

Billboard

The International Music-Record Newsweekly

Cap. Steps Up Documentaries In New Series

By ELIOT TIEGEL

LOS ANGELES — Capitol this week bows Probe, a new series designed to explore controversial 20th Century social situations. The series is an outgrowth of Capitol's first involvement with social documentaries, the debut project
(Continued on page 12)

Record Take Spurs Fox Office to New Programs

By PAUL ACKERMAN

NEW YORK—The office of Harry Fox, publishers' agent and trustee, estimates that its collections on behalf of clients will be in excess of \$25 million for 1966. This is an all-time high and essentially covers royalties from mechanical and synchronization uses in the United States and Canada. According to Al Berman of the Fox organization, this year's income is conservatively 10 to 15

per cent ahead of last year's figures. Berman added that such growth necessitates the initiation by the Fox Office of two campaigns: 1) An educational program for the benefit of both copyright owner and user regarding proper music clearance procedures, and 2) A personnel training program for the Fox Office, to ensure that the burgeoning music industry will be properly serviced.

Fox now represents some

2,300 publishers across the U. S. and Canada. One year ago, the organization considered closing its doors to additional clients. However, the need for service is so pressing that an "open door" policy has now been established. "New publishers today," Berman said, "are so involved with the promotional and creative aspects of their work that they cannot give adequate time to handling copy-"
(Continued on page 12)

Col.'s Davis to Be Keynoter of NARM Parley

NEW YORK—Keynoter for NARM's Ninth Annual Convention to be held March 5 through 10, at the Century Plaza Hotel, Los Angeles, will be Clive J. Davis, vice-president and general manager, CBS Records Division. The convention, the industry's most important trade gathering, will
(Continued on page 12)

Liberty's B'way Milestone

LOS ANGELES — Liberty Records has joined the Broadway cast derby with a "substantial" investment in "Joyful Noise," new musical starring John Raitt which opens Dec. 15 at the Mark Hellinger Theater. The move marks Liberty's first financial backing of a Broadway production.

Dick Peirce, Liberty a&r coordinator, signed the agreement in New York last week after witnessing several rehearsals.

Peirce will return to New York to record the cast tentatively set for Sunday, Dec. 18, at Columbia Records' 30th Street studio.

Raitt has a long and successful relationship with Broadway. His past hits include "Carousel," "Oklahoma" and "Pajama Game." Other cast members include: Swen Swenson, George Mathews, Leland Palmer, Art Wallace, the Motley Crew—
(Continued on page 12)

ABC Plans Big Drive in Country

NASHVILLE — ABC Records is mapping an extensive drive to establish itself firmly in the country music field. The label recently had what an executive termed "some little success" with Donna Harris on an "Almost Persuaded" answer. But the new plans call for vast expansion in the market, including what President Larry Newton referred to as a "sizable"
(Continued on page 12)

CBS France, Czech Pact

By MIKE HENNESSEY

PARIS — Jacques Souplet, president director general of CBS (France), returned to Paris from Czechoslovakia this week with a contract that will open up the East European market to French artists on the CBS label.

Souplet has concluded an agreement with Artia-Supraphon, who will press and distribute the CBS French product.

Artia, a company specializing

in the production and distribution of cultural material—books, records, etc.—will get distribution of CBS French product to the Soviet Union, Rumania, East Germany, Yugoslavia, Albania, Bulgaria, Hungary, Poland, Cuba, North Korea and North Vietnam.

The first French disk to be released under the agreement will be the Jo Dassin single, "Guantanamo."
(Continued on page 12)



Judy Collins' newest Elektra album features major contemporary songs performed with stunning impact, and proves once again that hers is the most compelling voice of this generation. This new Judy Collins LP, titled "In My Life" (Elektra 320/7320), together with her first major single, "Hard Lovin' Loser," are sure to repeat Judy's many previous chart successes. *(Advertisement)*

A Wonderland of Talent: Expo '67

By KIT MORGAN

MONTREAL—"The greatest program of entertainment ever presented in one city over a six-month period . . ." a package of entertainment unlike anything seen in North America before" is the promise of World Festival, the entertainment program of Expo '67, which takes place in Montreal, Canada, April 28-Oct. 27, 1967. Expo '67 is the abbreviated title of the Universal and International Exhibition of 1967, the only "first category" world's fair to be authorized in the Americas by the International Exhibitions Bureau.

World Festival will showcase an incredible array of the world's leading opera, ballet and theater companies, orchestras, chamber music ensembles, popular entertainers and spectaculars.

In the field of opera alone, the World Festival of Expo '67 will present the first North American appearance of La Scala of Milan, the Vienna State Opera, the Bolshoi Opera, the Royal Opera of Stockholm and the Hamburg Opera. Of these only the Hamburg Opera will make other North American appearances. The Eng-
(Continued on page 54)



Initial response indicates "That's the Tune" (Co & Ce 242) will make it six hit records in a row for Co & Ce's smash group, the Vogues. Personal manager Elmer Willett's Pittsburgh-based vocal quartet has become one of the most consistent chartmakers on the current pop scene. *(Advertisement)*

(Advertisement)

AMERICA'S FASTEST-BREAKING ALBUM AND SINGLE



MG21096/SR61096

BLUES MAGOOS

PSYCHEDELIC LOLLIPOP

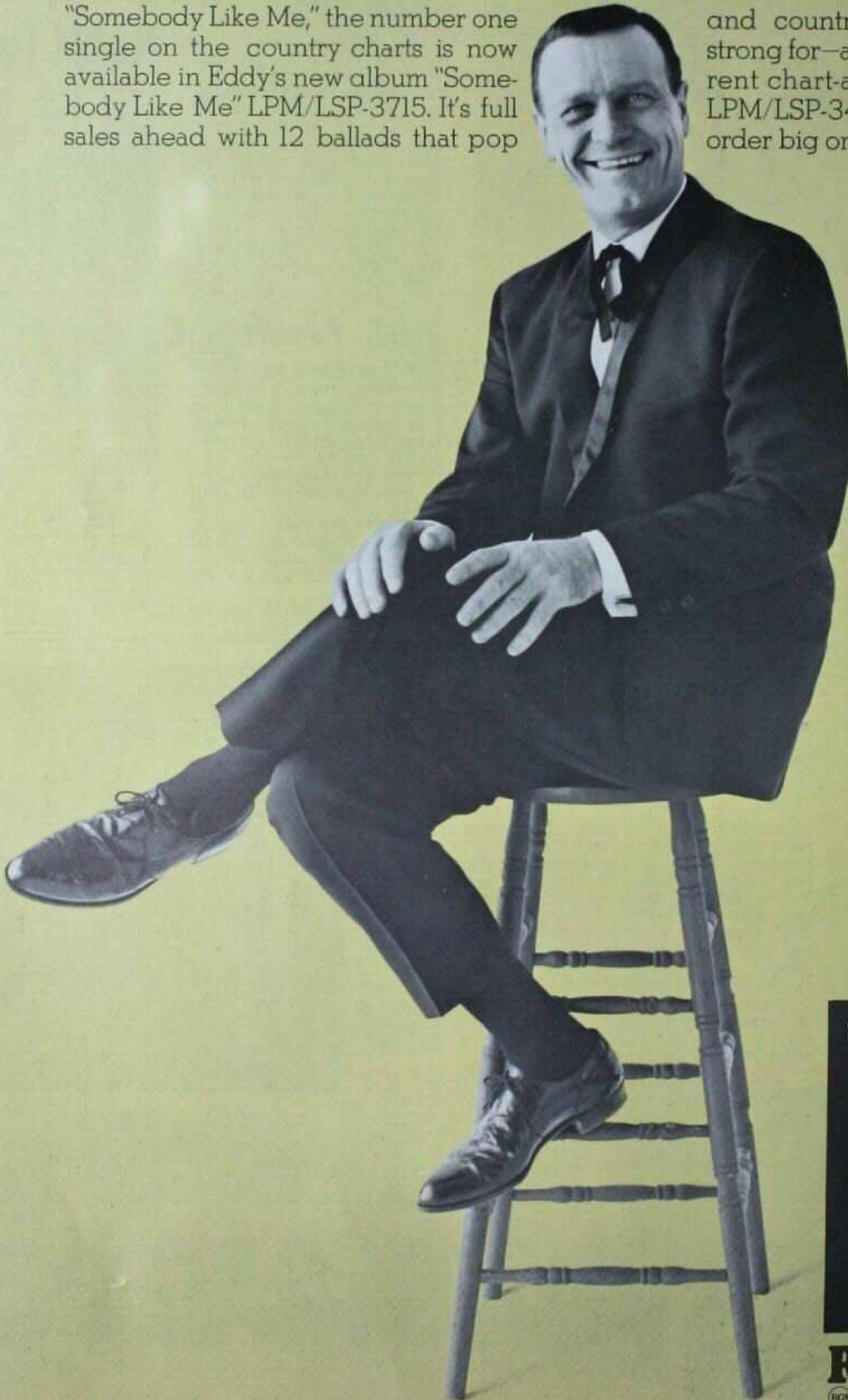
HIT SINGLE FROM THE ALBUM
"We Ain't Got Nothin' Yet"
72622



EDDY ARNOLD: The Pro in Your Profits!

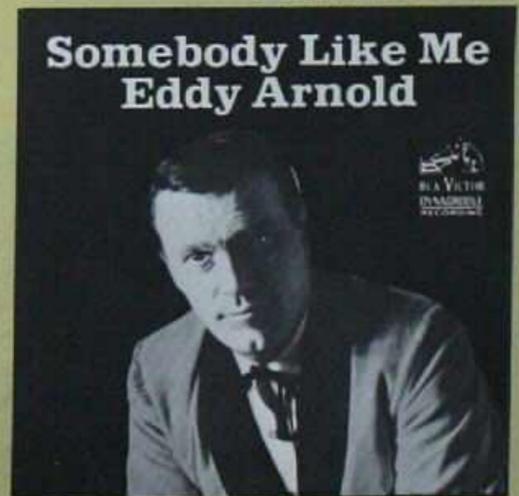
"Somebody Like Me," the number one single on the country charts is now available in Eddy's new album "Somebody Like Me" LPM/LSP-3715. It's full sales ahead with 12 ballads that pop

and country fans alike will turn out strong for—and don't forget Eddy's current chart-action album "My World" LPM/LSP-3466. Better play it safe and order big on both of these.



LPM/LSP-3715

Somebody Like Me
Eddy Arnold



RCA VICTOR
The most trusted name in sound

Stations Urged to Join Trade In Aiding Disaster-Torn Italy

By CLAUDE HALL

NEW YORK—Radio stations are being asked to help in an industry-wide campaign to raise funds for disaster-struck Italy. Record companies stepped behind the project last week when both MGM Records and Capitol Records volunteered their artists to cut spot announcements regarding the disaster. Other record companies are expected to join in the campaign this week.

Some 36,000 square miles were flooded in the devastated

areas. More than 300 were reported killed; 100,000 were homeless. Damage was estimated at \$2.5 billion, and thousands of small businessmen have been wiped out completely without hope of recovery.

In response to Italian government appeals, Della M. Grattan, president of the advertising and public relations firm of D. M. Grattan Co., last week launched an organization called Volunteers for Italian Aid. VITA is appealing to manufacturers for donations of clothing, blankets,

and goods, and is soliciting funds to buy other items like medicine for the flood refugees. This is where the help of radio stations is desperately needed, said Miss Grattan, to carry the appeal for funds to the public. Donations are tax deductible. She can be contacted at Grattan Co., 750 Third Avenue, here.

Radio stations participating in the campaign will receive acknowledgment from the Italian Minister of Radio and TV and the Minister of Industry and Commerce.

ABC Zooming to Biggest Year

NEW YORK — With sales running more than 150 per cent ahead of 1965, and with profits about twice the best previous year, ABC Records is on the last lap of the most successful 12 months in the label's history.

Much of the increased volume has been due to the acquisition policy of the label's president, Larry Newton. During the year, ABC got distribution rights for four labels, including 20th Century - Fox; bought Dunhill Records and Trousdale Music, which publishes more than 90 per cent of Dunhill's recorded material; bought the New Deal distribution-one stop-rack jobbing complex.

Other major actions during the year included the beginning of production on 8-track tapes; the institution of three-record sets in the classical West-

minster line, and the build-up of Command Record artist Doc Severinsen and Count Basie.

With the move to the new building early in the year, the name of the label was changed from ABC-Paramount to ABC Records.

Leading in Pop

Leading ABC in the pop field were Ray Charles, Tommy Roe and B. B. King. New artists signed by the label include Frankie Laine, Dion and the Belmonts, Jimmy Reed, Betty Everett, the Alan Copeland Singers and the Free Spirits.

Pacing Dunhill were the Mamas and the Papas, with two gold albums and two gold singles. As most of their material was published by Trousdale, the group also contributed heavily to ABC's publishing royalties.

The 20th Century-Fox agreement, negotiated between Newton and Seymour Poe, 20th Century executive vice-president, resulted in the ABC distribution of "The Bible" soundtrack and a children's album by Art Linkletter, due out next week.

The new deal acquisition gives ABC retail accounts in New York, Baltimore, Chicago, Detroit, Los Angeles, Kalamazoo, Mich., New Haven and Philadelphia. Expansion in nine more markets is planned for 1967.

ABC's jazz label, Impulse, showed substantial gains mainly through albums by John Coltrane and Chico Hamilton, while in the classical field, Westminster multiples at economy prices paid off.

Income from record clubs nearly doubled during the year.

Programs, Seminars Key London Phase 4 Promotion

NEW YORK—London Phase 4 is embarking on an extensive long-range promotional campaign, which includes stereo radio programs and informal seminars with dealers in key markets. The seminars will be run by Al Speckler as new head of special projects for Phase 4.

Last week, Speckler held a series of informal meetings at

the Country Squire Motor Inn here with representatives of trade and consumer publications, and several major New York area dealers. Special promotions are planned for the future, such as contracting Spanish and Mexican tourist bureaus on a bullfighting disk due next month.

The disk, directed by Roger Laredo, combines actual sounds from the arena, close-up sounds from a bull farm near Madrid and studio music recorded in England. Another "spectacular" being prepared features the circus. Two years in preparation, taping should be completed in February at the Florida winter quarters of Ringling Brothers Circus. Merle Evans, Ringling bandmaster, is being flown to England for some of the taping. The two albums are part of a new program of releasing two "spectaculars" a year. Previously such Phase 4 product was released on an irregular basis.

Under the new program, which might actually produce a reduction in the number of releases annually, there will still be six or seven classical albums. Set for next month is a Wagnerian LP conducted by Stokowski, who also will be represented by the Berlioz "Symphonie Fantastique" and Tchaikovsky's "Symphony No. 5" during the year. Another classical disk later in the year will have Charles Munch conduct-

(Continued on page 12)

Muntz Sets Up East Distributors

LOS ANGELES — Muntz Stereo-Pak has begun its initial penetration in the Eastern market through two-step distribution. The aim is to develop Muntz distributors who will feed product to dealers offering playback equipment, CARtridges and service all under one roof.

The first Muntz distributorships have been set up in Eastern seacoast locations, reports Jim LeVitus, marketing vice-president. Curt Howard, recently named special projects sales manager, was in the East last week developing Muntz affiliations. Howard reports to LeVitus, who said he believes the company will acquire more dealers in the East in a shorter

(Continued on page 14)

Garrison Launched With Two Singles

NEW YORK—Garrison Records, a new r&b label, has been launched with the issuance of two singles, "Humphrey Stomp" and "Can You Forgive Me" by Earl Harrison, and "Where Do We Go From Here?" and "I Feel Better" by Alan Bruce. The firm, which will concentrate on independently produced masters, is headed by Pete Garris, president, and Sam Goff, vice-president, label's co-owners. Scepter Records will handle national distribution.

EDITORIAL

Aid Italy Drive

The devastation in Italy, wrought by the recent floods, is more extensive than has been generally realized here, and it is now estimated that full recovery may require as long as 20 years. For reasons of common humanity, all facets of American industry and the arts must do all in their power to alleviate the suffering of the stricken people. In the music-record-radio field, a good beginning has already been made (see separate story). A move is under way to raise funds, via spot announcements made by recording artists and broadcast over radio outlets.

Italy and its people have contributed much to the world of music and the allied arts. Here is an opportunity for broadcasters, record manufacturers and artists to repay a small portion of our debt. We urge labels and their artists to cut spot announcements posthaste, and we urge broadcasters to allocate time for their airing. Time, in fact, is of the essence.

DISK STAR SEN. DIRKSEN TALKS FOR THE RECORD

WASHINGTON—To the news corps here, it was a "man-bites-dog" story. Last week, Capitol Records reversed the current actor-to-politics trend by releasing an LP ("Gallant Men") featuring Sen. Everett Dirksen in patriotic readings. To hail the birth of the new disk star, a press cocktail reception was held in the Senate News Conference Room.

Among highlights of the party: the Senate Minority Leader called for silence ("I want to hear the record . . ."), stilling the roomful of chattering reporters and cameramen; he said he wasn't out to challenge the Beatles because he wasn't interested in being knighted by the Queen . . .; he said he didn't choose to challenge Frank Sinatra as a record seller "because those actor fellows might want to start getting into politics. . . ."

Up shot of it all was an unusually heavy harvest of TV and press coverage reaped by Capitol in behalf of an LP release. (The label had issued a single from the album earlier.)

BMI 'Satisfied' With New Consent Decree

By MILDRED HALL

WASHINGTON — The new consent decree for Broadcast Music, Inc., which makes no mention of divestiture of broadcaster ownership in the music licensing corporation, was declared satisfactory by BMI president Robert B. Sour last week.

The consent judgment ends the 1964 suit brought by the Justice Department against BMI and against RKO General as representative of 517 broadcaster-owners of BMI stock. The combination was charged with attempting to monopolize music for broadcasting by "inducing" broadcasters, music-publishers, record companies and talent to favor BMI music over that of competitive licensors of performance rights, particularly ASCAP.

The antitrust consent bars BMI from publishing, recording and distributing music and/or records commercially, and puts some restrictions on its dealings with composer-publisher affiliates. BMI cannot contract for more than five-year periods with writers or publishers, and the latter can issue nonexclusive licenses for specified performances of their music.

BMI is barred from contracts requiring a publisher to refrain from doing business with any other performing rights organization. Also, the broadcast music licensing firm cannot use contracts which "force" other parties to record or perform any stated amount or percentage of BMI-licensed music. The decree

puts some additional restrictions on BMI's securing future performing rights from writers and publishers under contract to other organizations.

Sour's Comment

Sour's comment on the decree said: "The willingness of the Department of Justice, after

(Continued on page 12)

BB Pub Taps 4 V.-P.'s; Gets CATV Rights

NEW YORK—The Billboard Publishing Co. has named four key executives to vice-presidencies (see Executive Turntable) and has acquired a franchise for a CATV operation in Great Barrington, Mass.

The announcement by William D. Littleford, president of the company, comes in the final month of a year which saw record sales of more than \$10 million for the corporation. In 1957, corporate sales were \$2 million. The increased volume reflects Billboard's policy of acquiring and developing new properties.

Hal B. Cook's division acquired Record Retailer in August and is publishing this magazine in London. The division also operates Record Source In-

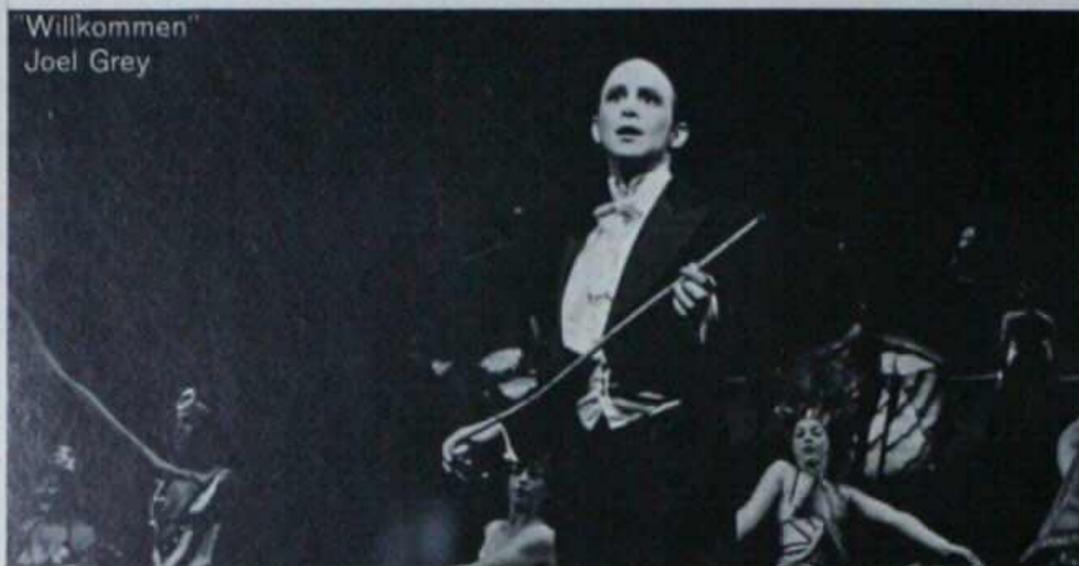
(Continued on page 12)

Additional Music News
Page 68.

'Guard' Distribution

CAHINE, Canada — Compo & Co., Ltd., has been named Canadian distributor for the Falcons' pressing of "Standing on Guard," on Big Wheel Records.

"Life is a cabaret,



**Come to "Cabaret"...
you'll find all this,
and more:**

**"A stunning musical.
Brilliantly conceived."**

Kerr, The New York Times

**"A scintillatingly uncon-
ventional musical."**

Nadel, World Journal Tribune

**"A fine musical
with wit, spirit and
intelligence."**

Newman, NBC-TV

**"A colorful explosion of
wit and intelligence...
a musical of unusual
distinction."**

Lewis, Cue

**"A fine production...
smart and picturesque."**

Chapman, Daily News

**"A good, brassy,
marvelously melodic,
smartly decorated,
fast moving musical."**

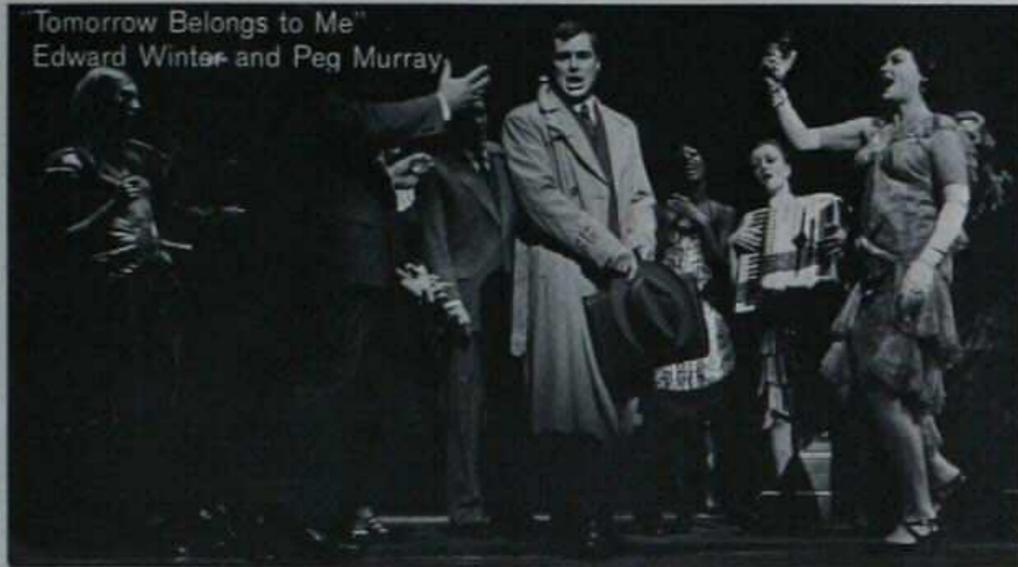
Harris, CBS-TV

**"Cabaret" is both
brilliant and remarkable.
A bright, handsome and
steadily entertaining
show. Wild, hysterical
fun and sex."**

Watts, New York Post

old chum!"

KOL 6640 / KOS 3040 *



"Tomorrow Belongs to Me"
Edward Winter and Peg Murray



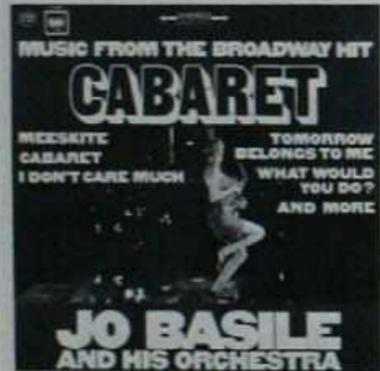
"Don't Tell Mama"
Jill Haworth



From "Cabaret" comes...
the most grand and
glittering hit score
in a decade:
The Original Broadway
Cast Album!

Plus an exciting
instrumental album

And these
sensational singles



"Willkommen" c/w "Pineapple"
Jo Basile 4-43891

"Married" / George Morgan
and Marion Worth 4-43874

"Tomorrow Belongs to Me"
Charlie Byrd 4-43834

"Cabaret" / Louis Armstrong 4-43819

"Meeskite" / Joe Harnell 4-43756

On COLUMBIA RECORDS

2 Pirates in Troubled Waters As U.K. Wins Opening Round

By GRAEME ANDREWS

LONDON — The British Government has won the first round of its fight to drive Britain's pirate radio stations off the air. But the battle is far from over even though the operators of both radio 390 and Radio Essex have been found guilty of making illegal transmissions from their Thames estuary forts and fined \$280 each. Immediately after the verdict against 390, station boss Ted

Allbeury stopped transmissions. But he is seeking a high court order to quash the verdict. And even if this appeal fails he says he has alternative plans to resume broadcasting.

