Kirshner Thinks Up Gems
In Triple-Front Assault

By MIKE GROSS
NEW YORK—Don Kirshner, founder of both the music publishing and record companies, has announced plans for the future of Columbia Records.

AFM Widens 'Strings' Plan

By FRED KIRBY
NEW YORK—A major expansion of AFM's 'Strings' program is being prepared for the future. The program, which was designed to provide young musicians with opportunities to perform in regular orchestras, will now include more than 200 musicians in various ensembles.

Williams Free Agent—Dealing With Firms

By ELOI TIEGEL
LOS ANGELES—Andy Williams is currently free of Columbia's control. He has completed his contract negotiations and will now be negotiating with other firms for the future.

Albert to Produce Country TV Show

By CLAUDE HALL
NEW YORK—Plans for an hour-long TV special in prime time devoted to country music were unveiled this week by Eddie Albert, managing director of CBS-TV. Albert is expected to host the program, which will be filmed in Nashville, and it will feature some of the major country music stars.

KEITH

This is the kind of heat we're getting from Keith's new album!
From ELVIS
And RCA Victor on Elvis' Birthday, January 8, 1967
A special new single

ELVIS
Indescribably Blue / Fools Fall in Love

Coming Soon! Elvis' new Sacred LP Album "How Great Thou Art"

#9056
Available this week at your RCA Victor distributor

RCA VICTOR
The most trusted name in sound
UNITED ARTISTS DISTRIB MEET OPENS IN FLORIDA

MIAMI BEACH—U. S. and international United Artists distributors gathered at the Doral Beach Hotel Friday night (6) to open an all-day business meeting.

Formal business meetings were held to a tight schedule today, with most of the business conducted between individual distributors and by separate groups in private sessions.

Some 350 United Artists and United Artists International, distributors, including kickoff meetings, were represented at the conference.

UA will spend a major effort on the promotion of the soundtrack, "How to Succeed in Business Without Even Tiring."*

ATCA Names Rand

As Executive Sec.

NEW YORK—The American Tape Cartridge Association last week named Roy Rand, as its executive secretary. The appointment was made by ATCA's president, Andy Raffi.

Rand's first act in assuming his post was to postpone the upcoming ATCA convention. The association was scheduled to hold its annual meeting in Miami next month. According to Rand, the decision was made to hold the convention during May or June of 1967.

Raffi said that "the ATCA Board of Directors has decided that it would be advisable to have an ATCA convention in the spring of 1967." The new date will be announced in the near future.

RCA Cuts Camden,

Victora Stereo Price

NEW YORK—RCA Victor has lowered the price of its stereo album product on RCA Camden labels. The new list prices will be $2.99, while for RCA Victor, it will be $2.50. RCA Camden LP's had listed at $2.99, and the list price for the stereo RCA Camden LP's was $2.49.

A spokesman said that the same high quality standards which have prevailed in stereo will be maintained. Additionally, it was said that the price cut would also benefit distributors and dealers in their performance of stereo and mono records, thus saving time and space that would give the distributors and dealers the opportunity to offer more stereo and mono records to the consumer at the same price.

DYLAN TO MGM—KEY IN PLANS

APACULCO, Mexico—Bob Dylan will release his next album in Mexico, according to his name in MGM's plans for the coming year. Dylan, who was with Columbia Records for the past several years, has been linked up with MGM in a deal that's reported to give him control over his own production of his records, as well as control over the serialization picture via the label's parent company, Goldwyn-Mayer.

Also joining the label are other artists in MGM's plans for the coming year. The label has had with Columbia Records for the past several years, has now linked up with MGM in a deal that's reported to give him control over his own production of his records, as well as control over the serialization picture via the label's parent company, Goldwyn-Mayer.

ABC Bares Blockbuster Release, Ad Program at Distrib Conclave

By AARON STERNFIELD

HOLLYWOOD. Fla.—Backed with a $100,000 consumer

promotion, MGM Records has announced plans to give the

three-day meetings at the Diplomat Hotel here Wednesday

through Friday (6-7-7) Bob Katz, ABC's national promotion

manager, will be in charge of preparing the impressive sound

and visual presentation which was created for the coming

of the ABC-TV sales staff.

In addition to the sales album and the debut ABC

album of Ruth Olay, featured artists in the ABC program

will include Johnny Hartman, the ABC Children's Chorus, the

Barry Sisters, Jr. Frank Ray, the Alan

company would work closely with the MGM record distrib-

utors and would set up special screenings for ABC.

Product presented to the distrib-

utors was hinged on the concept: MGM Records' 20

years as the first family of recorded music.

The product will be placed on the soundtrack of "Grand Prix," and label Presi-

dent Mort Nass said that title LP would be the next "Dr. Zhivago." The

same format, according to a MGM

spokesman, will be used in the Top LP's chart 44 weeks to date, has received a

gold disk for more than $5 million in

sales, and is currently No. 3 on the chart. Highlights of the "Grand Prix" film was

presented along with "Three

Kisses of the Apple," the "Vene-

tian Affair," The "Blow-Up,"

The ‘Deadly Affair' on Ove

RCA Phonograph

November 14, 1967, BILLBOARD

ABC TO HANDLE SENAITE LABEL

HOLLYWOOD, Fla.—With the record industry now presenting a rapidly increasing sales wave, we anticipate this acceleration of activity and released stereo list price categories for RCA Camden and RCA Victor stereo records will greatly strengthen their position in the stereo market.

At the time of the initial program, RCA Victor was also a program of the RCA Camden label.

Canterbury Adds

To Executives

LOS ANGELES—Canterbury Plastics adds John C. and executive and talent routers. National record company sales vice-president and Tom Myatt is appointed national promotion director.

Artists signed in addition to Don Grady, currently represented by the single "Children of St. Monica," are the Tempos, Lenny Roybal, the New Wave, Phillip Gallery, Donnysky, Earth People. Rote of Spring and Cyrus Gilliam, Ken Handler is president of the top 40 label.

Satellite Meets

The Distributors

HOLLYWOOD—Westminster Satellite series, budget classical line, was introduced to ABC Records dis-

tributors last week at sales meetings.

The 12 releases include Gibb-Schilling and Sullivan material, waltzes, Confederate music, Sousa marches, gypsy violins, a Latin treatment of Beethoven, spirituals, a Raymond Lea piano record, Tyrolean folk songs, opera ballads, counter-tenor music and international product. All records were taken from Westminster catalog.

Country Tap

On Spoonful

NEW YORK—Kama Sutra Records this week began selling nearly every country music radio station in the nation with copies of a special promotional gift called "the best of Spoonful." The reason is due to the wide range of music interest in "Nashville Cats," the group's hit single "Spoonful," which has sold more than a million copies.

The EP will include three other titles that have gone into the pop field, but this is one of the few that have actually sold. The group has predominantly been on country radio, but has been played on coun-

try music stations in the major market, was one of the country stations playing the MCA distrib-

ution line. The EP is by country music artists Buck Owens, with a mes-

sage from Dick Morley, a rock 'n' roll personality with KRLA, Los Angeles.

MGM Racks $5 Mil. in Billings;

Film, Record Wings Link Cited

Charles Pkg. Target

Promotional Gun

Ruby Death Gives Cap.'s LP

Historical News Coverage

NEW YORK—The death of the late Ray Charles "A Man and His Soul" package, a major promotional effort for a number of records with a special Ray Charles week on NBC television network.

The two-record set, which will sell for $3.50 in mono and $5.98 in stereo, is a collection of Charlie's greatest hits, with rare photographs of the artist and a definitive biog-

raphy by Stanley Dance. A Ray Charles catalog is included in the package.

Voice tapes of Ray Charles are being made for disc jockey use, and the promotional effort is being made on a counter-browser box, with brochures of a two-page, mounted easel of the artist's top-selling albums and brochures of the artist's albums in stereo.

Extensive trade paper ad

‘CONTROVERSY’ REVIEW

Ruby Death Gives Cap.'s LP

January 14, 1967, BILLBOARD

(Continued on page 112)
Rifi to Handle Vox & Monument

MILAN—Rifi Records, which has just acquired new recording facilities will distribute Vox and Monument catalogs in Italy. To take advantage of the vast free-trade agreements of the Common Market the company has a new office in Rome. The Rifi office will handle catalog sales and assist foreign companies with marketing in Italy. The company is also planning to release a new series of classical recordings.

Celestial Music Gets 'Game' Score; Atl. to Release Track

NEW YORK—Paul Barry and Artie Magill have acquired the rights to the score for the French film, "The Game Is Over," for their Celestial Music firm. Atlantic Records will release the sound track album, and Barry and Magill are now pushing for instrumental singles on the music composed by Jean Negulesco. The French lyrics were written by Eddy Marna.

San Remo Songs Cut to 30; 11 Singers Are Unconfirmed

By GERMANO RUSCITTO

San remo—With less than three weeks left before the Jan. 28 opening of the San Remo Song Festival, 11 singers were still not yet confirmed. Using its wide powers, ARA, the organizer, reduced the original 35 songs to 30. The complete songs are as published in Billboard Dec. 31, except for the following:

- "Giro Giro," "I Vasi E I Manti," "La Compagnia Del Lusolana," "La Voilga Di Vivero" and "Uno Stretto Di Mano."

- New songs set and their songwriters:
  - "Diciembre," Lucia Dalla (RCA-Italy);

- Abarth has taken over as publisher of "Dedalo All'Amore" from Sugarman, and

General Music "Una Ragazza" from Paradis.

Billboard

PUBLISHED WEEKLY BY THE BILLBOARD PUBLISHING COMPANY, 2160 PARK STREET, CLEVELAND, OHIO

Editor In Chief: Lee Zito

East Coast: Bob Fullam, Ray Bruhl, Head of Promotion

West Coast: John J. Walsh, Head of Promotion

Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming

Coin Machine Operating

Tape Cartridge

Audio Retailing

CONTENTS

AUDIO RETAILING

BUSINESS FORECAST: Top home entertainment executives make 1967 fiscal predictions.

CLASSICAL

KENNETH STRIPES: American Federation of Musicians executive director established by program to support the union's interests in programming.

COIN MACHINE

THE 97th CONGRESS and its importance to the coin machine industry. An analysis by Washington correspondents, Mildred Hill.

COUNTRY MUSIC

PAUL COHEN, president of the Country Music Association, outlines programs and goals for the CMA in 1967.

INTERNATIONAL


RADIO-TV PROGRAMMING

MULTI-PLAY FEATURE, the plan on Hot 100, largest network stations in cities like Washington, Minneapolis, Los Angeles and others.

TALENT


TAPE CARTRIDGE

CARTRIDGE BUSINESS to stay in the record field, says Liberty Records' Les Mandell. Walla's on New York, utilization technique.

FEATURES

Stock Market Quotations 6

Yr. Eo 10

CHARTS

Best-Selling Country LPs 43

Best Selling 410 Records 43

Breakout Albums 43

Breakout Singles 43

RECORD REVIEWS

Hits of the Week 58

Top 100 24

Top 10 Easy Listening

Top LPs 40

JANUARY 14, 1967, BILLBOARD - 5
Time was

"Silent Night" was a Christmas song.

Barbra’s made it a standard.

Hear the hymn by her.
On COLUMBIA RECORDS.
Executive Turntable

Nathaniel March has been appointed executive vice-president of Kapp Records. March, a certified public accountant, joined Kapp in 1959 and has been vice-president and treasurer since 1963. He will remain with the company.

MARCH, formerly of Atlantic Records, has joined the company as a freelance promoter. He will work for Atlantic in the New York office.

Automatic Radio Manufacturing Co., named of its product line.

**Continued from page 1**

Albert Producing Country TV' er

*Continued from page 1*

Albert Producing Country TV'er

**Continued from page 1**

Ar heightening the interest in the Nashville market, Albert has been appointed general manager of the Kapp Records division.

Before he was appointed general manager, Albert had worked for the company as a record producer. He has been working on the Nashville market, Albert has been working on the Nashville market, Albert has been working on the Nashville market.

**Continued from page 1**

Charter Unveils

*Continued from page 4*

so it can be marketed through a local distributor. The New York firm, Time Audio Products, has sold nearly 10,000 copies of the record. Buchmann said, Buchmann, a contract songwriter for Screen Gems Music, has written the songs for the artists on "The Flying Saucer." A couple of years ago that sold more than 10,000 copies.

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.

**Continued from page 4**

Chappell Stepping Up Pace on High-Stepping 'Gallant Men'

NEW YORK—Chappell & Co. is stepping up its promotion of "Gallant Men," which has been released on the Capitol label and is being distributed by Allied. Sales have been improving, and the album is selling well.
Another Top 40-type single by EDDIE FISHER
“PEOPLE LIKE YOU”
c/w “Come Love!” #9070
Strong follow-up to his big hit
“Games That Lovers Play”
a cinch to cop Top 40 on stations
across the country. Eddie’s
current TV appearances and smash
in-person performances will
make this one as hot as “Games.”
ABC Bares Blockbuster Release, Ad Program at Distrib Conclave

are "Fabulous Film Themes" and "The Sand Pebbles" soundtracks.

Hollywood: Top brass from ABC Records and the parent American Broadcasting Co. were in evidence at the ABC Records Fall Convention here. Si Segal, executive vice-president of the parent company, and Sam Clark, executive ABC Records president and recently named group vice-president for all the firm's non-broadcasting businesses, were in the house.

The record company representatives, headed by Larry Newton, included Howard Stark, controller; Dave Berger, International vice-president; and Bill Kaplan, director of legal and business affairs, and Bob Kazel, national sales manager.

Cap. 'Controversy' LP Put on Newsstands

Six weeks ago, the label's President, Alan Livingston, said in an exclusive interview that the company was going to release a new album put out by the Prodigy, a group of record companies with controversy racial news reports.

The reaction to the "Controversy" LP has been very positive, and the company has received an order for 10,000 copies.

Command Sets '67 Sights on Output of 25 Singles, 20 LP's

Hollywood: Seven pop and one classical album constitute the early 1967 release program for Command Records. Loren Becker, vice-president and general manager, told distributors here Friday that the reason for doing so is that the label will be better able to compete with the other major labels.

The new releases, scheduled to come out in April, will include a new album by the Petrinecks, with William Steinberg and the Pittsburgh Symphony. Pop releases are by Pauline Phillips, "Friends," the newly signed Cass Elliot, "Braxton Impact," "Ray Charles," and many others.

Merger a Fact Jan. 23: Segal

Hollywood: Si Segal, executive vice-president of the American Broadcasting Co. Records division, that the forthcoming merger with the International Telephone and Telegraph Co. will become a reality on Jan. 23, with all legal hurdles cleared.

The newsetup calls for four ABC representatives on the ITT board with voting rights. Members of the ABC board.

Segal assures ABC Records distributors that the operation of the record label would not be affected by the merger and that with the new ownership, the label will continue to do business as usual.

Recot: WING AND NET BRASS ON CONIFAB SCENE

ABC Bares Blockbuster Release, Ad Program at Distrib Conclave

London Parley Ready to Roll

London Parley Press release

Keep pace in the music industry with BILLBOARD!

Avco's 'Hayride' Add New Guests

CINCINNATI—The new list of guests booked for upcoming Burns Convention has been announced. The "Midwest Hayride" now includes Wilma Burgess, David Allen, Charlie Louvin, Charlie Louvin, Jean Shepard, Bobby Lord and Jim Edward Brown.

Avco's 'Hayride' 11-year-old country music show produced by Avco Broadcasting, is seen in color weekly on Avco's five television stations. In addition, more than 60 other stations carry the show on a syndicated basis through ABC Films.
JAMES BROWN'S
BRING IT UP
b/w
NOBODY KNOWS
KING 6071
The Record That's Breaking All Records...
Headed For The #1 Spot In The Nation!!!
An Out & Out Smash!

BOBBY DARIN

LOVIN’ YOU

Written by JOHN SEBASTIAN
Produced by KOPPELMAN & RUBIN
ATLANTIC 2376
SENSATIONAL!

SONNY & CHÉR

THE BEAT GOES ON

Written and produced by SONNY BONO

Atco 6461

Picked by: Billboard Cash Box Record World

Management: DiCarlo-Kramsky Enterprises
Executive Turntable

* Continued from page 6

in the record industry for 20 years, held similar positions with United Artists and Copius Records. He will report to Herb Goldflue, London's national sales and distribution manager.

Marvin Hughes, Nashville ad's chief at Capitol Records, has resigned, effective Feb. 1, to operate his music publishing firm, Larrack, Music. Ken Nelson, executive ad producer from Capitol's Hollywood department, has been promoted to Hughes' successor soon. Dave Olson has been promoted to executive vice-president of Key Talent Agency, Nashville. He joined the firm last year as booking agent and was a deejay at WIFE, Grand Rapids, Mich.

Mickey Stevenson, vice-president of Motown Records, has resigned after more than seven years with the company Stevenson handled ad production. Steve Douglas has left Capitol's ad department. He had been hired to develop teen product for Capitol Records. John Sagen has been named Talon & Production Development vice-president for San Francisco-based Trident Productions. Sagen will handle artist relations, promotion and art direction for the Frank Warner Firm.

Williams Free Agent -Dealing With Firms

* Continued from page 1

are Columbia, Warners-Reprise and A&M.

Bernard said that an "impulse overcame him" and that the reason for not immediately renewing with Columbia, for which he has made most of his career for the past five years. Following release of the album, "Tell Me That It's Over," in Love, this month, Columbia will not have new product in the can by the time Larrack is due. "I'm the label's top male seller," according to Columbia. Larrack may still resample any of Williams' 14 L.P.s.

In a statement: "We are looking for the best deal in terms of guarantees, next tour and creative rights." Bernard explained. "I must say that we have not seen any compliant music at Columbia. They did a brilliant job in selling Andy's sound."

The manager admitted that Columbia's sales success with Williams' product played a key role in being in this strong negotiating position. Bernard said he wasn't concerned about Williams' future recording plans because of his client's major position in show business. "You'd be surprised at some of the offers we've had from Hollywood, especially from Andy."

Williams was expected to be out of town until after the album's release. "They can be adventurous, he explained, because he is not bound by any contracts or rules as the major companies.

Visit From WB

Two weeks ago, executives from Warner Bros. visited Bernard Williams' Sunset Boulevard offices. They were accompanied by vice-president of WB-Reprise Mo Onassis, Reprise general manager Ed West. Bernard said that the talks with Malinoff and Onassis were formal. "It's a sale of Andy."

Several days ago, there had been a report that Williams would join A&M as an investor and artist. With that report, Larrack, made his singing debut on the label several months ago.

At Columbia, Williams' worst selling album to date, "River," went out of print with 400,000 copies. His largest seller is "Moon River" (1.5 million), followed by "Till There Was You" (1.3 million). Those figures exclude Columbia Record Club sales.

Williams' 26-week pact with NBC/TV expires in March and the singer is open to offers for that amount. For the past five years Williams has been associated with the color network, either starring in weekly or special formats.

Bernard says Williams' income is derived "equally" from records - TV - live appearances. With publications and other merchandise Bernard noted, "Andy can make as much in six weeks as he does in 26 weeks on TV. With records it takes one year."

Williams has yet to star in films, although several roles have been offered, which Bernard says were not right. "I vacillate books to producing as his next area of interest, both in films and TV. But for now, the renegotiating of record and TV contracts.

Kirshner Thinks Up Gems In Triple-Front Assault

* Continued from page 1

label are "Night of the Generals" and "Casino Royale." Later this year Kirshner will release Bacharach and Hal David.

Although Colgems got off to a fast start with the Monkees, Kirshner doesn't intend Colgems to be only a one-hit-and-out-and-off label. He has already signed several artists for their record debuts. He's keeping some of the names and styles of the new artists under wraps for the time being, He plans to introduce the new artists within the next few months.

As far as the Monkees are concerned, Victor is releasing their new Lola Lennox album, "More of the Monkees," this week. The first L.P., "The Monkees," is reported to have sold more than 3 million copies. Their first single, "Last Train to Clarksville," sold more than a million copies, and their follow-up, "Daydream Believer," is still riding high with a sales rack-up so far close to 2.5 million copies.

The Monkees' sales score has been built on the demand scene only but now they are branching out to England. "I'm a Belgian," said Kirshner also in 400,000 copies the first week release of the album, which was debuted in England on Jan. 1. Kirshner estimates that the Monkees will earn over $1 million in disk royalties alone. He said, "A record beyond the fact that they are fine actors, they are musically talented and Kirshner has the ability to step out as lead singer in the group because of his vocal versatility."

On the publishing side, Kirshner is now looking to purchase

**The Peanut Butter Conspiracy**
And *Senerating*:

Firm Set Up By Singleton

NEW YORK—Sheila Singleton, former vice-president of A&R for Music Records, has established Sheila Singleton Enterprises at 1650 Broadway. She will produce various labels, both through assignments that come with work on specific product as well as via master purchases.

With Singleton in the new venture are Joe Veneneri and Billy Carl as writers, arrangers, and producers. Billy and Judy Dinn as office assistant. Singleton will also maintain offices in Nashville.

'Controversy' Review

* Continued from page 3

in dramatic vocabulary the examination of President Kennedy and the controversy that has been growing over the Warren Report. Producer Lawrence Schiller has rounded up eyewitnesses to the assassination and several key figures concerned in the controversy over the Warren Report. Producer Lawrence Schiller has rounded up eyewitnesses to the assassination and several key figures concerned in the controversy over the Warren Report. The interviews were conducted by Schiller and Richard Warren Lewis, and Richard Warren Lewis' narrative was by Michael Korda.

