Colour Blue." Their version of Aznavour's "Young Girl of Sixteen" is a blockbuster.

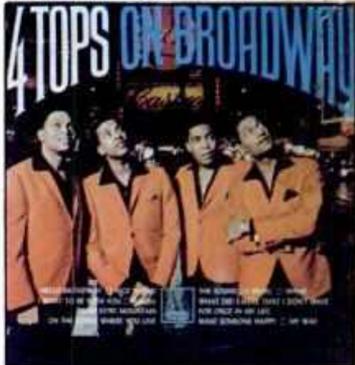


## POP SPOTLIGHT

### FOUR TOPS ON BROADWAY

Motown 657 (M); S 657 (S)

This is a complete change of pace for the usually hard driving rockers from Detroit. They invade the Broadway scene and come up with a sure-fire hit LP. Smooth performances abound, with "Maria" from "West Side Story," "What Did I Have That I Don't Have" and "Mame" standouts.

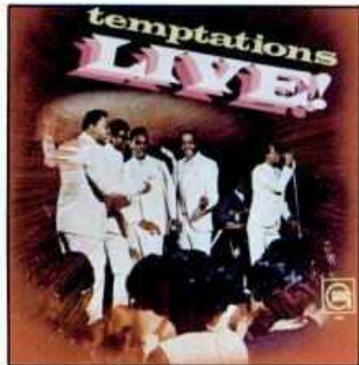


## POP SPOTLIGHT

### THE TEMPTATIONS LIVE!

Gordy 921 (M); S 921 (S)

The added excitement of a "live" performance makes this one of the hottest Temptations' entries ever. Their big hits "My Girl," "Ain't Too Proud to Beg" and "Beauty Is Only Skin Deep" (among others) are here along with a great "Old Man River" and a compelling "I Wish You Love."



## POP SPOTLIGHT

### THE MARVELETTES

Tamla 274 (M); S 274 (S)

Currently riding high on the Hot 100 and r&b charts with "The Hunter Gets Captured by the Game," the talented trio has a hot contender for the LP charts with this album follow up. The Detroit feel is especially effective on "Message to Michael," "Barefootin'" and "When You're Young and in Love."



## POP SPOTLIGHT

### RAY CONNIFF EN ESPANOL

Ray Conniff Singers. Columbia CL 2608 (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 dressed in sparkling vocal arrangements. Their hits "Happiness Is" and "Invisible Tears" lead off, with top renditions of "Downtown" and "Everybody Loves Somebody," highlighted.



## POP SPOTLIGHT

### A TASTE OF BRASS

Jackie Gleason. Capitol W 2684 (M); SW 2684 (S)

George Williams imaginative arrangements and first-rate performances by such first-rate musicians as Roy Eldridge, Charlie Ventura, Buddy Morrow, Jimmy Nottingham and Bernie Leighton make for an exciting record—bold and brassy.



## POP SPOTLIGHT

### KISS TOMORROW GOODBYE

Jane Morgan. Epic LN 24247 (M); BN 26247 (S)

Miss Morgan created quite a stir with her exciting single performance of the album's title tune, and this outstanding album follow-up is sure to gain wide acceptance. Her "I Will Wait for You" is a beauty, as are her renditions of Bert Kaempfert's "Now and Forever" and "The Lovers."



## POP SPOTLIGHT

### THE FIVE STAIRSTEPS

Windy C WC 6000 (M); WCS 6000 (S)

The Five Stairsteps, ranging in age from 13 to 17, possess a musical maturity far beyond their years. They have done well in both pop and r&b markets with "Danger—She's a Stranger" and "World of Fantasy" and this LP featuring them both is sure to be a winner. Their powerful "Don't Waste Your Time" is a knockout.

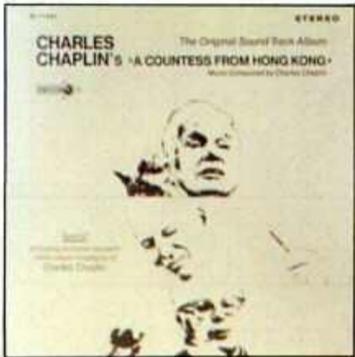


## SOUNDTRACK SPOTLIGHT

### THE COUNTESS FROM HONG KONG

Soundtrack. Decca DL 1501 (M); DL 71501 (S)

Charles Chaplin gained wide recognition as a composer with his compelling themes for "Limelight" and once again he is sure to reap awards with this film score that's throbbing with beauty and depth. The current hit "This Is My Song" is featured and adds to the sales appeal.