Essex chief Roy Bates has continued broadcasting pending a similar appeal. Bates is also planning to start a new station on another fort nine miles off the Kent coast and therefore, he claims, outside the three-mile limit of Britain's territorial waters.

Allbeury's decision to close down 390, which had a claimed audience of 4.8 million will provide the BBC, the Post Office, and other pirates with a preview of how listeners will react to the threatened closure of all the offshore stations.

Radio 390 had a program style similar to the BBC's Light Program, nearer to an easy listening format than the Top 40 format of the major ship-based pirates, Radio Caroline and Radio London. Bates claims a 3 million audience for Radio Essex which broadcasts 24 hours a day. The station switched to easy listening last month from the pop format used since it went on the air in September 1965. Bates, who conducted his own case in court, claimed that Radio Essex was in international waters and therefore outside the magistrates jurisdiction.

The court ruled against this last Wednesday (30) but refused an application by the Post Office's prosecutor to confiscate the station's equipment. A similar application to seize 390's transmitter was also turned down. The prosecution claimed it would be too easy for a guilty operator to form a new company and start transmitting again. Both Allbeury's and Bates' comments after their cases show that these Post Office fears are justified.

Meanwhile, the government's long-awaited announcement of plans for an all-music wavelength to replace the pirates is still promised before Christmas. If the appeals of 390 and Essex fail, the government should have no difficulty banning other fort-based stations in territorial waters. But it has still to enact legislation to outlaw the ship stations. And it has still to find a way of providing a continuous pop service in spite of the refusal of the musician union to agree to any extension to the hours of broadcasting records.

'Baby' Producers

NEW YORK—Madara-White Productions produced the new Len Barry single "You Baby" for Decca Records, which received a Top 60 Spotlight pick in last week's Billboard.

Lib. Intl. Productions Inks Gene Nash for 3 More Films

HOLLYWOOD—Liberty International Productions, whose country music movie—"What Am I Bid?" is slated for release by a major film company either in late December or early January, has signed writer-director Gene Nash for three more musicals.

Wendell Niles Jr., president of Liberty International, will produce all three. They will feature Easy Listening or Hot 100 type music. The first film will be "The Parson Wore Spurs" starring Johnny Sea. Sea and LeRoy Van Dyke, who starred in "What Am I Bid?" are managed by Nash. "Hat in the Ring" is tentatively the title of one of the other movies.

"What Am I Bid?" is one of the first country music movies to have an original soundtrack; it is expected that all of

these Liberty International productions will have soundtrack albums. Nash will write all of the tunes for the new movies, besides the book and do the directing. Shooting on "The Parson Wore Spurs" is slated to begin Jan. 20.

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Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating
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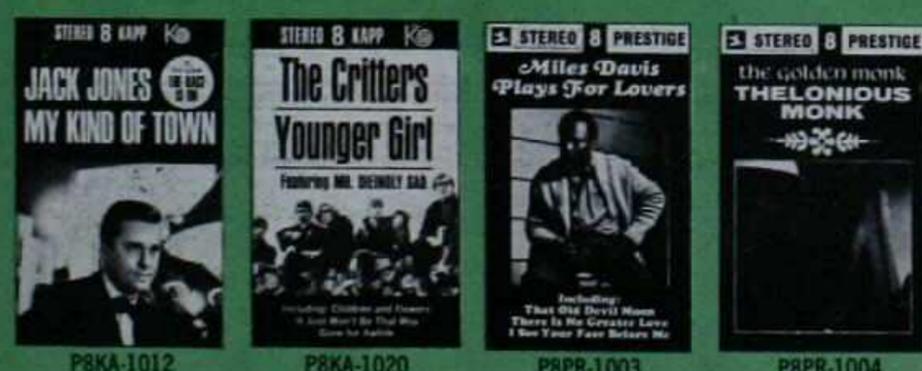
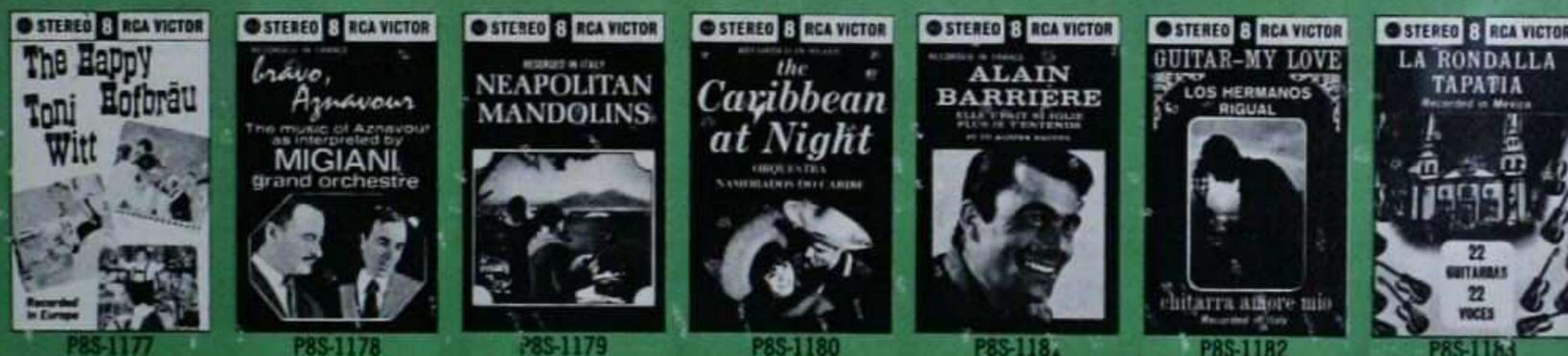
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RAY CHARLES, ABC Records, is elated at receiving a special Braille copy of the Billboard special, "The Ray Charles Story." The copy was presented to him Thursday (1) at a luncheon in New York attended by many of the people who've contributed to his career. From left, Billboard publisher Hal B. Cook; ABC Records president Larry Newton; Charles; Billboard music editor Paul Ackerman; and William D. Littleford, president of The Billboard Publishing Co.

RCA Stereo 8... First in 8-Track Cartridge Tape

New RCA, Kapp and Prestige Cartridge Tapes for December
More Than 400 Tapes Now Available



The Consumer's Buying Guide. New 40-page, full-color, illustrated consumer catalog contains over 400 tapes, including other labels manufactured and distributed by RCA Victor. Ask your RCA Stereo 8 distributor for a supply.

CAT-9270

RCA STEREO 8
CARTRIDGE TAPES
The most trusted name in sound
8-Track Cartridge Tape Developed and Introduced by RCA Victor.

Executive Turntable

Four vice-presidents have been named by William D. Littleford, president of The Billboard Publishing Co. They are **Hal B. Cook**, **G. R. Schreiber**, **Robert Birnbaum** and **Hilmer Stark**. Cook is publisher of Billboard magazine. The Billboard Division includes Record Retailer, acquired in August and published in London; Record Source International, which recently launched an international division headquartered in Milan, Italy; Record Market Research and programs for American Airlines' Astro-Stereo. Schreiber, publisher of Vend, also becomes vice-president and editorial director, functioning at the corporate level. Birnbaum, formerly senior vice-president of Breakin Publications and McGraw-Hill and recently executive vice-president of the Franklin Square Agency, becomes the corporation's vice-president and marketing director. Stark is corporate publications production manager.

★ ★ ★



NOONAN



LYONS



ENGLAND



SMITH

Columbia Records has realigned its sales and promotion executive staff, according to **Bill Farr**, vice-president of marketing. **Donald England** becomes director of Columbia Record sales; **Tom Noonan**, director of national promotion; **Joseph Lyons**, director of national accounts, and **Paul Smith**, director of merchandising for Masterworks audio products and accessories. England, Noonan and Lyons will all report to **Jack Loetz**, vice-president of Columbia Record Sales. Smith will report to **J. J. Harris**, director of Masterworks audio products.

★ ★ ★

Jack Gold has been appointed executive a&r producer for the West Coast operations of Columbia Records. He will be responsible directly to Columbia's **Bill Gallagher**. Gold was an a&r producer with United Artists Records. . . . **Ted Rosenberg** resigns Dec. 31 as Dot's national promotion-merchandising director to form his own free-lance manufacturers sales company.

(Continued on page 12)

Market Quotations

(As of 12 Noon Thursday, Dec. 1, 1966)

Name	65-66 High	65-66 Low	Week's Vol. in 100's	Week's High	Week's Low	Week's Close	Net Change
American Broadcasting	86	62	751	76	70 1/4	75 1/2	+5 1/4
Admiral	55 1/2	28 1/4	1361	34 3/4	30 1/4	33 1/4	+1 1/4
Ampex	27 3/4	17	1594	24 3/4	22 3/4	23 1/2	+ 3/4
Audio Devices	41 1/4	17	107	21 3/4	19 3/4	20 3/4	+ 3/4
Automatic Radio	7 3/4	2 3/4	18	3 3/4	3 1/4	3 1/4	- 1/4
Automatic Retailer Assoc.	56 3/4	42 1/2	86	48	44 3/4	48	+3
Cameo Parkway	4 3/4	1 3/4	27	2 1/4	2 1/4	2 1/4	- 1/4
Canteen Corp.	36 3/4	18 3/4	614	22 3/4	21 3/4	21 3/4	+1 3/4
CBS	62	42	345	59 3/4	56 3/4	58 3/4	+2 3/4
Columbia Pic.	39 3/4	22 3/4	63	33 3/4	33 1/2	33 3/4	Unchg.
Walt Disney	69 3/4	40 3/4	265	67 3/4	64	65 1/2	Unchg.
EMI	5 3/4	3 3/4	324	4	3 3/4	3 3/4	Unchg.
General Electric	120	80	887	99 3/4	96 3/4	98 1/4	+1 1/4
Handleman	17 3/4	13 3/4	24	16 1/4	15 3/4	16 1/4	+ 3/4
MCA	61 3/4	28 1/4	69	36 1/2	34 1/4	34 1/4	- 1/2
Metromedia	55 3/4	25	327	36 3/4	31 3/4	35	+3 3/4
MGM	37 1/2	24 3/4	1001	39 3/4	33 1/2	38 1/4	+1 1/4
Motorola	233 1/2	92	966	105	95	100 1/4	+3 1/4
RCA	62 1/4	36 3/4	1258	45	43 1/4	44 3/4	+1 1/4
Seeburg	32 3/4	11 3/4	213	15 1/2	14 1/2	15 3/4	+ 3/4
Tel-A-Sign	5 3/4	1 3/4	365	2 3/4	1 3/4	2 3/4	+ 3/4
3M	84	61	505	81 1/2	78 3/4	81 1/2	+2 1/4
20th Century	38 1/2	25 3/4	394	37 3/4	35 1/4	35 3/4	+1 1/4
U-A	32 3/4	21 1/4	958	27 1/4	25 3/4	26 1/4	- 3/4
WB	18 1/4	11 3/4	941	19 1/4	17 1/4	18 3/4	-3 3/4
Wurlitzer	24 1/2	15 1/2	23	18 1/2	17 1/2	17 1/2	- 3/4
Zenith	87 3/4	46 1/4	1271	53 1/2	48 1/4	52 1/4	+3 3/4

OVER THE COUNTER*

(As of 12 Noon Friday, Dec. 2, 1966)

Name	Week's High	Week's Low	Week's Close
Dextra Corp.	2 3/4	1 3/4	1 3/4
GAC	4 3/4	3 3/4	4 3/4
Jubilee Ind.	4 1/4	3 3/4	4 1/4
Lear Jet	18 3/4	17 1/2	18
Mills Music	20 1/2	19	20 1/2
Pickwick Inter.	7	6 1/4	6 3/4
Telepro Ind.	4 1/4	3 3/4	4 1/4

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

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

Film Trade Powerplays—It's Effect on Industry

LOS ANGELES—The recent Seven Arts purchase of controlling interest in Warner Bros. Pictures is the latest in a series of powerplays within the film industry which is deeply entrenched in the music-recording industries. Consequently, ownership changes are of prime importance to the music divisions for they can mean new money, new blood or a *laissez faire* attitude if their operations are successful.

A successful motion picture company has record and publishing operations, and the transfer of ownership carries speculation as to what happens with the record companies. In filmland, the disk and publishing companies are quietly run branches of the picture companies. The emphasis here is on promoting movies for theaters and exploiting television series.

Consequently, when a Gulf & Western becomes Paramount Pictures' new owner and G&W's aggressive board chairman Charles Bluhdorn begins moving new executives into the film operation, the fact that Paramount owns Dot Records is passed over.

Jack L. Warner's decision to sell 1,600,000—or one third of the outstanding WB shares—to Seven Arts Productions for \$32 million, shocked the Burbank

studio lot. The sale is subject to approval of the Securities and Exchange Commission.

The Warner Bros.-Reprise Records operation, in its ninth year and achieving record-breaking sales, is one of the parent company's chief assets and a fantastic money-maker. WB also owns Music Publishers Holding Corp., an old-line ASCAP firm which has a powerhouse catalog.

The record company's president, Mike Maitland, is a member of the film company's board of directors and the only record employee tied to a contract. Because of its outstanding sales ledger, the record wing appears to be safe from tempering.

At Dot Records, president Randy Wood is under contract to Paramount and runs the company with free autonomy. If Gulf & Western sought to flex its managerial muscle in the Dot operation, it would have to hurdle Wood's contract.

Potential Seen

Aggressive, modern thinking, computerized concerns have seen the potential in the film-record-television and publishing complexes and Columbia Pictures, MGM and United Artists have all been eyed by outside sources, in some cases by non-theatrical concerns. Each of these film complexes has record and publishing compa-

nies which obviously would shift over with any purchases.

On the surface, however, it appears that the money men are principally after the film factories here, since Hollywood remains inexorably tied to the glamorous past of the movie industry. And it is on the movie level that immediate personnel changes are initiated. Nonetheless, it is only human for employees down the line in the record and publishing offices to have concern over their own futures when:

A major food company starts talking about a purchase (as in the case of UA, but that deal never came to fruition) and when the Banque De Paris Et Des Pays Bas runs a campaign to outseat Columbia Pictures management, with the peace pipe finally being smoked after 46 hectic days of battle.

Film company hierarchies have been run by one-man rule or by executives who some people say are not yet caught up with the research-computer age. The Wall Street powers and Gulf & Western's believe they can increase these companies' profitability by installing modern business techniques and younger executives. So while the film industry is undergoing soul searching, their disk subsidiaries sit on the sidelines.

MGM Acquires Track of 'Prix'

NEW YORK—MGM Records has acquired the soundtrack of the MGM-Cinerama movie "Grand Prix." Maurice Jarre, who won Oscars for "Doctor Zhivago" and "Lawrence of Arabia," will conduct his original score with full symphony orchestra. The MGM "Zhivago" album has been on the Best Selling Popular LP's Chart 39 weeks and has been certified by the Record Industry Association of America for more than \$1 million in sales.

Cameo-Parkway To New Quarters

NEW YORK—Cameo-Parkway Records has moved to 250 West 57th Street. This includes the Wyncote budget line and publishing interests. Joy Records has moved to 40 West 55th Street. ESP Records, headed by Bernard Stollman, has moved to 156 Fifth Avenue and is installing a studio with 4-track equipment.

SACEM Files Suit

BERLIN—SACEM has brought suit in a West Berlin court against Radio-Tele Music. SACEM, the French recording rights society, is acting on behalf of Yves Roche, the writer of "Vini Vini" and "O Tuitui," on the agiarism action. Criterion Music Corp. has brought suit in the United States against Haymarket Music for plagiarism on the same two songs.

Alpha Named

NEW YORK—Alpha Distributors has been named Vanguard Records distributor for the E. J. Korvette stores in New



FRANKIE LAINE, center, listens to material for his first ABC Records session with Larry Newton, ABC president, right, and Bob Thiele, a&r director. Laine, who signed with ABC last week, did "Ev'ry Street's a Boulevard" and "I'll Take Care of Your Cares."

Singles Production Trimmed by Liberty

LOS ANGELES—A reduced singles output has been initiated by Bud Dain, Liberty's recently named general manager. In office two months, Dain says the division is operating with a more realistic release schedule, which Dain calls "product control."

The label is releasing one single a week; previously there were four. During the first eight weeks Dain held back single releases in two of the weeks. "It's important not to release singles today without complete regard for their airplay possibilities," he says.

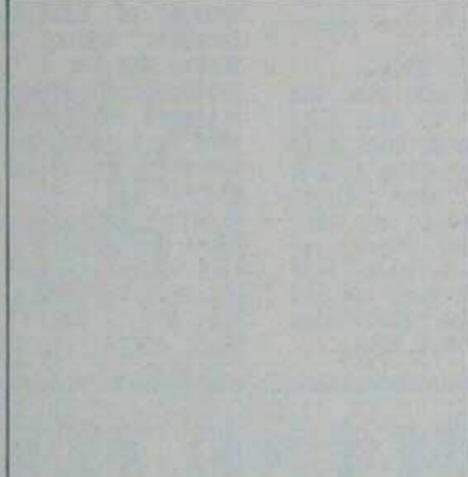
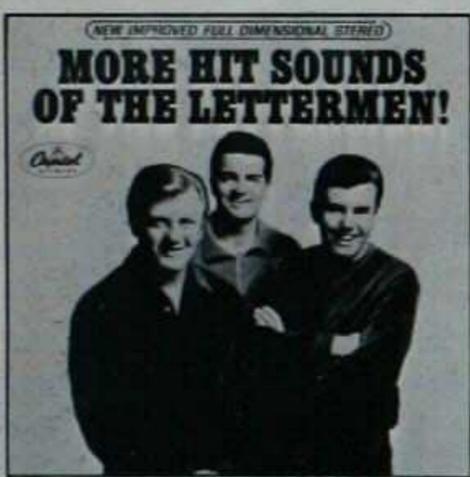
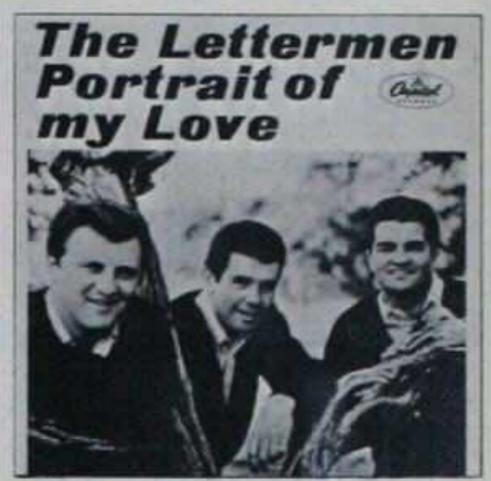
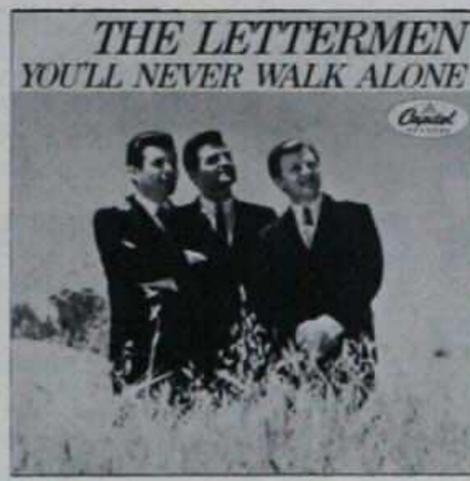
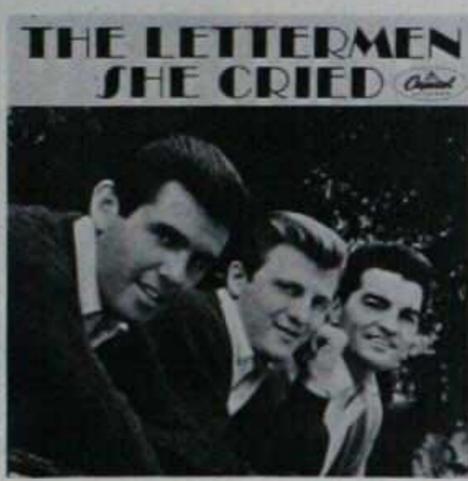
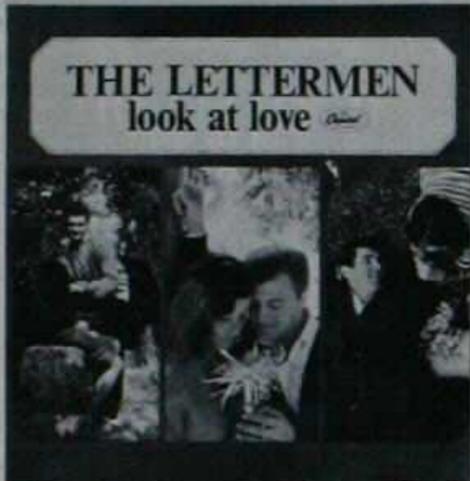
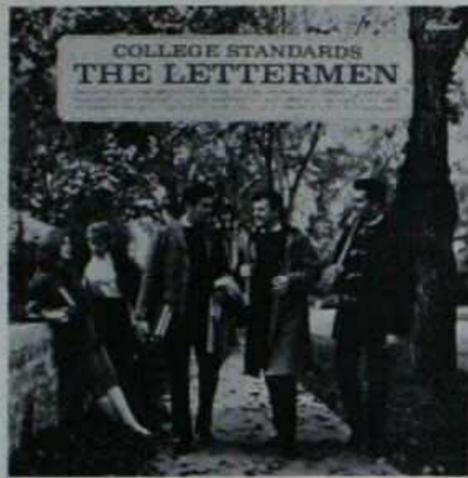
Dain says this situation could change because of the nature of artist commitments and album projects. Dain will continue to control the singles out-

York, not for the entire Korvette chain as reported previously. Alpha is also Vanguard distributor in Albany.

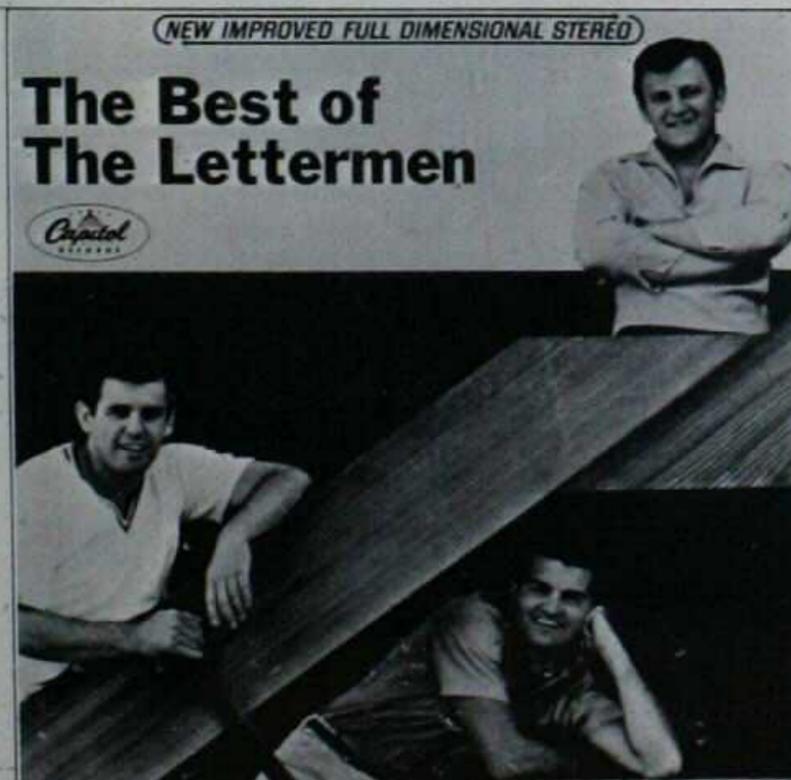
pouring, with the a&r department providing the merchandise. "An intelligent release is like intelligent programming. You don't release two male vocalists in the same week."

One of Dain's major projects is to revitalize some of the established names on the roster, while seeking new performers. "Vikki Carr, who is very successful in nightclubs, is still not home all the way on records." Other acts Dain hopes to make stronger are Bobby Vee, Vic Dana, Martin Denny and P. J. Proby.

Dain feels that the long-haired groups have finally reached a leveling-off point. "It doesn't mean anything to have a long-haired group." Instead, Liberty has been building its instrumental roster with the T-Bones, Trombones Unlimited, Sunset Strings, Martin Denny and a new pactee, Bert Bachrach.



11 makes 12



Start with 11 straight hits. Take the best song out of each album and you've got the 12th, an even stronger entry that's already tearing up the charts. It's the Best of the Lettermen. And just in time for Christmas, too. That's the Lettermen for you: a dealer's best friend.

ST 2554



Add this one to your Christmas list too!
ST 2587



WP Makes Strong Stand for Bands

LOS ANGELES — World Pacific is building an image as the home of the bands, with the emphasis on "going ahead to the future, not bringing anything back."

This new emphasis for bands follows the growing acceptance for Gerald Wilson, who used to be WP's lone band act. Now the company has Buddy Rich, Don Ellis and a new Bob Florence aggregation.

In the words of Dick Bock, WP's general manager, "these are the bands creating music that is as modern as today. We're not bringing back swing or bebop; we're going ahead."

The Rich band's first album, recorded live at the Chez here, has had good initial response,

with Bock citing 18,000 copies shipped in the first three weeks. Of the four bands, Rich's is the only true road band. GAC is obtaining steady bookings for the band which will keep it before the public. Rich recently completed a successful Basin Street East engagement in New York.

The 21-piece Ellis band, the sensation of the recent Monterey Jazz Festival, will be launched via LP's early next year. Bock calls Ellis' writing "as new as tomorrow. This is the first big band able to play in time patterns adopted from Indian music. He'll fill the niche for people interested in modern music — classical as well as jazz."