There is now some controversy developing over the disposition of the profits from the sale of the LP. It was originally planned to donate the money to the John F. Kennedy Memorial Library but early last week a Kennedy spokesman said that it would not accept the donation. Schiller, however, said that Capitol executives and Kennedy's representatives were still holding talks over the matter.

MIKES GROSS

SINCENPERNER is CAMP!

CHUM'S JAY NELSON STAMPS IT A CHAMP.

M.A.P. RECORDS

259 South Beverly Drive

Beverly Hills, California

ON THE WEST COAST

TOM SAWYER PROMOTIONS

RECORD PROMOTION DISTRIBUTORS, INC.

THE BEST SERVICE THROUGHOUT THE ELEVEN WESTERN STATES WITH RESULTS GUARANTEED.

JAY N. VINE 1012

HOLLYWOOD, CALIF. 90028

(213) 469-6355

JANUARY 14, 1967, BILLBOARD
AN UNBREAKABLE NEW YEAR'S RESOLUTION?

"THAT'LL BE THE DAY."

Today's the day.
The Statler Brothers make New Year promises come true with their great new single. Another hit as big as their album: "Flowers on the Wall."
Where the resolute action is.
On Columbia Records.
TOP 20 Spotlights—Predicted to reach the top 20 of the Hot 100 Chart

THE ROLLING STONES—LET'S SPEND THE 'NIGHT GETTING LUCKY (Oldham) (Writers: Jagger-Richards) (Geddes, BMI)—This lively rock-and-roll number, with its catchy chorus and memorable lyrics, promises to be a hit. Check it out.

JAMES & BOBBY PURDY—WISH YOU WEREN'T HERE (Pepas-Olholm) (Fame, BMI)—Having made their Top Ten mark with "I'm Your Puppet," this song could easily top the charts. A powerful ballad that's sure to appeal to a wide audience. Expect big things.

UNITED STATES DOUBLE QUARTET (The Tokens-Kirby Stone Four)—LIFE IS GROOVY (Prod. by the Tokens) (Writers: Firth-Affleck) (Pepas-Olholm) (BMI)—This distinct sound of the Tokens and Kirby Stone Four, with an infectious cymbal-beat, really hits home. A must-listen for all radio programs. Keep an eye on this one.

JAY BLACK—WHAT WILL MY MARY SAY (Probs. by Don Costa) (Fame, BMI)—Energetic and packed with a lot of power, this song is sure to be a hit. Don't miss it.

NAMING—THINK SOMETIMES ABOUT ME (Writer: Andrew) (Partit, BMI)—Emotion-packed ballad that's perfect for the love scene. A must-listen for all romantic moments.

THE BRASS RING—DISADVANTAGES OF YOU (Prod. by Phil Back) (Writer: Scott) (ASCAP)—A classic melody that's sure to be on every playlist. A must-listen for all romantic moments.

THE BROTHERS FOUR—AND THEN THE SUN GOES DOWN (Probs. by John Macantu) (BMI)—A beautiful ballad that's perfect for the love scene. A must-listen for all romantic moments.

THE POPPERS—THERE'S A PAIN IN MY HEART (Prod. by Bill Sherrill) (Writers: Thomas-Thomas) (BMI)—A hard-driving song that's sure to be a hit. A must-listen for all romantic moments.

THE MAGNIFICENT MEN—STORMY WEATHER (Prod. by Marvin Hamlisch) (Writers: Allen-Kholer) (BMI)—A classic melody that's sure to be on every playlist. A must-listen for all romantic moments.

THE LEGION OF SUPER-HEROES—THE GREAT NAME DROPPER (Probs. by Alan Lerner) (Writer: Cerf-Fried) (BMI)—A classic melody that's sure to be on every playlist. A must-listen for all romantic moments.

THE SENSATIONAL EPICS—I'VE BEEN HURT (Prod. by Maldivian Prod.) (Writer: Whitney) (BMI)—A beautiful ballad that's perfect for the love scene. A must-listen for all romantic moments.

POP SPOTLIGHTS

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

HANK THOMPSON—HE'S GOT A WAY WITH WOMEN (Prod. by Locie) (Writers: Thompson-Lewis) (Titan, ASCAP)—Hot on the heels of "Which Way," this song could easily top the charts. A powerful ballad that's sure to appeal to a wide audience. Check it out.

STU PHILLIPS—WALK ME TO THE STATION (Prod. by Chet Atkins) (Writer: Philips) (Acuff-Rose, BMI)—A beautiful ballad that's perfect for the love scene. A must-listen for all romantic moments.


CHART—Predicted to reach the HOT COUNTRY SINGLES Chart

DONNY TROY—Let Me Be Your Woman (Glow, BMI) (RCA 2000)

CHARLIE WATERS—The Tears That Never Dried (Tone, BMI) (EPIC 7088)

JACK MOORE—The Crying Game (Dicks, BMI) (RCA 1983)

FLIP HARRIS—You Don't Have to Know Me (Pearson, BMI) (RCA 1983)

KICK Ass—If You Say So (Pam, BMI) (RCA 1983)

R&B SPOTLIGHTS

TOP 10 Spotlights—Predicted to reach the HOT R&B SINGLES & BLUES SINGLES Chart

THE MAGNIFICENT MENS—STORMY WEATHER (Prod. by Marvin Hamlisch) (Writers: Allen-Kholer) (BMI)—A classic melody that's sure to be on every playlist. A must-listen for all romantic moments.

BROTHERS & SISTERS—THE AL SHUFFLE (Prod. by Dave Anzalone) (Writers: Anzalone-Barracks) (BMI)—A beautiful ballad that's perfect for the love scene. A must-listen for all romantic moments.

THERESA WEBSTER—Shake a Leg (Bryson, BMI) (Capitol 5918)

CHART—Predicted to reach the HOT R&B SINGLES & BLUES SINGLES Chart

PRINCE BUTLER—Teddy's Command (Glow, BMI) (Philips 60477)

JERRY ACE-Judie On The Old 45 (BMI) (CBS 60478)

BILLIE JOE CLARK—Shake A Leg (BMI) (CBS 60479)

THE PASSION—Shake A Leg (BMI) (CBS 60480)

JIMMY SMITH—In A Love Affair (BMI) (CBS 60481)

JANUARY 14, 1967, BILLBOARD
LET'S SPEND THE NIGHT TOGETHER

RUBY TUESDAY

THE ROLLING STONES
**TAPE CARTRIDGE TIPS**

by Larry Finley

Dave Kapp, head of Kapp Rec. ads, is one of the happiest men in New York in last week’s BILLBOARD. Kapp, who alone thought up the “Mob-By Feel Free” was Number 9 after being there for only five weeks. Also, on Kapp’s 4-D RECORDS label, “We’re From the Older Roman Chorus” mixed up a notch, with Jones and “Man of La Mancha” in the next month and a set of small ads to date. In fact, it was set up for Steve’s new release.

Bob Schwartz, Laurie Records, has one of the hottest albums that Kapp has released in over five years. The single was “Too Far Away,” which went nowhere in the country. “My Name Is Red Sash” is now the title of a new album. The new record was released six weeks after the 50’s within the next 60 days.

“Bengal Bengal” Push Push Push,” with the Joe Cuba Sextet on top, is the reason for jubilation in Kapp’s office. The album hit the BILLBOARD chart for the first time last week and Mary Susa was set in this week’s edition. The song would go to the Top 10 by the end of the month. We feel that we’ll be releasing this set at two a month now.

Wilf Ryder and the Rhythm Wheels are finally getting the break they deserve. Their “New Voice” album “Breakout,” is now on the chart and the way to the top. This is making Larry Utley, pres. of Bell Records, a most happy fellow.

Hers Alpert, Jerry Moss and Gil Feder are all wearing big smiles. The reason: the single that Top 10 and the Tijuana Brass is on the top of the chart. Herb Alpert’s “Spanish Earth” is on the 50’s after being on the chart for 6 weeks. “Guatemala” by the Sandpipers went up to Number 11, “Sergeant Pepper & Brand” is now Number 7, and “The Touch of Day” is now 10, and “One More Lonely Night” is now rising. AAM has 10 albums on the chart.

Just back from the MGM/Verve sales convention in Mexico, Marty Walters bought eight- and two-track cartridges as well as records and albums. MG/Verve is credited with 15 albums on last week’s chart... thanks to Monty’s guidance.

Randy Wood, president of Dot, is a real winner with Lawrence Welk’s “Whispering Cathedral.” Dot moved up to the 25th place after being on the chart for one week. Dot is coupled with Billy Vaughn’s “Kisso,” which is going strong and moving up the scene for celebration of the Dot office.

But perhaps, the biggest smiles in the music industry are those seen at International Tape Cartridge Company this week. Last week’s BILLBOARD announced that ITC, Inc. has 45 albums in PLAYING, including those cartridges of all these important record companies.

**TAPE CARTRIDGE**

Lib. Stereo-Tape Sticks to Straight Distrib Course

By ELIOT TIEGEL

LOS ANGELES — Liberty Stereo-Tape distribution is remaining within national record chains, despite reports on research following the parent record company that had to discontinue its own tape distribution due to low production costs. Tape general manager Lee Mendell believes that, if properly priced, tape stores are not the proper outlets for such merchandise. He contends thatsticks will eventually be set up as regular disk distributor merchandise.

Cap. Issues 15

8-Track Titles

HOLLYWOOD — Capitol Records is releasing 15-8-track tape CARTRIDGE titles this month in two month-long two-weeks. The fours are popular recordings of the hits from yesterday, Today, and Yesterday and in the “Beverly Hills” and “A New Song for Young Love.” Al Martino’s “This Is Love” and “Three Faces in Love” are two titles.

GRT Projects 450G

In January Business

NEW JERSEY — General Recorded Tape of New Jersey and California says it anticipates releasing another 70-4-track titles this month with the release of over 30 4-track and 8-track CARTRIDGE titles.

John Spellman of GRT said that the tapes will be released in two groups this month. Half of them will be released on the first week of the month and the remaining of the tape will be held for the second week of January.

GRT said that industry-wide January restocking shipments are projected to reach 45,000. The company acquired the 60 key chart albums from ABC. Atlantic, Command, Crescendo, Chess, Checker, Cadet, Dubbel, King, Steppin, and Westminster.

Featured are artists such as Ray Charles, Tommey Roe, Jack McDuff, Herbie Mann, Richard Hyman, Tom Jones, Billy Strange, the Mammas and the Papas, James Brown, Dionne Warwick, the Kingpins and Ramon Lewis.

GRT said that acquired lease rights to the Dot Records catalog. Some 20 Dot cartridges are scheduled to be released this month with GRT. Featured are artists such as Herb Alpert, Bonnie Guitar, Jimmie Rodgers and the Surfari.

Wally’s Opens ‘Tape-O-Technique’

By CHARLES BARRETT

NEW YORK — The opening of Wally’s Stereo Tape City’s “Tape-O-Technique” at 550 W. 54th St., formerly Wally’s Tape Center is set for February 14 with more than 2,000 customers expected.

The “Tape-O-Technique,” a format that installed automobile air conditioners and radios, will now install stereo units for automobiles starting at $49.88 complete. According to owner Steve Wally, the establishment is the only drive-in tape sales facility in the nation. Wally conducted the garage with a large separating curtain, a handstand, and a feeling. Steve Wally — or what he called the “Mod Look.”

Saturday’s happening will feature live music by the Young Ones, taped music, three Go-Go girls, and a demonstration of stereo equipment held installed, including the $49.88

“Mama Mad Minnie,” an auto stereo unit equipped with two speakers for each door that fits into the glove compartment. Invited guests include Steve Lawrence and Eydie Gorme, representatives from the record and cartridge industry and some 4,000 customers.

Proprietor Wally said that he formed the idea for “Tape-O-Technique” through the New York Building Department, and the city’s Chamber of Commerce bodies agreed to allow the happening on the basis that it will be for a few hours and did not call for an occupancy certificate or a car sale.

However, Wally said that the number of cards that would hold similar happenings would require, according to Wally, further scrutiny by the two bodies. A ruling for a car sale or occupancy certificate, or both, would put a damper on future plans for such events, he added. Representatives from the two agencies have also been invited.
RCA Stereo 8...

First in 8-Track Cartridge Tape

New RCA, Prestige and Wand Cartridge Tapes for January

More Than 430 Tapes Now Available

RCA STEREO 8 VARIETY PACKS
Multi-artist tapes specially programmed for listening pleasure

RCA STEREO 8 VARIETY PACKS
Multi-artist tapes specially programmed for listening pleasure

Calypso in Brass
Belafonte

Stay with Me
Vic Damone

PERRY COMO IN ITALY

From Nashville with Love
Chet Atkins

The Best of
Al Hirt
Volume 2

El Despiértar

VERDI
RIGOLETTO

MOFFO - MERRILL - KRAUS
Elias - Flagello - Solti

Van Cliburn
Beethoven

John Coltrane
Plays for Lovers

RCA STEREO CARTRIDGE TAPES
The most trusted name in sound
8-track cartridge tape developed and introduced by RCA Victor
ITCC Receives Additional 750G as Working Capital

MIAMI—International Tape Cartridge Corp., a subsidiary of Dexter Corp., last week received an additional $750,000 as working capital. According to ITCC President Larry Forley, the funds will be used in the acquisition of additional libraries for cartridge duplication, and "for us to go into a complete repackaging program of all our product..."

Forley also said the added capital will help ITCC expand its 8-track cartridge production.

Dexter turned the funds over to ITCC after the parent firm completed a private $1 million placement with a major financial institution. H. Earl Small, chairman and president of Dexter, said that $600,000 of the $1 million is being invested in ITCC, and that Audio Devices, Inc., which owns 20 percent interest in the cartridge firm, is investing an additional $150,000. Dexter owns the other 80 percent of ITCC's stock.

According to Joseph Sekolski, Dexter executive vice-president, the remaining proceeds of the $1 million will be used as capital for Dexter and another subsidiary, Backsounders, Inc., Ottawa, Ohio. The financing plan was arranged by M. Lifshmetz & Co., New York City.

A New Twist on Contrast Release

DETROIT — Contrast Record's latest release, Turnarounds' (3) an 8-track CARtride of Music for the Big Scene. "What's unusual in the process won't be released until Jan. 13, said president Ed Kottler. Four other albums now in production will be delayed by Contrast until Kottler receives approval for the newest cartridge versions will be released ahead of album versions.

Kottler said the release policy comes because "we are convinced that this young, but burgeoning segment of the industry offers new record companies like ours an important opportunity to reach distributors who can establish a reputation for good sound, and make a mark.

Ampeg to overhaul its "complete line of professional loudspeakers," for both the present and future. "Ampeg is expected to have guaranteed their own distribution," a "healthy" dispensing in winning over several other 8-track distributors.

New Packaging

Product line "in the first quarter" will appear around Jan. 15, when new packaging for some of the company's equipment will be released by Audio Technology, Inc. and Audio Design, Inc. The new packaging will be designed to improve the sound quality of the products and will be available in both 4- and 8-track versions.

A Reverb Unit In Boman Line

LOS ANGELES — A tape recorder from the studio line will be among the new models being introduced by California Audio Radio. The new 4-track reverb unit is scheduled for release by the end of January. The unit is expected to be available in January.

A Reverb Unit To Be Introduce

MEN WHO READ BUSINESSPAPERS MEAN BUSINESS

Send for this free cartridge

Stereodyne Demonstration Tape Cartridge

Music, Education, Business Communications

Not for public release

Tape duplicating in quantity has always meant compromises in quality. Until now. Stereodyne gives you sound in finer dimension, tape after tape—2, 4, and 8-track, continuous loop and reel-to-reel.

Innovators in high-speed, ultra-quality tape duplication.
TAPE LOADED FIDELIPAC CARTRIDGES

4 AND 8 TRACK

ELECTRONICALLY CONTROLLED PRECISION WOUND
BEST PRICES NO MINIMUM ORDER

EVERY CARTRIDGE PRE-TESTED
ALSO EMPTY CARTRIDGES AND BULK TAPE

IMMEDIATE DELIVERY
Send for free catalog and price list of these and other products for the duplicator, manufacturer, distributor and retailer in cartridge industry.

AUDIO ELECTRONICS
730 VAN NUTS BOULEVARD, VAN NUTS, CALIF. (213) 785-5494

NEW SENTRY STEREO CARTRIDGES
SALES SIZZLE!

EXTRA! FREE!
PILFER-PROOF TAPE DISPLAY RACK (NORTH BAY)

production with over 95 assorted 4- and 8-track stereo cartridges.
from 15c to 30c

Two full editions or one small one for present production.

Call or write today
SENTRY INDUSTRIES, INC.
311 Fourth Avenue • Mt. Vernon, N. Y. 10540

FIDELIPAC CARTRIDGES
4 AND 8 TRACK
TAPED LOADED

EMPTt
BEST PRICES IN THE INDUSTRY • NO MIN. ORDER
150' - 300' - 325' - 350' - 400' - 1200' LENGTHS
FINEST QUALITY AUDIO DEVICES LUBE TAPE
GUARANTEED!
IMMEDIATE DELIVERY!
CHANNEL MARKETING
342 MADISON AVENUE
NEW YORK, N. Y. 10017

running on all tracks!

4 AND 8 TRACK DUPLICATING

DUBBINGS ELECTRONICS INC.
1825 S. Strong Ave., Cogent, N. Y. 823-1000

GIVE...so more will live
HEART FUND

20

TAPE CARTRIDGE

RAC Bows Convertible Case, Compatible Unit

By FRED KIRBY

NEW YORK—RAC Electronics has introduced a tape CARtridge carrying case with speakers that can convert a car play-back into a portable unit. The RAC also has a new playback, which can play both 4- and 8-track cartridges without use of manual switches. The case, called the Sportomatic 500, lists for $59.95. It can handle standard 4- and 8-track cartridges as well as compatible players.

The case also permits the playback to be channeled through a home speaker, which is equipped with its own amplifier and large speakers. The batteries used are from Golf Industries of Menasha, N. J. Cases are guaranteed to work in Spain and Italy. Total weight of cases with playbacks is about 90 pounds.

The new compatible player, called the RAC Stereoscope 50, has a built-in battery charger and converter and also a cigarette lighter adaptor. The batteries are from Golf Industries of Menasha, N. J. The case is guaranteed to work in Spain and Italy. Total weight of cases with playbacks is about 90 pounds.

RAC ELECTRONICS has introduced a new carrying case for tape cartridge players, the Sportomatic 500, left, and a compatible 4- and 8-track, right. The Sportomatic 500 is equipped with large speakers and a battery compartment, which extends the replay time. It lists for $45.95. The Sportomatic 600 plays 4- and 8-track cartridges and 4-track mono cartridges without manual adjustment. Placing the cartridge in the slot automatically turns the playback on. It lists for $129.95.

FACILITIES IN BOSTON

Weiser Adds 'Stereoarama'
To Meet the Huge Demand

By GLADYS CANDY

HOUSTON—Buddy Weiser, owner of Weiser's Car Care, 2930 Main Street, announced that the auto stereo craze hit his Houston area and that his firm has expanded its facilities to meet the demand.

Weiser's Car Care "Stereoarama," in the new facility is called, has recently opened to the same address.

Weiser stated, "We now maintain the largest auto stereo tape machine installation center in the south east area. We stock, 40 differ ent tape machines, in Decatur, Columbia, London, Adamsville, and all kinds of tapes to choose from."

"We have been in the auto electrical business for seven years and it is a tremendous advantage for us to install tape players. The 'Stereoarama' was designed as a high-end installation of auto stereo is of the auto stereo company.

Carries All Makes

Weiser's Stereoarama carries all makes and models of stereo tape machines, 4- and 8-track capacity, with installation facilities for mounting on any color automatic head alignment. A program selector switch can be pushed once for changing channels with 8-track and twice for changing channels with 4-track cartridges. The unit is Teflon coated for protection against wear extremes. The playbacks are manufactured in Japan.

RAC has expanded in the international field with offices in India, Greece and Barcelona. Jack L. Platt has been named vice president of the newly formed International Division. RAC has conducted deals with several European firms for release of their recordings here on 4- and 8-track cartridges under the TAPAK label. Contracts have been signed with Ricordi of Italy, Verona of Spain, Atlantic of Switzerland, Vox of France and Superignum of Germany. Bob Berger, RAC president, will visit several European cities and trade shows. Mr. Halber, vice-president, took two European business trips last year.

The firm also is developing 6-12 volt converters and 110-12 volt converters for stereo equipment. RAC has opened an installation center in the Flatbush Street garage. These facilities are only available for dealers, not for retail business.

2 TV SHOWS OFFERING ITCC TAPES AS PRIZE

NEW YORK—International Tape Cartridge Corp. tapes are receiving widespread national exposure by being given as prizes on two Saturday night ABC television programs. The shows, "The Newlyweds Game" which precedes "The Flip Side of the 8-track Tape" and "The Dating Game," which averages about 250,000 viewers, have featured RAC tape convertibles in December. Neilson figures. ITCC included tapes as prizes for "The Newlyweds Game" in its daytime Mon- day through Friday version. The TV plug provides exposure to the tape cartridge concept in general, and ITCC product specifically.

AIWA Selling Philips' Unit

TOKYO—AIWA is marketing a new stereo cassette (Philips) unit and 8-track convertible machine. The price of the new machines, model TP-1004, is $482.15 in retail in Japan. Mercury (U. S.) will market the machine and it is reported in initial quantities will be 100,000 units.