## COUNTRY SPOTLIGHT

### WALK THROUGH THIS WORLD WITH ME

George Jones. Musicor MM 2119 (M); MS 3119 (S)

With a tremendous hit—"Walk Through This World With Me"—to create the sales impetus, this will be one of the biggest George Jones LP's to date. In addition, Musicor is launching a month's promotion behind him.



## COUNTRY SPOTLIGHT

### JIMMY DEAN IS HERE!

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

Dean makes an impressive debut on RCA as he offers his usual first-rate vocal performances of good country tunes. The program, including "In the Same Old Way," "I'll Never Stand in Your Way" and his hit single "Stand Beside Me" has much pop appeal and should soon be a big one in both markets.



## CLASSICAL SPOTLIGHT

### LISZT: CONCERTO NO. 1 / CHOPIN: CONCERTO NO. 2

Andre Watts/New York Philharmonic (Bernstein / Schippers). Columbia ML 6355 (M); MS 6955 (S)

Andre Watts gives a powerful performance throughout. Supported by choice selections, two conductor greats and the consistently fine Philharmonic, the pianist shines with inspiration.



## CLASSICAL SPOTLIGHT

### SHOSTAKOVICH: KATERINA ISMAILOVA

Various Artists (Provatov). Melodiya / Angel RCL-4100 (M); SRCL-4100 (S)

This excellent pressing is major result of the Capitol-Soviet deal, which resulted in this new record line. Gennady Provatov captures the spirit with his expert conducting of soloists and chorus and orchestra of Moscow's Stanislavsky/Nemirovich-Danchenko Musical Drama Theater.



## CLASSICAL SPOTLIGHT

### WAGNER: DIE WALKUERE (5 LP's)

Crespin / Vickers / Various Artists / Berlin Philharmoniker (Karajan). DGG 39 2291233 (M); 139 2291233 (S)

Herbert von Karajan conducts a vivid performance. Crespi, now assaying Bruenhilde, impressive and moving as is Thomas Stewart as Wotan. Vickers, perhaps the finest Siegmund around, again is brilliant.

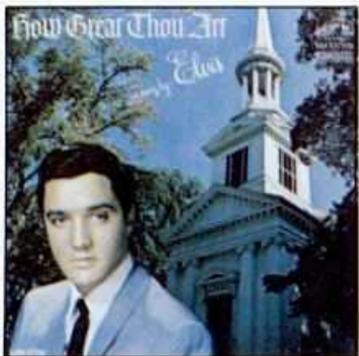


## RELIGIOUS SPOTLIGHT

### HOW GREAT THOU ART

Elvis Presley. RCA Victor LPM-3758; LSP-3758

His first religious LP sold as well as a hit pop album; this will do the same. Listening to tunes like "Somebody Bigger Than You and I" and "Stand by Me," you know where Presley got his style of singing—from the gospel field. It's great.



## RELIGIOUS SPOTLIGHT

### JUST A CLOSER WALK WITH THEE

Kate Smith. RCA Victor LPM-3735 (M); LSP-3735 (S)

Kate Smith sings a dozen gospel favorites with conviction. Material is familiar for gospel fans—"Just a Closer Walk With Thee," "Room at the Cross for You" and "An Evening Prayer." Her rich voice is backed by an orchestral accompaniment.



## COMEDY SPOTLIGHT

### SCORE 3 POINTS

Various Artists. Capitol T 2629 (M); ST 2629 (S)

The successful "LBJ Ranch" writers and producers, Earle Doud and Alen Robin, come up with another funny winner in this political game format that results in some hilarious answers. In good comedy taste, they again put top politicians through the mill. Featuring John Cameron Swayze and the two writers, this package should prove a hot radio play and item.



## COMEDY SPOTLIGHT

### BOSTON SOUL

Hardly-Worthit Players. Parkway P-7057 (M); SP-7057 (S)

The Hardly-Worthit Players have brightened up the singles charts with their successful "Wild Thing" by Senator Bobby, and this funny LP follow up should soon make its mark on the album charts. "Mellow Y low" (Senators Bobby & McKinley), "Dream" (William Rebuttle Jr.) and "K of the Road" (Mr. President) are but th of the other gems. Top programming f