WP will launch arranger

Florence as a studio band next spring. Florence has been a regular pop arranger for the parent Liberty operation and three years ago had an LP out under his own name.

Bock says there are enthusiastic signs that band packages can appeal to discriminating persons. Gerald Wilson's "Golden Sword" LP has been a top local seller, with the company moving 15,000 copies in a short period. Don Ellis is being mentioned for a European tour, which will bring him through New York. He has been appearing regularly at Bonesville, a local band club. Adds Bock: "If we can ship 18,000 copies of Buddy Rich in three weeks, it shows there are many discriminating people out there."



TEEN-AGERS TURN OUT at Stern's Department Store, Paramus, N. J., to hear Mike St. John and the Prophets, whose latest album, "Where It's At," was recorded live on Audio Fidelity Records at the Cheetah discotheque in New York. The group and the Cheetah dancers played for youngsters at Stern's New York and Paramus stores.

It's Beach Boys Over Beatles: Reader Poll

LONDON—The Beach Boys, crowning the re-emergence of American artists in the British charts following the domination by British talent since 1963, by astonishingly beating the Beatles in the annual reader poll conducted by the 250,000 circulation U.K. consumer pop weekly, New Musical Express.

In the world's outstanding vocal group section of the poll, the Beach Boys outpointed the Beatles and all other British groups. The result—based largely on a teen-age consumer response—was possibly influenced by the U. S. group's chart top success with "Good Vibrations"

at voting time, whereas the Beatles have not had a single release since early August. In addition, the Beach Boys had just toured Britain, while the Beatles have not toured here once this year.

The sensational success of the Beach Boys, however, is being taken as a portent that the popularity of the top British groups of the last three years is past its peak. The Beatles failure to secure top place in the world section was matched by the Rolling Stones' conspicuous failure to capture a top placing, being beaten in the British rhythm and blues group

Word Meeting

WACO, Tex.—Word Records, a leader in the religious record field, held its semi-annual executive meeting here Nov. 27-30 to brief all salesmen on midwinter and spring product. This is the first meeting held here, previous meetings were held in Nashville or Chicago.

section by Spencer Davis.

But on the distaff side, the British girls for the first time took first, second and third places in the outstanding female singer section, with Dusty Springfield winning the title, followed by Cilla Black and Petula Clark. Elvis Presley beat Cliff Richard as both world's outstanding musical personality and outstanding male singer.

Dot Sharpens Teen Sights

LOS ANGELES — With the arrival of Kenny Myers to launch Dot's new product acquisition department, the label "is beginning to angle for teen product," President Randy Wood reports.

Wood says he's had a gradual change of mind about teen product, adding, "We'll let Kenny dig for it." Wood's re-evaluation for big beat product is based on the influence of teen buyers and the lyrical and melodic improvement in teen records.

Myers' department will augment the Snuff Garrett-Ed Silvers Viva Records operation in searching for contemporary singles. Dot is chief financier of Viva, which ironically has a hit

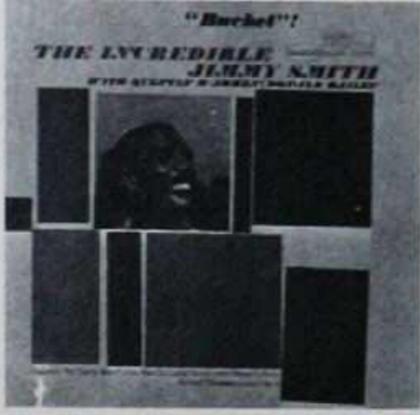
album, "Rhapsody for Young Lovers," by the Midnight String Quartet, which has passed the 197,000 sales mark, according to Dot.

Wood emphasizes that the Myers operation and Viva will not portend a de-emphasis for adult product. To bolster his artist roster, Wood has just signed Frankie Carle, long a fixture at RCA, and TV actress Barbara Eden. Carle's first LP will consist of his greatest hits. Miss Eden will cut tunes with lyric value and a contemporary background.

Powerhouse instrumentalist Lawrence Welk's "Winchester Cathedral" LP has in three weeks sold 250,000 copies.

Blue Note

THE JAZZ SOUND FOR EVERYONE IS CHART-ing a new course



#58 RECORD WORLD
#66 CASH BOX
#122 BILLBOARD

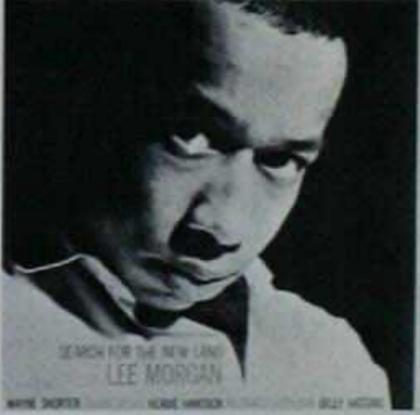
BUCKET / JIMMY SMITH
BLP 4235 / BST 84235

By Demand Just Released "Bucket" Single BN 1927



#20 RECORD WORLD
JAZZ TOP 20

INDESTRUCTIBLE / ART BLAKEY AND THE JAZZ MESSENGERS
BLP 4193 / BST 84193



#30 RECORD WORLD
Coming Up
#8 RECORD WORLD
JAZZ TOP 20
#143 BILLBOARD

SEARCH FOR THE NEW LAND / LEE MORGAN BLP 4169 / BST 84169



#11 RECORD WORLD
JAZZ TOP 20

FREE FORM / DONALD BYRD
BLP 4118 / BST 84118



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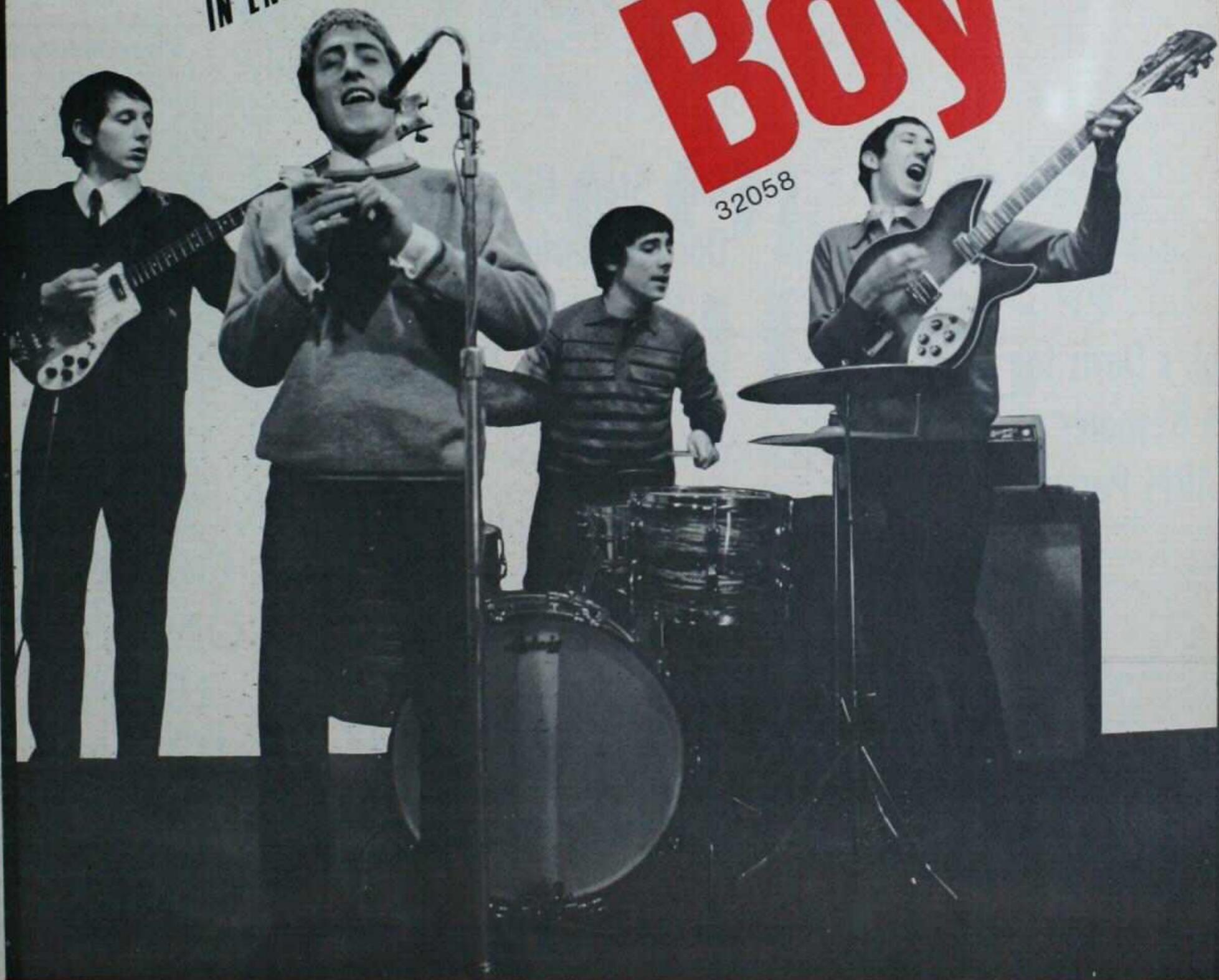
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Record Take Spurs Fox Office to New Programs

• Continued from page 1

right matters. . . so, as a debt to the music industry, we must expand our operation to service all who require aid."

Program Under Way

The educational campaign is already under way, and forays have been made into French Canada and Nashville, with good results. Berman visited Nashville to apprise the music film clearance procedures, with the result that over \$100,000 was recovered from this source alone.

French Canada Drive

Another educational campaign is currently being conducted in French Canada,

which is becoming an important music market. In this area, American songs are translated into French and recorded. The identity of the copyright is often lost in the process and royalty losses are considerable because these records have good sales. The Fox Office sent an agent to French Canada who negotiated to obtain specialized information which would enable Fox to protect the interests of copyright owners.

In some overseas areas, "vacuums" exist, and an extra effort must be made to assure copyright protection. One of these is Hong Kong, where the Fox Office recovered another \$100,000 in publisher royalties.

The bulk of royalties accruing to the Fox Office for distribution to publishers derives, of course, from records chiefly. A growing source is TV film, Berman stated, adding that this area requires a lot of work because the philosophies of publishers vary. Some publishers grant the synchronization rights to films for a minimal fee, in the belief that this will pay off in performances. Other publishers try to charge as much as possible, in the belief that if a specific copyright is needed for the film, it must have a high value. Other growing income sources are background music and tape cartridges.

With regard to income from record manufacturers, Berman stated that the traditional major firms are still the largest source, but product made by independent producers, distributed by independent labels, is becoming an important source.

The mechanical income of the immediate future will very likely take a substantial jump, Berman said. This is based on two factors. One is the natural growth of the record industry, plus the development of TV films, background music, cartridge etc. The second reason is the likelihood of an increase in the mechanical statutory rate in the projected revision of the Copyright Act. The new rate is expected to be 2½ cents or more.

Cap. Steps Up Documentaries In New Series

• Continued from page 1

"LSD" offering a study on the hallucinatory drug last August.

The new series, like the pioneering "LSD" documentary, was conceived by Alan Livingston, Capitol's enterprising president.

Launching Probe is the study "Why Did Lennie Bruce Die?" Larry Schiller, writer-photographer who produced "LSD" edited and produced the Bruce album, with interviewing assistance from Lionel Olay. Narration is by Dick Lewis, who authored the "LSD" script.

The Probe series appears on the Capitol logo with the slogan, "Sound Where There Has Been Silence." The Bruce LP is a compendium of 217 hours of tape and includes previously unreleased narrations by the comic, who died in August at age 40, of an overdose of narcotics. A dozen persons familiar with the controversial storyteller were interviewed, with the probe delving into Bruce's legal hassles over obscenity charges and his fights with narcotics.

Bruce is analyzed by Dr. Joel Fort, director of the San Francisco Health Dept. Center for Social Problems, San Francisco district attorney Arthur Schaefer, who prosecuted him for alleged obscene utterances during his nightclub act, his manager Jojo D'Emora and his family, among others.

Bruce was one of the first monologists on records, with his early works on Fantasy. During the last few years of his be-

Executive Turntable

• Continued from page 8

He had been with Dot eight months, coming to the company from Columbia, where he had held the district sales managers and L.A. distributors posts. **George Cooper**, Dot's national sales manager, will pick up Rosenberg's post.

Richard Asher, an entertainment business lawyer since 1958, has joined CBS Records as vice-president of business affairs. He reports to Clive Davis, vice-president and general manager. Asher, a graduate of Tufts and Cornell Law School, had been a partner in the law firm of Asher, Beldock & Kushnick. He had been counsel to several record companies, music publishers and recording artists.



ASHER

Stan Kulin will be administrator of licensee relations with RCA Victor International in New York, effective Jan. 1. Kulin joined RCA Victor's record division at the Canadian head office in Montreal 13 years ago as a mail boy and has since held increasingly responsible posts in several areas, most recently as product sales manager. In his new position he will handle liaison with English-speaking countries around the world for the International Department.

Ken Luttmann has been appointed to eastern promotion and sales for Rojak Records. He was with Capitol Records and United Artists Records. He'll also serve as special assistant to Claude Sterrett of Rojak.

Tom Crewe has joined his brothers as a staff member of Bob Crewe Productions, which includes Bob and Dan Crewe. Tom will be a trainee; he was once an engineer for Bell Sound Studios, but has been working in his father's business.

ABC Plans Big Drive in Country

• Continued from page 1

budget" for signing artists and recording operations.

The Nashville office is headed by Fred Carter and ABC Records officials said there would be no restrictions on him. Vice-President Howard Stark said, "It has gotten to the point where we find ourselves concerned with more than just getting a single record out. We know we're not going to sign an Eddy Arnold . . . that we'll have to develop our own artist."

One of the artists just signed is Chuck Thompson, and ABC will release an album by him in February. A new Donna Harris single is just out. Others will be signed. The ABC Nashville office was set up about nine months ago.

France, Czech Pact

• Continued from page 1

During his visit to Prague, Souplet met the cultural attache of the French Embassy, representatives of Czechoslovakian radio and TV and officials of Progokonzert, the concert promotion organization. Result was that several CBS artists will visit Czechoslovakia in the near future, among them the Compagnons de la Chanson, Rosy Armen and Caravelli. Souplet reports he found the Czechs extremely receptive to French music and singers.

leaguered life, Bruce spent a great deal of time in front of judges, fighting obscenity charges. His last recordings were for Philips.

In deciding to develop a series on controversial problems and subjects — Capitol must come to loggerheads with resistance from stores to sell this product. A number of retailers refused to expose the "LSD" album. Radio play was obtained in minimal amounts, which did not help stimulate public interest.

B'way Milestone

• Continued from page 1

a contemporary music group—Karen Morrow, Clifford David and Susan Watson. Dore Schary is directing the Ed Padula-Slade Brown production in association with Sid Bernstein.

The new musical is by Padula, based on Bordon Deal's "The Insolent Breed." The score is by Oscar Brand and Slade Brown; two off-Broadway proponents making their mainstem debut. Padula and Brown produced "Bye Bye Birdie" on Broadway.

Peirce said he had to overcome stiff bidding by several companies, including Columbia. He said Al Bennett, Liberty's president, heard that the cast LP rights had not been determined, so he was assigned to scout the play.

The original cast acquisition, plus the newly acquired Jerry Goldsmith score from the film, "Warning Shot," are the "dimensions into which we must get," Peirce said. Si Zentner is re-recording the Paramount film score for LP release.

Phase 4 Promotion

• Continued from page 3

ing Respighi's "Pines of Rome" and "Fountains of Rome."

Rounding out next month's list are Puccini music by Camarata following up his previous Verdi pressing; French music by Stanley Black, who previously conducted Phase 4 releases of Russian, Jewish, Spanish and American music; a second Ted Heath-Edmundo Ros waxing; and another Ronnie Aldrich piano set.

During the three and a half years of Phase 4 releases have ranged from band marches to "Kismet." All 112 LP's released have continued in the catalog with no deletions according to Speckler, all are steady sellers. Tony D'Amato, London recording director; Marty Wargo, London's administrative director, and Speckler meet regularly on Phase 4 product with D'Amato flying in from England.

BMI 'Satisfied' With New Consent Decree

• Continued from page 3

long investigation, to dismiss its lawsuit against BMI on the basis of a consent decree is a source of great satisfaction to us. This does not involve any admission of wrongdoing by BMI, any change in BMI's basic structure or any diminution of BMI's ability to continue its effective competition in the field of performing rights."

Further, BMI says many of the provisos on the proposed judgment are identical with the 1941 consent under which BMI operates, and "compliance with other provisions of the judgment will not hamper BMI in any way. . . ."

The negotiated decree, effective in 30 days, is another landmark in the many years of

ASCAP-BMI contest for broadcast performance licensing. In 1958, ASCAP hoped to win passage of the Smathers (D., Fla.) bill to divorce broadcasters from music interests entirely, but the bill died in the Senate Commerce Committee. More recently, ASCAP had offered to lower licensing rates to broadcasters if they pulled out of BMI ownership.

Among the charges in the antitrust Division's complaint of December 1964, was the allegation that BMI and broadcasters had been trying to monopolize both the business of licensing composers and publishers, and also the business of granting licenses to broadcasters. Justice was worried about the swing from ASCAP to BMI music on the air. The complaint quoted Billboard charts to show that by 1962, BMI licensed from 70 to 97 per cent of the top songs in rock, rhythm and blues, country and western, and Latin records.

Also from Billboard charts, Justice Department found that BMI's catalog contained 84 per cent of the top songs in the r&b listings for five consecutive years. More than 80 per cent of the selections in Billboard's Hot 100 chart for October 1964 were BMI songs. In contrast, ASCAP, in 1948, controlled 90 per cent of the music licensed to radio broadcasters. In 1958, only 43 per cent of the top songs were licensed by ASCAP and 57 per cent by BMI, and since 1958, "BMI has consolidated its position to the field of popular music," the 1964 Justice complaint said.

BB Taps 4 V.P.'s

• Continued from page 3

ternational, a U. S. radio programming service which recently launched an international division headquartered in Milan, Italy. Other responsibilities of the Billboard Division are Record Market Research and the programming for Astro-Stereo, the music service of American Airlines passengers.

The company's great Barrington, Mass., operation, headed by Warren B. Syer, has acquired a CATV franchise for Great Barrington. He will be general manager of this operation. Construction will start immediately, and the operational date is May 1, 1967.

Col.'s Davis to Be Keynote of NARM Parley

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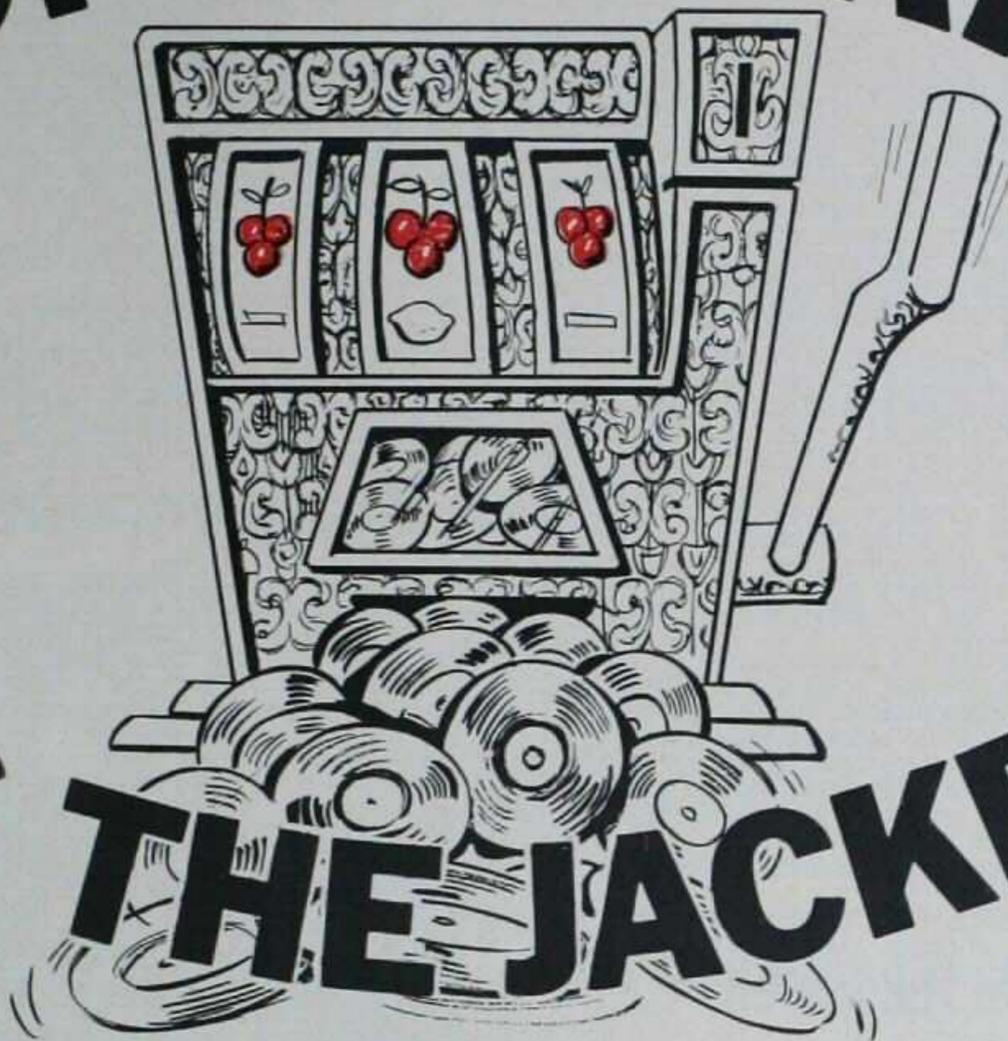
have as its theme, "Horizons Unlimited."

Davis heads the division the agenda for the opening business session on Monday (6), will set the tone for the entire program.

Davis heads the division, which encompasses Columbia, Epic, Harmony, Date, Okeh and the CBS Records' Legacy Collection. His responsibilities also include Columbia Records Productions, Columbia Special Products and the marketing of stereo tape cartridges.

The choice of Davis as NARM keynote places him among the noted group who have been so honored in the past. These have included Glenn E. Wallichs, chairman of the board of Capitol Records, Inc. (1962); Goddard Lieberman, president of CBS/Columbia Group (1963); George R. Marek, vice-president and general manager of RCA Victor's Records Division (1964); Archie Bleyer, formerly president of Cadence Records, now retired (1965); and Irwin H. Steinberg, executive vice-president of Mercury Record Corp. (1966).

DON CHERRY



HITS THE JACKPOT!

“THERE GOES MY EVERYTHING”

MONUMENT 989

IMMEDIATE ACTION!

KDEF Albuquerque	KIOA Des Moines	WLAC Nashville	KBAT San Antonio
WBBQ Augusta	WJET Erie	WSMB New Orleans	KCBQ San Diego
WCAO Baltimore	WKEE Huntington, W. Va.	WKY Oklahoma City	WFBL Syracuse
WLS Chicago	WCRO Johnstown	WLOF Orlando	KRNG Tulsa
WCOL Columbus	WILS Lansing	KOTN Pine Bluff	KLED Wichita
WING Dayton	KMPC Los Angeles	KQV Pittsburgh	WORC Worcester
KHOW Denver	WRIT Milwaukee		

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NASHVILLE/HOLLYWOOD

ADVERTISEMENT
TAPE CARTRIDGE TIPS

by Larry Finley

New Yorkers were treated last week to one of the most outstanding night club acts ever presented since patrons of Basin Street East enjoyed the great talent of Herb Alpert and The Tijuana Brass when they opened there a year ago.

Last Monday night, in the same location, a jam-packed audience cheered and begged for encore after encore of the outstanding act presented by The Baja Marimba Band. Their fast pace and most entertaining act proved that they are a great attraction for night clubs, concerts and television. This added exposure will mean "plus" dollars in sales for their A&M albums and their A&M/ITCC eight and four-track cartridges.

From the opening at Basin Street East, we went to the Living Room for Alan Jones opening night where, exactly five years ago, his son, Jack Jones, entertained us on his opening night. Alan's magnificent voice is not yet available on stereo tape cartridges, but all of Jack's albums are available on KAPP/ITCC eight and four track stereo tape cartridges.

ITCC held a cocktail party the following night at the Friars Club in honor of The Baja Marimba Band, Jerry Moss, Gil Freisen, Bill Mulhern, Bob Fead and other top echelon of A&M Records. Many top figures of show business attended, together with the press and numerous ITCC distributors. ITCC distributors came from as far away as Chicago, Miami, Cleveland and Los Angeles. Some of the more important personalities of the record industry also attended; among them were Enoch Light of the new Project 3 label; Herman Gimbel of Audio Fidelity; Morris Levy of Roulette; Mort Nesatir and Tom White of MGM; Harry Fox and Otto Cesana. With all the accolades given The Baja Marimba Band, ITCC distributors placed large orders for their new A&M cartridge. "Watch Out!"

If you would like to cash in on the sales of this cartridge, as well as any of the cartridges in the world's largest library of eight and four track, please contact ITCC for the name of your nearest distributor.



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TAPE CARtridge

Muntz Goes East Via 2-Step Distribution

• Continued from page 3

time than was achieved by the firm in its own Western base.

Operating with distributors and dealers at the outset will offer the Van Nuys firm its first opportunity to see how this system functions. Muntz products have generally sold through key dealers buying directly from the factory which acted as the distributor.