This will be the first stereo player to be marketed in Japan, and it is expected it will have a great influence on the market for stereo cassettes, according to AIWA information.

RCA to Make Lear Models

MONTREAL — RCA Victor Co. Ltd., has been licensed to manufacture the Lear Jet portable tape machines, in Canada, and two models will go into production at RCA Victor's Plant at Montreal in the first quarter of 1969. Industry, RCA will manufacture one auto tape CARtridge, player, model LS-860, and one model, which will play through the home stereo set, model HSA-900.

In announcing the move, W. F. Hall, manager, Stereo 8 Department, said that production of other types of Stereos-8 players will follow as the market increases. The step into Canada is "part of our longrange plans to strengthen our position in this new market, which has tremendous potential," said Hall.

NIPPON VICTOR, LEAR IN PACT

TOKYO—Nippon Victor has just signed an exclusive contract with Lear Jet for the exclusive manufacture of Lear Jet 8-track CARtridge players in Japan. With such an exclusive arrangement, Nippon will now be faced with competition from other Japanese record companies who will want licenses from other 8-track patent holders.
This is the most controversial album ever recorded. It has made front-page headlines in 176 newspapers across the nation.

It contains:
- The astonishing deathbed testimony of Jack Ruby, recorded secretly at Parkland Hospital in Dallas just days before his death.
- Congressman Gerald R. Ford's heated defense of the Warren Commission's integrity.
- The scathing, scornful words of Warren Commission critics Mark Lane, Edward Jay Epstein, Penn Jones, Jr., and Harald Weinberg.
- The last words spoken in public by President John F. Kennedy, recorded minutes before his assassination.
- The voices of nine eyewitnesses to the assassination, and Lee Harvey Oswald.
Kuli Lee died. Music was his life. And through it, he is now remembered. On a single: "RAIN, RAIN GO AWAY"

On an album: The Emmitt Kings

On COLUMBIA RECORDS

JANUARY 14, 1967, BILLBOARD
“ALL”

JAMES DARREN’S GREAT NEW SINGLES SMASH ON

5874 reprise records
<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>I'M A BELIEVER</td>
<td>Four Seasons</td>
</tr>
<tr>
<td>2</td>
<td>SNOOPY VS. THE RED BARON</td>
<td>Smokey Robinson</td>
</tr>
<tr>
<td>3</td>
<td>TELL IT LIKE IT IS</td>
<td>Louis Johnson</td>
</tr>
<tr>
<td>4</td>
<td>GOOD THING</td>
<td>Neil Sedaka</td>
</tr>
<tr>
<td>5</td>
<td>SUGAR TOWN</td>
<td>Bobby V</td>
</tr>
<tr>
<td>6</td>
<td>ERIE, ERIE, COLD RAIN</td>
<td>Lefty Frizzell</td>
</tr>
<tr>
<td>7</td>
<td>STANDING IN THE SHADOWS OF LOVE</td>
<td>Billy Moll</td>
</tr>
<tr>
<td>8</td>
<td>THAT'S LIFE</td>
<td>Sanford &amp; Son</td>
</tr>
<tr>
<td>9</td>
<td>COMING COMING</td>
<td>The Drifters</td>
</tr>
<tr>
<td>10</td>
<td>TELL IT TO THE RAIN</td>
<td>Clyde McPhatter</td>
</tr>
<tr>
<td>11</td>
<td>JERMAINE CATHERAL</td>
<td>Dottie Peoples</td>
</tr>
<tr>
<td>12</td>
<td>DEVIL WITH A BLUE DRESS</td>
<td>T Salceda</td>
</tr>
<tr>
<td>13</td>
<td>I PASSED THIS WAY</td>
<td>The Redskins</td>
</tr>
<tr>
<td>14</td>
<td>(I Know) I'M LOSING YOU</td>
<td>The Ventures</td>
</tr>
<tr>
<td>15</td>
<td>IF YOU TRY STEFFIN STONE</td>
<td>The Drifters</td>
</tr>
<tr>
<td>16</td>
<td>GOOD VIBRATIONS</td>
<td>Joe &amp; Jake</td>
</tr>
<tr>
<td>17</td>
<td>CRY</td>
<td>Louisa Adams</td>
</tr>
<tr>
<td>18</td>
<td>COLOR MY WORLD</td>
<td>The Beatles</td>
</tr>
<tr>
<td>19</td>
<td>(What Am I Gonna Do Now)</td>
<td>The Ventures</td>
</tr>
<tr>
<td>20</td>
<td>STAND BY ME</td>
<td>The Flamingos</td>
</tr>
<tr>
<td>21</td>
<td>TRY A LITTLE TENDERLOV</td>
<td>The Drifters</td>
</tr>
<tr>
<td>22</td>
<td>CALLED THE MEN</td>
<td>The Whispers</td>
</tr>
<tr>
<td>23</td>
<td>KNIGHT IN KITTY ARMOR</td>
<td>The Penguins</td>
</tr>
<tr>
<td>24</td>
<td>MUSTANG, JALLY</td>
<td>The Drifters</td>
</tr>
</tbody>
</table>

**Bubbling Under the Hot 100**

<table>
<thead>
<tr>
<th>Rank</th>
<th>Song Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>LITTLE BANDS</td>
<td>The Shangri-Las</td>
</tr>
<tr>
<td>2</td>
<td>DAYDREAMS ANSWER</td>
<td>The Shangri-Las</td>
</tr>
<tr>
<td>3</td>
<td>WALKIN' BABY</td>
<td>Little Richard</td>
</tr>
<tr>
<td>4</td>
<td>CRAWLING MAN</td>
<td>The Beatles</td>
</tr>
<tr>
<td>5</td>
<td>COME BABY COME</td>
<td>The Ronettes</td>
</tr>
<tr>
<td>6</td>
<td>COME ON    BABY COME</td>
<td>The Ronettes</td>
</tr>
<tr>
<td>7</td>
<td>BORROWED BIRD</td>
<td>The Shangri-Las</td>
</tr>
<tr>
<td>8</td>
<td>STARSPANGLED SHERIFF</td>
<td>The Temptations</td>
</tr>
<tr>
<td>9</td>
<td>ANOTHER ODYSSEY</td>
<td>The Drifters</td>
</tr>
<tr>
<td>10</td>
<td>ON THE WAY TO A TEENAGE LOVER</td>
<td>The Drifters</td>
</tr>
<tr>
<td>11</td>
<td>LET'S SPIN A WEB</td>
<td>The Drifters</td>
</tr>
<tr>
<td>12</td>
<td>THE BOYS ARE CROWD</td>
<td>The Drifters</td>
</tr>
<tr>
<td>13</td>
<td>SO SWEET SO SORRY</td>
<td>The Drifters</td>
</tr>
<tr>
<td>14</td>
<td>COME ON THAT'S YOUR LITTLE LONER</td>
<td>The Drifters</td>
</tr>
<tr>
<td>15</td>
<td>I WANT A PAPER DOLL</td>
<td>The Drifters</td>
</tr>
<tr>
<td>16</td>
<td>YOU CAN'T DENY IT</td>
<td>The Drifters</td>
</tr>
<tr>
<td>17</td>
<td>WHEN YOU WALK AROUND ME</td>
<td>The Drifters</td>
</tr>
<tr>
<td>18</td>
<td>CHICAGO SHOES</td>
<td>The Drifters</td>
</tr>
<tr>
<td>19</td>
<td>TAKE IT OFF</td>
<td>The Drifters</td>
</tr>
<tr>
<td>20</td>
<td>COME ON THAT'S YOUR LITTLE LONER</td>
<td>The Drifters</td>
</tr>
</tbody>
</table>

This chart is based on Billboard Hot 100 and Bubbling Under the Hot 100 charts for the week ending January 14, 1967.
We’ve made a big impression on the charts.

**Stand By Me** K-13617

by Spyder Turner featuring his vocal impressions of Jackie Wilson, The Temptations, Billy Stewart, The Miracles, Chuck Jackson, and Spyder Turner!

MGM RECORDS

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Marek Stars as an Ace Quizzer in TV Series

NEW YORK — George R. Marek, vice-president of RCA Victor, who recently stepped down as the Division's general manager, has stepped into a new role as TV interviewer with the easy and nonchalant manner of a professional public affairs newscaster. Marek's been cast in that role on "Musically Speaking," a series presented by the National Educational Network. The sessions of the series will be on 107 stations around the country by the end of June.

The initial show of the series, broadcast on NBC's Channel 13 last Tuesday (1), paired Marek with trumpeter Al Hirt. The next segment, to be aired in New York Tuesday (10), will feature opera singer Laurence Price under Marek's direction.

The session with Hirt was

Glossy Photos

7.5 x 5.5 EACH Bx10

1000 COLOR $15.00

1000 B&W $10.00

MINIMUM QUANTITY 100

M.A.P. RECORDS

259 South Beverly Drive

Beverly Hills, Calif.

Morse Code is GEAR!

That's what they say on KKOK.

M.A.P. RECORDS

259 South Beverly Drive

Beverly Hills, Calif.

A TV Special on Hermitts and Hollies

NEW YORK — The current eight-city tour of the U. S. of Herman's Hermits and the Hollies will include a performance on NBC-TV special to be shown on April 26.

The CBS-TV crew, under the direction of David Oppenheim, set up a rehearsal studio party when the group took off from London's Heathrow Airport aboard a private plane. Included in the itinerary are concerts in Green Bay, Wis., Chicago, Ill., Fort Worth and El Paso, Albuquerque, Indianapolis and Chicago.

Guitarist Seile

Sets a Lively Technical Pace

LOS ANGELES — The infectious styings of guitarist Seile set up the Monterey Pop Festival at his opening last week. Seto's facility for single-note picking combined with the crispness of multiple notes, was an outstanding example of modern playing, all the more difficult on an unamplified instrument.

Supporting Seto were drummer Paulino and bassist Sonny Neto, who work collectively as the excellent soloists. Seto's work was well received by six- and 12-string gurus, and he included 100-year-old solo samples, like the song "Odeon" in his bag of Latin tracks. Of his eight numbers, there were classical ones, emphasizing the fines of Spain with the strength of the flamenco.

At one point when the open-night crowd was held back, Seto stepped playing, leaving Paulino and Neto to improvise until the song ended. When it did, Seto pulled out all stops in showing them that he was capable of weaving improvisational artwork. During it, his vibrato was a con- tinent on his rapid-fire fingerings.

Steve and Eddy

Start New Year

In Right Groove

LAS VEGAS — Columbia recording stars Steve Lawrence and Eddy Gorme opened the holiday season at the Sands Hotel on Dec. 23 for four shows through Tuesday (10).

Lawrence's "Exterior Honey," "Impossible Dream" and "I'm a Fool to Want You," warmed up the audience before the entrance of Miss Gorme. The couple do a different number each night, and her big record is "Have That I Don't Have Now?"

Lawrence gives her fans for some top-quality singing and a nifty "Santa Claus is Coming to Town." Joe Guercio conducts the Antonio Moreno orchestra for the talented team.

Atlantic Will Wax Sankey

Singing Tunes From 'Screw'

NEW YORK—Atlantic Records will record Tom Sankey singing the songs from his forthcoming Broadway show, "The Golden Screw," the folk-rock musical which will re-open at the Furniture Show in Greenwich Village on Jan. 24. The "Golden Screw," originally presented at St. Mark's Church for a limited run, played to turn- away crowds and received high critical acclaim. The show was taped for Channel 13 in New York but not shown.

Tom Sankey is the star of the production. He wrote the play, and he'll sing all of the songs. He has performed on records as a singer, among other things, and he's been involved in the show's development off-Broadway, and has noted and supported the theater (New York Shakespeare Festival) as well as films ("Coins of the Revolution," Frankie Laine's "underground" mov- ies).

Atlantic is recording Sankey this week, and has scheduled the album for release late this year in time for the show's opening at the Palace in Greenwich Village.

Andersen Makes

Concert Debut

NEW YORK—Eric Andersen, pop singer on the Vanguard label, made his New York concert debut at the Apollo Theater on Jan. 23. Andersen, who recently wound up a successful club debut at the Cafe Au Go Go in Greenwich Village, is now being lined up for a Carnegie Hall appearance in the spring.

In addition to his own Vanguard LPs, "Blues Change Things" and "Today Is the Highway," on which he has recorded his songs recorded by Judy Collins, John Prine, Cash, Chad Mitchell, "The Wanderers," Pete Seeger, the Blues Project and Joan Baez, another. Andersen is now being managed by John Kurland, who is also personal manager to Mickey Finn, and also to Mediterranea.

Vale Bows Top

Act in Las Vegas

LAS VEGAS—Jerry Vale returned to the Fiesta Room of the Fremont Hotel better than ever on Dec. 22.

Vale, who has the rare knack of being able to please listeners in all age groups, pleased first-nighters with his latest show, "Without a Song." "A One Man Act," "I'm Magic," "Will You Be Mine?" and "Have You Looked Into Your Heart?"

Vale is a favorite on Las Vegas stages, but is also one of the few whose songwriting talents have been recognized. Answering requests from the audience, he went into an original one-act called "I Can't Get You Out of My Head," and "Giovanni Moretti."

Vale Vincent is comedy star of the show, coming up with some solid routines.

Atlantic Will Wax Sankey

Singing Tunes From 'Screw'

NEW YORK—Atlantic Records will record Tom Sankey singing the songs from his forthcoming Broadway show, "The Golden Screw," the folk-rock musical which will re-open at the Furniture Show in Greenwich Village on Jan. 24. The "Golden Screw," originally presented at St. Mark's Church for a limited run, played to turn- away crowds and received high critical acclaim. The show was taped for Channel 13 in New York but not shown.

Tom Sankey is the star of the production. He wrote the play, and he'll sing all of the songs. He has performed on records as a singer, among other things, and he's been involved in the show's development off-Broadway, and has noted and supported the theater (New York Shakespeare Festival) as well as films ("Coins of the Revolution," Frankie Laine's "underground" mov- ies).

Atlantic is recording Sankey this week, and has scheduled the album for release late this year in time for the show's opening at the Palace in Greenwich Village.

Andersen Makes

Concert Debut

NEW YORK—Eric Andersen, pop singer on the Vanguard label, made his New York concert debut at the Apollo Theater on Jan. 23. Andersen, who recently wound up a successful club debut at the Cafe Au Go Go in Greenwich Village, is now being lined up for a Carnegie Hall appearance in the spring.

In addition to his own Vanguard LPs, "Blues Change Things" and "Today Is the Highway," on which he has recorded his songs recorded by Judy Collins, John Prine, Cash, Chad Mitchell, "The Wanderers," Pete Seeger, the Blues Project and Joan Baez, another. Andersen is now being managed by John Kurland, who is also personal manager to Mickey Finn, and also to Mediterranea.

Vale Bows Top

Act in Las Vegas

LAS VEGAS—Jerry Vale returned to the Fiesta Room of the Fremont Hotel better than ever on Dec. 22.

Vale, who has the rare knack of being able to please listeners in all age groups, pleased first-nighters with his latest show, "Without a Song." "A One Man Act," "I'm Magic," "Will You Be Mine?" and "Have You Looked Into Your Heart?"

Vale is a favorite on Las Vegas stages, but is also one of the few whose songwriting talents have been recognized. Answering requests from the audience, he went into an original one-act called "I Can't Get You Out of My Head," and "Giovanni Moretti."

Vale Vincent is comedy star of the show, coming up with some solid routines.

Atlantic Will Wax Sankey

Singing Tunes From 'Screw'

NEW YORK—Atlantic Records will record Tom Sankey singing the songs from his forthcoming Broadway show, "The Golden Screw," the folk-rock musical which will re-open at the Furniture Show in Greenwich Village on Jan. 24. The "Golden Screw," originally presented at St. Mark's Church for a limited run, played to turn- away crowds and received high critical acclaim. The show was taped for Channel 13 in New York but not shown.

Tom Sankey is the star of the production. He wrote the play, and he'll sing all of the songs. He has performed on records as a singer, among other things, and he's been involved in the show's development off-Broadway, and has noted and supported the theater (New York Shakespeare Festival) as well as films ("Coins of the Revolution," Frankie Laine's "underground" mov- ies).

Atlantic is recording Sankey this week, and has scheduled the album for release late this year in time for the show's opening at the Palace in Greenwich Village.

Andersen Makes

Concert Debut

NEW YORK—Eric Andersen, pop singer on the Vanguard label, made his New York concert debut at the Apollo Theater on Jan. 23. Andersen, who recently wound up a successful club debut at the Cafe Au Go Go in Greenwich Village, is now being lined up for a Carnegie Hall appearance in the spring.

In addition to his own Vanguard LPs, "Blues Change Things" and "Today Is the Highway," on which he has recorded his songs recorded by Judy Collins, John Prine, Cash, Chad Mitchell, "The Wanderers," Pete Seeger, the Blues Project and Joan Baez, another. Andersen is now being managed by John Kurland, who is also personal manager to Mickey Finn, and also to Mediterranea.

Vale Bows Top

Act in Las Vegas

LAS VEGAS—Jerry Vale returned to the Fiesta Room of the Fremont Hotel better than ever on Dec. 22.

Vale, who has the rare knack of being able to please listeners in all age groups, pleased first-nighters with his latest show, "Without a Song." "A One Man Act," "I'm Magic," "Will You Be Mine?" and "Have You Looked Into Your Heart?"

Vale is a favorite on Las Vegas stages, but is also one of the few whose songwriting talents have been recognized. Answering requests from the audience, he went into an original one-act called "I Can't Get You Out of My Head," and "Giovanni Moretti."
Getting the Action Everywhere

“Kiss Tomorrow Goodbye”

A Lasting Investment In Listening.
RADIO-TV programming

Back-to-Back Disk Play Is Winning Ratings Game

By CLAUDE HALL

NEW YORK—It’s not a new idea, but every now and then some alert program director will dig out the “more music” programming concept and, usually, capitalize on it with higher ratings. The “more music” sound is usually achieved by multiple play of records back-to-back. Often, this can be three or more records. The reason is, of course, to attract even listeners just in time the competing station is going into a new program over the air. This can help boost ratings of the station that can grab this audience share.

Probably the most outstanding success story is KHJ in Los Angeles, which is leading the market. But some other stations scoring with the programming idea include KLUC in Las Vegas, WXYI in Cleveland, WPGC in Washington, WDFG in Minneapolis and KOL in Seattle. In addition, WOR-FM, the rock ‘n roll stereo station in New York, has been playing two records back-to-back in what delay Murray the K (Kaufman) calls a “double hit.” Other listening stations like KDDB in San Diego and WPDR-FM Stereo in New York often spin two records back-to-back as a regular part of their format.

KWBW Has Robot Take to the Airplay

MINNEAPOLIS — Air personalities at KWBW, the Hot 100 format station here, have been jockeyed off the air and replaced by a robot voice type. The station features “The Rockin’ Robot” known as “Rocky,” who presents all the contests, giveaways and news that normally come from a human personality.

Gypsy Rose Lee TV Show to Bow

NEW YORK — The syndicated “Gypsy Rose Lee Show” bows on WABC-TV here at 8:30 a.m. Monday (9). The show is produced by KGO-TV, San Francisco, and syndicated through Seven Arts. The daily half-hour color show features Rose’s stories of the “Gypsy’s Garden of the Gods,” which was named after the Garden of the Gods in Wyoming.

KBBG-FM in Stereo & Ups Power

BUFFALO, N. Y. — In spite of a determined drive by new competition — a station that25

WKBW Still Reigns in Buffalo

HEILICHER BROS., leading midwest record distributors, have launched a camper bus to air with radio station record promotion. The bus, shown here driving home—a menu of scrambled eggs, and diced ham, a stewed beef, or more records, of course. Above at KWBW, St. Paul, Regional Manager for the station, is Frank Peters, and hostess Marlene Barlow. Heilicher promotion representative Dan Desmond, KWBW programmer, and KBBG program director Charlie Brown. Below at WXYI, Minneapolis, from left, Johnny Canton, DJ Jim Dandy (front), regional Mercury representative Frank Smolik, and Liberty’s regional representative Jerry Lecourier. Cookouts are provided in radio station parking lots.

singles records in Buffalo, the nation’s 16th largest radio market.

The station collected 50 per cent of the votes in Billboard’s latest Radio Ratings Report. The survey of the market, indicating of not only a very strong and young audience, but also the impact in persuading them to buy products. WKBW beat out WYUL, the number two station in the market, WXYI, in turn, topped WNYW, WNYA, etc, second last year behind WKBW’s 50,000 watts.

Leading air influence on singles sales was Dan Nuss of WKBW, who collected 50 per cent of the votes in that category. WKBW’s Jefferson Kaye was second last year behind WYUL, and WXYI took the top spot. (Continued on page 33)

Jan 14, 1967, Billboard
They're playing our song.

"The Disadvantages of You"
By the new group—
The Answer
Who made the actual sound track of the cigarette commercial.

Where the longer record action is.