Now, says LeVitus, the Eastern arrangement will give the company a chance to see if two-step distribution is the way to go in other areas of the country.

Company representatives will still be retained to assist distributors in setting up dealerships. Reps have been used on the private brand label Audio-Stereo, sold to major chain store accounts.

LeVitus says he's surprised at the good reaction to the Muntz name in the East. He acknowledges that the company has been weak in this part of the country. "We didn't have any dealers or penetration there. We were just selling the Audio-Stereoline through agents.

15% Hike Seen In Unit Sales

NEW YORK—Sales well in excess of 4 million tape recorder, cassette and cartridge units this year were seen by Wybo Semmelink, assistant vice-president of North American Philips Co., Inc., and manager of its Norelco High Fidelity Products Department. The estimate represented a 15 per cent increase over the previous year. "By the end of the decade we believe more than 8 million tape recorders will be sold annually."

Predicting a 20 per cent gain in unit sales for the industry in 1967 Semmelink credited this increased volume to boosting customer acceptance of moderate-priced quality recorders developed in recent years. He explained a substantial rise in dollar volume next would come as customers continue the trend to "better" machines rather than inexpensive "toy" units.

Semmelink said the upward sales trend was influenced by the entry of a number of major, full-line consumer electronics producers to the recorder field, intensive advertising and promotion campaigns by industry members, technological advances, including cassette-cartridge type operations enhancing sales appeals, wider availability of machines and pre-recorded materials through more retail stores, and impact of tape systems on the home market.

Borg-Warner Is Sued by Gemini

NEW YORK — Gemini Wholesale Distributors here has filed suit in New York Supreme Court against the Borg-Warner Corp. and Bruno-New York, charging that an exclusive distribution agreement on Borg stereo tape players and stereo

The company hopes its new dealers will use the name Muntz Cartridge City as an identifying logo for the sales and service centers. People being pegged as Muntz dealers have had some exposure to stereo cartridge products either with a competitive firm or through an automotive outlet which had a partial involvement with stereo tape products.

Liberty's Stereo Tape Division Gears Programming to Mood

LOS ANGELES — The key to preparing programmed tape CARtridges is to gear each package to a particular mood—not a single artist. So says Lee Mendell, general manager of Liberty Records' stereo tape division. Mendell says the company's new "All Star Custom Series" is based upon this concept. Liberty has been quietly pairing sounds and artists in 8-track twin packs since September and now has four programmed cartridges on the market.

Two additional files will be released in January and February, but Mendell is careful not to reveal the theme at this date, since a number of record companies have turned to programming cartridges.

Mendell and Mike Elliot, cartridge sales manager, develop

ATCA's FIRST NATIONAL CONVENTION FEB. 17-19

CHICAGO—The American Tape Cartridge Association will hold its first national convention on Feb. 17-19 at the Lucerne Hotel in Miami. ATCA is comprised of tape playback and cartridge distributors who banded together last summer in an effort to set business procedure standards and tackle common problems.

Andy Raftis, president of Stereomatic Corp. here, is serving as the association's president. According to Raftis, the business portions of the Miami meetings will include voting in new members, formulating plans for the association's activities, and the launching of a concerted industry-wide drive to push the sale of cartridge players.

the programming ideas and select the material from the company's disk catalog. Mendell feels the programmed material offers the listener a "continuous mood," which is more easily enjoyed than a regular cartridge by one artist.

By programming a mood, he says, the company offers the customer a musical escape—or relief—from his problems when he gets into his car. Mood music can soothe a tired businessman's nerves, and there's also something romantic in 65 minutes of mood music which younger people appreciate, he says.

The programmed packs, selling for \$9.95, are offered exclusively in 8-track. Mendell estimates programmed twin packs will sell stronger than regular music double packs because of the product's thematic appeal.

Mendell's thoughts are similar to those already expressed that "it is difficult to sustain interest in one artist for up to one hour." The programmed tapes offer the answer. Liberty's initial efforts cover quiet moods, films, Broadway and upbeat teen material.

Gotta Go Stereo Goes With Expanded Site & New Lines

COLORADO SPRINGS, Colo.—Gotta Go Stereo has enlarged and remodeled its building at 222 East Moreno Street to include a total of 3,000 square feet of sales, service and installation and office space, according to James Ellstron, owner.

The shop has added new lines, including Muntz, Auto Sonic, Automatic Radio, Lear Jet and a number of other 8-track units for home use.

In the 4-track field, the store offers Muntz in five models, two models in Automatic Radio, two

in Craitz and three models of Muntz home units, it was reported Oct. 30. Music tape CARtridges offered include the basic RCA group, plus new additions in Columbia, Capitol, Decca and Mercury.

In the 4-track field are Muntz, Liberty, Mercury, Verve and others. Ellstron said the store now offers the largest tape unit library in Southern Colorado, with 5,000 tapes now in stock. The owner also announced that he has opened a store in Pueblo, Colo., under the management of Andrew Lee.

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New Company To Be ITCC West Outlet

LOS ANGELES — West Coast Tape Cartridge Corp. has been dissolved and a new firm, West Coast Tape Cartridge Co., is handling the International Tape Cartridge Corp.'s western warehousing. The new firm keeps the WCTC letters.

(Continued on page 16)

cartridge music tapes was violated.

Gemini claims that it was appointed metropolitan distributor for Borg tape players and cartridges last June, and that three months later Bruno, Borg outlet, began selling Borg product to other firms.

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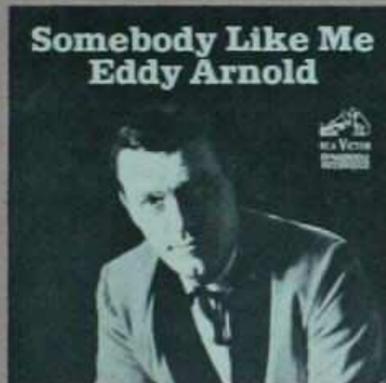


NEW ALBUMS FOR DECEMBER ON RCA VICTOR

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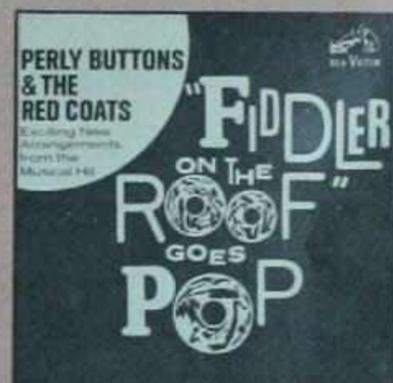
Ann-Margret's on the go-go with a swingin' album that should sell big with the pop-rock set. "The Swinger," "Swinger's Holiday," "More," "Cute," "The Good Life." LPM/LSP-3710*



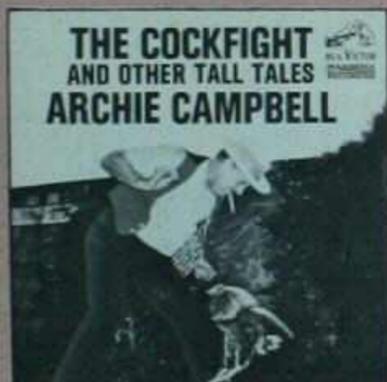
Eddy's newest album and it's sure to be a smash! "Somebody Like Me," "Lay Some Happiness on Me," "The Tip of My Fingers," "At Sunset," "You Made Up for Everything." LPM/LSP-3715*



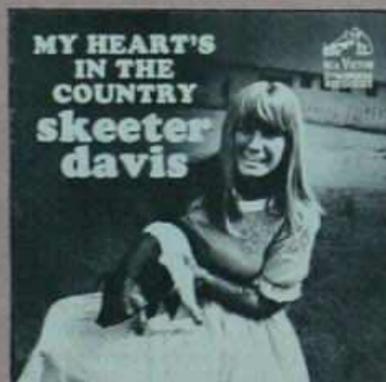
More of those best-selling sounds from this group. "Rhythm of the Rain," "Four Strong Winds," "Gigawackem," "The Tip of My Fingers," "Springtime," "Making Plans." LPM/LSP-3668*



A new concept for show music! Pop sound arrangements of the show's great songs make it ideal for listening and dancing. Will appeal to the "show crowd" and the "go crowd." LPM/LSP-3731



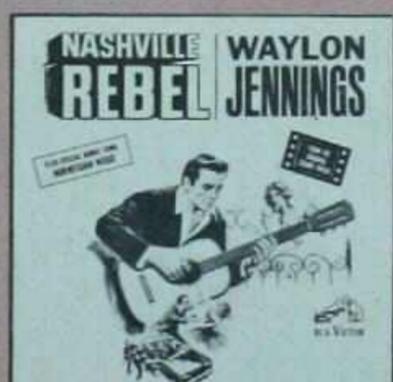
His second album and it should be funnier than the first! Features material like "The New Marriage Ceremony," "I Couldn't Spell 'Pffff'," "Golf, Golf, Golf," "Rome on the Hange." LPM/LSP-3699*



Sings top country hits in her pleasing style. "My Heart's in the Country," "Ain't Had No Lovin'," "Evil on Your Mind," "Foggy Mountain Top," "I'm Living in Two Worlds." LPM/LSP-3667*



An Original Cast recording of the new Broadway musical. Should find fast consumer acceptance with the many fans of Mary Martin and Robert Preston. Look for big action here. LOC/LSO-1128*

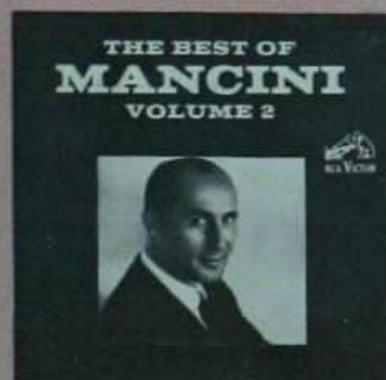


From the Original Sound Track of the new motion picture. "Tennessee," "Silver Ribbons," "Nashville Bum," "I'm a Long Way from Home," "Green River," "Hoodlum." Great! LPM/LSP-3736(e)



A different and interesting recording! His material put across as only he can. "To Hell with Love," "Ma Baker's Little Acre," "Bad News," "The Little Grave," "Interstate 40." LPM/LSP-3497*

*Recorded in brilliant Dynagroove sound.



His second volume of great hits! "The Pink Panther Theme," "Alright, Okay, You Win," "Dear Heart," "Breakfast at Tiffany's," "The Sweetheart Tree" (Choral), "Cheers!" LPM/LSP-3557



Lou's many fans should turn out strong for this collection of his biggest hits. "Darktown Strutters' Ball," "The Sheik of Araby," "Lazy Mary," "Skinny Lena," "Calypso Italiano." LPM/LSP-3672(e)



Second in a series of five albums presenting history of Flamenco music in instrumentals and vocals. "El Polo—De Tobalo," "Malagueña—Del Mellizo," "Saeta," "La Caña." LPM/LSP-3644*

Disk-Type Cartridge to Bow

LONDON — A new French-manufactured tape cartridge unit giving up to 32 hours continuous background music is being readied for launching in the U.K. and America. Using a 78 r.p.m. record turntable, the cartridge can operate through a built-in pickup head via an additional tape preamplifier, and play back through a record player's own power system. A complete playback unit, the Rythmaire, is also available.

Here demonstrating it to exhibitors and visitors to last

week's amusement trades exhibition was Malcolm Steinberg of Indoor Amusement Games, Perth, West Australia.

IAG's affiliate, Background Music Systems of Australia, Steinberg said, controls the franchise for English-speaking countries. He left for New York to introduce the system to prospective U. S. distributors Nov. 30.

The Rythmaire playback unit, also made in France, is being primarily pitched at stores, supermarkets and hotels

as a continuous music system featuring a built-in public address system for announcements and paging interruptions.

The cartridge being marketed by BMS in Australia allows for a four-hour playback. It is offering a copyright-free cartridge hire service with monthly changeover with no repeat for two years.

Technical specifications of the fully transistorized Rythmaire include a power output of 8 watts at 3 3/4 ips, feeding up to 25 loudspeakers; frequency response of 40-10,000 cps; and two 8-ohm outputs. It measures 17 1/2 inches deep by 13 1/2 inches wide by 5 inches high and weighs 15 pounds.

New Company To Be ITTC West Outlet

• Continued from page 14

The firm is operated by the Sol Zamek run Taiko Corp., which imports Japanese 4-track players into the U. S.

The Coast Cartridge Corp. had been set up by major rack jobbers Larry Nunes and Monroe Goodman with Norm Goodwin as president. WCTC was supposed to service distributors in California, Washington and Oregon. The triumverate had earlier established Privilege Distributors which went after disk and tape business.

Goodwin explained his company's termination with New York-based ITCC was necessary to concentrate on building Privilege.

The new WCTC operation is located at Taiko's recently opened warehouse at 15164 1/2 Stagg St., Van Nuys. Chuck Dondero, WCTC's sales manager, said he had begun establishing distributors in the 13 Western States for cartridges. Plans are to sell the Taiko and

RCA's December Releases Bring Total to 419 Pkgs.

NEW YORK — RCA Victor Records' December release of tape cartridges — 25 — brings the label's total to 419 packages. The new releases includes four Variety Packs especially programmed for Stereo 8 and not available in album form.

The Variety Packs feature various artists, including Hugo Montenegro, Al Hirt, John Gary Chet Atkins, Peter Nero and the Living Brass. A Red Seal item and a Camden item are included in the Variety Pack series.

Regular Stereo-8 cartridges include artists like Frankie Carle, Glenn Yarbrough, Connie Smith, the Three Suns, the Blackwood Brothers and Jim Reeves. Two Kapp Records cartridges will feature Jack Jones and the Critters; two Prestige Records cartridges have Monk.

In the international field, RCA Victor is bowing a group listed as 22 Guiteras and 22 Voces, plus Los Dandys, Toni Witt, the Migiani Grand Orchestra, Gino Del Vescovo and His Mandolins, the Orquestra Namorado do Caribe and Los Hermanos Rigual.

Certron Buys Tapemaster

ANAHEIM, Calif. — Tape-master, manufacturer of magnetic tape, has been bought by the Certron Corp., two-year-old firm which specializes in precision instrumentation tape.

With the purchase Certron enters the audio tape field with emphasis on producing material for 8-track CARtridges. Tapemaster was formerly owned by Interstate Engineering Corp. Tapemaster will assume the Certron name, stated Edwin Gamson, Certron's president. John Nashu has been shifted over to the audio tape manufacturing operation, with George De-Rado, formerly of Greentree Electronics, named to direct the new division's marketing.

Ampex, A&M 'Simulrelease'

CHICAGO — An unprecedented simultaneous release of tape and disk product was achieved Friday (18) by Ampex and A&M Records.

"SRO," the new LP by Herb Alpert and the Tijuana Brass, was released the same day on disk by A&M and on 4-track open reel, 8-track Lear cartridge and 4-track fidelipac cartridge by Ampex.

"We've been planning this for several months," said Donald V. Hall, manager of Ampex Recorded Tapes.

Audiopaks for Col.

NEW YORK — Audio Devices has contracted to supply Columbia Records with blank Audiopak tape 8-track CARtridges, according to William T. Hack, Audio Devices president.

tape cartridge products through separate distributor outlets.

John Anderson, who had run Taiko's U. S. rep firm, Universal Associates, is no longer with Taiko. He had left Autostereo to help form Universal.



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FRANK SINATRA "THAT'S LIFE"

(Reprise)

"... a radical shift to a rhythm and blues sound for Frank Sinatra has produced the fastest selling single in the vocalist's career with Reprise." Billboard, 11/26/1966

- | | | |
|-------------------|----------------|--|
| Kama Sutra..... | *45-119KC..... | THE LOVIN' SPOONFUL—NASHVILLE CATS/FULL MEASURE |
| Salle..... | *45-118KC..... | ELLA FITZGERALD—THESE BOOTS ARE MADE FOR WALKIN'/STARDUST |
| Warner Bros..... | *45-117KC..... | PETULA CLARK—COLOR MY WORLD/I'M BEGGING YOU |
| Phillies..... | *45-116KC..... | BRIAN HYLAND—RUN, RUN, LOOK AND SEE/WHY DID YOU DO IT? |
| Dunhill..... | *45-115KC..... | THE MAMAS & THE PAPAS—WORDS OF LOVE/DANCING IN THE STREET |
| Crescendo..... | *45-114KC..... | THE SEEDS—PUSHING TOO HARD/CAN'T SEEM TO MAKE YOU MINE |
| Reprise..... | *45-113KC..... | NANCY SINATRA—SUGAR TOWN/SUMMER WINE |
| Valliant..... | 45-112KC..... | THE ASSOCIATION—PANDORA'S GOLDEN HEEBIE JEEBIES/STANDING STILL |
| Audio/Stereo..... | 45-111KC..... | MEXICO GO GO ORCH.—JINGLE BELLS/SANTA CLAUS IS COMING TO TOWN |
| Reprise..... | 45-110KC..... | FRANK SINATRA—THAT'S LIFE/THE SEPTEMBER OF MY YEARS |
| Warner Bros..... | 45-109KC..... | DICK & DEE DEE—MAKE UP BEFORE WE BREAK UP/CAN'T GET ENOUGH OF YOUR LOVE |
| Fontana..... | 45-108KC..... | THE NEW VAUDEVILLE BAND—WINCHESTER CATHEDRAL/WAIT FOR ME BABY |
| Reprise..... | 45-107KC..... | NANCY SINATRA—IN OUR TIME/LEAVE MY DOG ALONE |
| Orig. Sound..... | 45-106KC..... | THE MUSIC MACHINE—TALK TALK/COME ON IN |
| Cameo..... | 45-105KC..... | ? AND THE MYSTERIANS—96 TEARS/MIDNIGHT HOUR |
| Valliant..... | 45-104KC..... | THE ASSOCIATION—CHERISH/DON'T BLAME IT ON ME |
| Reprise..... | 45-103KC..... | THE KINKS—SUNNY AFTERNOON/I'M NOT LIKE EVERYBODY ELSE |
| Deltone..... | 45-102KC..... | DICK DALE—RAMBLIN' MAN/YOU'RE HURTIN' NOW |
| Reprise..... | 45-101KC..... | NAPOLEON XIV—THEY'RE COMING TO TAKE ME AWAY/YAWA EM EKAT OT GNIMOC ER'YENT |
| Reprise..... | 45-100KC..... | FRANK SINATRA—STRANGERS IN THE NIGHT/OH YOU CRAZY MOON |

* — New Release

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WEEK OF DECEMBER 10, 1966

CHRISTMAS RELEASES

CATALOG & CODE #	TITLE—ARTIST	(LABEL)	CATALOG & CODE #	TITLE—ARTIST	LABEL
XA-9A	JOYEUX NOEL—LES DJINNS SINGERS 60 FRENCH GIRLS	ABC	XS-12A	I WISH YOU A MERRY CHRISTMAS BING CROSBY	Warner Bros.
XA-11A	CHRISTMAS IN A MONASTERY SONS OF ST. FRANCIS	ABC	XS-13A	CHRISTMAS WITH THE EVERLY BROTHERS AND THE BOYS TOWN CHOIR	Warner Bros.
XB-15A	CHRISTMAS CAROLS BILLY VAUGHN	Dot	XS-14A	THE BEST LOVED CHRISTMAS PIANO CONCERTOS GEORGE GREELEY	Warner Bros.
XB-16A	SILENT NIGHT LAWRENCE WELK	Dot	XS-15A	CHRISTMAS WITH THE KING FAMILY THE KING FAMILY	Warner Bros.
XB-17A	MERRY CHRISTMAS THE MILLS BROTHERS	Dot	XTB-1TA	SILENT NIGHT and CHRISTMAS CAROLS (a two-album twin) LAWRENCE WELK AND BILLY VAUGHN	Dot
XB-18A	CHRISTMAS TIME GEORGE WRIGHT	Dot	XTB-2TA	KEELY CHRISTMAS and WHITE CHRISTMAS (a two-album twin) KEELY SMITH AND PAT BOONE	Dot
XB-19A	A KEELY CHRISTMAS KEELY SMITH	Dot	XTB-3TA	CHRISTMASTIME and A LIBERACE CHRISTMAS (a two-album twin) GEORGE WRIGHT AND LIBERACE	Dot
XB-20A	WHITE CHRISTMAS PAT BOONE	Dot	XTS-1TA	THE BEST LOVED CHRISTMAS PIANO CONCERTOS and CHRISTMAS IN STEREO (a two-album twin) GEORGE GREELEY AND WALLY SCOTT	Warner Bros.
XB-21A	A LIBERACE CHRISTMAS LIBERACE	Dot	XTS-2TB	CAROLING, CAROLING and THE SOUNDS OF CHRISTMAS (a two-album twin) THE GENE LOWELL CHORUS	Warner Bros.
XB-22A	MARY CHRISTMAS EDDIE FISHER	Dot	XQB-1QA	SILENT NIGHT, CHRISTMAS CAROLS, A LIBERACE CHRISTMAS, and CHRISTMAS TIME (a four-album quad) LAWRENCE WELK, BILLY VAUGHN, LIBERACE, AND GEORGE WRIGHT	Dot
XB-23A	CHRISTMAS WITH JIMMIE RODGERS JIMMIE RODGERS	Dot	26-384A	SOUNDS OF CHRISTMAS THE RAMSEY LEWIS TRIO	Cadet
XB-24A	CHRISTMAS WITH THE LENNON SISTERS THE LENNON SISTERS	Dot	X95-100B	MERRY CHRISTMAS WITH THE REGINA MUSIC BOX THE REGINA MUSIC BOX WHP	WHP
XB-25A	THE LITTLE DRUMMER BOY THE JACK HALLORAN SINGERS	Dot	X95-101A	CHRISTMAS WITH JIMMY WAKELY JIMMY WAKELY	Dot
XDT-1A	I KNOW WHAT HE WANTS FOR CHRISTMAS KAY MARTIN	Fax	X95-102C	CHRISTMAS FAVORITES INTERNATIONAL POP ORCHESTRA	Wyncote
XE-1C	CHRISTMAS IN STEREO SOUNDS OF CHRISTMAS	Echo	X95-103A	MERRY CHRISTMAS FROM BONNIE GUITAR BONNIE GUITAR	Dot
XE-2C	CHRISTMAS SYMPHONY CHRISTMAS MELODIES	Echo	X95-104C	HAIL TO CHRISTMAS PETER RAYMOND CAROLERS	Wyncote
XH-4C	MERRY CHRISTMAS GEORGE WRIGHT	Hi Fi	X95-105B	CHRISTMAS FROM HAWAII THE SURFERS	Life
XH-5C	MELE KALIKIMAKA (MERRY CHRISTMAS) ARTHUR LYMAN	Life	X95-106C	TIJUANA CHRISTMAS THE SOUND OF THE TOP POP BRASS	Carousel Music
XH-6C	CHRISTMAS GREETINGS THE TOWN PIPERS	Hi Fi	X95-107A	DEAN MARTIN CHRISTMAS ALBUM DEAN MARTIN	Reprise
XHB-1B	MERRY CHRISTMAS ORGAN AND CHIMES	Hanna-Barbera	X95-108C	SILENT NIGHT DAVE STEPHENS	Wyncote
XHB-2B	SONGS OF CHRISTMAS PEBBLES AND BAMB-BAMB	Hanna-Barbera	X95-109C	CHRISTMAS CAROLS THE WINSTON SINGERS	Wyncote
XPH-1A	A CHRISTMAS GIFT FOR YOU VARIOUS ARTISTS	Philles			
XR-8A	HAVE YOURSELF A MERRY LITTLE CHRISTMAS FRANK SINATRA AND HIS FRIENDS	Reprise			
XR-10A	12 SONGS OF CHRISTMAS BING CROSBY, FRANK SINATRA, FRED WARING	Reprise			
XS-7A	THIS IS CHRISTMAS VOICES OF JIMMY JOYCE	Warner Bros.			