On COLUMBIA RECORDS
Radio Response Rating

BUFFALO, N.Y. ... 4th Cycle

TOP STATIONS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Station</th>
<th>Format</th>
<th>Call Letters</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WKBW</td>
<td>AM 790</td>
<td>Talk</td>
<td>11.0</td>
</tr>
<tr>
<td>2</td>
<td>WGRD</td>
<td>AM 1370</td>
<td>News/Talk</td>
<td>10.0</td>
</tr>
<tr>
<td>3</td>
<td>WMOR</td>
<td>AM 1260</td>
<td>News/Talk</td>
<td>9.5</td>
</tr>
<tr>
<td>4</td>
<td>WHAM</td>
<td>AM 1290</td>
<td>News/Talk</td>
<td>9.0</td>
</tr>
</tbody>
</table>

TOP DISK JOCKEYS

<table>
<thead>
<tr>
<th>Rank</th>
<th>Name</th>
<th>Program</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>John Gant</td>
<td>WKBW</td>
</tr>
<tr>
<td>2</td>
<td>Tom Brown</td>
<td>WGRD</td>
</tr>
<tr>
<td>3</td>
<td>Frank Gibbons</td>
<td>WMOR</td>
</tr>
<tr>
<td>4</td>
<td>Bob Miller</td>
<td>WHAM</td>
</tr>
</tbody>
</table>

Congratulations to the WKBW Radio Station

STATIONS BY FORMAT

AM RADIO FREQUENCIES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Station</th>
<th>Format</th>
<th>Call Letters</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WKBW</td>
<td>AM 790</td>
<td>Talk</td>
<td>11.0</td>
</tr>
<tr>
<td>2</td>
<td>WGRD</td>
<td>AM 1370</td>
<td>News/Talk</td>
<td>10.0</td>
</tr>
<tr>
<td>3</td>
<td>WMOR</td>
<td>AM 1260</td>
<td>News/Talk</td>
<td>9.5</td>
</tr>
<tr>
<td>4</td>
<td>WHAM</td>
<td>AM 1290</td>
<td>News/Talk</td>
<td>9.0</td>
</tr>
</tbody>
</table>

FM RADIO FREQUENCIES

<table>
<thead>
<tr>
<th>Rank</th>
<th>Station</th>
<th>Frequency</th>
<th>Call Letters</th>
<th>Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>WGRD</td>
<td>93.7</td>
<td>WGRD</td>
<td>11.0</td>
</tr>
<tr>
<td>2</td>
<td>WMOR</td>
<td>94.5</td>
<td>WMOR</td>
<td>10.0</td>
</tr>
<tr>
<td>3</td>
<td>WHAM</td>
<td>95.5</td>
<td>WHAM</td>
<td>9.5</td>
</tr>
<tr>
<td>4</td>
<td>WKBW</td>
<td>96.5</td>
<td>WKBW</td>
<td>9.0</td>
</tr>
</tbody>
</table>

Vox Jox

By CLAUDE HALL

Now Playing: 8 pm

Vox Jox

WKBW Reigns

WKBW is the top-rated FM station in Buffalo, with a rating of 11.0.

FEBRUARY 1967

Radio-TV Mart

BUFFALO, N.Y.

Top 10 FM Stations

1. WGRD 93.7
2. WMOR 94.5
3. WHAM 95.5
4. WKBW 96.5
5. WBFO 97.5
6. WCMF 98.3
7. WJGL 99.5
8. WNED 100.1
9. WPEN 101.5
10. WNYE 102.5

SITUATION WANTED

AIR PERSONNEL AND PROGRAMMING WANTED

WRKTV, an independent TV station in New York City, is seeking experienced air personnel and programming for its new TV station.

CONTACT: WRKTV, 123 Main St., New York, NY 10001

January 14, 1967, Billboard
“SIT DOWN, I THINK I LOVE YOU” (0539) IS A NEW SINGLE BY A NEW GROUP CALLED: THE MOJO MEN

IN JUST 3 SHORT PHENOMENAL WEEKS THE WORD AND SALES FIGURES FROM SAN FRANCISCO*1 LOS ANGELES*2 HARTFORD*3 AND SEATTLE*4 WOULD APPEAR TO MAKE CERTAIN THAT A NEW CHART IMPERATIVE IS ON THE WAY FROM

*1 KYA – FROM 30TH TO 15TH TO 7TH – IN 3 WEEKS
*2 KHJ
*3 WDRC – BERTHA PORTER PICK
*4 KJR – PAT O’DAY PICK

KFRC – FROM 23RD TO 18TH TO 3RD – IN 3 WEEKS

KFWB

HIT BOUND PICK

reprise RECORDS
KSO Bowling

Upside Sound

DES MOINES — Launching an updated programming concept based on Billboard's Early Listening Chart, KSD kicked off an audience promotion push with its Cable Creative advertising calling attention to its "Upstream Sound." Rich McCready, general manager of the old-line station, has appointed Bobby Bear to entertain director of music for the new concept.

Programming will feature top Easy Listening tunes directed toward a 20-30 age group. Recently, the station had been programming Hot 100 records.

Revolving 'Play' Puts Top Again

BUFFALO, N.Y. — With a programming formula that revolves daily, WVEF again captured Billboard's Radio Programming Survey as the major influence in the market on sales of albums. The station ranked 23 per cent of the songs, followed by WBFN with 22 and third place WGR with 19. The survey indicated that WVEF's programming has enormous influence in the market — the station's 16th largest radio market — not only reaching a large adult and student audience but in persuading them to buy product. Voting in the survey were record dealers, distributors, one-stop operators, and local and national record companies.

Program director Jack Enrato attributed the station's success to the "middle-of-the-road" programming policy. On the East Coast, said Mr. Enrato, "Billboard's Early Listening Chart, he said, would never be considered by the station.

"We limit ourselves to the good orchestral work, the best songs. In a 16-hour day, we will use cuts from 50 albums and these are changed every day."

In addition, the station's uncirculated weekly playlist of singles features 40 records. As is given, if it gets audience response, may stay on this single's playlist as long as four to six weeks. The popularity of these singles is based mostly on telephone calls received by the station. People calling want to know where they can buy the record. This sometimes leaves us in a spot because the station doesn't get picked up on the record," he said.

But play on the station can result, an example is "Snow Ball," by Winsted At- tice, a popular record, which Enrato said is "going like mad in local sales.

The station also feels it contributed to the success of "Wish Me a Rain- bow" by the Cantar Kaliman Chorus on the 4 Corners of the World label and "Yellowbird" by Anthony Byrds.

The station plays about 7 LP cuts to one single. Mary Louisa, a top record reporter, said that the artists featured on the station would include the Village Stompers, Peter Nero, Harold Alpert and the Tijuana Brass, Frank Sinatra, John Gary, Tony Bennett, Peggy Lee, and Billie Holiday. All records are programmed except for the jazz shows by Paul Hardy, who selects his own records.

KEX'S 40th Yr.

PORTLAND, Ore. — KEX, the first Easy Listening powerhouse, celebrated in 40th year. Jan. 1, and Clyde Bryn, who directed the DJs to put the station on the air Jan. 1, 1927, cut the cake.
NOW FOR THE FIRST TIME!!

THE ITCC ‘PILFER PROOF’ CARTRIDGE RACK IS AVAILABLE TO ALL DEALERS, RACK JOBBERS AND DISTRIBUTORS

A COMPLETE STEREO TAPE CARTRIDGE DEPARTMENT IN 18 SQUARE INCHES OF FLOOR SPACE . . . PILFER PROOF AT LESS THAN HALF THE COST YOU’D EXPECT TO PAY!

Hundreds of Dealers Have Discovered Greatly Increased Stereo Tape Cartridge Sales With This ITCC Rack . . . The Most Practical Ever Devised

- Holds 264 tape cartridges—4 or 8 track
- Occupies only 18 inches of floor space
- Attractive 3 color “header” calls attention to the display
- 8 panels display logos of 40 important labels
- Cartridges are sectioned in multiples of 3 . . . a cartridge taken from the bottom does not disturb the stocking above
- Ingenious locking device permits removal of any cartridge in less than 2 seconds
- Sturdy construction—will not tip
- Every title easily readable
- Customer can “touch” every cartridge but can’t remove it
- Entire rack revolves
- Ideal for any type location

This offer is made by ITCC as an accommodation to all dealers, rack jobbers and distributors. Please send check for $55.00 for each rack ordered. (In N. Y. State add 4% sales tax.) Racks shipped F.O.B. New York, Boston, Dallas, Cincinnati or Los Angeles. Please order from

ITCC INTERNATIONAL TAPE CARTRIDGE CORP.

Subsidiary of Destra Corporation
Everybody loves somebody on Pickwick/33. And why not?

New for '67

Dean Martin
You Can't Love 'Em All
Dean Martin
SPC-3057

Simon & Garfunkel
The Romantic Sound
Fred Waring And The Pennsylvanians
SPC-3059

Della Reese
The Happy Song
Joe Williams And His Orchestra
SPC-3058

Hawaii - The Sound Of Tropical Melodies
Maui & His Hawaiian Orchestra
SPC-3056

Dave Dudley
Lost Love
Dave Dudley
JS-6846

Sonny & David
Country Star Time
JS-6845

Zsa Zsa
T. Texas Tyler
JS-6841

Faron Young
I Don't Want To Be Lonely
JS-6842

Dorothy Dix
Tina's Musical Thanksgiving
JS-6843

Country/Western

Hilltop
Maxwell
JS-6844

Hilltop
STEMS
JS-6845

Hilltop
Castles
JS-6846

Hilltop
For Heaven's Sake
JS-6847

Hilltop
Looking Back
JS-6848

Hilltop
Under The Moonlight
JS-6849

Classical

Classical Symphony Concerto
JS-6850

Ezio Pinza
Wagner: Parsifal
JS-6851

Martha tower
International Tour
JS-6852

The Royal Philharmonic Orchestra
SPC-3057

Look at the powerful Pickwick/33 release (mono & stereo) for 1967. With money-making names like these, how can you miss? You'll sell Pickwick to everybody ... because Pickwick has the big names by special arrangement with 14 record labels including the magnificent Capitol catalog. Each one a
You're selling stars.

All-time favorites

Pop

Country/Western

Classical

superb recording, beautifully packaged, and backed-up by a merchandising program geared to the $2 market. No wonder everybody loves somebody on Pickwick/33.

The new era of

Pickwick/33 RECORDS

PICKWICK INTERNATIONAL, PICKWICK BUILDING, LONG ISLAND CITY, N.Y. 11101; CODE 212 69 1-8811. LOS ANGELES, ATLANTA, LONDON, ENGLAND, TORONTO, CANADA
## THE STEREO TAPE CARTRIDGE CATALOG

**Stretch your tape profits... into infinity!**

**Stock up on MGM/AMPEX stereo cartridges... today!**

### NEW RELEASES ON THE BIG-SALES HORIZON!

**MGM—Prefixes: TC65(6-Track)/F75(4-Track)**
- 16-5 ST HOW THE WEST WAS WON: Original Sound Track
- 16-7 ST THE SINGING Nun: Original Sound Track
- 3817 DC THE FANTASTICKS: Original Cast
- 4368 ST BORN, FREE: Original Sound Track
- 4410 ST MUGH MAESEKELA'S NEXT ALBUM
- 4622 ST THE BEST OF SAM THE SHAM & THE PHARAOHS
- 4824 ST ANDY GORDON SINGS DON GRODDON
- 4850 ST MOTHER HANNAH AND THE ANIMALS
- 4871 ST THERE'S A KIND OF HUSH ALL OVER THE WORLD: Herman's Hermits
- 4885 ST LOVE: Italian Style/Coro America

**VERVE—Prefixes: TC65(6-Track)/F75(4-Track)**
- 20-10 ST SAYIN SOMETHIN: The Righteous Brothers
- 2011 ST THE BEST OF ABRAHAM, ZAVOCOCK
- 2035 ST ANY NUMBER CAN WIN: Jimmy Smith
- 2040 ST WAMP WANG (C. Tyler,
- 2050 ST SOUL BIRD: Womack & Womack
- 2071 ST CALIFORNIA SPIRITUAL: SERMON Montgomery
- 2075 ST A CERTAIN SMILE A CERTAIN SMILE: Albert Croom's Wonder World
- 2075 ST A SIMPLE MATTER OF CONVICTION: Soul Sound: Merry Marle: Leela Gordon
- 2075 ST CASSIUS CLAY (WALTER WARDENBERY TINA
- 2081 ST SOMETHING FAMOUS/ Oscar Peterson

**KAMA SUTRA—Prefixes: TC65(6-Track)/F75(4-Track)**
- 8038 ST YOU'RE A BIG BOY NOW: The Lovin' Spoonful

---

### A PANORAMA OF ALL-TIME BEST-SELLERS!

**MGM—Prefixes: TC65(6-Track)/F75(4-Track)**
- 16-0 ST DOCTOR ZHIVAGO: Original Sound Track
- 3817 DC THE THREEPENNY OPERA: Original New York Cast
- 3871 ST GIANT: Original Sound Track
- 3881 ST LIKE YOUNG ANDWEY FEYN (David Rose
- 3885 ST SPECTACULAR STRINGS (David Rose & His Orch
- 3885 ST HANK WILLIAMS: GREATEST HITS
- 3885 ST CONNIE FRANCIS: HITS: 'NEVER ON SUNDAY'
- 3885 ST BLUE MIST/Sam (The Man Tawky
- 3885 ST THE WIZARD OF OZ: Judy Garland (Original Sound Track
- 3885 ST 21 CHANNEL BAND: David Rose & His Orch
- 3885 ST THE STRIPPER: David Rose & His Orch
- 3885 ST THE BEST OF CONNIE FRANCIS
- 3885 ST MARIA ELENA/Billy Mays
- 3885 ST BEST OF AL HIRT/Al Hirt/Peter Fountain
- 3885 ST CONNIE FRANCIS SINGS ALL TIME INTERNATIONAL HITS
- 3885 ST SPANISH HARLEM (Manuel & His Strings
- 3885 ST THERE IS ONLY ONE ROY ORBISON
- 3885 ST THE BEST OF HERMAN'S HERMITS
- 3885 ST THE ORBISON WAY/Pete Fountain
- 3885 ST THE BEST OF THE ANIMALS
- 3885 ST NOW PLAYING: A NIGHT AT THE MOVIES/Elvis Presley
- 3885 ST HOLD ON/Herman's Hermits & Original Cast

---

**Verve—Prefixes: TC65(6-Track)/F75(4-Track)**
- 3885 ST DOCTOR ZHIVAGO: Original Sound Track
- 3817 DC THE THREEPENNY OPERA: Original New York Cast
- 3871 ST GIANT: Original Sound Track
- 3881 ST LIKE YOUNG AND WEY FEYN (David Rose
- 3885 ST SPECTACULAR STRINGS (David Rose & His Orch
- 3885 ST HANK WILLIAMS: GREATEST HITS
- 3885 ST CONNIE FRANCIS: HITS: 'NEVER ON SUNDAY'
- 3885 ST BLUE MIST/Sam (The Man Tawky
- 3885 ST THE WIZARD OF OZ: Judy Garland (Original Sound Track
- 3885 ST 21 CHANNEL BAND: David Rose & His Orch
- 3885 ST THE STRIPPER: David Rose & His Orch
- 3885 ST THE BEST OF CONNIE FRANCIS
- 3885 ST MARIA ELENA/Billy Mays
- 3885 ST BEST OF AL HIRT/Al Hirt/Peter Fountain
- 3885 ST CONNIE FRANCIS SINGS ALL TIME INTERNATIONAL HITS
- 3885 ST SPANISH HARLEM (Manuel & His Strings
- 3885 ST THERE IS ONLY ONE ROY ORBISON
- 3885 ST THE BEST OF HERMAN'S HERMITS
- 3885 ST THE ORBISON WAY/Pete Fountain
- 3885 ST THE BEST OF THE ANIMALS
- 3885 ST NOW PLAYING: A NIGHT AT THE MOVIES/Elvis Presley
- 3885 ST HOLD ON/Herman's Hermits & Original Cast
THAT GOES ON AND ON AND ON ... ON AMPLEX

All MGM 8-Track stereo tape cartridges are mastered and duplicated by Ampex, manufactured with Ampex professional recorders on extra-strength Ampex polyester tape, and distributed by Ampex for MGM Records. Look for the exclusive "Ampex Red Dot" protective cap on the beautifully-packaged, break-resistant cases.

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>4355</td>
<td>JEALOUS HEART</td>
<td>Connie Francis</td>
</tr>
<tr>
<td>4361</td>
<td>CAMPUS CONCERT</td>
<td>Emmylou Harris</td>
</tr>
<tr>
<td>4378</td>
<td>HANK WILLIAMS &amp; HANK WILLIAMS, JR.</td>
<td>Again</td>
</tr>
<tr>
<td>4379</td>
<td>AIR</td>
<td>Hawkins</td>
</tr>
<tr>
<td>4382</td>
<td>MOVIE GREATS OF THE 60's</td>
<td>Connie Francis</td>
</tr>
<tr>
<td>4384</td>
<td>CONNIE FRANCO LIVE AT THE SAKARA</td>
<td>Jacki DeLana</td>
</tr>
<tr>
<td>4385</td>
<td>LKRAIIE KANAZ</td>
<td>PBLALI066 PolAwe? carri</td>
</tr>
<tr>
<td>4386</td>
<td>BOTH SIDES OF HERMAN'S HERMIT</td>
<td>CAMPUS OR04161 Erns Onn</td>
</tr>
<tr>
<td>4390</td>
<td>FUSION</td>
<td>08004016L Erns Onn</td>
</tr>
<tr>
<td>4400</td>
<td>LIL RED RIDING HOOD</td>
<td>The Smashes &amp; The Phantoms</td>
</tr>
<tr>
<td>4407</td>
<td>CONNIE FRANCO</td>
<td>LKRAIIE KANAZ</td>
</tr>
<tr>
<td>4411</td>
<td>THE BEST OF HERMAN'S HERMITS, VOL. 2</td>
<td>MAMALI SAWCAI AFTON 6441. 104 O0.4</td>
</tr>
<tr>
<td>4414</td>
<td>THE BEST OF HERMAN'S HERMITS, VOL. 2</td>
<td>MAMALI SAWCAI AFTON 6441. 104 O0.4</td>
</tr>
<tr>
<td>4416</td>
<td>THE BEST OF HERMAN'S HERMITS, VOL. 2</td>
<td>MAMALI SAWCAI AFTON 6441. 104 O0.4</td>
</tr>
<tr>
<td>4417</td>
<td>THE BEST OF HERMAN'S HERMITS, VOL. 2</td>
<td>MAMALI SAWCAI AFTON 6441. 104 O0.4</td>
</tr>
<tr>
<td>4418</td>
<td>THE BEST OF HERMAN'S HERMITS, VOL. 2</td>
<td>MAMALI SAWCAI AFTON 6441. 104 O0.4</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>5001</td>
<td>SOUL &amp; INSPIRATION</td>
<td>The Righteous Brothers</td>
</tr>
<tr>
<td>5004</td>
<td>GO AHEAD AND CRY</td>
<td>The Righteous Brothers</td>
</tr>
<tr>
<td>5011</td>
<td>WOODY &amp; NOT</td>
<td>The Righteous Brothers</td>
</tr>
<tr>
<td>5042</td>
<td>JAZZ NAMBA</td>
<td>Stan Getz &amp; Charlie Byrd</td>
</tr>
<tr>
<td>5043</td>
<td>JAZZ NAMBA STORY</td>
<td>Stan Getz &amp; Charlie Byrd</td>
</tr>
<tr>
<td>5044</td>
<td>JAZZ NAMBA STORY</td>
<td>Stan Getz &amp; Charlie Byrd</td>
</tr>
<tr>
<td>5045</td>
<td>GETZ/GILBERTO</td>
<td>Stan Getz &amp; Astrud Gilberto</td>
</tr>
<tr>
<td>5046</td>
<td>GETZ/GILBERTO</td>
<td>Stan Getz &amp; Astrud Gilberto</td>
</tr>
<tr>
<td>5047</td>
<td>COMPOSITION OF &quot;MAMALI SAWCAI AFTON 6441. 104 O0.4&quot; PLAY</td>
<td>Japanese Carina Jakes</td>
</tr>
<tr>
<td>5051</td>
<td>MOBBIER</td>
<td>Ken Whiting</td>
</tr>
<tr>
<td>5053</td>
<td>THE CAT, Jimmy Smith</td>
<td>KARMA SUTRA - Producers: TCHB(3-Track), PFT(3-Track)</td>
</tr>
<tr>
<td>5054</td>
<td>THE CAT, Jimmy Smith</td>
<td>KARMA SUTRA - Producers: TCHB(3-Track), PFT(3-Track)</td>
</tr>
<tr>
<td>5061</td>
<td>GETZ GOLDEN GLEAM</td>
<td>Stan Getz with Astrud Gilberto</td>
</tr>
<tr>
<td>5065</td>
<td>GETZ GOLDEN GLEAM</td>
<td>Stan Getz with Astrud Gilberto</td>
</tr>
<tr>
<td>5066</td>
<td>THE WIZARD</td>
<td>Judy Garland</td>
</tr>
<tr>
<td>5070</td>
<td>DO YOU BELIEVE IN MAGIC?</td>
<td>The Lovin Spoonful</td>
</tr>
<tr>
<td>5071</td>
<td>THE WIZARD</td>
<td>Judy Garland</td>
</tr>
<tr>
<td>5077</td>
<td>THE WIZARD</td>
<td>Judy Garland</td>
</tr>
<tr>
<td>5084</td>
<td>AMALI SAWCAI AFTON 6441. 104 O0.4</td>
<td>THE NEW FIRST FAMILY, 1968</td>
</tr>
<tr>
<td>5090</td>
<td>AMALI SAWCAI AFTON 6441. 104 O0.4</td>
<td>THE NEW FIRST FAMILY, 1968</td>
</tr>
<tr>
<td>5095</td>
<td>AMALI SAWCAI AFTON 6441. 104 O0.4</td>
<td>THE NEW FIRST FAMILY, 1968</td>
</tr>
<tr>
<td>5097</td>
<td>THE CAT, Jimmy Smith</td>
<td>KARMA SUTRA - Producers: TCHB(3-Track), PFT(3-Track)</td>
</tr>
<tr>
<td>5099</td>
<td>THE CAT, Jimmy Smith</td>
<td>KARMA SUTRA - Producers: TCHB(3-Track), PFT(3-Track)</td>
</tr>
<tr>
<td>5100</td>
<td>THE CAT, Jimmy Smith</td>
<td>KARMA SUTRA - Producers: TCHB(3-Track), PFT(3-Track)</td>
</tr>
</tbody>
</table>

MGM, Verve and Verve Forklifts are divisions of Metam gold/Golden Motel Inc.
Andy Williams

In The Arms Of Love

Including:
A Man and a Woman
Theme From "The Sand Pebbles"
Here's That Rainy Day
Remember
The Very Thought of You

CL 35533 CBS S490
ON COLUMBIA RECORDS
<table>
<thead>
<tr>
<th>#</th>
<th>Artist</th>
<th>Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Monkees</td>
<td>Daydream Believer</td>
</tr>
<tr>
<td>2</td>
<td>S.D.</td>
<td>Morning Girl</td>
</tr>
<tr>
<td>3</td>
<td>Elton John</td>
<td>I'm Still a Child</td>
</tr>
<tr>
<td>4</td>
<td>The Rolling Stones</td>
<td>You Can Make Me Dizzy</td>
</tr>
<tr>
<td>5</td>
<td>The Beatles</td>
<td>Paperback Writer</td>
</tr>
<tr>
<td>6</td>
<td>The Byrds</td>
<td>She Ain't Worth Dying</td>
</tr>
<tr>
<td>7</td>
<td>The Ventures</td>
<td>I'll Be Your Sandwich</td>
</tr>
<tr>
<td>8</td>
<td>The Turtles</td>
<td>Love Is a Rock 'n Roll</td>
</tr>
<tr>
<td>9</td>
<td>The Byrds</td>
<td>It's Not Unusual</td>
</tr>
<tr>
<td>10</td>
<td>The Searchers</td>
<td>I'm Gonna Make You Love Me</td>
</tr>
<tr>
<td>11</td>
<td>The Animals</td>
<td>Keep On the Sunny Side</td>
</tr>
<tr>
<td>12</td>
<td>The Turtles</td>
<td>All I Have to Do</td>
</tr>
<tr>
<td>13</td>
<td>The Ventures</td>
<td>Take It Easy</td>
</tr>
<tr>
<td>14</td>
<td>The Animals</td>
<td>Portrait of My Heart</td>
</tr>
<tr>
<td>15</td>
<td>The Searchers</td>
<td>I'm Just a Lucky Dog</td>
</tr>
<tr>
<td>16</td>
<td>The Turtles</td>
<td>Natural Causes</td>
</tr>
<tr>
<td>17</td>
<td>The Animals</td>
<td>If You Don't Know Me</td>
</tr>
<tr>
<td>18</td>
<td>The Ventures</td>
<td>The Rains of Autumn</td>
</tr>
<tr>
<td>19</td>
<td>The Searchers</td>
<td>I Can't Help Myself</td>
</tr>
<tr>
<td>20</td>
<td>The Turtles</td>
<td>I'm Gonna Be a Self-made Man</td>
</tr>
<tr>
<td>21</td>
<td>The Animals</td>
<td>/</td>
</tr>
<tr>
<td>22</td>
<td>The Ventures</td>
<td>/</td>
</tr>
<tr>
<td>23</td>
<td>The Searchers</td>
<td>/</td>
</tr>
<tr>
<td>24</td>
<td>The Turtles</td>
<td>/</td>
</tr>
<tr>
<td>25</td>
<td>The Animals</td>
<td>/</td>
</tr>
<tr>
<td>26</td>
<td>The Ventures</td>
<td>/</td>
</tr>
<tr>
<td>27</td>
<td>The Searchers</td>
<td>/</td>
</tr>
<tr>
<td>28</td>
<td>The Turtles</td>
<td>/</td>
</tr>
<tr>
<td>29</td>
<td>The Animals</td>
<td>/</td>
</tr>
<tr>
<td>30</td>
<td>The Ventures</td>
<td>/</td>
</tr>
</tbody>
</table>

*Note: The table lists the top 50 songs according to the Billboard Hot 100 chart for the week ending January 14, 1967.*
HIT SINGLE!
HIT ALBUM!

DON HO
TINY BUBBLES

THE DON HO SHOW
R/RS 6161

DON HO—AGAIN
R/RS 6186

YOU'RE GONNA HEAR FROM ME
R/RS 6219

reprise
RECORDS
**RADIO-TV PROGRAMMING**

**Vox Jox**

- Continued from page 30

WKIG, Fort Wayne, Ind., as a radio-TV personality for the past seven years. He replaces Don Brock, who has been appointed KMFB production co-ordinator.

Ed Mobhine has joined KPG and KAPT-FM, San Francisco-Burlingame, as production manager. Prior to this, he was program director of WCC and WCC-FM, Hartford.

Frank Thompson has joined KMFB, San Diego, as a weekend personality; he was previously with KOOG, same city.

Bill Wheatley has been moved to operations manager.

**HOT SELLING SINGLES FROM**

Jewel...Paula

"BLACK OLIVE"

The Bad Boys

Pauly 262

**THINGS YOU DO**

Frank Frost

Jewel 771

**THE HOTTEST R & B**

Gospel LP on the Market

"HOW SWEET IT IS TO BE LOVED"

O. L. Holliday

Jewel 0003

**REV. O. L. HOLLIDAY**

Jewel...Paula

**HOW SWEET IT IS TO BE LOVED**

O. L. Holliday

Jewel 0003

Marc Avery, formerly with WXYZ, Detroit, has been appointed WJBK, Detroit, to head, the 6:10 a.m. show. John Terry has been named over the 7:00 a.m. slot of this function.

Bobby Rees has maintained his role as publicist, KSO, Des Moines, Iowa.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

George Carl has been appointed music director of WHIJC, Chicago.

Evelyn Motes has been named general manager of WDF, WDF-FM, and WDFTV, Chattanooga; she was KDF's vice president of radio.

Bobby Rees has been appointed music director of KSO, Des Moines, Iowa.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.

Bob White, formerly with KWW, West Palm Beach, Fla., has been named program director of KG/I, San Fernando, Calif.
1967.
The Brothers Four. Off and Running.

‘And Then The Sun Goes Down’

The infectiouslly happy break’em-up new single by Mike, Dick, Bob, and John.

Produced by Teo Macero
Arranged and conducted by Herb Bernstein
Vocal arrangements by Milt Okun

The Sun Never Goes Down
On COLUMBIA RECORDS
KATN to Add FM Stereo

BOISE, Idaho — KATN, a 1,000-watt daytimer, has received a construction permit for an FM station and plans to go on the air with country music in stereo as soon as facilities are completed.

Ralph F. Frazer, president and general manager of the station, said that he also had application pending with the Federal Communications Commission to change frequency of the AM operation and increase power to 50,000 watts. "As we see it, the sky's the limit as far as programming is concerned, and we owe it all to the sound of country music and the men and women behind it," Jay Gardner, program director of KSOP in Salt Lake City, one of the first stereo country music operations, is now program director and air personality at KATN. The AM station beams to a potential market of more than 250,000 in the primary coverage area.

Lyons Fund Breaks Mark

CINCINNATI — The final total of $472,000 for the 1966 Ruth Lyons Christmas Fund was announced at a news conference last week. The fund, which is used to buy toys, books, equipment and to provide holiday gifts and parties for children in 94 hospitals in Ohio, Indiana, and Kentucky. Since Ruth Lyons started the fund 27 years ago, more than $3,000,000 has been contributed by viewers, listeners and sponsors of her "50-50 Club." Each year's total has always exceeded that of the previous drive. The 1966 Christmas Fund is $22,000 greater than last year.

Murray the K's Special to RKO

NEW YORK — RKO General Productions has acquired syndication rights to Murray the K's 90-minute color TV special featuring James Bond, the Four Seasons, Smokey Robinson and the Miracles, Stevie Wonder, and Martha and the Vandellas.

The show, titled "Murray the K at Shea, Baby," was taped at Shea Stadium in New York and was hosted by Murray Kaufman, air personality with WOR-FM, New York's Hot 100 stereo station. The WOR-TV production was produced by Walter Hamilton, directed by Jeremy Smith.
Dynovoice generates a whole new generation...
The Bob Crewe Generation!

THE BOB CREWE GENERATION
MUSIC TO WATCH GIRLS BY

“Music to watch girls by”
The first big hit single and album of 1967!

DYNHOICE LP9003/SLP9003

Distributed by Bell Records, Inc. 1776 Broadway, N.Y.C.


**CLASSICAL MUSIC**

**AFM Will Expand Congress of Strings**

*Continued from page 1*

The expanded program will split the congress into two branches of 60 musicians each. Previously, there had been an annual congress at the campus of the University of Michigan. A dual grant of $26,000 from the Rockefeller Foundation, $30,000 each to the Saratoga (N.Y.) Performing Arts Center and the University of Southern California in Los Angeles. The grants will enable dual setups at both centers this summer.

Among the artists who have participated in the instructional program have been Alexander Schneider, Josef Karadaghi, Eugene Ormandy, William Steinberg, Isaac Stern, Leonard Bernstein, and Leopold Stokowski.

CARTER WORK IS RECORDE...
**CLASSICAL MUSIC**

**Leotyne Price To La Scala**

NEW YORK — Soprano Leotyne Price will be a guest soloist at the Metropolitan Opera’s annual luncheon on Monday (9) and will appear in Verdi’s “Requiem” conducted by Herbert von Karajan at La Scala in Milan next Monday (16) and Wednesday (18). The Metropolitan performances will be in memory of Arturo Toscanini, whose second performance will be a benefit for Italian Flood Relief.

Miss Price returns to the United States to take part in a recital at Washington’s Constitution Hall before returning to the Met for her first “Aida” of the season. On March 6, she appears with William Steinberg and the Pittsburgh Symphony in New York. She’s led a recital in Jackson, Miss. on March 12 in a benefit for a new Riley Hospital in Indianapolis, and also will sing with the Atlanta Symphony on March 15. The RCA Victor artist will tour with the Met in April. She will appear in Met performances of Verdi’s “Maskerade” at Lincoln Center in June.

**Peerless to Sing at Toscanini Event**

NEW YORK—Tenor Jan Peerce will perform at Carnegie Hall Jan. 22 in a memorial concert marking the 100th anniversary of Arturo Toscanini. This year also marks the 100th anniversary of the Israel Philharmonic. William Steinberg will conduct an orchestra composed of first-chair men who played under Arturo Toscanini. Pianist Rudolf Serkin also will be among the guest artists.

The January concert, sponsored by the Western Opera Theater, Cultural Foundation, also will mark the establishment of the Toscanini Memorial Fund for Advanced Studies for music students and teachers in Israel. Proceeds from the benefit will help support 49 projects in music, dance, theater, fine arts and museum activities in Israel.

**Western Opera**

**To Debut Jan. 27**

SACRAMENTO, Calif.—The gala premiere performance of the Western Opera Theater, a new group presented by the San Francisco Opera, is set for Jan. 27 here. The opera, “The Old Maid and the Thief,” and “The Medium,” will be performed in support of the new Sacramento Symphony sponsored by the Sacramento Bee—KBKB-KOVR.

This Western Opera is being founded with a grant from the National Founda-

**Met Co. Operas**

NEW YORK — Benjamin Britten’s “The Rape of Lucretia” opened the Metropoli-

**Youmans Donation**

NEW YORK—For the third successive year, a group of original autographs of famous Youmans manuscripts and general manager of William Youmans, Inc., made the presentation.

**CLASSICAL NOTES**

**Vienna to Present Award to 10 Best Mahler Interpreters**

VIENNA—The Gustav Mahler Memorial Medal will be presented to the 10 best interpreters of Mahler music by the Vienna executive board of the Vienna Mahler-Festspiele. The Mahler Cycle of the Vienna Konzerthaus, society. Leonard Bernstein will conduct the Vienna Philharmonic on June 11. The program will include Mahler’s Symphony No. 2 as the cycle’s climax. The cycle will take place during Vienna Mahler Festspiele, which will be given at the Vienna State Opera, to commemorate the 90th anniversary of the birth of the late Bruno Walter.

Other conductors in the Mahler cycle are: May 26, “Symphony No. 8,” conducted by Pierre Boulez; June 16, “Symphony No. 5,” conducted by Karl Mallees; and June 22, “Symphony No. 2,” conducted by Lorin Maazel.

**WP Gives Saris**

LOS ANGELES—With instruments becoming a common contest prize, World Pacific Records gave away a string of saris in consumer contests to promote its catalog of Asian music. Cities covered were Los Angeles, Boston, New York, Philadelphia, Chicago and San Francisco.
CMA’s Cohen Eyes Banner Year

By HERB WOOD

NASHVILLE—Paul Cohen, president of the Country Music Association, outlined projects and goals for the CMA in 1967 and recapped what he termed an "outstanding year for the country music industry, and for the CMA." Leading the projects will be CMA membership drive that Cohen hopes will bring the total CMA membership to over 3,000.

The primary objective of 1966, the completion of the Country Music Hall of Fame and Museum, was realized by the CMA, with the grand opening tentatively slated for late January. The building will house memorials to Hall of Fame members, exhibits depicting the world of country music, a library of country music songs and folklore and the offices of CMA.

Another successful 1966 project was the Hall of Fame LP, Vol. II. Produced to spearhead a fund-raising drive for the building campaign, the album sales enabled the CMA to complete work on the edifice.

Other CMA projects that met with enthusiastic response were the country music convention presentations to motion picture, television, radio and advertising executives at the Grove in Hollywood and before the annual meeting of the National Association of Broadcasters. A similar presentation was made at the Canadian Radio and TV Executives meeting in Toronto by Dr. Nat Winston.

In October, all governors signed proclamations naming it Country Music Month. Other honors accorded the industry were: the use of country music talent to entertain the 20,000 delegates at the 1967 Lions International Convention in New York; St. Louis, the third largest crowd in the history of Cardinal baseball jammed Busch Stadium for a special country music show prior to the game, promoted by CMA at the expense of the St. Louis Cardinals. Popular singer, Janie, famous for its outstanding performance, named each Wednesday country music night featuring country music on television.

In projecting plans for 1967 that will be discussed at the upcoming CMA Board meeting in San Juan, P. R., Cohen said there were plans for a country music presentation before the National Association of Record Manufacturers (NARM) this spring in Hollywood; a spring presentation before New York advertisers and network executives before the third annual Music City Golf Tournament; a spring television network presentation of the first Annual CMA Country Music Awards, opening of the Country Music Hall of Fame and world-wide expansion of the CMA.

At its annual membership meeting held in October during the country music convention, the CMA elected new officers and directors for 1967. Cohen was elected to the post of president of CMA, and Roy Horton of Peer-Southern was elected chairman of the board. Cohen and Horton are veteran music executives and long-time members of the CMA.

When sending tapes to WHIL, per this year, the tapes will be sent to WHIL at their home address. Mrs. Janke Linseed, and have been used for the past 12 months by Bob Ness, director of WHIL, as has been made possible by the generosity of the station.

About the country music tape, Ness says, "I feel it’s the least we can do for our fighting forces in Vietnam. It’s a good idea to mail back to Vietnam.

‘I’ve been hearing there’s a great demand for country music in any form in Vietnam.”

WHIL to Send Tapes Overseas

BOSTON—WHIL Radio, the Boston area’s leading "town and country" station, is offering country music to service personnel in Vietnam via tape recordings. Bob Ness, director of WHIL’s country music operation, has just completed its first series of recordings. He has just completed its first series of recordings. He has just completed its first series of recordings.

The show will feature comedy, pop and country music and will be broadcast over the WHIL network to service personnel in Vietnam.

When sending tapes to WHIL, Ness asks that service personnel check the address and mail tape to Vietnam.

PORTER WAGNER, RCA Victor recording star, displays true Southern hospitality as he presents British country singer Pete Sayers with his own D-4 Martin guitar, Sayers, currently entertaining audiences in Atlanta’s Cook and Bull pub, made a Nashville debut on Porter’s syndicated TV show and on the “Grand Ole Opry.”

JANUARY 14, 1967, BILLBOARD
**COUNTRY MUSIC**

**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—10 Years Ago**

January 20, 1962


**COUNTRY SINGLES—5 Years Ago**

January 12, 1957


---

**Nashville Scene**

*Continued from page 48*

Waxing by Eddy Arnold and Johnny Tillotson... Willis Brothers, recording for Starday, came up with a new sound in the studio. Cutting most of a ten-inch set, the group used a "new, still-green approach" in the session for indie producer Jack Clement and Starday's Fanning, who was the artist ARNIE LUNSFORD (Singin' Truck Driver). The song "BLUE TENNESSEE RAIN" was later released on Acorn 5566. For copies: ACORN RECORDS—7771 Cheviot Rd., Cincinnati, Ohio 45239—PS: Sure hope Ralph Emery reads this.

---

**Andrews Enters Promotion Arena**

HOUSTON — Don Andrews & Associates, which handles the Houston Ticket Service, has entered the concert promotion field here. Plans are being formulated to stage six to eight concerts in this area for 1967.

Andrews promoted several fall concerts in 1966, including Pete Fountain, "Brother" Dave Gardner and Paul Revere and the Raiders.

Andrews Houston Ticket Service is the city's major independent ticket agency operation, in business for more than 10 years. His firm provides promoters of one-night attractions a complete personal service package dealing consisting of advance ticket sales, promotions, advertising, publicity, box-office sales, house staffs and other aids to out-of-town promoters.

---

**HIS FIRST on DECCA— AND A SMASH**

**CLAUDE GRAY Sings**

"I NEVER HAD THE ONE I WANTED"

Andrews Houston Ticket Service is the city's major independent ticket agency operation, in business for more than 10 years. His firm provides promoters of one-night attractions a complete personal service package dealing consisting of advance ticket sales, promotions, advertising, publicity, box-office sales, house staffs and other aids to out-of-town promoters.

---

**THE FUTURE with a promise**

**DON DILLON, recent Columbia Records signee, makes his first appearance in the label's Nashville studios. Blind since birth, the still-sensitive country singer has received enthusiastic support from Nashville's music community.**

---

**Advertisements**

- Advertisement for Decca Records, featuring Claude Gray's song "I Never Had the One I Wanted".
- Advertisement for Armstrong's Country Music Recordings.
- Advertisement for RCA Victor, featuring Johnny Tillotson's "Foot in Your Heart".
- Advertisement for Universal Records, featuring Ray Price and Skeeter Davis.
- Advertisement for Capitol Records, featuring Hank Snow.
- Advertisement for Columbia Records, featuring Johnny Cash and Elvis Presley.
- Advertisement for Decca Records, featuring Claude Gray's "I Never Had the One I Wanted".
- Advertisement for RCA Victor, featuring Patsy Cline and Jim Reeves.
- Advertisement for Decca Records, featuring Jim Reeves and Patsy Cline.
- Advertisement for RCA Victor, featuring Patsy Cline and Jim Reeves.
- Advertisement for Capitol Records, featuring Hank Snow.
- Advertisement for Columbia Records, featuring Johnny Cash and Elvis Presley.
- Advertisement for Decca Records, featuring Claude Gray's "I Never Had the One I Wanted".
- Advertisement for RCA Victor, featuring Patsy Cline and Jim Reeves.
- Advertisement for Capitol Records, featuring Hank Snow.
HOW DO YOU FOLLOW A BILL ANDERSON NO. 1 HIT RECORD LIKE...
“I GET THE FEVER”

RELEASE A BRAND NEW BILL ANDERSON SMASH:
“GET WHILE THE GETTIN’S GOOD”
DECCA 32077

DECCA RECORDS

EXCLUSIVE MANAGEMENT:
HUBERT LONG TALENT AGENCY/NASHVILLE, TENNESSEE
Lib. Reshaping European Policy in Expansion Move

By GERMANO RUSCITO

MILAN—With its distribution agreement with EMI due to expire on Jan. 30, Liberty is reshaping its European operations with plans for seeking local talent, both performers and songwriters, and full participation in major European music events.

Liberty’s director of overseas operations, Ronald Kass, noted that although the label has been in Europe for several years, and foresees the need for wider areas of activity in all Latin America, the possibilities of the company’s catalog and financial possibilities. As a result of the deal between Liberty’s publishing subsidiary, Metric Music, and Ried’s Rouge, Metric is sub-publishing Gilbert Becaud’s entire song repertoire in Britain and the States.

The first fruit of the agreement is “Sand and Sea” (originating in South Africa), Frank Sinatra included in his new album. The arrangement by Liberty is very interesting in European publishing catalogs for exploitation.

Eager to Build

Kass emphasized Liberty’s eagerness to build a substantial staff for European operations, and to play a key role in the Continent’s record and music business. Its plans and intentions seem to be -focusing on different arrangements in Europe for distribution of Liberty’s record label’s product. The establishment of Liberty and its companies and associations with other leading Latin American disc firms are possible, as are separate agreements concerning individual countries rather than blanket agreements for the whole area. Kass underlined the importance of Liberty on European music events such as the San Remo Festival, “Vic Dana and P. J. Proby took part in the 1966 Festival,” he said, “and got much publicity for themselves and Liberty that will pay in the long run.”