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SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 172—Last Week, 122

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

POP SPOTLIGHTS

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

FOUR TOPS—STANDING IN THE SHADOWS OF LOVE (Prod. by Holland & Dozier) (Writers: Holland-Dozier-Holland) (**Jobete, BMI**)—Hot on the heels of their No. 1 smash, the group comes up with another solid rhythm rocker headed fast for the top. Flip: "Since You've Been Gone" (Jobete, BMI). **Motown 1102**

PETER & GORDON—KNIGHT IN SHINING ARMOUR (Writers: Leander-Mills) (**Barricade, ASCAP**)—The "Lady Godiva" boys have another smash in this medieval winner. Strong vocal performance, unique lyric and clever arrangement. Flip: "The Flower Lady" (Felicia, BMI). **Capitol 5808**

THE LOVIN' SPOONFUL — NASHVILLE CATS (Prod. by Erik Jacobsen) (Writer: Sebastian) (**Faith-**

ful Virtue, BMI)—**FULL MEASURE** (Prod. by Erik Jacobsen) (Writers: Sebastian-Boone) (**Faithful Virtue, BMI**)—The unpredictable and creative group have a sure-fire novelty smash in this hilarious number based upon the Nashville hit sounds, while the flip, "Full Measure," is more in the vein of their "Daydream" hit. Both have equal potential. **Kama Sutra 219**

DIONNE WARWICK—ANOTHER NIGHT (Prod. by Burt Bacharach) (Writers: Bacharach-David) (**Blue Seas/Jac, ASCAP**)—Change of pace is this infectious Bacharach-David rhythm number which should skyrocket to the top of the Hot 100 in short order. Top Warwick vocal work. Flip: "Go With Love" (Blue Seas/Jac, ASCAP). **Scepter 12181**

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

THE VOGUES—THAT'S THE TUNE (Prod. by Nick Cenci-Jack Hakim) (Writers: Resnick-Levine) (**T. M., BMI**)—Top-notch group performance and arrangement with a solid dance beat should fast surpass their "Please, Mr. Sun" on the Hot 100. Flip "Midnight Dreams" (RTD, BMI). **Co & Ce 242**

***SERGIO MENDES & BRASIL '66—CONSTANT RAIN** (Chove Chuva) (Prod. by Herb Alpert) (Writer: Ben (Peer Int'l, BMI))—Brasil '66 with a touch of the sitar makes for excitement in this unusual and infectious number. Will top the success of their "Mas Que Nada." Flip: "Slow Hot Wind" (Northridge, ASCAP). **A&M 825**

POZO SECO SINGERS—LOOK WHAT YOU'VE DONE (Prod. by Bob Johnston) (Writers: Johnston-Farrell) (**Pocketful of Tunes/Noma, BMI**)—Up-tempo intro breaks into a blue-flavored rhythm number that has all the ingredients of a hot chart contender. Flip: "Almost Persuaded" (Gallico, BMI). **Columbia 43927**

***THE BACHELORS — WALK WITH FAITH IN YOUR HEART** (Writers: Starr-James) (**Tee Pee, ASCAP**)—Well-blended vocal and top arrangement of a strong inspirational ballad combine to make this a Hot 100 winner. Flip: "Queen of Ireland-Molly Malone" (Prancer, BMI). **London 20018**

JUDY COLLINS—HARD LOVIN' LOSER (Prod. by Mark Abramson) (Writer: Farina) (**Witmark, ASCAP**)—The folkster has a hot contender for the top of the Hot 100 here. The Richard Farina folk-rocker swings from start to finish and puts Miss Collins in a new commercial bag. Flip: "I Think It's Going to Rain Today" (January, BMI). **Elektra 45610**

UNIT FOUR PLUS TWO—I WAS ONLY PLAYING GAMES (Prod. by John L. Barker) (Writers: Moeller-Parker) (**Apollo, Ltd.**)—This strong, fascinating arrangement with a hard-driving dance beat and powerful vocal work should put the boys back in the "Concrete and Clay" success groove. Flip: "I Won't Let You Down" (Apollo, Ltd.). **London 1009**

THE ROYAL GUARDSMEN — SNOOPY VS. THE RED BARON (Prod. by Phil Gernhard) (Writers: Gernhard-Holler) (**Fuller/Samphil/Windson, BMI**)—Tongue-in-cheek rocker based on "Snoopy" of "Peanuts" fame could prove a giant novelty seller.

Well produced and performed featuring a solid rhythm dance beat. Flip: "I Needed You" (Fuller Sanphil, BMI). **Laurie 3366**

***THE BILLY VAUGHN SINGERS — SWEET MARIA** (Prod. by Snuff Garrett) (Writers: Kaempfert-Rehbein-Gabler) (**Roosevelt, BMI**)—**THERE GOES MY EVERYTHING** (Prod. by Snuff Garrett) (Writer: Frazier) (**Husky/Blue Crest, BMI**)—Two strong commercial ballads with equal potential for the Hot 100 chart. First is a Bert Kaempfert ballad in the vein of the Conniff "Somewhere My Love" success while the flip is a pop treatment of the Jack Greene country ballad currently No. 2 on the country chart. **Dot 16985**

***SUE RANEY—THERE GOES MY EVERYTHING** (Prod. by Tommy Oliver) (Writer: Frazier) (**Blue Crest/Husky, BMI**)—Penned by Dallas Frazier, this hot country ballad is given an exceptional pop treatment that could do for Miss Raney what "Wheel of Hurt" did for Margaret Whiting. Flip: "Try to See It My Way" (Blue Seas-Jac, ASCAP). **Imperial 66222**

THE DISTANT COUSINS — STOP RUNNIN' 'ROUND BABY (Prod. by Bob Crewe) (Writers: Crewe-Brown-Bloodworth) (**Saturday, BMI**)—This Bob Crewe production featuring wild dance beat and groovy vocal work should fast establish the group on the Hot 100 chart. Disk really moves. Flip: "(Will You) Take This Woman" (Saturday, BMI). **Date 1542**

VIC DANA—GROWN UP GAMES (Prod. by Bob Reisdorff) (Writers: Atkins-Sedaka) (**Screen Gems-Columbia, BMI**)—The Neil Sedaka-Roger Atkins off-beat Israeli-flavored material puts Dana in line for a top chart item. Fits both Top 40 and Easy Listening. Top Leon Russell arrangement with good tempo changes. Flip: "So What's New?" (Almo, ASCAP). **Doltan 326**

CAROLYN HESTER—EARLY MORNING (Prod. by John Simon) (Writer: Phelps) (**Northern, ASCAP**)—This change-of-pace folk-rocker material should prove a blockbuster sales item for the exceptional folkster. Top vocal performance backed by an easy dance beat. Flip: "I Love My Dog" (James, BMI). **Columbia 43853**

CHART Spotlights—Predicted to reach the HOT 100 Chart

CHER—Mama (When My Dollies Have Babies) (Chrismarc/Cotillion, BMI). **IMPERIAL 46223**

DON CHERRY—There Goes My Everything (Blue Crest/Husky, BMI). **MONUMENT 989**

THE TRADEWINDS — Catch Me in the Meadow (Kama Sutra, BMI). **KAMA SUTRA 218**

RICK NELSON—They Don't Give Medals (To Yesterday's Heroes) (Blue Seas/Jac, ASCAP). **DECCA 32055**

JACKIE LEE—Oh, My Darlin' (Mirwood/Keymen, BMI). **MIRWOOD 5527**

JESSE LEE KINCAID—She Sang Hymns Out of Tune (Preacher, BMI). **CAPITOL 5807**

THE LEAVES—Twilight Sanctuary (Beechwood, BMI). **CAPITOL 5799**

JIMMY SMITH—Bucket (Edmy, BMI). **BLUE NOTE 1927**

THE SHIRELLES—Teasin' Me (Remitary-Flomar, BMI). **SCEPTER 12178**

KEITH RELF (Of the Yardbirds)—Shapes in My Mind (Unart, BMI). **EPIC 10110**

JIM HADORS—You're Gonna Hear From Me (Remick, ASCAP). **COLUMBIA 43751**

CHAD MITCHELL—Violets of Dawn (Deep Fork, ASCAP). **WARNER BROS. 5880**

FREDDY CANNON—In My Wildest Dreams (Sea-Lark Ent., BMI). **WARNER BROS. 5874**

DEAN PARRISH—Skate (Part 1) (Dreamland/Doraflo, BMI). **BOOM 60,038**

PEGGY MARCH—Fool, Fool, Fool (Look in the Mirror) (T. B., BMI). **RCA VICTOR 9033**

SHIRLEY BASSEY—I (Who Have Nothing) (Trio/Cotillion/Milky Way, BMI). **UNITED ARTISTS 50105**

GEORGIE FAME & THE BLUE FLAMES—Sitting in the Park (Chevis, BMI). **IMPERIAL 66220**

MIRIAM MAKEBA—Mommy, Mommy, What Is Heaven Like (Tattersall, BMI). **MERCURY 72642**

CHARLIE RICH—Love Is After Me (East, BMI). **HI 2114**

THE REASONS WHY—Tell Her One More Time (Art Projects, Ltd., BMI). **AMY 970**

STEFF—I Follow the Drums (Tree, BMI). **EPIC 10105**

THE MISSING LYNX—Behind Locked Doors (Saturday, BMI). **DYNOVOCIE 227**

THE EQUALS—I Won't Be There (Piccadilly, BMI). **PRESIDENT 103**

ELKE & THOMAS—Mustafa (Peer Int'l, BMI). **RCA VICTOR 9036**

BOBBE HARRIS—Too Late Now (To Love You) (Gallico, BMI). **COLUMBIA 43904**

THE WASHINGTON D.C.'S—Thirty-Second Floor (Morris, ASCAP). **SATE 1537**

THE FOURTH DIMENSION—Mr. Blair (Cherio, BMI). **COLUMBIA 43921**

THE SHAGGY BOYS—You and Me (Picturetone, BMI). **UNITED ARTISTS 50100**

THE RAIN—City Lavin' (Ravenswood, BMI). **MGM 13622**

THE ESSEX—The Eagle (Unbelievable, BMI). **BANG 537**

HERBIE'S PEOPLE—Semi-Detached Suburban Mr. Jones (Southern, ASCAP). **OKEN 7245**

GROUP THERAPY—You Haven't Lived (Till You've Loved Someone) (**PARASONIC 048-1**)

THE DOVELLS—Love Is Everywhere (My Songs, BMI). **MGM 13628**

THE SHILLINGS—Lying and Trying (Pronto/Three Rivers, BMI). **THREE RIVERS 701**

ROADS END—When I Look at You (Pronto/Fat City, BMI). **BRAHMA 621661**

GAIL MARTIN—Less of Me (Beechwood, BMI). **REPRISE 0537**

TONY GALLA—In Love (Brotherly Love, BMI). **SWAN 4275**

THE GTO'S—Missing Out on the Fun (Argon-Wyncote, ASCAP). **PARKWAY 108**

DANNY O'KEEFE—That Old Sweet Song (Burdette, BMI). **JERDEN 806**

THE BARONS—Since You're Gone (Jitters, BMI). **RCA VICTOR 9034**

PAUL ANKA—Poor Old World (Spanka, BMI). **RCA VICTOR 9032**

THE EXOTICS—Morning Sun (Seventh Year, BMI). **MONUMENT 984**

THE THIRD RAIL—The Subway Train That Came to Life (Tattersall/Co-Ryber, BMI). **CAMEO 445**

BETTY EVERETT—Bye, Bye Baby (Jobete, BMI). **ABC 10861**

DEBBIE MELI—Forever Yours (April, ASCAP). **RCA VICTOR 9043**

THE ANGELS—My Boyfriend's Back (Blackwood, BMI). **SMASH 1834**

THE SEAGULLS—Don't Go Out in the Rain (You're Gonna Melt) (Unart, BMI). **DATE 1536**

HOWLETT SMITH—Something to Think About (Pattern, ASCAP). **ERA 3169**

THE SANDALS—Tell Us Dylan (Embassy, BMI). **WORLD-PACIFIC 77852**

GENE VINCENT—Lonely Street (4-Star, BMI). **CHALLENGE 59347**

BILLY & THE ESSENTIALS—Don't Cry (Sing Along with the Music) (Chardon, BMI). **SMASH 2071**

CHRISTMAS SPOTLIGHTS

SOLOMON BURKE—PRESENTS FOR CHRISTMAS (Prod. by Bob Gallo) (Writers: Burke-Burke-Burke) (**Pronto/Gabby/DeFaith, BMI**)—This blues rocker could prove a holiday chart topper for this year and many years to come. It's Burke at his best and the material is a groove. Must be heard. Flip: "A Tear Fell" (Progressive, BMI). **Atlantic 2369**

STEVIE WONDER—SOME DAY AT CHRISTMAS (Prod. by Henry Cosby) (Writers: Miller-Wells) (**Stein & Van Stock, ASCAP**)—Timely ballad material concerning peace in the world is given a sensitive, soulful reading by Wonder. Should prove a big holiday chart item. Flip: "The Miracles of Christmas" (Stein & Van Stock, ASCAP). **Tamla 54142**

CHRISTMAS CHART SPOTLIGHTS

EDDY ARNOLD—The Angel and the Stranger (Twin Forks, BMI). **RCA VICTOR 9027**

LORNE GREENE—Must Be Santa (Hollis, BMI). **RCA VICTOR 9037**

CARLA THOMAS—All I Want for Christmas Is You (East, BMI). **STAX 206**

SATURDAY'S CHILDREN—Christmas Sounds (Yugpoth, BMI). **DUNWICH 144**

JOE REYNOLDS—Santa's Got a Brand New Bag (Palmina/Brotherly Love, BMI). **SWAN 4274**

COUNTRY SPOTLIGHTS

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

KENNY PRICE—HAPPY TRACKS (Prod. by Bobo & Pennington) (Writer: Pennington) (**Pamper, BMI**)—Right on the heels of "Walkin' on New Grass," Price has even more hit potential in this infectious rhythm number with clever lyrics penned by Ray Pennington. Flip: "The Clock" (Richwell, BMI). **Boone 1051**

JOHNNY WRIGHT — MAMA'S LITTLE JEWEL (Writers: Barrett-Mills) (**Moss Rose, BMI**)—Powerful change-of-pace material for Wright is this toe-tapping rhythm number that should move him right up the chart in short order. Top Wright performance. Flip: "Nothing From Nothing" (Moss Rose, BMI). **Decca 32061**

CHART Spotlights—Predicted to reach the HOT COUNTRY SINGLES Chart

DONNA HARRIS—Masquerade Party (Rustland, BMI). **ABC 10886**

BOB LOCKWOOD—Avenue of Tears (Gallico, BMI). **COUNTRY-POLITAN 111**

GENE WYLES—Follow Me (Seashell, —). **COLUMBIA 43880**

JEAN CHAPEL—I'm Your Woman (4-Star, BMI). **CHALLENGE 59350**

COUNTRY CHRISTMAS CHART SPOTLIGHTS

WILLIE NELSON—Pretty Paper (Pamper, BMI). **RCA VICTOR 9029**

HANK SNOW—The Christmas Cannonball (Hill & Range, BMI). **RCA VICTOR 9030**

BONNIE GUITAR—I'll Be Missing You (Under the Mistletoe) (Delmore, ASCAP). **DOT 16968**

ARCHIE CAMPBELL—Christmas at the Opry (Sure-Fire, BMI). **RCA VICTOR 9028**

RED FOLEY—Is There Really a Santa Claus? (Vintage, BMI). **DECCA 32063**

R&B SPOTLIGHTS

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

LORRAINE ELLISON—A GOOD LOVE (Prod. by Jerry Ragavoy) (Writers: Ragavoy-Weiss) (**Ragmar Crenshaw, BMI**)—Hot follow-up to her initial WB success, "Stay With Me," this wailing blues number will take over where her hit left off. Powerhouse vocal workout and riving arrangements will hit pop as well as r&b. Flip: "I'm Over You" (Painted Desert, BMI). **Warner Bros. 5879**

JOHNNY NASH—AMEN (Prod. by Burt Keyes) (**Cissi, BMI**)—Marking his move to the MGM label, Nash gives a blockbuster performance that is perfectly timed for the holiday season. Should hit with impact both pop and r&b. Flip: "Perfumed Flower" (Clarama, BMI). **MGM 13637**

BIG MAYBELLE—96 TEARS (Prod. by Taylor-Gallo Prod.) (Writer: Martinez) (**Arguello, BMI**)—The pop hit could easily meet with the same success via this powerful Maybelle performance. Disk rocks and never stops. Watch this one go. Flip: "That's Life" (Four Star Television, BMI). **Rojac 112**

R&B CHRISTMAS

BOB SEGER & THE LAST HEARD—SOCK IT TO ME SANTA (Prod. by Doug Brown & Bob Seger) (Writers: Seger-Honaker-Lagassa-Leone) (**Gear, ASCAP**)—Wild, raucous rouser loaded with soulful excitement aimed at a high spot on the holiday chart. Discotheque winner with good lyric line, delivered in solid fashion. **Cameo 444**

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

THE JIVE FIVE—You Promised Me Great Things (January, BMI). **UNITED ARTISTS 50107**

CHARLES WRIGHT—(I'm Living On) Borrowed Time (Gerstl, BMI). **PHILIPS 40411**

VICKI ANDERSON—(Something Moves Me) Within My Heart (Lois, BMI). **KING 6046**

THE DELLS—Over Again (Chevis, BMI). **CADET 5551**

THE SOUL CITY—Everybody Dance Now (Wemar, BMI). **GOO TIME 801**

FOUR GENTS—Soul Sister (Chekaway, BMI). **HBR 509**

THE VOLCANOS—Make Your Move (Strlan-Dandelion, BMI). **ARTIC 128**

R&B CHRISTMAS CHART SPOTLIGHTS

BROTHER JOE MAY—Silent Night (P.D.). **Nashboro 908**

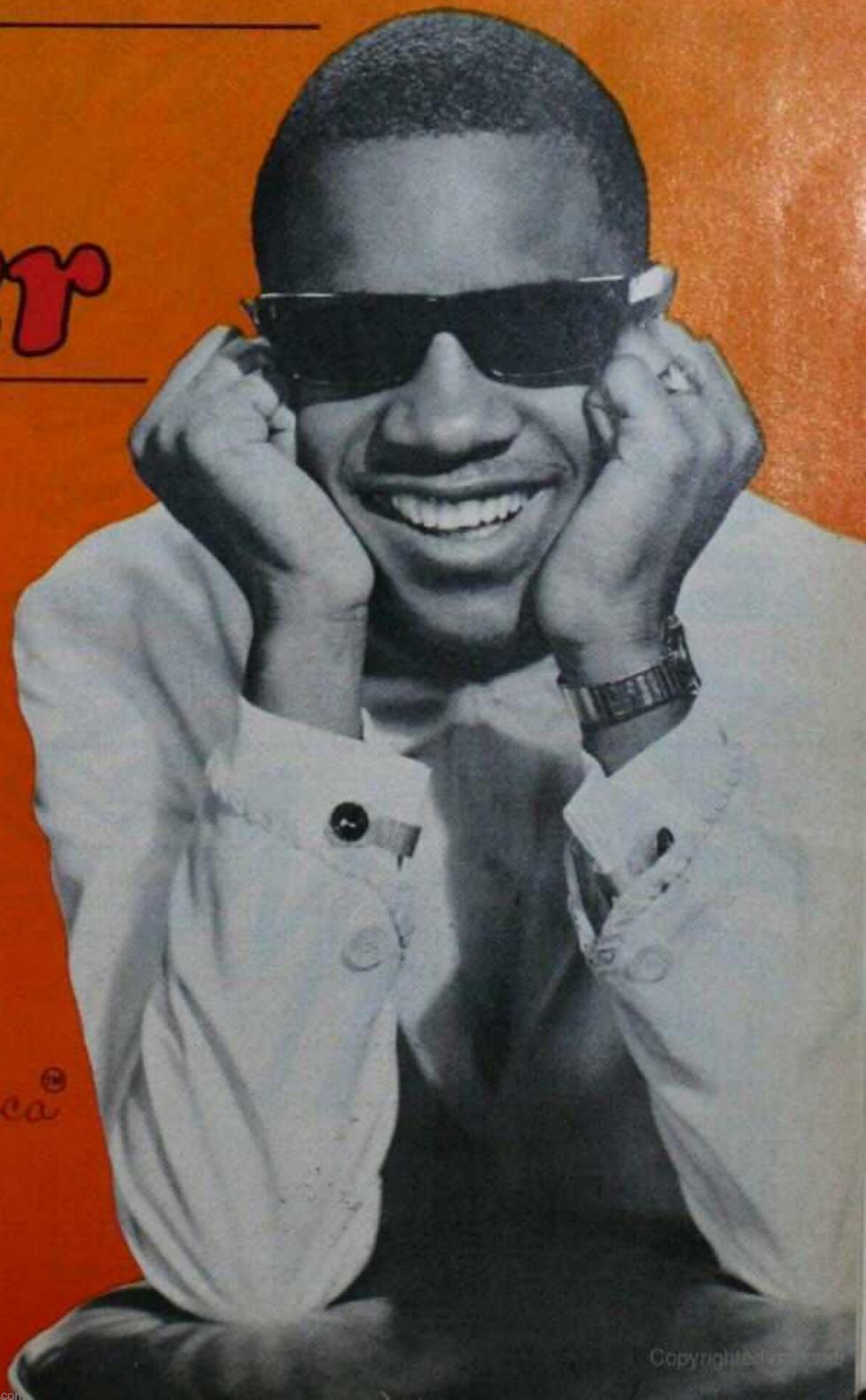
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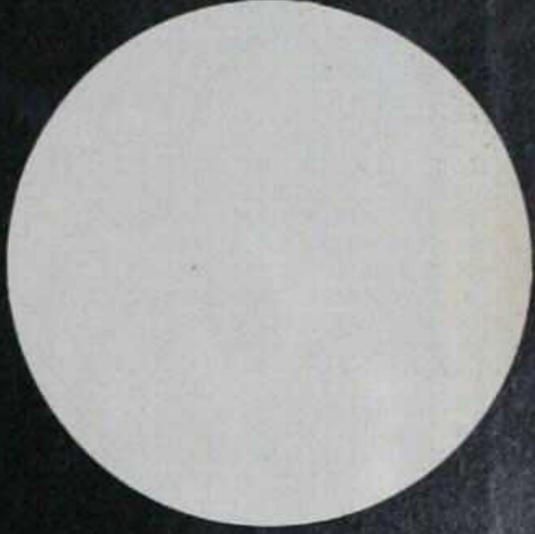
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PACING UNEVEN

'Walking Happy' Is A Pleasant Musical

NEW YORK — "Walking Happy" is a pleasant musical with a few above-average tunes, some unusually fine acting by its three principals, and a book that takes an overland route to reach its logical conclusion.

The Roger O. Hirson and Ketti Frings book is based on the play "Hobson's Choice," a choice and lively production of 50 years ago. But in its musical adaptation at the Lunt-Fontanne Theater, it moves at an uneven pace. Sometimes it walks briskly; oftentimes it proceeds in slow motion, aided by static lines and uninspiring songs. Some cutting in both areas would have helped immeasurably.

The songs, written by hit-makers Sammy Cahn (lyrics) and James van Heusen (music), disappoint, especially so when one considers such successes as "All the Way," "Call Me Irresponsible" and "High Hopes." However, their previous Broadway effort, "Skyscraper," was

hardly made of steel and spice and everything nice. And 15 songs are a bit much when one considers only two or three have some staying power. "How D'ya Talk to a Girl?" "It Might as Well Be Her," and "If I Be Your Best Chance" come to mind.

Wisdom in Debut

Making his American stage debut, British star Norman Wisdom plays Will Mossop perfectly, giving to it a Stan Laurel - Cantinflas interpretation. His singing contains some Anthony Newley qualities, though not as piercingly dramatic. He's especially effective in "If I Be Your Best Chance" and "What Makes It Happen." Wisdom's dancing is smooth and nimble, especially in the "Walking Happy" sequence, a bit of theatrical excellence which unites unusual choreography with the spirited title song.

George Rose, another British song and dance man, is perfect as Henry Horatio Hobson. He plays the father with a roguish zeal, devouring ale, his role, and "People Who Are Nice" and "Such a Sociable Sort," two peppery tunes all with equal zest.

Louise Troy excels in her performance as Hobson's strong-willed daughter. Her voice doesn't have the push in the true show business ingenue sense, but there's enough of it to make it refreshing and it fits nicely into the events on stage.

Choreography, by Danny Daniels, is imaginative, fiery and hard-driving (he staged the dances for "Annie Get Your Gun" at State Theater) and the dancers give out with amazing vitality. Gretchen van Aken, Sharon Dierking (two of Hobson's daughters) Emma Trekman, Ed Bakey and Gordon Dilworth are among those who competently handle the lesser roles. Feuer and Martin were the show's producers. Original

What the Critics Said 'Walking Happy'

Daily News—"Ebullient new musical . . . rejects in good tastes as well as high spirits."

Times—"Easy-going, unpretentious, minor league musical."

World Journal-Tribune—Lovely play reduced, in musical version, "to an utterly commonplace musical."

'Cabaret'

World Journal-Tribune—"Except that the vulgarity is laid on too heavily, Cabaret is scintillatingly unconventional musical play in its best moments, and only mildly unsatisfying in its lapses."

Daily News—Forced gaiety and decadence of Berlin night life in 1929 is smartly and picturesquely presented."

Times—"Stunning musical with one wrong note."

Butterfield & Blues Band an Impact Act

NEW YORK—Though it was important in its development in coffee houses and Greenwich Village nightclubs, blues-rock took to the concert stage Saturday (26). This was not the first appearance of Elektra Records' Paul Butterfield and his Blues Band at Town Hall; previously the group had been part of a package. But they were the only package this time; it was a big package of gutsy blues tunes like "Help Me," "Mystery Train," "Shake Your Money Maker," and an old Jimmie Rodgers tune — "I'm Walkin' by Myself." The latter Rodgers might not have recognized, but he would have appreciated. The jam-packed audience did.

Especially outstanding performances by the group, led by Butterfield's amplified funky-sounding harmonica, were "Work Song," which turned out to be a blues jam-session highlighted by a solo guitar extravaganza by Mike Bloomfield, and "East-West."

cast album is by Capitol Records. **ROBERT SOBEL**

"East-West," the title tune of the group's latest album, is a production-plus number and was, without doubt, the hit of the night. The number, featuring blues variations of eastern music themes, in part, ranges from the softly melodic in tempo to the crashing psychedelic. The record company reports that the album is selling at the rate of 10,000 to 15,000 a week and, after hearing this number, it's easy to see why. The group has all of the entertainment values — stage impact, music impact. **CLAUDE HALL**

Bachrach to Lib. as Artist

LOS ANGELES — Having gained a footing as a motion picture scorer, pop composer Bert Bachrach has joined Liberty Records as a record artist. Bachrach's just-released instrumental is titled "Nikki" in honor of his four-month-old daughter. The backside is "Juanita's Place" from his original score for the ABC-TV "Stage '67" special "On the Flipside," which airs Dec. 7.

Bachrach's success as a pop composer has created enough of a stir in the film industry to land him two scoring assignments from Columbia Pictures. However, because of an overlapping schedule, he has been forced to withdraw from scoring "Luv" in order to complete "Casino Royale."

The 37-year-old composer cracked filmdom by scoring "What's New Pussycat?" for United Artists in London last [\(Continued on page 26\)](#)

Vagrants Auctioned

NEW YORK—As part of a fund-raising drive for the National Hemophilia Foundation, the Vagrants were "auctioned off" Friday (2). Winner will receive a free personal performance by the rock group, said manager Frank Scinaro.