He said that the third final night of the Eurovision link to an estimated audience of 250 million. This leg is devoted to Latin artists after the festival, wide TV and radio exposure, and the recording of songs in local languages. The only snag he sees is the short interval between the organizer’s decision on participants and the actual contest, affording little time to record the songs in Italian in preparation for the event.

Liberty was hoping that Dana and Proby will join Cher and Johnny Rivers in this year’s festival Jan. 26-28. It was truly a song contest as opposed to a competition between artists, and it ranked high in importance and promoted the value, respective of the result.

U.K., Yanks Steal Holland Show

By Bas Hageman

AMSTERDAM—British and American artists continued their domination in the end of year disk sales here, according to the reports of Dutch distributors. Jim Reeves (RCA) repertoire topped Interto’s December selling figures, Amsterdams, the Dutch LP version of “Fiddler on the Roof,” sold in thousands before Christmas and is maintaining the pace, stimulated by the show’s stage success, claims Interto’s publicity manager, Pierre Dam.

The Monkees had a great start with “Child bed before their television series was shown in Holland. Now, for the 11th week they are on TV boost, the group’s RCA sales of “I’m a Believer” have made the top 10.

Phonogram’s biggest pop sales came from British artists led by Tom Jones’ “Green Green Grass of Home” (Decca), followed by singles by the Spencer Davis group (RCA Victor), Sonny and Cher (Atlantic/Nor-Disc), and the Beatles (Abbey Road).

Liberty was hoping that Dana and Proby will join Cher and Johnny Rivers in this year’s festival Jan. 26-28. It was truly a song contest as opposed to a competition between artists, and it ranked high in importance and promoted the value, respective of the result.

Electrola Kicking Off ’67

With Ultra-Modern Plant

COLOGNE—Electrola begins 1967 with Europe’s most modern pressing plant. The modernization program, which occupied most of last year, has provided the Carl Lindstrom-Gesellschaft, Electrola’s sister organization, with greatly increased pressing capacity.

New facilities include the continent’s most modern plastic working equipment; a dry blend powder plant and a twin-screw compounder installation. Electrola said the modernization would bring a substantial increase in the pressing quality of its records.

The equipment will enable Electrola to keep strong sales thrust behind its new budget-line series Die Volksplatte (The People’s Disk) which has enjoyed spectacular success. Electrola is counting big on the Volksplatte label for further impressive results.

400,000 Copies

Introduced in September, Volksplatte sold about 400,000 copies by year’s end on the German market.

Electrola said its expensive direct-selling show, which included standing sales success in 1966 despite the excitement created by the people’s platters, that what happened was that our budget line opened up a new market for German-earned established market for full-price products. An Electrola spokesman said.

“Was the most exciting development of 1966 for us and it holds great promise for 1967. It is a market which we intend to exploit resourcefully and vigorously.”

Die Volksplatte follows the footsteps of the budget-line series (MEP) budget label in Britain, using first-class releases by the world’s top artists, as well as limited edition releases.

Exp tracking 14 per cent gain in 1966 in records sold, and a 9 per cent gain in total sales. The two main successes were the Beatles’ “Revolver” and Goff’s “Man with a Monkey and a Smile,” and the “King Arthur,” an opera in five acts. Teldec said that the label’s “Der Tag des Gerichts” is the top for the record company. The Pop Top 10 charts were recorded for the 20th anniversary of the composer’s death in Hamburg at 6, on June 23.

The masterwork album is being sold on subscription until the end of this month for $12.50, then it will be priced at $15.00. The text between the green leaves is produced with the Vienna Boys’’ Choir, the Monteverde Boys’ Choir, and the Concentus Musicus Group of Vienna with original instruments under direction of Christian Sembrowski and Nikolaus Harnoncourt.

Antonio Mourao, popular Portuguese artist, was presented recently in Lisbon with a silver record for his recording of “Oh Tempo, Volta Traz” with the Berlin Philharmonic for Karajan’s “Testo.”

The Beatles’ “Michelle” was No. 1 in the U.S. and Canada, held last month, brought a $1 million business turnover for its 102 exhibitors. Italian distributors taking part in the Latin American Fest Friend Winner

MADISON—Carlos Raquel won first place for his song “Amor” during the Latin American Song Festival held recently by the Latin American Song Festival.

ANOTHER singer included Alberto Hugo, Argentina; Paul Sol, Equador; Chucho Alvarez, Venezuela; Ciro Lombar; Orlando Contreras, Carmita Larro, Casablanca, Pablo de los Rios, Cuba, and Angelica Maria, Mexico.

The Beatles’ “Michelle” (Parlophone) was the most popular disk during the last week. The Beatles, Beach Boys, Sonny and Cher, and Davis were the most popular artists.

The year’s most successful artists were the Beatles, Beach Boys, Sonny and Cher, Rolling Stones, Jim & Sons, Don Francisco, Mercury’s “Hollies,” Hollies, “Sunny Sanna" (Phonogram), and The Kings.

The most popular Norwegian record in 1966 was “Hjem,” by Kistir Sbarbo (Triola), which was 12th.

KARAJAN’S “TEST” GETS UNDER WAY

BERLIN—Herr von KARAJAN has completed the entire recording of Wagner’s “Die Wahrscheun” with the Berlin Philharmonic for Deutsche Grammophon in the first stage of a unique experiment to include disk, stage and film music production.

“Die Wahlverein” has been recorded by Karajan and reunited with the same cast in which it will be presented at the Berlin Philharmonic at the Salzburg Easter music festival March 19, 23.

Karajan’s recording is intended to establish his thesis that stage, disc and films are a trinity, with each medium preparing the way for the next.
spinning for the charts P. J. Proby's smashing new single

NIKI HOEKY

#55936
San Remo Gets Cold Shoulder From Most Bonn Tradesters

BONN—The West German music industry will have very small representation this year at the San Remo Festival, Jan. 26 through 28.

Polydor will be represented by Renate Kern and CBS Schallplatten expects to send a still-undesignated entrant. But ... we will stand at San Remo—which we doubt will be international but the formality of San Remo is essentially provincial, and that detracts from its importance for us.

Zabaleta Concert Tour of U. S. Set

HAMBURG—Nicanor Zabaleta, called the greatest living harpist, will make a concert tour of the U. S. from Jan. 31 to March 4, beginning at Reading, Pa. (Albright College), and ending at the Beverly Hills, Calif., High School.

Four of Zabaleta's recordings have been released by Deutsche Grammophone in the U. S., and his tour will be coupled with promotion of his records.

From The Music Capitals of the World

AMSTERDAM

Jazz pianist Mischa Mengelberg (Artone) has received the "Wenzel Ickes Jazz Prize" award. Bovema is the new licensee of American Monument here. Bovema label chief Roey Knye has welcomed the repertoire of such artists as Boots Randolph, Royce Draper, the Velvets and Jeannie Seely, to the group. ... Françoise Hardy (French Vogue-Neg-ram) was here for a VARA-TV Artone visit Holland at the end of this month for TV shot. They topped the Dutch hit parade with "Friday on My Mind." ... French singer Sylvie Vartan introduced a Dutch version of "Ballade Pour Une Source" during a TV show.

HAMBURG

Sales of Musiccassettes now exceed 2,500,000. There are now 200 available representing repertoire from Amado, Barclay, Columbia, Electrola, Fontana, Mercury, Meteoron, MGM, Odor, Philips, Polydor, Star Club and Verve. The latest innovation is a cassette series for children, selling at $4.50 each.

COMING SOON...

MUSIC ON CAMPUS

THE COLLEGE MARKET

FOR RECORDS AND TALENT

Planned, Edited, Researched and Written As Only Billboard Can Do It!
"All Strung Out Over You"

Breaking out all over! The contagious new hit single by The Chambers Brothers!

On COLUMBIA RECORDS
Where the fever is....
**INTERNATIONAL NEWS REPORTS**

**BELTER RECORDS of Portugal!**

...and a fine occasion to proudly announce you the release of our first records by the greatest stars of the Portuguese song!

- **MADALENA IGLESIAS**
- **ANTONIO CALVARIO**
- **HEUGUNDO GALARZA**
- **ALBERTO RIBEIRO**
- **PAULA RIBAS**
- **LUIS GUILHERME**
- **LIDYA RIBEIRO**
- **FERNANDO RIBEIRO**
- **MANUEL DE ALMEIDA**
- **ETC...**

CONTACT: GENERAL MANAGER: MR. A. G. DE FIGUEIREDO
SALES MANAGER: MR. C. G. DE AZEVEDO
A & R MANAGER: MR. H. L. DE MELLO PEREIRA
PUBLIC RELATIONS: JOSE REIS

**OFFICES:** AV. DEFENSORES DE CHAVES, 3;
LISBON (PORTUGAL) TEL: 59062

---

**Dublin Is Home To Californians**

DUBLIN—Eire's capital is being used as the base for a tour of several European countries by a five-man group from San Francisco led by ex-Beau Brummell, lead singer and guitarist. The group is being handled by Pat O'Flynn, manager of Dublin's Crystal Ballroom, who arranged the group's Irish debut.

The group most probably be "Ireland Calls," written by bass guitarist Casey Calvino, who played the bass guitar on Ireland's "One Night Stand," a hit in the U.S.

---

**LONDON**

Andrew Oldham has fixed immediate plans for the release of "Rolling Stone's" Deca album, "Between the Buttons," in Britain, and on London Records in the U.S. All 12 tracks are penned by Nick Jagger and Keith Richards. -- Phillips and Pye have inducted domestic covers of the Royal Gournd's "Snowy," the 12 Barat's "Rid," which/will be scheduled at the end of this month.

---

**LOS ANGELES**

"Iron Butterfly," a satirical musical aimed for Broadway, has been under negotiation for New York's off-Broadway theatre, according to producer Frank Main, who is under newly formed GERS Management. The five members of the group are: Karen Katherine and Dale Eason (vocalists), Barbara Bean (vocalist), and Hal Cahn, (vocalist). -- Arnold Thies' Gambit Association, distributed by Atlantic, Roulette, Festa, Time-Marketing, and Music Minus One as an independent manufacturer in the Western States sales chief. He has been busy building sales for the albums and racks handling inventory and sales.

Manny Harmon was the orchestra leader for Gov. Ronald Reagan's annual ball at the State Fairgrounds (5) at the County Fairgrounds in Florida. His orchestra was involved with special events and gala openings. -- Don Ho is currently at Duke Kahanamoku's club in Honolulu, where he is reportedly working five shows a week, singing and playing his own original compositions.

Ruben Rodriguez and the Quakers are working a nightclub circuit following their debut in Miami Beach. The Liberty Records imprint has released the group, and the album marks a change of pace from the previous group's trademark style.

**MIAMI**

**ELOI TIEGEL**

Rita Pavone (RCA-Italiana) and her brother, Reddy Reno, have split after five years which resulted in sales of 10 million records worldwide. The singer's recording company, RCA, is not affected by the split. 

-- The following talks in London with Larry Page, Lucio Svaldi of Ricard that have been changed to include another song, "Bitter End Singers are due to release a Palladium TV film and personal appearances are being booked for the group's "Beat, Beat, Beat" TV series. The group was due to perform at the Palladium TV bill. "Beat, Beat, Beat" TV series.

---

**MILAN**

**Louis Benjamin, Pye Records manager, met Duran's Kikorik, Kriakas, and Kriakas, international manager, and Duran's president, Richard Ochse, to discuss the first release in the U.K. "Nino Rossi's latest Macau special is produced for the Greek market, and sold 50,000 copies in the first five days in London.**

---

**JANUARY 14, 1967, BILLBOARD**
Solid 1-2 Punch!
Two great talents, hitting with their strong-selling singles

ED AMES
“MY CUP RUNNETH OVER” 9002

THE YOUNGBLOODS
“GRIZZLY BEAR” 9015

If it’s happening... it’s here!
RCA VICTOR
The most trusted name in sound
**ARGENTINA**

*Denotes local origin*

- 13 VIENS DANS MA RUE—Martha Matheo (Barclay)
- 5 PARIS EN COLORE—Marcela Melo (CASA)
- 11 NOSTALGIA NOIETTE—Johnny Olay (Philips)
- 5 THE CHALLENGE OF LARA—Les Compagnes De La Marterie (Trilpome)
- 10 ULTIMO REGIO (The Last Regio)—Les Compagnes De La Marterie (Trilpome)
- 5 BRASILIANO—Tony Basil (Pye-Nash)
- 10 THAT WON'T CURE—Phan Thang (Double)
- 10 CONGO DULCE—Luisa Daniel (Arlequin)—RCA
- 10 LE CHANCEON DE LARA—Javier Caro (Interra)—France Melodie

**ITALY**

*Courtesy Musica di Dischi, Milan*

*Denotes local origin*

- 5 E LA FOGGIA CHE VA—Ricky (Arcy)
- 5 ARTE FISCA—Fanie Carrara (CBS)
- 10 MONDO IN ME—Lea Freda (Casa Colorato)—Clarin-Cort
- 5 BE AND CALL ME—Gianni Pernazzoli (Casa Colorato)
- 5 THE THEME FROM DR. ZHIVAGO—Les Compagnes De La Marterie (Trilpome)
- 5 AUTOPISTON—Franco Malinconico (RCA)
- 5 ROBERTO—Samuel L. (Casa Colorato)—RCA
- 5 LOVE ME PLEASE LOVE ME—Ennio Morricone (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 10 TEARS IN VAIN—Voyage (Southern)
- 10 SUGAR IN TOY—Diego Damiano (RCA)
- 10 I' AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 10 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA

**JAPAN**

*Denotes local origin*

- 5 TUNE WA YORU HIRAKU—Makoto Otoh (Keep)/Makoto Otoh (Keep)
- 5 MINAE KAWA AKO (Crown)/JASRAC
- 5 YUJI NA GAITERU (K. Manjiro)/JASRAC
- 5 KONGO UNNDA OORUBU (Asi/Asi)/JASRAC
- 5 YANGANASES BLUE PLUS (Asi/Asi)/JASRAC
- 5 KOBECANO NO PLUES (Asi/Asi)/JASRAC
- 5 ONNA NO TAMETI—Blu-ray and the Animals (Casa Colorato)
- 5 MUKIYO—Hachi Yoko (Casa Colorato)
- 5 NEON GONWAE—Bob Satoke (Casa Colorato)
- 5 KOBORASANA—Nahid (Casa Colorato)
- 5 FROLAND SCOLDER CECORI LOVET (Dote)/JASRAC

**MEXICO**

*Denotes local origin*

- 5 PISTE (Amarillo)—Apon (Pearless)—Pendding
- 5 THE CRUISE—Santana (CBS)—Mundo
- 5 EL ULTIMO REGIO (The Last Regio)—Les Compagnes De La Marterie (Trilpome)
- 5 BRASILIANO—Tony Basil (Pye-Nash)
- 5 THAT WON'T CURE—Phan Thang (Double)
- 5 CONGO DULCE—Luisa Daniel (Arlequin)—RCA
- 5 SENZA FINE—The Brass (CBS)
- 5 WINCHESTER CATHEDRAL—Claude Simon (CASA)
- 5 CHOCOS DULICES (Sweet Pea)—Morka (Harka)
- 5 SEIS REJAS NO MATAN—Julio Elvira (CASA)—Emuni

**PHILIPPINES**

*Courtesy Radio Singapore*

*Denotes local origin*

- 5 SOMEBODY'S LOVE—Connie Francis (MGM)
- 5 THE IMPOSSIBLE DREAM—Bonnie Raitt (CASA)
- 5 NIGHT—Freak Sine
- 5 SUGAR IN TOY—Diego Damiano (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 5 I AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 5 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA

**SINGAPORE**

*Courtesy Radio Singapore*

*Denotes local origin*

- 5 SOMEBODY'S LOVE—Connie Francis (MGM)
- 5 THE IMPOSSIBLE DREAM—Bonnie Raitt (CASA)
- 5 NIGHT—Freak Sine
- 5 SUGAR IN TOY—Diego Damiano (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 5 I AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 5 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA

**ITALY**

*Courtesy Musica di Dischi, Milan*

*Denotes local origin*

- 5 E LA FOGGIA CHE VA—Ricky (Arcy)
- 5 ARTE FISCA—Fanie Carrara (CBS)
- 5 MONDO IN ME—Lea Freda (Casa Colorato)—Clarin-Cort
- 5 BE AND CALL ME—Gianni Pernazzoli (Casa Colorato)
- 5 THE THEME FROM DR. ZHIVAGO—Les Compagnes De La Marterie (Trilpome)
- 5 AUTOPISTON—Franco Malinconico (RCA)
- 5 ROBERTO—Samuel L. (Casa Colorato)—RCA
- 5 LOVE ME PLEASE LOVE ME—Ennio Morricone (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 5 TEARS IN VAIN—Voyage (Southern)
- 5 SUGAR IN TOY—Diego Damiano (RCA)
- 5 I' AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 5 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA

**JAPAN**

*Denotes local origin*

- 5 TUNE WA YORU HIRAKU—Makoto Otoh (Keep)/Makoto Otoh (Keep)
- 5 MINAE KAWA AKO (Crown)/JASRAC
- 5 YUJI NA GAITERU (K. Manjiro)/JASRAC
- 5 KONGO UNNDA OORUBU (Asi/Asi)/JASRAC
- 5 YANGANASES BLUE PLUS (Asi/Asi)/JASRAC
- 5 KOBECANO NO PLUES (Asi/Asi)/JASRAC
- 5 ONNA NO TAMETI—Blu-ray and the Animals (Casa Colorato)
- 5 MUKIYO—Hachi Yoko (Casa Colorato)
- 5 NEON GONWAE—Bob Satoke (Casa Colorato)
- 5 KOBORASANA—Nahid (Casa Colorato)
- 5 FROLAND SCOLDER CECORI LOVET (Dote)/JASRAC

**MEXICO**

*Denotes local origin*

- 5 PISTE (Amarillo)—Apon (Pearless)—Pendding
- 5 THE CRUISE—Santana (CBS)—Mundo
- 5 EL ULTIMO REGIO (The Last Regio)—Les Compagnes De La Marterie (Trilpome)
- 5 BRASILIANO—Tony Basil (Pye-Nash)
- 5 THAT WON'T CURE—Phan Thang (Double)
- 5 CONGO DULCE—Luisa Daniel (Arlequin)—RCA
- 5 SENZA FINE—The Brass (CBS)
- 5 WINCHESTER CATHEDRAL—Claude Simon (CASA)
- 5 CHOCOS DULICES (Sweet Pea)—Morka (Harka)
- 5 SEIS REJAS NO MATAN—Julio Elvira (CASA)—Emuni

**PHILIPPINES**

*Courtesy Radio Singapore*

*Denotes local origin*

- 5 SOMEBODY'S LOVE—Connie Francis (MGM)
- 5 THE IMPOSSIBLE DREAM—Bonnie Raitt (CASA)
- 5 NIGHT—Freak Sine
- 5 SUGAR IN TOY—Diego Damiano (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 5 I AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 5 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA

**SINGAPORE**

*Courtesy Radio Singapore*

*Denotes local origin*

- 5 SOMEBODY'S LOVE—Connie Francis (MGM)
- 5 THE IMPOSSIBLE DREAM—Bonnie Raitt (CASA)
- 5 NIGHT—Freak Sine
- 5 SUGAR IN TOY—Diego Damiano (RCA)
- 5 I PIANGERE—Gene Pitney (RCA)
- 5 I AM A RAGAZZO IN DUE—Michele Mazzola (RCA)
- 5 FIGLIO UNICO—Riccardo Del Toro (CASA)—RCA
The smash R&B/POP instrumental for '67

CLEVELAND
ATLANTA
WASHINGTON
BOSTON
Baltimore

already haunting

SPOOKY

#55922
MIKE SHARP
EXECUTIVE VIEW

Growth Moderation in 1967

And Robert O. Fiedler, Philco-Ford Corp. president and chief executive officer, said that though "many uncertainties" about the U.S. economy now exist, "the outlook is one of guarded optimism. Our belief is that 1967 will see neither a recession nor a continuation of the 1966 boom but rather a slower growth rate of the economy."

Fashions

Guarded optimism is apparently the 1967 business fashion among economic forecasters, (Government experts are saying the same.)

CHICAGO—Bertrand (Bud) Amberg, suddenly in Chicago Dec. 13, Amberg was president of Amberg File & Index Co., Kansas, Ill.

He started with the company in 1924, became sales manager in 1929, assistant treasurer in 1932, vice-president in 1933, and director for the same year and president in 1936.

Amberg is survived by his wife, two daughters and seven grandchildren.

On Dec. 19 Peter W. Amberg was elected president of the company.

Unpredictable Factors

PHILADELPHIA—All techs have been taken into consideration. Decision on the new single, and verified radio station sources.

M. H. Amberg, in his volume.

He bought a used stereo jukebox and a used stereo jukebox, which amounted to 7 million units, and sold a slight increase in 1967. Stereo sales of about 6 million units, radio sales of 6 million units and 46 million units were projected by Galvin, both figures representing a growth.

Restrains

However, big growth in distributers' sales of color TV receivers may be anticipated in 1967. In 1966 the figure was about 4.5 billion units. Galvin predicted that the 1967 figure would be 7 million units. He said that the black-and-white TV receiver volume will drop to 6.3 million units.

According to Galvin, portable phonographs will sell 3.2 million units, down to 4.7 million units, and the console market will hit the 7 million mark.

Bud' Amberg Dies at 61

CHICAGO—Bertrand (Bud) Amberg, suddenly in Chicago Dec. 13, Amberg was president of Amberg File & Index Co., Kansas, Ill.

He started with the company in 1924, became sales manager in 1929, assistant treasurer in 1932, vice-president in 1933, and director for the same year and president in 1936.

Amberg is survived by his wife, two daughters and seven grandchildren.

On Dec. 19 Peter W. Amberg was elected president of the company.

Unpredictable Factors

PHILADELPHIA—All techs have been taken into consideration. Decision on the new single, and verified radio station sources.

M. H. Amberg, in his volume.

He bought a used stereo jukebox and a used stereo jukebox, which amounted to 7 million units, and sold a slight increase in 1967. Stereo sales of about 6 million units, radio sales of 6 million units and 46 million units were projected by Galvin, both figures representing a growth.

Restrains

However, big growth in distributers' sales of color TV receivers may be anticipated in 1967. In 1966 the figure was about 4.5 billion units. Galvin predicted that the 1967 figure would be 7 million units. He said that the black-and-white TV receiver volume will drop to 6.3 million units.

According to Galvin, portable phonographs will sell 3.2 million units, down to 4.7 million units, and the console market will hit the 7 million mark.

Finds Jukebox Better Than Listening Booth

By BOB LATIMER

BOULDER, Colo.—Investing $100 in the purchase of an old stereo jukebox solved 45 rpm record merchandising problems for Lyle Aber, owner of Aber of Boulder.

Aber's prime market are 14,000 students registered at Colorado University, obviously, 45 rpm singles tend to make up a profitable portion of his volume. Thus Aber devotes more than 100 sq. ft., to 45 rpm display, works closely with all local and Denver radio stations in programing 40 offerings, and pulls constant college traffic.

Until a year ago, however, Aber's 45 rpm department was beset with merchandising problems. The worst was pilferage, with a dozen records per day going out of the door in pockets. Empty sleeves turned up all over the store, behind albums, behind counters, etc.

And only slightly more troublesome was demonstration. Few customers would buy new hits without hearing them first, so Aber had to provide two listening booths. And with the cost of the jukebox in the listening booths.

So Aber bought a used stereo jukebox from Delaware Sales Company. Set for free play, the box now offers the top 40 hits on the hit parade list, plus 10 "good guesses" by Miss Arlene Marquis, who heads this department.

All records have been taken off self-service and transferred behind the counter. "It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.

It's really a breeze to sell 45s," Miss Marquis said. "When a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

Miss Marquis said that "if a customer comes in, asks to hear a new hit first, I put it back in the jukebox."

And with the cost of the jukebox in the listening booths.

Recessions and back-to-back-to-back-to-the-counter.
By JERIANNE ROGINSKI

CHICAGO—A complete circuit etched on a piece of Silicon no bigger than a grain of sand—this is the Integrated Circuit, a new concept which is storming the audio field. Originally developed for use in computers, H. H. Scott recently announced that they have designed an IC which is being used in their tuners and receivers.

The micro-miniature circuit contains all the component elements of a transistor or transistor/diode, in one piece of material. For the first time in radio circuitry, the entire circuit is encapsulated in a small chip of Silicon and soldered on a printed circuit board. It is said that IC's have a uniformity which is unobtainable with any previous method of circuitry.

The Integrated Circuit offers all the component elements of a transistor or transistor/diode, in one piece of material. For the first time in radio circuitry, the entire circuit is encapsulated in a small chip of Silicon and soldered on a printed circuit board. It is said that IC's have a uniformity which is unobtainable with any previous method of circuitry.

The IC is expected to bring down the cost of transistor and diode circuits by 30 to 50 percent, and to increase performance of equipment by enabling ic manufacturers to take advantage of the latest advancements in electronics. Scott IC's have a uniformity which is unobtainable with any previous method of circuitry.

The IC's appearance is due to the fact that the circuit was constructed from a single chip of Silicon and that it has been etched on a circuit board which is much larger than the Silicon chip. The IC's are being manufactured at the rate of 500,000 per month.

For the sake of easy circuit design, IC's have a uniformity which is unobtainable with any previous method of circuitry. This uniformity is due to the fact that the circuit was constructed from a single chip of Silicon and that it has been etched on a circuit board which is much larger than the Silicon chip. The IC's are being manufactured at the rate of 500,000 per month.

In more technical terms, tests show that an IC will last between 1,000 and 10,000 hours before it fails. This is in contrast to the conventional transistors and diodes which last between 200 and 300 hours before they fail.

The IC has a uniformity which is unobtainable with any previous method of circuitry. This uniformity is due to the fact that the circuit was constructed from a single chip of Silicon and that it has been etched on a circuit board which is much larger than the Silicon chip. The IC's are being manufactured at the rate of 500,000 per month.

The IC has a uniformity which is unobtainable with any previous method of circuitry. This uniformity is due to the fact that the circuit was constructed from a single chip of Silicon and that it has been etched on a circuit board which is much larger than the Silicon chip. The IC's are being manufactured at the rate of 500,000 per month.

Razors

The Integrated Circuit offers all the component elements of a transistor or transistor/diode, in one piece of material. For the first time in radio circuitry, the entire circuit is encapsulated in a small chip of Silicon and soldered on a printed circuit board. It is said that IC's have a uniformity which is unobtainable with any previous method of circuitry.

COMPACTNESS IS THE WORD for Utah Electronics' new Optica speaker system. Designed to fit in a bookcase, the speaker measures 11 1/4 by 19 inches with a 3 1/2 inch depth. Optica features dual cone, which acts as a two-way unit. The system retails for $39.95.

Jukebox Better

Continued from page 60

Many people who would pay little attention to a display of 45 rpm records are drawn to a jukebox. Many are people who own 45 rpm portable players (such as the famous plastic ones which came out at the same time the 45-speed was introduced) and have not used them for years. Calling attention to attractive sales prices will often start a portable player owner to collecting 45s again, according to Aber. Aber reports that all he has ever made.

Mr. Dealer, Meet the IC

By JERIANNE ROGINSKI

RATES

Classified Advertising Department
BILLYBOOB MAGAZINE
188 West Randolph Street
Chicago, Illinois 60601

Please run the classified ad copy shown below (or enclosed separately) in __________ issue(s):
The 90th Congress and The Royalty Question

By MILDRED HALL

WASHINGTON — Familiar faces will confront jukebox interests as Copyright Subcommittee hearings are held on the long-overdue period of the new 90th Congress—but the full copyright revision bill to be voted upon may undergo some changes from last session's famous H.R. 4347.

Barring unforeseen developments, the Senate Copyright Subcommittee will bear the brunt of the copyright hearings on such controversial issues as the jukebox performance royalty exemptions and the raised mechanical rates for phonograph records made under compulsory licensing—through the approval of the Copyright Royalty Commission.

Steiger Attacks Adair View

By RAY BRACK

CHICAGO—Competition for the video coin machine market will be keen in 1967.

Strongest indication of this thought was given last week as A.A.V. (American Vending) lobbied at the Washington conference, and that Bill Adair, president of Seeburg Sales Corp., has taken a "sour grapes" attitude toward the audio-visual concept.

Tel-A-Sign, Inc., is parent company of Scopitone, Inc., importer and international distributor of the Scopitone film jukebox machine, the first such unit developed.

Steiger's declaration came in regard to comments quoted by Billboard Dec. 29, 1966, in an exclusive story. In the article we reported that Adair had expressed his company's reasons for not being interested in the audio-visual machine in any form. Explaining the company's reasons, Adair said: "The income of audio-visual machines in their present form does not support the investment."

The concept has failed in Europe and the same idea projected for the coin machine industry in the U.S. may be as futile. Our company has failed to see why we should have to compromise ourselves with no royalty and no license on machines already in existence."

The week Adair's remarks appeared in print, Steiger challenged them in a letter, a copy of which was released to us.

Washington Getting 7-Day Week?

By PAUL ZAKARAS

SEATTLE—Washington's coin machine business is looking at 1967 as a year that might put the state on a "seven-day" jukebox business by allowing top locations to remain open on Sundays.

Paving the way for such a step was the defeat (by overwhelming 65 per cent majority of the state's blue laws during the recent general election. The removal of the laws from the liquor books will foster new legislation which is expected to alter many present restrictions—including those which favor taverns, nightclubs and cocktail lounges to be closed at midnight on Saturdays and all day Sundays.

The state's distributors were asked to comment about the possibility of such legislation being passed in 1967 and what effect it might have on Washington coin machine business.

Ray Galante, co-owner of Music Vending Distributing Co., told Billboard that "we can't be sure if it will get it through. The state will undergo substantial changes. I think this will definitely help the coin machine business. It will help the operator of the jukebox industry during the next two years of the 90th Congress, both directly and indirectly."
********* Operator - Eye View of 1966 Business *********

By BENN OLLMAN

Reporter Ollman conducted the following interviews at the 1966 MOA Show.

CHICAGO - Route takes have been showing solid improvement in recent months, according to Mrs. Jerry Sande and her son, Philip Sande, Sande Music Co., Dickinson, N. D. They claim the healthy picture is due to the expanding number of teen-age spots opening in their area. Keen attention to jukebox programming, with an eye to local favorites, has helped the music take. Novelty games have also been meeting with good response in these teen locations. Especially good are the baseball games and gun games.

Montana

Phasing out of a nearby air base has prompted expansion plans and put a crimp in some location receipts, reported Mr. and Mrs. O. W. Christensen, of Christy's Music Co., Malta, Mont. The Christy territory is wide territory - about 100 miles in radius; "mainly small towns that want visual phonographs and two for a quarter play," they agreed. Attending her husband's behalf, Mrs. Christensen described it as "just wonderful."

Louisiana

It's been a rough year, reported Frank Giordano, G & H Novelties Co., Baton Rouge. The firm has nearly recovered from the damage wrought by Hurricane Betsy in the fall of 1965. "We lost 80 per cent of our equipment when that hit," he said. "But thanks to our distributors and finance company, we're back on track at last. We're wonderful to us."

Business

Geography is "up over a year ago," said Russell Cates and Johnny Johnson, both with Alamo Music, Inc., Nashville, Tenn. "How come? Better programming on the juvenile side, better every location. And newer, most attractive equipment - you've got to catch the patrons' eye, with new jukeboxes and games." The two added that their biggest headache these days stems from the seemingly endless pillage from equipment on location. It's hard to collect and gets more brazen all the time. A recent incident: thieves carried a jukebox outside a location to break into the coin box.

New Jersey

Add Pat Storino, S & S Amusement Co., Tooms River, N. J., to the list of music and games people branching into vending. Storino's new venture is cigarette vending, "but music is still our bread and butter."

What about two for a quarter music? "We've been very successful with dime music. I'm not sold on two for a quarter motion as yet..."

Illinois

Up from Springfield, Dwain Kranz, Kranz Amusements, reported a sharp volume climb since the last MOA show. "Our volume is better, largely because we've added a number of new pieces of equipment in the past year. And we've also gone into cigarette vending in order to provide our music and games locations with a complete equipment package."

What's the top problem facing the industry today? "Getting past apathy among operators. Just wondering why we're in business."

Maryland

The spreading interest in vending among music and games operators was evidenced in a chat with Raymond Paskiewicz, Columbia Coin Machine Co., Baltimore, Md. The firm moved to the vending phase about a year ago. "We're getting quite a bit of activity on a local and regional level. There is a need for greater association activity on a local and regional level to reach all those operators unaware of the threat this tax holds for them."

Ohio

Two for a quarter play is no longer experimental. "We've put out 20 units at two for a quarter and they are bringing in fine results," reported C. L. Hopkins Music and Vending, Galion, Ohio. "It has actually increased play in those spots. How do you get started with the two for a quarter approach? "First you have to put in a sharp looking new piece of equipment to encourage the location owner and stimulate the patrons. Our two for a quarter machines are all in the better restaurants on the Highway 71 freeway from Cincinnati to Cleveland."

Looking ahead, Hopkins noted that he is giving some thought to diversifying into hot vending and truck vending, and said Paskiewicz, "This is a real money maker!"

Tennessee

A switch; A. D. Agee, Service

THE MEN ABOVE have been appointed regional sales managers by Patterson International Corp., Cincinnati importer of European coin machines. At left is Eugene J. Deutsch, director of sales for 16 Western and Northwest States, Southern California included. In the center is Robert R. Stavin, S. C., Southern California, Idaho, Montana, Wyoming, 13 States, and Northern California. The other is James A. Ostendarp, who will direct the company's sales push in all Eastern, and Southeastern States. Patterson is mounting a sales push for its Football Match and has just introduced a new 45 rpm record vendor.

David Rosner, Inc.
801 N. Broad St., Philadelphia, Pa. 19123
Phone: 215-625-4000

TENNESSEE

TRY IT before you buy it!

- Minimum lease - 50 weeks
- Average cost - 50 cents per week
- Films included in each outfit over 700 film titles
- All money can be applied to purchase
- Immediate delivery

IT'S AUDIO-VISUAL ALL THE WAY WITH THE ONLY 3 IN 1 HOME MOVIES IN A SINGLE UNIT.

FILMS AVAILABLE
- Select from over 700 color sound motion pictures
- Suitable for all ages and groups
- See for yourself!

EXCLUSIVE HOME ALTS DISTRIBUTOR
EN. Pa. - S. Jersey - Del. - Md. - D. C.

DAVIT ROSEN Inc.

there is only one way you can be convinced that the NEW GP IMPERIAL Model 433 is a real money maker! buy one!
Vending's Growing—Where's It Going?

By BRUCE WEBER

LOS ANGELES — Automation isn't the answer to everything but Automatic Retailers of America Inc., Los Angeles, is obviously enjoying a boom period likely to extend far into the future.

Dave J. Davidson, 56, founder and chairman of the board of ARA, the largest vending operation in the United States, and William S. Fishman, 51, president of ARA, both feel that "so rapid is the vending industry growing that it threatens to become a colossal business, for business, ARA is truly a giant of the vending industry. And ARA has been getting bigger by year in the Soaring Sixties. Small vendors have been prospering, too, Davidson says. He estimates there are more than 6,000 companies in the vending field, including "mama 'n' papa" operators.

From this growth expectation, according to Davidson, who headquarters at 10889 Wilshire Boulevard, Los Angeles, ARA can expect substantial growth activity this year. As past statistics are an economic indication, ARA is expanding at a rate close to 15 per cent a year, while the remainder of the vending industry claims a growth rate of 8 per cent a year.

Could Slow

This growth rate is not a continued certainty, Davidson said, because of a decline, for instance, in the economy could slow our climb.

While declining to state a growth pattern for the fiscal year, Davidson confidently predicts a boom year. ARA, in 10 years— the company was organized in 1936—from $16 million in sales to $330 million in sales for its last fiscal report. ARA has more than 24,000 employees in 42 states, the District of Columbia, and Puerto Rico. ARA stock is sold at 55 cents in "Brother, Jan. 71," a large increase from its public debut in 1960 at 58 a share.

The company, according to Davidson, plans to operate the year with more than 100,000 vending machines, which it installs and services in operation service in the country, it is "a standard," he said, "ARA provides some services. Institutional installation services, such as schools, industrial plants and government offices account for about 86 per cent of our revenues."

Record $200 Million Units Shipped

Chicago—National Automatic Merchandising Association figures for 1965 reveal that vending equipment shipped a record $200,311 and the nation's five operators of new equipment represented a 9 per cent increase over 1964's $183,679,000 figures. The U. S. Census survey underwritten by NAMA listed the following increases: candy bar vending, 29,086 from 21,331; single-cup hot-brewed hot coffee machines, 15,312 from 13,535 in 1964; cigarette machines were up 62,810 from 59,038. Data on other equipment changes delayed the compilations, NAMA said.

Healthy Fiscal Picture for Rudd-Melikian

WARMINSTER, Pa.—An increase of $1,546,813 or 28 per cent was reported by Rudd-Melikian, Inc., here, manufacturer of automatic food dispensers. This is the highest increase in sales in the company's history.

Eliot C. Melikian, president of the company, attributed the increase to a more efficient sales organization and overall expansion. He also feels that automation isn't the answer to everything.
Arkansas Vendors Hold Third Annual Convention

LITTLE ROCK, Ark.—Keith Sims, of Sims Vending Co., was elected president of the board of directors at the third annual Arkansas Automatic Merchandising Association convention and trade show held recently at the Coachmen's Inn here. He succeeds Harman Snyder of Roundtown播种, who served for the association's first two years.

Henry Haven, Imperial Vending Co., and Bob Garrett, Kirs 


Eleven suppliers exhibited at the trade show. They were National Vendors, Bill Phillips, Coca-Cola, Howard House;

SCHOENBACH CO.
Manufacturers Representatives
Asten—Amos Distributors

AMCO
Sanitary Vendor
Model 21-F

OAK
Sanitary Vendor
Complete supplies available

HOT — HOT
10c VEND. ITEMS
Mint 119 per 200

$1 S300 per 200

HOT 5c VEND. ITEMS
Finger Poppals

Ashtrays

Assortments

GALAXY
Sanitary Vendor
1-cd VEND. ITEMS

Per 114.50 to 115.00

Per 111.00 to 111.25

Everything for the operator

Asterian Distributors

SCHOENBACH CO.
715 Lincoln PI., Chicago 11, N.Y.

YOU COUNT MORE WITH OAK

HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vender easier and more efficient. You can carry a supply of clean glass panels and simplify your work in this machine. Wash the crumbs daily, all gaskets are made of Oak's exclusive Zetafilm which is impervious to oil. This machine is a surefire location getter. It stands 17" high, is 8" deep and 18" wide.

Time payments available on Oak Machines through all distributors.

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

CRAZER
BALL GUM. Crazer now has its "Undercover Agent: "Hornet," and "Flavored" 1-cent ball gum. Available in a 1980 count, each case has the appropriate colored decals for front promotion.

SCHOENBACH CO.
Manufacturers Representatives
Asten—Amos Distributors

AMCO
Sanitary Vendor
Model 21-F

OAK
Sanitary Vendor
Complete supplies available

HOT — HOT
10c VEND. ITEMS
Mint 119 per 200

$1 S300 per 200

HOT 5c VEND. ITEMS
Finger Poppals

Ashtrays

Assortments

GALAXY
Sanitary Vendor
1-cd VEND. ITEMS

Per 114.50 to 115.00

Per 111.00 to 111.25

Everything for the operator

Asterian Distributors

SCHOENBACH CO.
715 Lincoln PI., Chicago 11, N.Y.

YOU COUNT MORE WITH OAK

HOT NUT VENDOR

Oak's hot nut cabinet machine is red hot for profit. It makes nut vender easier and more efficient. You can carry a supply of clean glass panels and simplify your work in this machine. Wash the crumbs daily, all gaskets are made of Oak's exclusive Zetafilm which is impervious to oil. This machine is a surefire location getter. It stands 17" high, is 8" deep and 18" wide.

Time payments available on Oak Machines through all distributors.

You need all three to meet competition, and you need them NOW!

Write for complete price lists and name of our distributor in your territory.

CRAZER
BALL GUM. Crazer now has its "Undercover Agent: "Hornet," and "Flavored" 1-cent ball gum. Available in a 1980 count, each case has the appropriate colored decals for front promotion.
California Trade Cushions '67 Optimism With Caution

LOS ANGELES—Coin machine distributors here reveal a growing caution beneath a coalition of optimism when discussing the economic outlook for 1967.

While most key statistics show business is still climbing to new highs, several industry spokesmen have guarded opinions in regard to business, 1967. While most expect 1967 to be a banner year, the uncertainty of Vietnam, the Bearish stock market, inflation, etc., are problems which can reverse a healthy business trend. While most distributors discount a business reversal, they insist on leaving the door ajar for any emergency exit.

Professional worries aren’t suggesting phonograph sales will drop, or pool table earnings will level, or even amusement machine trade will go sour. What they are saying, however, is that they prefer to remain cautious and not wax overly optimistic.

However, David Solish, an executive with Coin Machine Service Co., Los Angeles, sees a “prosperous 1967, with no strings attached.” When questioned on the tight money situation or the Vietnam War draining the leisure dollar front the market, he said, “Prospectively blossoms in fields that may seem far removed from Vietnam.” He believes tight money and Vietnam will probably deter a few from taking on new financial obligations, referring to the home pool table market. “But consumer buying hesitation now seems to be a little influenced by tight money. People still need leisure activity, and they’re willing to pay for it.”

Solish feels film jukeboxes—Scopitone especially—will find a market in the New Year and blossom forth in increased consumer acceptance. “Customers want music but they also want a change of pace, a gimmick,” he said.

New earning and sales records will continue to be established in the pool table field, both coin-operated tables and tables for home recreation use. “We’re just scratching the surface in the pool field.”

While promoting the amusement games market for ’67, Solish warns against ideas stagnation. He feels new and creative ideas would inspire sales in the amusement games market. “We’re in desperate need of games with mass appeal. We need fresh equipment.”

(Continued on page 69)

Japan’s Sega Enterprises Greets 1967 in New Style

EXTERIOR VIEW of the sprawling Japanese coin machine enterprise which has undergone complete interior renovation.

NEW RECEPTION ROOM

WIDE ARRAY OF EQUIPMENT is another section of Sega shown in Tokyo.

SALES MANAGERS of the Kanto district during seminar.

GLISTENING SHOWROOM

BILLBOARD Readers

get the news when it’s news . . .
each and every week of the year.

Every issue is packed with profit-making ideas for operators of juke boxes, amusement games, audio-video machines, pool tables, cigarette and other vending machines, background music equipment, kiddie rides, etc.; plus comprehensive coverage of the record industry.