Baja Marimba Band Mucho Pleasure Act

NEW YORK — From the standard "La Cucaracha" to their hit "Up Cherry Street," no tune offered by the Baja Marimba Band at its Basin Street East opening Monday (28) received less than a full measure of production and showmanship.

The nine-man group, dressed as Mexican banditos, sauntered onto the stage in a flourish of cigar smoke while their theme "Coming in the Back Door" came from the speaker system;

they picked up the beat and went into the song live and the show was on.

"Winchester Cathedral," via megaphone, of course, was the only vocal of the night. Other tunes, all presented with deft touches of humor, ranged from "More" to "Portuguese Washerwoman." On "Up Cherry Street" the group switched from the melodic into a jam session Dixieland style. Leader and lead marimba player (there were two [\(Continued on page 26\)](#)

An All-Around Solid Act Put on by Chad Mitchell

NEW YORK—Chad Mitchell celebrated his debut as a Warner Bros. solo act, at the St. Regis Maisonette Monday (28). If the former is as successful as the latter, WB will have a valuable property on its hands.

Mitchell plugged neither his new album, "Himself," nor his single, "Violets at Dawn," at the Maisonette opening. His varied repertoire included traditional folk, show tunes, and international material. He was at ease with this material at all times.

Mitchell's "Try to Remember" delivered in a slow-paced, poignant ballad style, was followed by "Dark as a Dungeon," a coal miner's lament sung in traditional folk style.

"Jive," written by Shel Silverstein, satirizes hipsters and

gives Mitchell the opportunity to display his comic sense.

Two of his standbys, "Brother Can You Spare a Dime?" and "Marieke," the latter sung in French and Flemish, were big winners, while his medley from "Roar of the Greasepaint" demonstrated his abilities as an actor and mimic.

His other incursion into the show tune field was "She Was Too Good to Me," a Rodgers and Hart work.

Monday's performance firmly reveals Mitchell as a supper club draw. He's a polished performer who doesn't fit into any single bag. And there's every reason to believe that album buyers will find his records every bit as entertaining as his club act.

AARON STERNFIELD

Mantovani Magic Fills The Philharmonic Hall

NEW YORK — The Mantovani magic delighted two sold-out audiences at Philharmonic Hall Sunday (27) with standards, classics, and novelties. The London Records conductor mixed his program well.

After a flashy opening, "Gala Night," by Cecil Milner, an arranger for the orchestra, the strings came into their own in a clear, sensitive "Misty." Other instruments came to the fore also as accordion, violin, oboe, and electric guitar all had solo passages. Next came "Hejre Kati," a gypsy number included in one of the first Mantovani releases on London Records almost 20 years ago. The opening half of the program featured musical bon-bons like "Green-sleeves" and "Streets of Laredo," the latter a slow, straightforward rendition leading into a dynamic "The Big Country" with resounding finish.

The conductor, who announced each selection, often with a touch of humor, prefaced "Three o'Clock in the

Morning" with "for those of you who like your music soft." And soft it was, with strings, solo accordion, chimes, electric guitar, flute, and muted trumpet solo. A contrast was the conductor's new "The Toy Shop Ballet," a whimsical piece which gave the brass section an opportunity to shine.

Among the second-half highlights were a coupling of "The Sound of Music" and "Chim Chim Cheree," and the Beatles' "Yesterday." But, the second half also displayed the infectious Mantovani humor, so much a part of his personal appearances. He explained that the audience could hear braying in "The Donkey Serenade," and the French horn obliged. He claimed his record company had almost forced him to do the "Spanish Flea," then came up with such a sparkling arrangement that it had to be encoed.

Clowning also was apparent in the "Mexican Hat Dance" as the hard-working percussionist [\(Continued on page 26\)](#)

"The only Christmas album I've played during any part of the year has been Nat Cole's. From the kind of listener response I've been getting to Kenny Burrell's **HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS**, I'm sure I'll be playing it in June, July and January. It's just that great an album."

Ed Love

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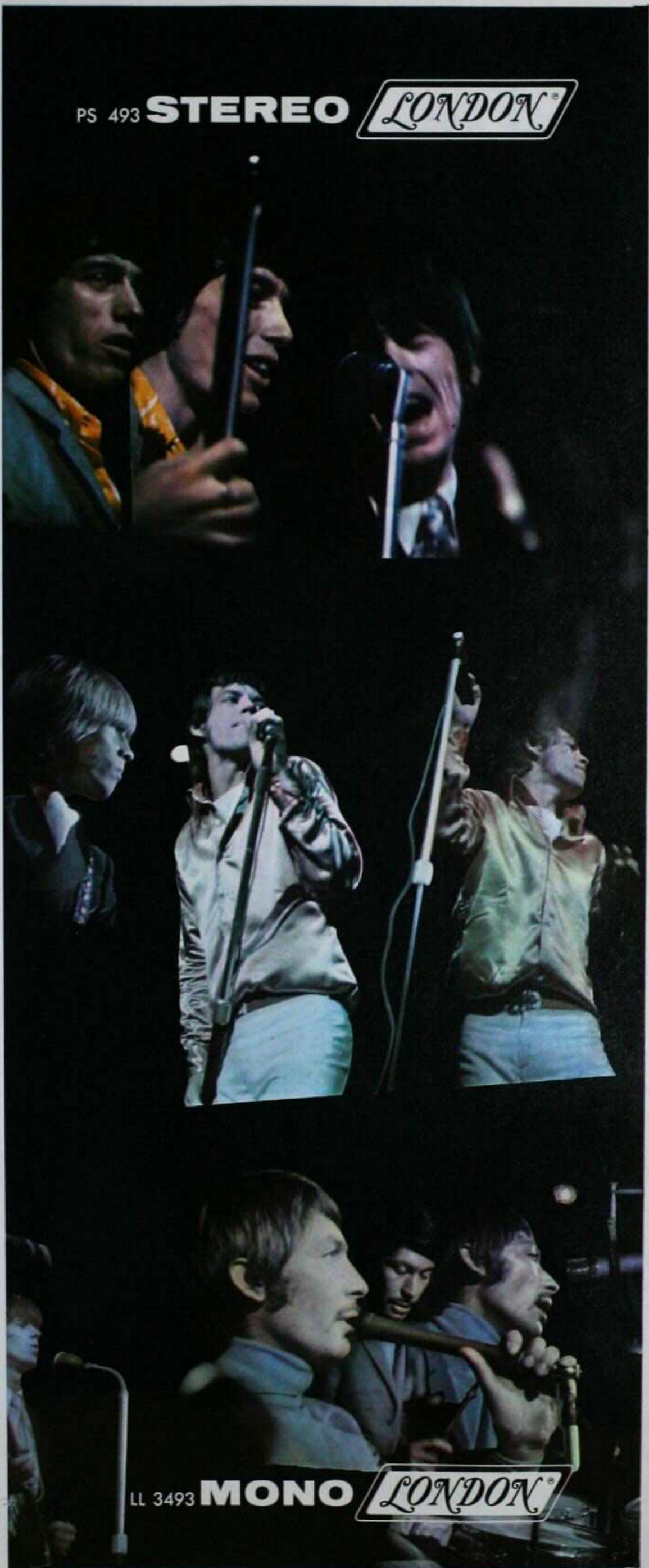
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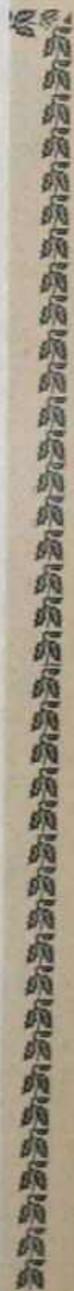
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Vox Jox

By CLAUDE HALL
Radio-TV Editor

Red Biggs, promotion man for Southern Distributors of Nashville, took the Diamond Records **Ronnie Dove** contest; he was the first promotion man to send in a radio chart showing "Cry," Dove's new single, as No. 1—on the playlist of WLAC, Nashville.

Smokey Stover, air personality with KMOP, Tucson, will have "Leaving Is the Hardest Thing I've Got Left to Do" out on Date Records this week. He's a singing deputy (member of the Tucson sheriff's department) and songwriter. . . . WAAF, Chicago, has been sold to a new corporation formed by **Ralph Atlas**, soon-to-retire vice-president with Group W. Atlas will continue the jazz format, pending a market survey.

Dick Mitchell and **Dolly Holiday** are the latest additions to the air roster of KITE, San Antonio; Mitchell—6 p.m.-midnight; Holiday midnight-6 a.m. . . . **Dick (Sarge) Ulrich** has moved to WBAZ, Kingston, N. Y., from WHVW, Poughkeepsie, N. Y. Rose Lee of WBAZ has shifted to the firm's sister station WDOT, Burlington, Vt., as program director. **Bob Badger**, general manager of WBAZ, reports his Hot 100 format operation is on top in the latest Pulse.

Jim Dye, formerly of KFJZ, Fort Worth, is holding down the all-night slot at KNUZ, Houston. . . . **KUDU**, Ventura, Calif., has hired several **KACY** (local competitor) personalities. Now working for KUNU are **Craig Denny**, **John Peters**, **Dick Hasky**, and **Bill Sommers**.

Herbert J. Mendelsohn, former vice-president and general manager of WMCA, New York, has joined Pacific & Southern Broadcasting, a new firm in New York owning WAIL-TV, Atlanta; WIBC and WIBC-TV, Indianapolis, and KHON-TV, Honolulu. Best of luck, Herb. . . . **Dick Reynolds** has been upped to vice-president, sales, at WEEZ, Chester, Pa.; prior to joining the country music station Reynolds was a deejay with WIP, Philadelphia.

In case I haven't mentioned it before, **Johnny Canton**, formerly program director at WIXY, Cleveland, is now music director at WDGY, Minneapolis. . . . **Mrs. Mary Kathleen Strickland** has been upped to program supervisor of WRVA-FM, Richmond, Va.; she'll develop programs for the new automation equipment which goes into operation Jan. 1.



WCBS PERSONALITY Carol Reed, left, chats with Epic Records' Godfrey Cambridge and Lainie Kazan, MGM Records artist, on "Thanksgiving on WCBS." The New York station slated four and a half hours of entertainment and interviews Thanksgiving Day (24). The talk-formatted station is in the process of switching to all music.

New chairman and president of the CBS TV network affiliates advisory board is **Stuart Martin** of WCAX-TV, Burlington, Vt. . . . The staff at WROZ in Evansville, Ind., now features program director **Jim Embry Sr.**, music director **Johnny Karr**, **Andy Hopkins**, **Rick Darby** and **Steve Walling**; the station just ran a fantastic Thanksgiving promotion, broadcasting from curbside on the street to collect food for the Evansville Rescue Mission.

Bruce (Cousin Brucie) Morrow of WABC, New York, made a cameo one-shot appearance in the Broadway play "The Impossible Years" Nov. 20 matinee performance.

BROADCASTERS HONOR ROSELLI

NEW YORK — The Italo-American Broadcasters of New Jersey has honored **Jimmy Roselli** as the State's leading Italo-American vocal artist for 1966. This marks the second time that the organization has selected the United Artists performer. The broadcasters also chose Roselli's "Christmas Album" as the top seasonal LP released by an American artist of Italian descent. The album features such Christmas standards as "White Christmas," "Buon Natale" and "I'll Be Home for Christmas."

WVOX Slaps Ban on 'Forgetful' Capitol

NEW ROCHELLE, N. Y.—WVOX, a 500-watt suburban radio station on the outskirts of New York, created a flurry of newspaper headlines last week when general manager **William F. O'Shaughnessy** banned Capitol Records product because the label, he said, was ignoring the station. O'Shaughnessy's story was carried Tuesday by both UPI and AP news services.

O'Shaughnessy imposed the ban on Capitol because no one from Capitol had ever visited the station. Columbia Records and United Artists Records drew praise for their "attention,

service, and regard" for suburban stations.

The financial burden of servicing every radio station in the nation, especially when there is no assurance they'll even consider the product, has always been a problem with record companies. This is why so many have "at cost" subscription services and why Billboard operates Record Source International, which services radio stations with records to fit their formats.

More than one radio station has, however, felt neglected by
(Continued on page 36)

STATIONS BY FORMAT

• *Continued from page 30*

people are seen M-F. Gen'l mgr., **Arthur H. Simmers**, Prog. dir., **Lee Gray**. Send 5 copies of 45's and 2 copies each of Mono and Stereo LP's to Mr. Gray,

92 4th Street, Troy, N. Y. 12180. Phone: (518) 274-1100.

WXXW: 500 watts. On the air from 5 a.m. to local sunset. Gen'l mgr., **A. F. DiBello**, Prog. dir., **Ed McKee**. Send records to Mr. McKee, Box 1061, Hendrick Hudson Hotel, Troy, N. Y. 12181. Phone: (518) 271-7461.

Yesteryear's Hits

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

POP SINGLES—5 Years Ago December 11, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Big Bad John, Jimmy Dean, Columbia
3. Goodbye Cruel World, James Darren, Colpix
4. The Twist, Chubby Checker, Parkway
5. Walk On By, Leroy Van Dyke, Mercury
6. The Lion Sleeps Tonight, Tokens, RCA Victor
7. Run to Him, Bobby Vee, Liberty
8. Tonight, Ferrante & Teicher, United Artists
9. Let There Be Drums, Sandy Nelson, Imperial
10. Happy Birthday, Sweet Sixteen, Neil Sedaka, RCA Victor

POP SINGLES—10 Years Ago December 8, 1956

1. Singing the Blues, Guy Mitchell, Columbia
2. Love Me Tender, Elvis Presley, RCA Victor
3. Green Door, Jim Lowe, Dot
4. Blueberry Hill, Fats Domino, Imperial
5. Just Walking in the Rain, Johnnie Ray, Columbia
6. True Love, Bing Crosby & Grace Kelly, Capitol
7. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
8. Hey, Jealous Lover, Frank Sinatra, Capitol
9. Rose & a Baby Ruth, George Hamilton IV, ABC-Paramount
10. Honky Tonk (Parts I & II), Bill Doggett, Capitol

R&B SINGLES—5 Years Ago December 11, 1961

1. Please Mr. Postman, Marvelettes, Tamla
2. Just Got to Know, Jimmy McCracklin, Art-Tone
3. Gypsy Woman, Impressions, ABC-Paramount
4. Soothe Me, Sims Twins, Sar
5. September in the Rain, Dinah Washington, Mercury
6. Turn on Your Love Light, Bobby Bland, Duke
7. Just Out of Reach (Of My Two Open Arms), Solomon Burke, Atlantic
8. Tower of Strength, Gene McDaniels, Liberty
9. There's No Other (Like My Baby), Crystals, Philles
10. In the Dark, Little Junior Parker, Duke

POP LP'S—5 Years Ago December 11, 1961

1. Blue Hawaii, Elvis Presley, RCA Victor
2. Judy at Carnegie Hall, Judy Garland, Capitol
3. The Kingston Trio Close Up, Capitol
4. Portrait of Johnny, Johnny Mathis, Columbia
5. Time Out, Dave Brubeck, Columbia
6. The Sound of Music, Original Cast, Columbia
7. Camelot, Original Cast, Columbia
8. I Remember Tommy, Frank Sinatra, Reprise
9. Knockers Up, Rusty Warren, Jubilee
10. Breakfast at Tiffany's, Henry Mancini, RCA Victor



BILL THOMPSON of KGBS, left, the Los Angeles country music giant, and **Mary Hald**, music director of WCNW in Hamilton, Ohio, talk with **Johnny Paycheck**, Little Darlin' Records' artist, who found a moment to talk during the WSM celebration. WCNW broadcast part of the Little Darlin' show live via telephone. Paycheck was one of the performers.



HERSCHEL BERNARDI celebrates his first anniversary as the lead of "Fiddler on the Roof" at a party at the Spindletop Restaurant. From left are **Lou Jacobi**, star of "Don't Drink the Water"; **Maureen Stapleton**, star of "The Rose Tattoo"; **Bernardi**; **Cheldon Harnick**, who wrote the score for "Fiddler," and **Van Rapoport**, owner of the Spindletop. Bernardi has recorded selections from the show for Columbia Records.

Jewel—Paula HAS TWO GIANT CHRISTMAS RELEASES

"Please Come Home for Christmas"

The Uniques

Paula 255

"Christmas in Vietnam"

Johnny & Jon

Jewel 776

Other Hot Singles

"THINGS YOU DO"

Frank Frost

Jewel 771

"THE PUSH"

Billy Joe Young

Jewel 775

"BLACK OLIVE"

The Bad Boys

Paula 254

D.J.'s Write for samples

Jewel...Paula RECORDS

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Ban on 'Forgetful' Capitol

• *Continued from page 35*
 record companies. For instance, music director Paul Vaughan, who uses the air name of B. Marc Douglas on KRYS in Corpus Christi, Tex., who stated, "I realize that a city this size does not have the impact that a city the size of Houston has. That's not my complaint. I mean when two

stations in the same city get records at different times as much as two weeks difference. Example: MGM. I have been at three stations in the past five years. At two, we got great service from MGM. They were always sending us all their records. At KRYS if I want an MGM record on the playlist, I have to buy it.

"This doesn't go down too well with the man paying the bills. I use MGM as an example because they are the worst, but by no means the only company that does this. Some of the companies and distributors have a cute trick. We get two or three copies of their unknown artists records but never the name people. Then they want to know why we never give them a pick."

RADIO-TV MART

RATES

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

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

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

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

FEMALE JOCKS - ARE YOU TALENTED? Do you know music? Do you have a bright, sincere, different approach? Do you want to live and work in Southern California? Send tape and resume to Larry Grannia, KWIZ, 3101 W. 5th St., Santa Ana, Calif. 92703.

SITUATION WANTED

AIR PERSONALITY AND PROGRAM director now with major rock 'n' roll format radio station in the East would like a job with a record company. Many years experience in radio field; knowledge of many markets. Willing to consider any record company job that has promise. Box 335, Billboard, 185 W. 46th St., New York, N. Y. 10036.

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

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EXPERIENCED DEEJAY-ANNOUNCER will relocate anywhere to any music format. Write today for a sincere, dedicated announcer, single, draft exempt. Box 265, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

TOP 40 JOCK, NOW WORKING IN major market, traffic hours. Married. Would like another major market. 5 years' experience. Will send tape and picture. Call (801) 277-3451.

TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart	This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	5	26	23	POURING WATER ON A DROWNING MAN James Carr, Goldwax 311 (Pronto-Quincy, BMI)	7
2	2	DON'T ANSWER THE DOOR B. B. King, ABC 10856 (Mercedes, BMI)	9	27	28	DON'T PASS ME BY Big Maybelle, Ro Jac 14969 (Streetcar, BMI)	5
3	3	I'M READY FOR LOVE Martha & the Vandellas, Gordy 7056 (Jobete, BMI)	5	28	26	FA-FA-FA-FA Otis Redding, Volt 138 (East-Redwal, BMI)	10
4	4	DON'T BE A DROP-OUT James Brown & His Famous Flames, King 6056 (Dynatone, BMI)	9	29	24	REACH OUT, I'LL BE THERE Four Tops, Motown 1098 (Jobete, BMI)	14
5	6	I'M YOUR PUPPET James & Bobby Purify, Bell 649 (Fame, BMI)	12	30	33	DEVIL WITH AN ANGEL'S SMILE Intruders, Gamble 203 (Razorsharp, BMI)	4
6	13	(Come 'Round Here) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	3	31	29	STAND IN FOR LOVE O'Jays, Imperial 66197 (Metric-Barnew, BMI)	12
7	10	BUT IT'S ALRIGHT J. J. Jackson, Calla 119 (Tamarosa, BMI)	11	32	30	BANG! BANG! Joe Cuba Sextet, Tico 475 (Cordon, BMI)	9
8	8	KNOCK ON WOOD Eddie Floyd, Stax 194 (East, BMI)	16	33	37	FORGET ABOUT ME Prince Harold, Mercury 72621 (Screen Gems-Columbia, BMI)	3
9	9	HEAVEN MUST HAVE SENT YOU Elgins, V.I.P. 25037 (Jobete, BMI)	12	34	—	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connolly/Robbins, ASCAP)	1
10	12	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	6	35	41	MONEY (That's What I Want) Jr. Walker & the All Stars, Soul 35026 (Jobete, BMI)	3
11	25	(I Know) I'M LOSING YOU The Temptations, Gordy 7057 (Jobete, BMI)	3	36	31	B-A-B-Y Carla Thomas, Stax 195 (East, BMI)	15
12	18	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	5	37	38	BOOKER-LOO Booker T & the MG's, Stax 196 (East-Bell, BMI)	4
13	20	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	4	38	47	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Orap, BMI)	2
14	7	WHISPERS Jackie Wilson, Brunswick 55300 (Jalynne-BRC, BMI)	10	39	40	WE GOT A THING THAT'S IN THE GROOVE Capitols, Karen 1526 (McLaughlin, BMI)	2
15	16	COME BACK 5 Star-Steps, Windy C 603 (Camad, BMI)	6	40	42	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	3
16	17	PEAK OF LOVE Bobby McClure, Checker 1156 (Chevis, BMI)	5	41	44	PATCH MY HEART Mad Lads, Volt 139 (East, BMI)	2
17	19	HOLY COW Lee Dorsey, Amy 965 (Marsaint, BMI)	4	42	43	TRY MY LOVE AGAIN Bobby Moore's Rhythm Aces, Checker 1156 (Arc, BMI)	2
18	5	LOVE IS A HURTIN' THING Lou Rawls, Capitol 5709 (Rawlco, BMI)	15	43	45	I'M GLAD I WAITED Players, Minit 32012 (Alstein, BMI)	2
19	15	WHAT BECOMES OF THE BROKEN-HEARTED Jimmy Ruffin, Soul 35022 (Jobete, BMI)	19	44	39	CRY LIKE A BABY Aretha Franklin, Columbia 43827 (Blackwood, BMI)	4
20	14	SHAKE YOUR TAMBOURINE Bobby Marchan, Cameo 429 (Tree, BMI)	10	45	—	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412, (Don, BMI)	1
21	22	AM I A LOSER Eddie Holman, Parkway 106 (Harthon/Cameo, Parkway, BMI)	5	46	49	MY BABY'S GONE Donald Height, Shout 204 (Web IV, BMI)	3
22	11	SECRET LOVE Billy Stewart, Chess 1978 (Remick, ASCAP)	8	47	48	HOW MUCH PRESSURE (Do You Think I Can Stand) Roscoe Robinson, Wand 1143 (Fiomar-Scoe, BMI)	2
23	27	I BET'CHA (Couldn't Love Me) Manhattans, Carnival 522 (Sanavan, BMI)	6	48	—	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BMI)	1
24	21	HYMN #5 Mighty Hannibal, Shuffline 021 (Bold Lad, BMI)	5	49	50	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Blackwood, BMI)	2
25	46	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	2	50	—	BABY, WHAT I MEAN Drifters, Atlantic 2366 (Unart, BMI)	1

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart	This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	15	14	14	WILD IS THE WIND Nina Simone, Philips PHM 200-207 (M); PHS 600-207 (S)	15
2	4	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	23	15	16	A COLLECTION OF 16 BIG HITS, VOL. 5 Various Artists, Motown M 651 (M); S 651 (S)	4
3	6	LIVING SOUL Richard (Groove) Holmes, Prestige PR 7468 (M); PRS 7468 (S)	10	16	18	WARM AND TENDER SOUL Percy Sledge, Atlantic B132 (M); SD B132 (S)	4
4	2	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	12	17	19	TENDER LOVING CARE Nancy Wilson, Capitol T 2555 (M); ST 2555 (S)	16
5	5	THE EXCITING WILSON PICKETT Atlantic B129 (M); SD B129 (S)	16	18	15	A CHANGE IS GONNA COME Brother Jack McDuff, Atlantic 1463 (M); SD 1463 (S)	17
6	8	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	16	19	22	HE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	4
7	3	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	15	20	20	SOUL BROTHER #1 James Brown & His Famous Flames, King 985 (M); S 985 (S)	14
8	9	LOU RAWLS LIVE! Capitol T 2459 (M); ST 2459 (S)	33	21	17	ROAD RUNNER Jr. Walker & the All Stars, Soul SLP 703 (M); S 703 (S)	16
9	11	RAY'S MOODS Ray Charles, His Drk & Chorus, ABC ABC 550 (M); ABCS 550 (S)	11	22	24	AND NOW! Booker T & the MG's, Stax 711 (M); S 711 (S)	2
10	10	ON TOP Four Tops, Motown MLP 647 (M); SLP 647 (S)	16	23	23	"BUCKET" Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S)	2
11	7	CARLA Carla Thomas, Stax 709 (M); SD 709 (S)	8	24	25	HANDFUL OF SOUL James Brown, Smash MGS 27084 (M); SRS 67084 (S)	3
12	12	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	4	25	—	TENDER GENDER Kenny Burrell Quartet, Cadet LP 772 (M); LPS 772 (S)	1
13	13	THE NEW LEE DORSEY Amy 8011 (M); 8011 (S)	7				

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CLASSICAL MUSIC

KFAC Splitting AM-FM Play

• Continued from page 28

Rhines, p.d., and Grace Sperry, music department chief.

Cleveland Broadcasting, owner of the license, had applied to the FCC for a waiver on the split programming, claiming their role as the city's leading classical station poignantly served the community. The request was denied and Stevens admits management was seriously considering turning the FM operation into a cultural talk station. Then we decided to stay classical on both stations. We are so well established as a classical station that to do anything else would be a sacrilege."