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214

Please enter my subscription to BILLBOARD for:

□ 1 YEAR $20  □ 3 YEARS $45  □ New  □ Renew
□ Payment enclosed □ 2 EXTRA issues for each  □ Bill me later

Above subscription rates for Continental U. S. & Canada.
Overseas rates on request.

Company

Name

Address

City... State & Zip

Type of Business... Title

SALES MEETING STENOGRAPHER (right) details to pix covered during 1967 planning session in Sega sales offices in Tokyo.

JANUARY 14, 1967, BILLBOARD
New Equipment

D. Gottlieb’s—Single-Player Flipper Game

NEWEST ENTRY in a series of card-game-styled flipper games from D. Gottlieb and Company is King of Diamonds. Cards that descend into the long slot in the lower area of the colorful lightbox indicate when cards are scored. A carousel target, five bull’s-eye targets and eight rollers score cards Ace through Deuce. Cards two through nine dropping into slot light rollers for specials. The game, a single-player, features three or five ball adjustment, has triple coin chutes, “Decagon” scoring units, and electric ball lift, among other features.

Rowe-Phono Vue

*Continued from page 62*

launch the Phono Vue on a national basis,” he said, “in addition to the basis library.” Pollak also touched on the pricing of the Phono Vue, saying, “The Phono Vue will be priced well below any other audiovisual device on the market today and will have the added benefit of being a dual-purpose entertainment medium, jukebox and film machine.” Rowe’s film is cartridge-loaded into a turntable within the Phono Vue attachment. The system incorporates Technicolor Super 8 film. Dealers are now showing the unit throughout the country and production has commenced, Pollak said, at the company’s Grand Rapids, Mich., factory.

FROM THE INDUSTRY’S LEADING CRAFTSMEN

The Pittsburgh Steel Company

CHICAGO CUE STICKS

48 in., 36 in., 24 in. lengths
Total Quality cues from butt to tip
Precision crafted for unsurpassed balance, appearance, durability and straightness.

J. A. Bailey

Distributor

3725 Tonnelle Ave., North Bergen, N.J.
Telephone: (201) Wilson 4424

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

Chicagoland Operators Satisfied With 1966

by BENN OLMAN

AUSTWALK — Beer City operators are united on one fact: They all agree that prospects for the coin machine industry in 1967 is bright for the coin machine industry. Another fact that appears to be in the air is the optimism among operators. "1966 was a good year. The demand for better service was evident all year long. It appears that we will continue upgrading our equipment in the months ahead. We will also become more realistic in our expectations of the coin machine equipment we request," said one operator.

Sam Hauings, operator of Buckey's, also noted that 1966 was "a good year. Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. Our problems were on our end—not the locations. So we plugged all the leaks we could find. And it worked. Everything showed improvement for us—games and music."

President of the Milwaukee Phonograph Operators’ Association, Sam Hastings, Hastings Distributing Co., described 1966 as a very healthy year. "Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. That about 1967 prospects. "I look to 1967 to be at least as profitable as 1966," said Hastings. "I can’t see anything very threatening on the horizon."

"We have been diversifying—but on a very gradual basis," responded Leo Dinon, H & G Amusements. "Right now we have several machines out and we’re ready to extend into the vending field if a big demand develops from our locations. In my estimation, however, the regular vending machine operators are way out of line with their commission arrangements. They are away too long and still their location owners are unhappy. It is almost as if the full-line vendors are trying to eliminate competition by nailing down locations through one or two commission deals. They’re going through much the same commission shakedown that the music operators experienced a few years back."

According to Sam Hastings, operator of Buckey's, "Candy vending looks promising. If you can get locations that give you enough volume and spot the candy machines alongside your cigarette, music and games equipment, they could be profitable. We have a few candy machines out now that are working out well."

Wisconsin Novelty Co., one of the area’s top volume music and games firms, is also giving consideration to branching into the vending business, according to Earl Levy. "We’ve already gone into some cigarette vending. And we’re not eager to plunge into other vending areas, but in the coming year it may be necessary to give the vending business a close examination."

D. Gottlieb’s—Single-Player Flipper Game

NEWEST ENTRY in a series of card-game-styled flipper games from D. Gottlieb and Company is King of Diamonds. Cards that descend into the long slot in the lower area of the colorful lightbox indicate when cards are scored. A carousel target, five bull’s-eye targets and eight rollers score cards Ace through Deuce. Cards two through nine dropping into slot light rollers for specials. The game, a single-player, features three or five ball adjustment, has triple coin chutes, “Decagon” scoring units, and electric ball lift, among other features.

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

CHICAGO CUE STICKS

48 in., 36 in., 24 in. lengths
Total Quality cues from butt to tip
Precision crafted for unsurpassed balance, appearance, durability and straightness.

J. A. Bailey

Distributor

3725 Tonnelle Ave., North Bergen, N.J.
Telephone: (201) Wilson 4424

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

Chicagoland Operators Satisfied With 1966

by BENN OLMAN

AUSTWALK — Beer City operators are united on one fact: They all agree that prospects for the coin machine industry in 1967 is bright for the coin machine industry. Another fact that appears to be in the air is the optimism among operators. "1966 was a good year. The demand for better service was evident all year long. It appears that we will continue upgrading our equipment in the months ahead. We will also become more realistic in our expectations of the coin machine equipment we request," said one operator.

Sam Hauings, operator of Buckey's, also noted that 1966 was "a good year. Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. Our problems were on our end—not the locations. So we plugged all the leaks we could find. And it worked. Everything showed improvement for us—games and music."

President of the Milwaukee Phonograph Operators’ Association, Sam Hastings, Hastings Distributing Co., described 1966 as a very healthy year. "Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. That about 1967 prospects. "I look to 1967 to be at least as profitable as 1966," said Hastings. "I can’t see anything very threatening on the horizon."

"We have been diversifying—but on a very gradual basis," responded Leo Dinon, H & G Amusements. "Right now we have several machines out and we’re ready to extend into the vending field if a big demand develops from our locations. In my estimation, however, the regular vending machine operators are way out of line with their commission arrangements. They are away too long and still their location owners are unhappy. It is almost as if the full-line vendors are trying to eliminate competition by nailing down locations through one or two commission deals. They’re going through much the same commission shakedown that the music operators experienced a few years back."

According to Sam Hastings, operator of Buckey's, "Candy vending looks promising. If you can get locations that give you enough volume and spot the candy machines alongside your cigarette, music and games equipment, they could be profitable. We have a few candy machines out now that are working out well."

Wisconsin Novelty Co., one of the area’s top volume music and games firms, is also giving consideration to branching into the vending business, according to Earl Levy. "We’ve already gone into some cigarette vending. And we’re not eager to plunge into other vending areas, but in the coming year it may be necessary to give the vending business a close examination."

D. Gottlieb’s—Single-Player Flipper Game

NEWEST ENTRY in a series of card-game-styled flipper games from D. Gottlieb and Company is King of Diamonds. Cards that descend into the long slot in the lower area of the colorful lightbox indicate when cards are scored. A carousel target, five bull’s-eye targets and eight rollers score cards Ace through Deuce. Cards two through nine dropping into slot light rollers for specials. The game, a single-player, features three or five ball adjustment, has triple coin chutes, “Decagon” scoring units, and electric ball lift, among other features.

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

CHICAGO CUE STICKS

48 in., 36 in., 24 in. lengths
Total Quality cues from butt to tip
Precision crafted for unsurpassed balance, appearance, durability and straightness.

J. A. Bailey

Distributor

3725 Tonnelle Ave., North Bergen, N.J.
Telephone: (201) Wilson 4424

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.

Chicagoland Operators Satisfied With 1966

by BENN OLMAN

AUSTWALK — Beer City operators are united on one fact: They all agree that prospects for the coin machine industry in 1967 is bright for the coin machine industry. Another fact that appears to be in the air is the optimism among operators. "1966 was a good year. The demand for better service was evident all year long. It appears that we will continue upgrading our equipment in the months ahead. We will also become more realistic in our expectations of the coin machine equipment we request," said one operator.

Sam Hauings, operator of Buckey's, also noted that 1966 was "a good year. Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. Our problems were on our end—not the locations. So we plugged all the leaks we could find. And it worked. Everything showed improvement for us—games and music."

President of the Milwaukee Phonograph Operators’ Association, Sam Hastings, Hastings Distributing Co., described 1966 as a very healthy year. "Our route receipts ran well ahead of 1965 and last year was an exceptionally strong year. That about 1967 prospects. "I look to 1967 to be at least as profitable as 1966," said Hastings. "I can’t see anything very threatening on the horizon."

"We have been diversifying—but on a very gradual basis," responded Leo Dinon, H & G Amusements. "Right now we have several machines out and we’re ready to extend into the vending field if a big demand develops from our locations. In my estimation, however, the regular vending machine operators are way out of line with their commission arrangements. They are away too long and still their location owners are unhappy. It is almost as if the full-line vendors are trying to eliminate competition by nailing down locations through one or two commission deals. They’re going through much the same commission shakedown that the music operators experienced a few years back."

According to Sam Hastings, operator of Buckey's, "Candy vending looks promising. If you can get locations that give you enough volume and spot the candy machines alongside your cigarette, music and games equipment, they could be profitable. We have a few candy machines out now that are working out well."

Wisconsin Novelty Co., one of the area’s top volume music and games firms, is also giving consideration to branching into the vending business, according to Earl Levy. "We’ve already gone into some cigarette vending. And we’re not eager to plunge into other vending areas, but in the coming year it may be necessary to give the vending business a close examination."

D. Gottlieb’s—Single-Player Flipper Game

NEWEST ENTRY in a series of card-game-styled flipper games from D. Gottlieb and Company is King of Diamonds. Cards that descend into the long slot in the lower area of the colorful lightbox indicate when cards are scored. A carousel target, five bull’s-eye targets and eight rollers score cards Ace through Deuce. Cards two through nine dropping into slot light rollers for specials. The game, a single-player, features three or five ball adjustment, has triple coin chutes, “Decagon” scoring units, and electric ball lift, among other features.

Chicago Coin Machine Div.
Chicago Dynamic Industries, Inc.
Washington Getting 7-Day Week?

- Continued from page 62

week. "There are a number of business groups that have even more of an interest in this matter than we do," he said. "Most important, however, is the fact that the people of the state—not just some pressure group—are obviously in favor of modifying these restrictions.

Michael J. Stanley, Rock-Ola distributor for the Northwest, said: "I think we will have more liberal laws—and we will have them soon. One strong liberalizing factor on the local situation is the fact that either Idaho or Montana—possibly both—are very likely to legalize gambling in the near future. In such a case Washington would have to loosen its laws in order to keep its business on weekends."

Stanley said that a new liquor code would be a great help to the State's coin operators. "Operators are looking forward to any changes that might be made in 1967. Most of them feel that the abbreviated Saturday night and the closed Sunday definitely cut down on jukebox collections."

Not Oversight

Wurlitzer distributor R. W. Pepple, co-owner of Northwest Sales Co., said that statutory changes are bound to occur—but did not believe any significant legislative action would be taken in 1967. "These things do not happen overnight," said Pepple. "There are many people who voted against the blue law because of the fact that it inhibited practically all sorts of business activities on Sundays. I think that quite a few of these people would not wish their legislators to be too hasty in changing the liquor laws."

"Even if the laws are changed," said Pepple, "I doubt that the coin machine industry would benefit to any great extent. I deal with operators from several other states and I don't believe they are any richer than those in Washington."

Alton Paap, manager of R. F. Jones Co., Seattle's Rowe-AMI distributor, predict when Washington would open up its weekends. "More important than Sunday, in my opinion, is Saturday night. Right now Saturday night—which doesn't really get started until about nine o'clock—is cut off after several hours right at the peak of business activity. I know that all operators would be happy to have Saturday closing time for night clubs and taverns extended until two in the morning. I believe that the results of the recent election will show that the folks indicate that the people of Washington desire such changes. Everyone not only coin machine operators, will be watching to see what the legislature will do about this situation in 1967."

Steiger Attacks Adair View

- Continued from page 62

Wrote Steiger: "These views are diametrically opposite to those you expressed to me at a meeting called by the president of your company, and which you, Mr. Sam Stern of your company were present. This meeting was attended by Mr. Milton Altheimer, now president of Tel-A-Sign, Inc. It was there agreed by all the gentlemen present representing the Seeburg interest, based on an oversight to your company, in having this machine distributed through the Seeburg distributor organization subject to the approval of your board chairman."

"It seems to me," Steiger continued, "that if, as you were quoted, 'you are interested in a good image in the coin machine industry, casting aspersions on the coin machine industry. We have the advice of a number of them that the reason why our company is turning its sales efforts totally to the coin machine industry."

"Your views would seem to be based on the fact that Seeburg has no audio-visual unit, and in this instance your 'leadership in the field has been usurped by our Scopitone others.'"

The president of Scopitone, Jack Gordon, who last year was president of the Seeburg Corp.
Association Roll Call '67 Plans and Problems

Continued from page 62

second vice-president James Stevens, Clarksville; second treasurer Leonard Ballard, Belle; sergeant-at-arms Chris Ballard, Bell; chairman of the WMVMA has 18 members to contend with," Cannon stated. "These are the ones who go aroundour state and many of the licensing laws and fees are horribly exhorbitant." the Haddifield officer said.

Cannon said NCCOA had been effective last year in a clarification of the State's sales laws and he said, "A lot of us have talked to our local counsel, Raymond Uliase," said Cannon. "Uliase was able to approach the tax officials that the receipts from jukeboxes and similar operating devices needed to be subject to sales taxes. New Jersey, Arizona, Oregon, an exemption on sales of 15 cents and under, was stated.

NCCOA explained that there are three local organizations in New Jersey at the present time. These are Jersey Coin Machine Association, Garden State Merchants Association, and Vending and Gaming of New Jersey. "In our State organization we have three local organizations," Cannon explained, "and we work with the local officers of NCCOA, in addition to Cannon, are vice-presidents Alan Wong, Pat Storino, Toms River, and Harry Witton, Vineland. D. M. Schenberg, Newark, is secretary." The organization meets periodically and is currently planning their early spring meeting.

FAYETTEVILLE, N. C. - Membership recruitment and participation and the introduction of new products, the primary projects for the North Carolina Coin Operators Association in 1967, said President David Smith of S&P Amusement Co. here.

"We've been disappointed in the amount of information shown by the operators," Smith said recently, "and we definitely plan to talk to one meeting later this year, and we have been growing membership in Fayetteville because this area is strongly represented and attendance is always good when we meet here.

Smith indicated that NCCOA first vice-president A.M. Fleshman, Fayetteville, and C. C. Bishop, Raleigh, have been asked to head a membership committee. We recently received a list of all the operators here, and said Smith, "and right now we are getting a listing of all the operators here. We have been growing membership in the association to about 50 at present, but it is estimated that there are almost 100 in the state, and we expect to pick up another 50 members. Many of our members are seeking a "double tax," he said, and "we expect to get more membership in the association. Officers of NCCOA, in addition to Smith and Fleshman, are Raymond A. Sanders, Charlotte, second vice-president; J. F. Williams, Asheville, third vice-president; Julius Nelson, Fayetteville, secretary-treasurer.

BRODEWHEAD, Wash. - The Western Washington machinery association normally meets twice a year and met last during the

January 14, 1967, BILLBOARD
between House Judiciary. On the ties invoked are snore reasonability licensers and jukebox interests. Today, the climate is milder in some ways—but the enclosure of the jukebox issue in the long overdue blanket revision of the 1908 law will put stronger pressure on both sides to knockle under to whatever the commmiieters finally decide is a workable solution to this long- vexing problem.

The jockey box interests no longer argue that complete exemption from payment to copyright owners is the only way the inclusers. They agree that the jukebox industry will be affected by the raise in rate proposed for the making of recordings under compulsory liencing, which is retained in the revised copyright law. The record companies are fighting the proposed raise from 2 cents to 21/2 cents per tune. Record people have said that the raise will have to be passed on to consumers. It would also mean some raise in costs for jukebox operators.

raise in Costs

Indirectly, the jukebox industry will be affected by the raise in rate proposed for the making of recordings under compulsory licencing, which is retained in the revised copyright law. The record companies are fighting the proposed raise from 2 cents to 2 1/2 cents per tune. Record people have said that the raise will have to be passed on to consumers. It would also mean some raise in costs for jukebox operators.

The jockey box industries are not long argure that complete exemption from payment to copyright owners is the only way the inclusers. They agree that the jukebox industry will be affected by the raise in rate proposed for the making of recordings under compulsory licencing, which is retained in the revised copyright law. The record companies are fighting the proposed raise from 2 cents to 2 1/2 cents per tune. Record people have said that the raise will have to be passed on to consumers. It would also mean some raise in costs for jukebox operators.
You stop it automatically with the new stereo consolette just added to Secburg’s line.

It’s the one with an exclusive new feature—the Audio Control Switch—that helps you sell what you used to give away. And here’s how it operates:

Shortly after Johnny Patron’s selection fades to a finish, the Audio Control circuit goes to work. The consolette in his booth shuts off. And it stays silent (even though music continues to play through the main phonograph or a neighboring consolette) until Johnny deposits more money for a new selection.

Secburg’s new Stereo Consolettes are available in chrome and antique brown finishes. (The antique brown goes great with wood paneling). Now they even handle 50¢ pieces as well as dimes and quarters.

Secburg’s new Stereo Consolettes will automatically shut off after satisfying the customer. No more free rides all night for a dime. Which adds up to more satisfying income for you.

Seeburg — Growth through continuous innovation.

The Seeburg Sales Corporation
International Headquarters Chicago 60622.
BILLBOARD SPOTLIGHT PICK

Pop LP Spotlights are those albums with sufficient sales potential, as determined by Billboard's Review Panel, to achieve a listing on Billboard's Top Pop LPs charts. Spotlights winners in the other categories are selected on the basis of their potential to become top sellers in their respective areas.

IN THE ARMS OF LOVE
Andy Williams, Columbia CL 2533 (M); CS 9333 (S)

Andy Williams has left the year with an exceptional romantic mood package aimed at the top of the LP chart. Two film themes, "The Sand Pebbles" and "We Sing," are performed to perfection, and the album's title song adds another to his successful interpretations of "So Nice" and "All Through the Night." This is, in my view, one of the best of the Andy Williams albums.

RAY CONNIFF'S WORLD OF HITS
Andy Williams, Columbia CL 2500 (M); CS 9300 (S)

The Conniff Singers bring their own style and flair to a dozen pop hits and the result should be a giant sellers. The tour attractions can be divided into three categories: "Alley Cat," "Speak Softly Love," and "You Could Have Been With Me." The latter being the highlight of the album. A haunting, infectious melody, the recording brings it off beautifully on "Happy" and "Try Remember." "When I Fall in Love" with a nice ballad treatment of "My Foolish Heart.

THE IMPOSSIBLE DREAM
Jerry Vale, Columbia CL 2563 (M); CS 9593 (S)

Big, beautiful ballad material and the pinnion best qualities are what should produce one of his all-time hits. His delivery of "Smile" and "Gipsy" are among the standout tracks on this album. In a word, the "Impossible Dream." Also included is the popular "Your Foolish Heart," a beautiful, fresh treatment of "My Foolish Heart.

FROM SERGIO—WITH LOVE
Sergio Franchi, RCA Victor LPM 3634 (M); LSP 3634 (S)

The rich voice of Sergio Franchi, who has been a popular performer of pop songs, "The Man I Love," and the "I Want You," are standouts in the exceptional album. He should garner much praise and sales. The "Umbrellas of Cherbourg" theme is both compelling and an Italian beauty. It is a perfect complement to Franchi's vocal technique.

BACK HOME
Barry Sadler, RCA Victor LPM 3691 (M); LSP 3691 (S)

Here's a new Barry Sadler—in a well-balanced program of love songs with all the familiar elements. The songs are all new, leading off with a strong showing of "Back Home," and winning treatments of "Mary's Last Letter" and "The Spanish Jar." Sadler's fans will enjoy this change of pace, and he's in top form. This tune could step out on its own as a hit single.

OUT OF SIGHT
Liverpool Five, RCA Victor LPM 3682 (M); LSP 3682 (S)

Solid team package that could bring the British group to the top of the LP chart. Their concept songs like "You Want It," opens the well-rounded program with the lyrics rocking and rolling their way through. Can't wait for their next LP. The rock rendition of "Baby, Out of Sight," and the album is a great dance item.

CLASSICAL SPOTLIGHT

WAGNER: TRISTAN UND ISOLDE (4-LP)
Nilsson/Windgassen/Various Artists, Byrnes Festival (Beethoven), DGG 3001821/2/3/4

Nilsson is the complete Isolde as included by Fritz Reiner on this first LP. The album is devoted to a full-Footed version of the "Isolde." The interest on the side is devoted to a rehearsal session.

SCHUBERT: DAS SCHNEEVEILLEN (4-LP)
Fritz Wunderlich/Hubert Giesen, DGG 3001819/20 (S)

The loss of the unwillingly death of this a great singer on this important debut disk. Wunderlich is an outstanding interpretation of the famous "Ständchen" and Giesen accompanies competently.

MOZART: SYMPHONIES NOS. 39 & 46
Berliner Philharmoniker, DGG P90 139160 (4-LP)

Both are strikingly effective in both symphonies. The lead the Berliner in a pageant of 39, full of romantic atmosphere. And in the 46 ("Linz") he makes the orchestra pour out in a vivid reading.