Stevens says the new FM programming, approximately seven hours a night, plus symphony concerts, will offer KFAC-II (as the station is called internally) its own individuality.

Stevens has hopes of developing a syndicated network for Los Angeles Philharmonic concerts and has held preliminary meetings with the union to work out payment. KFAC and its FM counterpart now airs the Los Angeles, New York Philharmonics, Philadelphia Orchestra and Boston

Pops (the only simulcast). Planned for exclusive FM airing are the Boston and Cleveland symphonies.

KFAC-FM currently delivers multiplex stereo one third of the time. Stevens plans to hold down the stereo fare when the split occurs. "We don't want to go 100 per cent stereo because our mono library — including valuable 78's — is 30 times larger than the stereo one. It wouldn't be fair to the mono audience to restrict our programs exclusively to stereo."

Unlike the AM format which consists of quarter, half-hour and up to two-hour programs, KFAC-FM will air block programming, Stevens said. Programs of a more serious nature in expanded forms will be explored.

Contrary to much unpopular criticism for the separation decree by other broadcasters, Stevens believes the split is a correct move. He is cognizant of the additional financial investment being made in order to prepare another station, but says having two stations airing the same shows does not allow full use of the facilities. "A good percentage of the country will be best served by the edict."

AT PHILHARMONIC HALL

Casadesus & Francescatti: Winning Double-Play Unit

NEW YORK—Beautiful tone filled Philharmonic Hall on Nov. 23, although only two musicians were involved. In their first of three Beethoven sonata programs, pianist Robert Casadesus and violinist Zino Francescatti put their vast experience to excellent use excelling in both fast and slow movements.

The "Sonata No. 5 in F, Op. 24 (Spring)" was a good case in point. The Adagio molto *espressivo* was handled with refinement by both artists. Francescatti's vibratos were shimmering, while Casadesus, using remarkable control, remained lyrical despite rapid finger work. The following scherzo and rondo, with all their intricacies, were precise examples of skilled musicianship.

As an opener, the duo performed the "Sonata No. 1 in D, Op. 12, No. 1," whose varying tempos were executed flawlessly. First Casadesus, then Francescatti would come to the fore as the music called for it, but the perfectly matched combination at all times were straightforward in their interpretation. In fact, the evening turned out to be a lesson by two superb artists of how Beethoven should be played.

The final selection, the "Sonata No. 7 in C Minor, Op. 30, No. 2," maintained the same high level of the preceding works. Whether they played sprightly or flowing, whether loud or soft, Casadesus and Francescatti gave a performance to remember. And there are two more coming up for the veteran musicians. The complete Beethoven violin and piano sonatas have been recorded by Casadesus and Francescatti on Columbia Masterworks.

FRED KIRBY

'Hurok Presents' on CBS-TV on Dec. 6

NEW YORK—Marian Anderson, Van Cliburn, Isaac Stern and Andres Segovia are among the list of artists who will appear on "S. Hurok Presents," a 90-minute musical tribute to the impresario, which will be shown on CBS-TV on Tuesday (6). Miss Anderson will narrate Aaron Copland's "Lincoln Portrait" with Alfred Wallenstein conducting a symphony orchestra.

Cliburn will play the third movement of Rachmaninoff's "Piano Concerto No. 3 in D Minor," while Stern will play the first movement of Mozart's "Concerto No. 3 in G." Segovia will offer a Bach gavotte and "Etude No. 1" by Villa Lobos.

'Semiramide' in London Issue

NEW YORK — London Records "Bel Canto" release, which is highlighted by the first complete recording of Rossini's "Semiramide," is being shipped to dealers. The "Semiramide" stars Joan Sutherland and Marilyn Horne and is conducted by Richard Bonyngue. Also being released are recital albums by Elizabeth Soederstrom, Gwyneth Jones, Geraint Evans and Pilar Lorenger, and the reissue of a Virginia Zeani recital. An LP of unusual operatic overtures conducted by Bonyngue completes the classical release. Also being issued are interna-

Phyllis Curtin In 'Traviata'

NEW YORK—Phyllis Curtin, an experienced soprano, was impressive in her first Metropolitan Opera "La Traviata" on Nov. 22 after a shaky first act. Miss Curtin, filling in for the indisposed Virginia Zeani, who made her Met debut recently, proved a moving, poignant Violetta, becoming more involved with the role as her performance developed.

She was especially affecting in the fourth act death scene, both dramatically and vocally. Miss Curtin also was well prepared for her performance, even knowing the music being restored to the opera in this season's new production. The rest of the familiar cast included Bruno Prevedi, a much-improved tenor, and Robert Merrill, who is always at his best in this opera. The opera, however, is not maestro Georges Pretre's best as his tempos proved erratic.

tional albums of music from Germany, Russia, Scotland, Ireland, Italy, Spain and the Far East.

Handel Is Handled With Tender Skill

NEW YORK—Fine singing and a high degree of technical skill predominated at performances of Handel operas by the Handel Society of New York at Carnegie Hall. Brian Prestman, who conducted "Xerxes (Serse)" and "Rodelinda" in Westminster sets, expertly led the two works.

In the title roles, the society had two of the stars of the Westminster packages, Maureen Forrester, a dramatic Xerxes on Nov. 25, when her third-act "Crude furie" almost stopped the show, and Teresa Stich-Randall, a thrilling Rodelinda, last Tuesday (29). Miss Stich-Randall also displayed her skill and bright soprano voice as Romilda in "Xerxes," while Miss Forrester was a top Bertarido, her recording role, in "Rodelinda."



ROLAND GELATT, editor in chief of High Fidelity since 1958, has been appointed editor and associate publisher of that consumer publication. During the eight years of his directorship, High Fidelity's circulation jumped from 91,000 to 130,000. The magazine incorporated Musical America in February 1965. Gelatt first joined High Fidelity in 1954 as music editor. He has produced special issues on Mozart, Handel, Richard Strauss, Verdi and Wagner. Gelatt's book, "The Fabulous Phonograph," a detailed history of the industry, was first published in 1955. An updated, revised edition was brought out by Appleton-Century earlier this year.

Two Bach Winners

WASHINGTON — Paul Posnak, 22, of New York, and Sontraud Speidel, 22, of Munich, Germany, tied for first place last Sunday (27) in the Johann Sebastian Bach international piano competition. The winners received \$1,000 each and a year of musical study in Germany. Ursula Oppens of New York received \$500 for third place.

The society has signed a contract with RCA Victor for release of its recorded performances. The first package, "Hercules" with Miss Forrester and Miss Stich-Randall, is slated for next fall. Prestman will again conduct, while Martin Isepp, who appeared on both Westminster operas, will play the harpsichord as he did with such precision at the Carnegie performances.

Two other Handel experts who performed with distinction in both performances were bass John Shirley-Quirk and contralto Maureen Lehane. Miss Lehane, who sang her Westminster role of Arsamene in "Xerxes," almost stole the show in "Rodelinda" with brilliant vocalism. Arias in both the latter opera were outstanding.

Miss Stich-Randall also polished off difficult arias in both acts with her "Mio caro bene" preceding the "Rodelinda" finale, a dazzling show stopper. Shirley-Quirk's technique was as impressive in both works as it is in recordings, such as his latest Handel set, Philips' "Messiah."

Another star of the new Philips package, contralto Janet Baker, was a standout dramatically and vocally in "Xerxes." Most of Miss Baker's recordings have been for Angel. Rounding out the "Xerxes" cast were Alpha Brawner, a capable high soprano, and Yi-Kwei Sze, an affable bass. The New Jersey Double Chorale also performed well in this work.

Mezzo-soprano Regina Sarfaty, well known through recordings and local performances, was but another "Rodelinda" star as she both looked and sang beautifully. Also in that work, tenor Charles Bressler used his tenor voice to advantage, but seemed a bit too tight at times. The New York Chamber Orchestra provided excellent support. Librettos from the Westminster packages were given to all patrons, courtesy of the record company, along with their programs.

FRED KIRBY

Everest: Legends Come to Life

NEW YORK—Virtuoso performance by an almost-legendary group of pianists are recaptured in the initial 13-title release of Everest Records new Archive of Piano Music series. Culled from Duo-Art and Ampico player piano rolls, the disks contain performances of Josef Hofman, Ignace Jan Paderewski, Harold Bauer, Ferruccio Busoni, Enrique Granados, Serge Prokofiev, Maurice Ravel, Alfred Cortot and Percy Grainger. The sound is generally clear, but at times seems mechanical.

While most of the pressings contain several selections, one has Bauer playing two Beethoven sonatas, the "Pathetique" and the "Appassionata," both played expertly by the artist, the founder of the Beethoven Society of New York. Hofman also has a Beethoven recital, spotlighting the "Moonlight Sonata" and the "Sonata No. 3 in C, Op. 2," the disk also contains a spirited "Turkish March."

Hofman's remarkable virtuosity is heard on two other albums, one a Chopin LP which features the "Sonata No. 2, in B Flat Minor, Op. 35" as well as "Berceuse, Op. 57" and a transcription by Hofman's famous teacher, Anton Rubinstein. Rubinstein's "Melody in F" and "Barcarolle No. 2 in A Minor" are a brilliant concert disk, which also contains works by Liszt, Moszkowski, Schumann, Scarlatti, Mendelssohn and Rachmaninoff.

For sheer virtuosity, it's difficult to fault two Paderewski sets, one of music by Liszt and the performer, and the other devoted to Chopin. The former contains Paderewski's well-known "Minuet No. 1, Op. 14" and the Liszt warhorse, the "Hungarian Rhapsodie No. 2 in C Sharp Minor." The latter includes a sparkling "Polonaise Militaire."

Busoni's famed performance of Liszt's "La Campanella" is included in a vibrant virtuoso recital by the artist. The major piece on the pressing is Busoni's transcription of Bach's "Chaconne." Featured on a fine Cortot concert set is Chopin's "Andante Spinato and Polonaise in E Flat," while Granados is presented in a fascinating group of 10 of his own compositions.

Another engrossing waxing has Prokofiev in concert. The first side is devoted to nine of his own pieces, while the flip side features a Fantasia from Rimsky-Korsakov's "Scheherazade" as well as works by Moussorgsky, Glazunov, Miaskovsky and Scriabin. Another composer heard to advantage is Ravel playing five of his own compositions.

Rounding out the release is a program of Grainger playing his own music, and a second Bauer disk. The latter includes Saint-Saens' "Concerto in G Minor, Op. 22" and Chopin's "Fantaise Impromptu in C Sharp Minor." FRED KIRBY

Concerts in Japan

TOKYO — Toshiba Records has announced Japanese concert appearances for several international artists through next June. Slated to perform here are conductor Lovro von Matacic in December; baritone Hans Hotter, conductor Efreim Kurtz and flutist Elaine Shaffer, January; conductor Wolfgang Wallisch, February; violinist David and Igor Oistrakh, and pianist Samson Francois, March and April; soprano Birgit Nilsson and conductor Thomas Schippers, April, and tenor Giuseppe de Stefano, June.

BEST SELLING CLASSICAL LP's

Billboard Award	This Week			Last Week			Weeks on Chart	This Week			Last Week			Weeks on Chart		
	Week	Title, Artist, Label & No.	Chart	Week	Title, Artist, Label & No.	Chart		Week	Title, Artist, Label & No.	Chart						
★	2	OPENING NIGHTS AT THE MET (3-12" LP) Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	11	24	24	BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP) Berlin Phil. Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	15	25	39	SMETANA: MY FATHERLAND (2-12" LP) Czech Philharmonic (Concert), Crossroads 22260001 (M); 22260002 (S)	3	26	25	FALLA: LA VIDA BREVE (2-12" LP) De Los Angeles & Various Artists/Orch. Nac. De Espana (De Burgos), Angel BL 3673 (M); SBL 3672 (S)	10	
	2	1	LEONTYNE PRICE—Prima Donna RCA Victor LM 2898 (M); LSC 2898 (S)	9	27	27	BRUCKNER: SYMPHONY NO. 3 Cleveland Orch. (Szell), Columbia ML 6297 (M); MS 6897 (S)	5	28	32	TCHAIKOVSKY: OVERTURE 1812 Minneapolis Symphony Orch. (Dorati), Mercury MG 50054 (M); SR 90054 (S)	22	29	37	REVERIE Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	14
	3	3	MAHLER: SYMPHONY NO. 7 (2-12" LP) New York Philharmonic (Bernstein), Columbia M2L339 (M); M2S 739 (S)	9	30	31	BACH ORGAN FAVORITES Biggs, Columbia ML 6148 (M); MS 6758 (S)	12	31	28	DVORAK: SYMPHONY NO. 9 (New World) N. Y. Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	13	32	35	BARBER: CONCERTO FOR CELLO AND ORCHESTRA Music Aeterna Orch. (Waldman), Decca DL 10132 (M); DL 710132 (S)	3
	4	4	PUCCINI: LA BOHEME (2-12" LP) Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (No Stereo)	9	33	33	MAHLER: SYMPHONY NO. 5 (2-12" LP) Boston Symphony Orch. (Leinsdorf), RCA Victor LM 7044 (M); LSC 7044 (S)	25	34	26	RODGERS: VICTORY AT SEA, VOL. 1 RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	19	35	29	IVES: SYMPHONY NO. 1 Chicago Symphony Orch. (Gould), RCA Victor LM 2893 (M); LSC 2893 (S)	28
	5	5	ORFF: CARMINA BURANA Harsanyi, Petrak, Presnell/Philadelphia Orch. (Ormandy), Columbia ML 5498 (M); MS 6193 (S)	12	36	30	R. STRAUSS: FOUR LAST SONGS & OTHERS Schwarzkopf, Berlin Radio Symphony Orch. (Szell), Angel 36347 (M); S 36347 (S)	15	37	38	RAVEL: BOLERO/RAPSODIE/LA VALSE N. Y. Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	3	38	36	HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN (2-12" LP) Columbia M2L 328 (M); M2S 728 (S)	36
	6	10	WAGNER: DIE WALKUERE (5-12" LP) Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); DSA 1509 (S)	4	39	—	BARBER: MEDEA'S MEDITATIONS & DANCE OF VENGEANCE, OP. 23a N. Y. Philharmonic (Shippers), CBS 32110005 (M); 32110006 (S)	1	40	40	E. POWER BIGGS PLAYS MOZART—MUSIC FOR SOLO ORGAN Columbia ML 6256 (M); MS 6856 (S)	23				
	7	9	CHOPIN WALTZES Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	36												
	8	6	ORFF: CARMINA BURANA New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	16												
	9	7	MY FAVORITE CHOPIN Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	16												
	10	11	BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); LSC 6468 (S)	7												
	11	8	NEILSEN: SYMPHONY NO. 6 Philadelphia Orch. (Ormandy), Columbia ML 6282 (M); MS 6882 (S)	10												
	12	15	BEST OF THE BOSTON POPS Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	7												
	13	12	WAGNER: LOHENGRIN (5-12" LP) Various Artists/Boston Symphony Orch. (Leinsdorf), RCA Victor LM 6710 (M); LSC 6710 (S)	10												
	14	14	PUCCINI: MADAME BUTTERFLY (3-12" LP) Price, Tucker/RCA Victor Italian Orch. & Chorus (Leinsdorf), RCA Victor LM 6160 (M); LSC 6160 (S)	10												
	15	16	MAHLER: SYMPHONY NO. 10 (2-12" LP) Philadelphia Orch. (Ormandy), Columbia M2L 335 (M); M2S 735 (S)	36												
	16	21	GERSHWIN: RHAPSODY IN BLUE N. Y. Philharmonic (Bernstein), Columbia ML 5413 (M); MS 6091 (S)	16												
	17	17	VERDI: NABUCCO (3-12" LP) Sulliotis, Gobbi, Various Artists/Vienna Op. Orch. (Gardelli), London A 4382 (M); OSA 1382 (S)	15												
	18	13	BERNSTEIN CONDUCTS IVES N. Y. Philharmonic (Bernstein), Columbia ML 6243 (M); MS 6843 (S)	29												
	19	19	TCHAIKOVSKY: CONCERTO NO. 1 Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	35												
	20	18	RACHMANINOFF: PIANO CONCERTO NO. 2 Entremont/N. Y. Philharmonic (Bernstein), Columbia ML 5481 (M); MS 6148 (S)	16												
	21	20	ARTUR RUBINSTEIN/CHOPIN RCA Victor LM 2889 (M); LSC 2889 (S)	23												
	22	22	GENIUS OF PUCCINI Various Artists, Angel BL 3683 (M); SBL 3683 (S)	6												
	23	23	BACH: LUTE SUITES NO. 1 & 2 Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	14												

NEW ACTION LP's

- POULENC: STORY OF BABAR THE ELEPHANT—Paris Conservatory Orchestra (Ustinov, Pretre), Angel 36357 (M); S 36357 (S)
- HANDEL WATER MUSIC—Concertgebouw Orchestra of Amsterdam (Eduard van Beinum), World Series PHC 9016 M/S
- DONIZETTI: L'ELISIR D' AMORE—Various Artists/LaScala Chorus & Orchestra (Serafin), Seraphim IB 6001 (M); SIB 6001 (S)
- NIELSEN: CONCERTO FOR VIOLIN, OP. 33—Royal Danish Orch. (Varga, Semkow), Turnabout 4043 (M); 34043 (S)

Philly Unit Plans Tour

PHILADELPHIA—The 1967-1968 season of the new Chamber Symphony of Philadelphia will start with a tour of Central and South American countries, according to E. J. Hesketh, newly elected president of the new musical body. Countries to be visited include Mexico, Guatemala, Columbia, Peru, Chile, Argentina, Brazil, Venezuela and Trinidad.

Funds for this first tour for Anshel Brusilow's 36 musicians is now being set. The ensemble's tour earnings are expected to account for about two-thirds of the expected costs. Additional subsidies are being sought to underwrite the remainder. Other plans under consideration, according to Hesketh, include the possible participation by the Chamber Symphony in a local summer festival and institute.

Also proposed is a music festival at the Ambler campus

of Temple University. Tentative plans call for it to be modeled after the Aspen Festival with the Chamber Symphony, which will record for RCA Victor, as the resident performing group and the core of the faculty. It would bring to the Philadelphia area many luminaries to participate in a teaching and performance schedule that could have national significance as an attraction for both students and audiences.

The Ambler festival will probably take place in early summer of 1968, after the orchestra's regular season.

Crossroads' LP

NEW YORK—A disk of classical-period rarities, parthias by Dusek and Fiala and notturnos by Myslivecek, Kozeluh and Rossler-Rosetti, is being released by Crossroads Records this month. Other LP's are Bach organ works played by Jeri Reinberger, Beethoven piano trios by the Suk Trio, a Dvorak quartet by the Vlach Quartet, and an album of music by Janacek and Bartok.

Classical Notes

A special performance of Cherubini's "Medea" to benefit flood-devastated Italian art is set for next Monday (12) by the American Opera Society. Performers will be Gwyneth Jones, Aldo Botton, Carlo Cava, Jane Marsh and Regina Sarfaty. Lamberto Gardelli will conduct. Soprano Marie Collier, who makes her Metropolitan Opera debut later this season, scored in the American premiere of Janacek's "The Makropoulos Case" with the San Francisco Opera. The

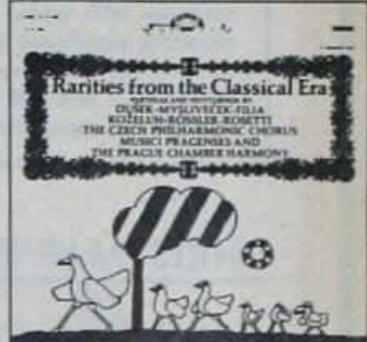
annual Carnegie Hall recital concert of pianist Rudolf Serkin will be Wednesday (7). Pianist Alicia De Larrocha gives a concert next Wednesday (14) at Philadelphia Hall. Epic Records reports increased Lili Kraus album sales in New York City, where the artist is performing the complete series of Mozart piano concertos at Town Hall. Her next concert is Tuesday (6).

The American Symphony has moved to new offices at 200 W. 57th Street in New York. Charles Munch is conducting eight performances with the Boston Symphony. KING-FM of Seattle presented 14 hours of music from nine different festivals on Sunday (4). Included were performances from Liege, Belgium; the Flanders Festival, Belgium; the Salzburg Festival; Budapest; Bregenz, Germany, and Prague. William Steinbert will conduct three performances of Beethoven's "Missa Solmnis" with the New York Philharmonic beginning on Thursday (8). Pianist Eugene List will be the soloist with the Philharmonic on Saturday (10) conducted by Andre Kostelanetz. Carnegie Hall concerts are set by violinist Isaac Stern on Thursday (8) and pianist Emil Gilels on Friday (9).

FRED KIRBY

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New releases from



22 16 0065/22 16 0066* Rarities from the Classical Era—Parthias and Nottornos by Dusek, Myslivecek, Fiala, Kozeluh, Rossler-Rosetti—Czech Philharmonic Chorus



22 16 0067/22 16 0068* Bach for Organ—Recorded at Zwolle—Jiri Reinberger



22 16 0069/22 16 0070* Beethoven Piano Trios—Opus 1, No. 3; Opus 70, No. 1 ("Geistertrio")—The Suk Trio



22 16 0071/22 16 0072* Dvorak: String Quartet in G Major, Op. 106—The Vlach Quartet



22 16 0073/22 16 0074* Janacek: Concertino for Piano; Sonata for Piano/Bartok: Sonata for Two Pianos and Percussion—Josef Palenicek, Vera Lejskova, Vlastimil Lejske, Pianos

A product of Epic Records *Stereo T.M. OF COLUMBIA BROADCASTING SYSTEM, INC.

While dealers report that it is early for Christmas product, certain LP's and singles seem to be jumping out in front of others. It appears that Christmas LP's do not require the radio exposure as do the singles, and LP sales seem to be slightly ahead of singles sales to date. Below is a list of the best selling LP's and singles to date. As the sales of Christmas product increase, so too will the number of best selling Christmas LP's and singles reported in these special charts—in accordance with sound research practices in terms of sufficient retailers reporting significant sales on specific records. These special charts will run for the next five issues as a special buying and stocking guide. NOTE: It is possible that many new Christmas releases have not yet had the full opportunity to be reflected here.

CHRISTMAS LP'S

- MERRY CHRISTMAS**—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
- ELVIS' CHRISTMAS ALBUM**—Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
- THE DEAN MARTIN CHRISTMAS ALBUM**—Reprise R 6222 (M); RS 6222 (S)
- THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TFS 4100 (S)
- MERRY CHRISTMAS**—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
- NOEL**—Joan Baez, Vanguard VRS 9230 (M); VSD 79230 (S)
- MERRY CHRISTMAS**—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
- THE CHRISTMAS SONG**—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
- O BAMBINO/THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)
- SONGS FOR A MERRY CHRISTMAS**—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
- NAVIDAD MEANS CHRISTMAS**—Eddie Gorme & Trio Los Panchos, Columbia CL 2557 (M); CS 9357 (S)
- SEASONS GREETINGS FROM PERRY COMO**—RCA Victor LPM 2066 (M); LSP 2066 (S)
- THE SOUND OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
- SONGS FOR CHRISTMAS**—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
- JAMES BROWN SINGS CHRISTMAS SONGS**—King 1010 (M); (No Stereo)
- MERRY CHRISTMAS**—Supremes, Motown 638 (M); ST 638 (S)
- HOLIDAY CHEER**—Dean Martin, Capitol T 2343 (M); ST 2343 (S)

- JOHN GARY CHRISTMAS ALBUM**—RCA Victor LPM 2940 (M); LSP 2940 (S)
- JACK JONES CHRISTMAS ALBUM**—Kapp KL 1399 (M); KS 3399 (S)
- MERRY CHRISTMAS**—Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
- CHRISTMAS WONDERLAND**—Bert Kaempfert & His Ork, Decca DL 4441 (M); DL 74441 (S)
- HOLIDAY SING-ALONG WITH MITCH**—Mitch Miller & the Gang, Columbia CL 1701 (M); CS 8501 (S)
- HERE WE COME A-CAROLING**—Ray Conniff & the Singers, Columbia CL 2408 (M); CS 9206 (S)
- CHRISTMAS TIME**—Roger Williams, Kapp KL 1164 (M); KS 3048 (S)
- MORE SOUNDS OF CHRISTMAS**—Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
- A MERRY MANCINI CHRISTMAS**—Henry Mancini Ork & Chorus, RCA Victor LPM 3612 (M); LSP 3612 (S)
- CHRISTMAS WITH BUCK OWENS**—Capitol T 2396 (M); ST 2396 (S)
- CHRISTMAS WITH CHET ATKINS**—RCA Victor LPM 2423 (M); LSP 2423 (S)
- CHRISTMAS CAROLS OF EUROPE**—Prague Madrigal Singers, Crossroads 22160053 (M); 22160054 (S)

CHRISTMAS SINGLES

- THE LITTLE DRUMMER BOY**—Harry Simeone Chorale, 20th Century-Fox 429
- IF EVERY DAY WAS LIKE CHRISTMAS**—Elvis Presley, RCA Victor 8950
- PLEASE COME HOME FOR CHRISTMAS**—Charles Brown, King 5405
- SLEEP IN HEAVENLY PEACE (Silent Night)**—Barbra Streisand, Columbia 43896
- JINGLE BELL ROCK**—Bobby Helms, Decca 30513
- LONESOME CHRISTMAS**—Lowell Fulson, Hollywood 1022
- THE CHRISTMAS SONG**—Nat King Cole, Capitol 3561
- WHITE CHRISTMAS**—Bing Crosby, Decca 23778
- BAREFOOT SANTA CLAUS**—Sonny James, Capitol 5733
- SWEET LITTLE BABY BOY**—James Brown & His Famous Flames, King 6065
- ALL I WANT FOR CHRISTMAS IS YOU**—Carla Thomas, Stax 206
- BLUE CHRISTMAS**—Elvis Presley, RCA Victor 0647
- SILENT NIGHT**—Bing Crosby, Decca 23777
- ROCKIN' AROUND THE CHRISTMAS TREE**—Brenda Lee, Decca 30776
- SILVER BELLS**—Al Martino, Capitol 5311
- LITTLE DRUMMER BOY**—Joan Baez, Vanguard 35046
- WHITE CHRISTMAS**—Drifters, Atlantic 1048

New Album Releases

ARC
VARIOUS ARTISTS/THE JUBILEE SINGERS—Singalong Jubilee, Volume III; 700 (M)

BEL-AIRE
EDDIE BLAZONCZYKI'S VERSATONES—Christmas Time; LP 3009 (M-S)
BLAZONCZYKI / KOWALKOWSKI / POLISH MOUNTAINEER ALL STAR ORCH.—Old Country Style, Volume 2; LP 3007 (M-S)

BRUNSWICK
JACKIE WILSON—Whispers; DL 54122 (M); DL 754122 (S)

CADET
KENNY BURRELL—Have Yourself a Soulful Little Christmas; LP-779 (M), LPS-779 (S)

CAPITOL IMPORTS (GERMANY)
RUDOLF SCHOCK—Durch die Wälder, Durch die Äuen; SM 80809
VARIOUS ARTISTS—Music in Old Towns & Courts; Hannover (A Festive Evening in Herrenhausen); SM 91118

CHECKER
BO DIDDLEY—The Originator; LP-3001 (M), LPS-3001 (S)
LITTLE MILTON Sings Big Blues; LP-3002 (M), LPS-3002 (S)

CHESS
JOHN LEE HOOKER—The Real Folk Blues; LP-1508 (M), LPS 1508 (S)
MEMPHIS SLIM—The Real Folk Blues; LP-1510 (M), LPS-1510 (S)

DAWN-HUGHES
MARY & BILL HUGHES—What Is Christmas All About?; DHP-1219 (M)

DRAGONET
MAE WEST—Wild Christmas; DG-4 (M)

ELEKTRA
JUDY COLLINS—In My Life; EKL-320 (M), EKS-7320 (S)

EVEREST
HAROLD BAUER Plays Beethoven; X-910 (M), X-910 (S)

FERRUCCIO BUSONI, Concert; X-906 (M), X-906 (S)

ALFRED CORTOT Concert; X-908 (M), X-908 (S)

PERCY GRAINGER Plays Grainger; X-913 (M), X-913 (S)

ENRIQUE GRANADOS Plays Granados; X-909 (M), X-909 (S)

JOSEF HOFMANN Concert; X-905 (M), X-905 (S)

JOSEF HOFMANN Plays Beethoven; X-903 (M), X-903 (S)

JOSEF HOFMANN Plays Chopin; X-904 (M), X-904 (S)

IGNACE JAN PADEREWSKI Plays Chopin; X-902 (M), X-902 (S)

IGNACE JAN PADEREWSKI Plays Paderewski and Liszt; X-901 (S)

SERGE PROKOFIEV Concert; X-907 (M), X-907 (S)

EVERGREEN
DIETZ & SCHWARTZ—Alone Together; MR 6604/5 (M), S 6604/5 (S)

HEART WARMING
JAKE HESS AND THE IMPERIALS Sing Inspirational Classics; HWM 1902 (M), HWS 1902 (S)

EUNICE MORRISON WITH THE FAMILY—Welcome, Come In; HWM 1905 (M), HWS 1905 (S)

HELIODOR
HOVHANNES: LOUSADZAK/CONCERTO No. 2—M. Ajemian/A. Ajemian/String Orch. (Surinach); H25040 (M), H325040 (S)

MOORE-LATOCHE: THE BALLAD OF BABY DOE—Various Artists/New York City Opera Orch. (Buckley); H25025 (M), H325025-3 (S)

MOZART: SYMPHONIES Nos. 36 & 31—Bavarian Radio Orch. (Leitner); H25034 (M), H325-34 (S)

PROKOFIEV: WAR & PEACE—Various Artists/Vienna State Opera Orch. (Janssen); H25039-3 (M), H325039-3 (S)

ROSSINI: STABAT MATER—Various Artists/Berlin Radio Orch. (Fricay); H25032 (M), H325032 (S)

TELEMANN: THE TIMES OF DAY—Various Artists/Berlin Chamber Orch. (Koch); H25041 (M), H325041 (S)

VILLA LOBOS / ORBON / SALAS—Dorothy Riens (Surinach & Winograd); H25037 (M), H325037 (S)

IMPULSE
COLTRANE Live at the Village Vanguard Again!—A-9124 (M), AS-9124 (S)

LONDON
GERAINT EVANS—Three Centuries of Baritone Art; 5994 (M), OS25994 (S)

PILAR LORENGAR—Operatic Recital; 5995 (M), OS 25995 (S)

ROLLING STONES—Got Live if You Want It; LL3493 (M), PS 493 (S)

ROSSINI: SEMIRAMIDE—Sutherland/Horne/Various Artists/London Symphony (Banynge); A 4383 (M), OSA 1383 (S)

ELIZABETH SOEDERSTROM/JAN EYRON—Jenny Lind Songs; 5949 (M), OS 25049 (S)

VIRGINIA ZEANI—Puccini Arias; 5536 (M), OS 25139 (S)

(Continued on page 52)

"Burrell's **HAVE YOUR-SELF A SOULFUL LITTLE CHRISTMAS** has got to be **THE** Christmas album of 1966... It's the fastest rising instrumental album in Southern California."

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 Strings
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ALBUM REVIEWS (continued)



POP SPOTLIGHT
NAT KING COLE SINGS NATURE BOY
 Capitol DT 2348 (M)

Another top-notch collector's item is this issue of some of the finest works of the late Cole. The list of Cole standards include, "Nature Boy" and "A Blossom Fell" among others, and should insure top sales.



POP SPOTLIGHT
VINTAGE STOCK
 Mary Wells. Motown 653 (M)

Motown's gone into the vaults and come up with a package containing some of Mary Wells' most exciting performances. Her hit recording of "Two Lovers," "My Guy" and "You Beat Me to the Punch" are highlights of her years with the label, and are included here, insuring good sales.



POP SPOTLIGHT
THE KNIGHTSBRIDGE STRINGS GO POP
 Monument MAM 3003 (M); MAS 13003 (S)

Formerly available on the Purist label and purchased by Monument, the rich Knightsbridge Strings should meet with much sales success in this package of lush treatments of past pop hits. Their arrangements of "Hey, There," "Poor People of Paris" and "Too Young" make for great programming. Two other LP's released at the same time are "España" and "34 Time," equally good.



POP SPOTLIGHT
JOE (FINGERS) CARR & THE BLUEGRASS JUG BAND
 Dot DLP 3767 (M); DLP 25767 (S)

Pop music has run the cycle and back once again to the combo of bluegrass and the Jug Band and Joe (Fingers) Carr is once again right at home. In what should become a hot sales item, the genius of the 88 keys along with top fiddle work combine to refresh "Bonaparte's Retreat," "Slippin' Around" and a fine rendition of the recent "Flowers on the Wall." Well produced by Tom Mack.



POP SPOTLIGHT
LOVE IS A SPECIAL FEELING
 Maria Cole. Capitol T 2612 (M); ST 2612 (S)

Marking her album debut, Mrs. Nat Cole displays a unique style loaded with warmth and sensitivity. Backed by the exquisite string arrangements of Gordon Jenkins, she creates a romantic mood with compelling readings of "A Blues Serenade" and "He Touched Me." In what promises to be a big programming and sales package, she delivers a beautiful rendition of "Violets for Your Furs."



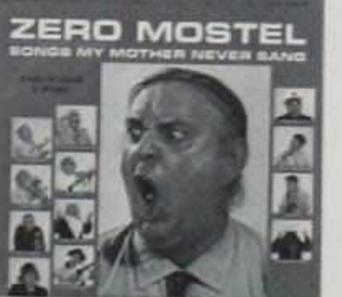
SOUNDTRACK SPOTLIGHT
NOT WITH MY WIFE, YOU DON'T
 Original Soundtrack. Warner Bros. W 1668 (M); WS 1668 (S)

Johnny Williams has written a bright score for a film whose reviews have been fair. The theme, "Big Beautiful Ball," is good, old-fashioned jazz, while "My Inamorata" is soft and dreamy.



POP SPOTLIGHT
MY WAY
 Billy Eckstine. Motown 646 (M)

The dynamic Mr. B excels in this first-rate program of newer songs, with "Once in a Lifetime" and "I'll Only Miss Her" sharing the spotlight. The one evergreen, "Last in the Stars," receives a moving and powerful treatment by the vocalist, and the album will be welcomed. Outstanding programming here, with definite sales potential.



COMEDY SPOTLIGHT
ZERO MOSTEL SINGS HARRY RUBY'S SONGS MY MOTHER NEVER SANG
 Vanguard VRS-9229 (M); VSD-79229 (S)

This is quite a mad record and perfectly suited to Mostel's zanyness. It's his first solo album and his "fiddling" around in such unorthodox things as "Fight on for Tannenbaum" and "God Bless Every State in the U.S.A." is proof of Mostel's genius. It's satire at its wildest.

NEW ACTION ALBUMS

NATIONAL BREAKOUTS

BORN FREE
 Roger Williams, Kapp KL 1501 (M); KS 3501 (S) (605-01501-3; 605-03501-5)

WINCHESTER CATHEDRAL
 New Vaudeville Band, Fontana MGF 27560 (M); SRF 67560 (S) (498-27560-3; 498-67560-5)

S.R.O.
 Herb Alpert & the Tijuana Brass, A&M LP 140 (M); SP 4119 (S) (108-00119-3; 108-04119-5)

NEW ACTION LP'S

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

BEST OF SONNY JAMES
 Capitol T 2615 (M); ST 2515 (S) (300-02615-3; 300-02615-5)

LARA'S THEME
 Gunter Kallmann Chorus, 4 Corners FCL 4235 (M); SCS 4235 (S) (487-04235-3; 487-04235-5)

THE TEMPTATIONS GREATEST HITS
 Gordy 919 (M); 919 (S) (520-00919-3; 620-00919-5)

HAWAII
 Henry Mancini, RCA Victor LPM 3713 (M); LSP 3713 (S) (775-03713-3; 775-03713-5)

HAPPINESS IS YOU
 Johnny Cash, Columbia CL 2537 (M); CS 9337 (S) (350-02537-3; 350-09337-5)

GREATEST HITS OF ALL TIMES
 Gene Pitney, Musicor MM 2102 (M); MS 3102 (S) (685-02102-3; 685-03102-5)

MEMPHIS GOLD, VOL. 1
 Various Artists, Stax 710 (M); 710 (S) (833-00710-3; 833-00710-5)

TENDER GENDER
 Kenny Burrell Quartet, Cadet LP 772 (M); LPS 772 (S) (245-00772-3; 245-00772-5)

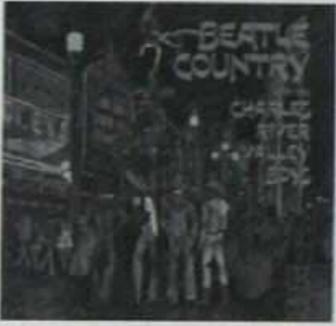
SPAGHETTI SAUCE
 Pat Cooper, United Artists UAL 3548 (M); UAS 6548 (S) (875-03548-3; 85-06548-5)

COMING ON STRONG
 Brenda Lee, Decca DL 4825 (M); DL 74825 (S) (400-04825-3; 400-74825-5)

HUGH MASEKELA'S NEXT ALBUM
 MGM E 4415 (M); SE 4415 (S) (660-04415-3; 660-04415-5)

BANG! BANG! PUSH, PUSH, PUSH
 Joe Cuba Sextet, Tico LP 1146 (M); SLP 1146 (S) (860-01146-3; 860-01146-5)

CHANGES
 Johnny Rivers, Imperial LP 9334 (M); LP 12334 (S) (570-09334-3; 570-12334-5)



COUNTRY SPOTLIGHT
BEATLE COUNTRY
 Charles River Valley Boys. Elektra EKL-4006 (M)

A novel idea. Elektra, who put Beatle tunes into the classical field with the hit "Baroque Beatles Book," does the same here for the country field. LP's like this have a habit of getting on the chart. "Baby's in Black" and "Norwegian Wood" could get pop and country airplay, boosting sales.



CLASSICAL SPOTLIGHT
MOZART: SERENADE FOR 13 WIND INSTRUMENTS IN B FLAT, K 361

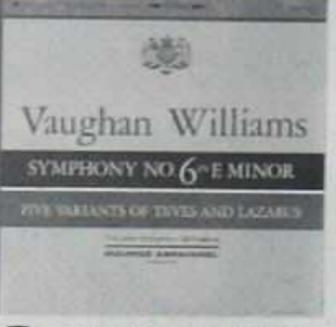
American Symphony (Stokowski). Vanguard VRS-1158 (M); VSD-71158 (S)

There are seven movements in this "Serenade," written when Mozart was 25 and, in each, the wind ensemble plays like true creative artists. Stokowski leans into the work, giving to each movement a special character and individual approach.



JAZZ SPOTLIGHT
SWINGIN' NEW BAND
 Buddy Rich. Pacific Jazz PJ-10112 (M); ST-20113 (S)

And swing it does on the band's debut LP for the P-J label. Recorded live at Hollywood's Chez, the Rich aggregation blasts its way through a non-stop "Up Tight" and a moody "My Man's Gone Now." An 11-minute "West Side Story" medley packs a wallop, and the album should meet with equal sales impact.



CLASSICAL SPOTLIGHT
VAUGHN WILLIAMS: SYMPHONY NO. 6/DIVAS AND LAZARUS

Utah Symphony (Abravanel). Vanguard VRS-1160 (M); VSD-71160 (S)

In this first American stereo recording of this moving Vaughn Williams symphony, the Utah Symphony under Maurice Abravanel, even surpasses its excellent concert performances of the work. Rounding out this valuable addition to the Vaughn Williams catalog is "Five Variants of 'Divas and Lazarus.'"



LOW PRICE CLASSICAL SPOTLIGHT
MOORE-LATOUCHE: THE BALLAD OF BABY DOE (3 LP'S)

Various Artists/New York City Opera Orchestra (Buckley). Heliodor H-25035-3 (M); HS-25035-3 (S)



JAZZ SPOTLIGHT
POW!
 Sonny Stitt. Prestige PR 7459 (M)

Jazz lovers will want this newest LP by Sonny Stitt. His alto sax leads the way on "Scramble," "Love on the Rocks," "I Want to Be Happy." Chalk up another good seller in the jazz market for the Prestige label.

SEE ALBUM REVIEWS ON BACK COVER

Contribute to the NAT KING COLE CANCER FOUNDATION
 BOX 8598, CRENSHAW STATION
 L.A., CALIF. 90008

Continued

A memorable performance previously on MGM Records, this Heliodor reissue is a welcome bargain. The sound seems even cleaner than previously. Beverly Sill, Walter Cassel and Frances Bible all are splendid in the major roles, while Joshua Hecht's vignette as William Jennings Bryan is still a treasure. A reduction from Heliodor's low list is an added attraction.

An open letter to the Stereo Tape Cartridge Industry:



Liberty Stereo-Tape offers a stereo tape cartridge 4-Track and 8-Track **BROWSER CARD SYSTEM**, designed to fit existing 7" browsers.

It is our desire to make this system "Universal" to the entire industry, as it is our firm belief that a unified system will, in the immediate future, increase the flow of product to and from the point of sale, and will eliminate shrinkage.

We should like to thank those manufacturers, distributors and retailers who have already indicated their approval of this system.



Full color, tabbed "Artist/Title" browser cards feature actual-size cover and separate programmer.



Back of each "Artist/Title" browser card contains inventory listing for stock control and sales history.



Complete browser system features 2 full sets of "Artist/Title" cards for every cartridge, complete sets of category dividers and separate 8-track and 4-track header cards.



The browser card system brings entire tape cartridge selection to the customer's fingertips—and eliminates shrinkage problems.

For complete details, please write, wire or phone:

Liberty Stereo-Tape, A Division of Liberty Records, Inc., 6920 Sunset Boulevard, Hollywood, California 90028, Area Code (213) 464-8101

Shopper

This Christmasy Array of Capitol Product Will DRIVE Customer\$ Into Your Store — Then Keep Them There!



Take stock of what Capitol's biggest Christmas promotion in history adds up to, and you'll want to get in on it:

- 171 of these Capitol and Angel best-sellers are listed in full-page, two- and four-color ads running in all major markets . . .
- 28 appear in half-page ads . . .
- 266 albums are featured in the industry's most exciting gift-buying guide, themed "Give the Gift of Music" . . .
- 13 are contained in a special LP designed for in-store play, "Music for Christmas Shoppers Only" . . .
- and you can stock 300 in a unique, lighted Christmas merchandiser . . . all of which adds up to big sales!

We want to bring more customers your way than ever before, and the newspaper ads, gift catalog, full-color "Give the Gift of Music" window streamer and point-of-sale divider cards (keyed directly to the newspaper ads) will lead eager Christmas shoppers right to this *HOT* product!

Pull-out all the stops this year and go Capitol for a very merry Christmas 1966!

Half-page, dealer co-op ad with 28 of the cream of Capitol and Angel albums . . .



Full-page, four- and two-color ads running in all major markets, with the same category headings as the gift-buying guide and point-of-sale divider cards . . .

HERE!

266 GIFT-GIVING IDEAS

take one



take one

GIVE THE GIFT OF MUSIC

The "Give the Gift of Music" gift-buying guide and counter holder . . .



Four-color window or wall streamer with theme used in all elements of merchandising campaign . . .



Stoppers!



■ Lighted, colorful floor merchandiser which holds 300 best-selling Capitol and Angel albums, plus over 100 "Give the Gift of Music" gift-buying guides...



■ Specially-prepared "Music for Christmas Shoppers Only" in-store demonstration disc... put your customers in a buying mood.



■ LP'S BY... Beatles, Beach Boys, Lou Rawls, Nancy Wilson, Mrs. Miller, Peter & Gordon, Frank Sinatra, Nat Cole, Dean Martin, George Shearing, Al Martino, Sonny James, Wayne Newton, Peggy Lee, Jackie Gleason, Ernie Ford, Matt Monro, Guy Lombardo, Kingston Trio, Lettermen, Broadway Show Albums, Kalil & Taylor, Webley Edwards, Judy Garland, Buck Owens



■ CHRISTMAS LP'S



■ Angel LP'S



■ 12 bright & happy, plastic divider cards with the same category headings as the newspaper ads and gift-buying guide...

DECCA® GUITARS

AMPLIFIERS AND ACCESSORIES

FOLK GUITARS:

From \$17.95 to \$59.95



DMI 120
Steel string guitar with mahogany back, sides and neck. Steel reinforced neck. Size: 36 1/2" x 13".
\$17.95
Suggested List Price

DMI 121
Same as above with Nylon strings.
\$18.95
Suggested List Price



DMI 225
Auditorium Size 41" x 16 1/2" Deluxe 12 String Guitar with 12 Fret Steel Reinforced Neck, Honduras Mahogany Back, Sides and Neck, Inlaid Fingerboard and Metal Tailpiece.
\$59.95
Suggested List Price

CLASSICAL GUITARS:

From \$25.95 to \$49.95



DMI 123
Flamenco style guitar with nylon strings. Back, sides, neck and fingerboard have high gloss ebony finish. Steel reinforced neck. Size: 39" x 14".
\$25.95
Suggested List Price



DMI 320
Deluxe Grand Concert Size 39 1/2" x 14 1/2" Classic Guitar with Genuine Rosewood Back and Sides.
\$49.95
Suggested List Price

SOLID BODY ELECTRIC GUITARS:

From \$44.95 to \$89.95

DMI 201
This double cutaway mahogany solid body electric guitar features six precision tuning keys. Super sensitive pickup, steel reinforced neck and adjustable metal bridge.
\$44.95
Suggested List Price



DMI 203
Detachable steel reinforced neck, three ultra sensitive pickups, chrome hardware, 3 separate volume controls plus tone control, 3 selector switches plus vibrato. Complete with hard shell carrying case.
Size: 39" x 13 1/2".
\$89.95
Suggested List Price



HOLLOW BODY ELECTRIC GUITARS:

From \$54.95 to \$99.95

DMI 500
Thin bodied electric, cutaway shape. Reinforcing rods, rosewood fingerboard with 20 frets, Magnetic pick-up, volume and tone controls, chrome tailpiece, sunburst finish. Dimensions: 41 1/2" long overall.
\$54.95
Suggested List Price



DECCA BASS GUITARS:

From \$99.95 to \$119.95

DMI 300
Solid body four string electric bass. Featuring a special bass pickup. Complete with hard shell carrying case.
Size: 45 1/2" x 15".
\$99.95
Suggested List Price



AMPLIFIERS:

From \$31.95 to \$149.95



DMI 60
High Fidelity Amplifier for undistorted, clear reproduction. Has 3 tubes plus 2 instrument input jacks. Volume control with On/Off switch. Overall size: 12 1/2" High x 15" Wide x 6" Deep. U.L. Approved.
\$31.95
Suggested List Price



DMI 69
High Fidelity Bass Guitar Amplifier specifically engineered for reproducing the lows of the electric bass guitar without distortion. Overall size: 22" High x 20" Wide x 11" Deep. U.L. Approved.
\$149.95
Suggested List Price

ACCESSORIES

GUITAR STRINGS

DMA-601 A complete set of steel guitar strings, extra first and second string included.
per set **\$2.25**

DMA-602 A set of six nylon strings: three steel wound strings with a nylon core and three pure nylon strings.
per set **\$2.25**

DMA-603 A complete set of electric guitar strings, extra first and second string included.
per set **\$3.25**

GUITAR PITCH PIPE

DMA-604 A staggered pitch pipe for perfect tuning.
each **\$1.95**

GUITAR NECK STRAPS

DMA-605 A leather guitar neck strap for instruments with end pins.
each **\$2.50**

DMA-606 A leather guitar neck strap for instruments without end pins.
each **\$1.75**

GUITAR STANDS

KB33 Chrome plated guitar stand. For all non electric guitars.
\$7.50

KB35 All electric guitars. **\$7.50**

GUITAR PICKS

DMA-607 A package of three medium gauge guitar picks.
per package **\$2.25**

VINYL GUITAR BAGS

DMA-608 A vinyl zipper bag for Decca Electric Guitars. **\$5.95**

DMA-600 A pure vinyl zipper bag, completely lined with green felt that accommodates all Decca Acoustic Guitars.
\$5.95

INSTRUCTION BOOK

DMA-700 A complete instructional book for the guitar. This book will teach the basic chords as well as how to select a guitar, care for a guitar, tune a guitar, hold a guitar, play songs, adjust and replace accessories. Many, many other important facts are included in this very complete instructional book. A must for every beginner and advanced student.
\$2.50

TREMOLO FOOT SWITCH

TFS-100 Rugged construction—stamped steel frame—Sculf-proof cover of long-life molded neoprene—Can be actuated from any position—gives non-slip contact—Positive action—touch on, touch off.
each **\$6.75**



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Fanwood, New Jersey
C. Lindroth, Mgr.
31 Gere Place
210 MI 2-3202

Hamburg, New York
M. Bloom, Mgr.
Shero Road—Route 2
716 TL 2-8318

Springfield, Massachusetts
H. Borrelli, Mgr.
539 Dickinson Street
413 CH 7-0330

Camden, New Jersey
S. Passamano, Mgr.
1722 Federal Street
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Cincinnati, Ohio
C. W. Doherty, Mgr.
Daylight Building, 6th & Court
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M. De Filippo, Mgr.
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313 DI 1-6040

Indianapolis, Indiana
M. Taylor, Mgr.
838 Broad Ripple Ave.
317 CL 1-1732

New Orleans, Louisiana
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312 DE 7-1100

Greenfield, Wisconsin
B. Blie, Mgr.
4404 South 80th Street
414 BR 2-3370

Minneapolis, Minnesota
O. Lowe, Mgr.
6150 Wayzata Blvd.
612-544-7707

Kansas City, Missouri
Tom Kelly, Mgr.
2729 Gillham Road
816 GR 1-4030

St. Louis, Missouri
M. Melton, Mgr.
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314 CE 1-6600

Honolulu, Hawaii
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213 HO 3-7126

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206 AT 4-8060

Charlotte, North Carolina
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JAZZ SPOTLIGHT

NEW DIRECTIONS

Afro Blues Quintet Plus One.
Mira MLP-3010

The accent is on Latin jazz, and it's highly successful. The program consists mainly of new things, but there are a few standards added, among them "With a Song in My Heart" and "Once in a Lifetime." The direction and the sound is new, exciting and unique, and should be a sure-fire winner. "Mystic Mambo" is a knockout.

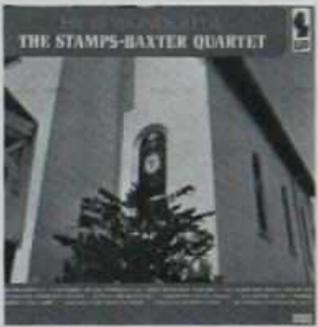


FOLK SPOTLIGHT

SEE REVERSE SIDE FOR TITLE

Jim Kweskin & the Jug Band.
Vanguard VRS-9234 (M); VSD-79234 (S)

Jim Kweskin hasn't changed one bit; it's just teen tastes are shifting to this trend and this group—always a good seller—will go farther this time out with bonus pop sales. Intriguing bluesy versions of "Never Swat a Fly" and "Chevrolet."

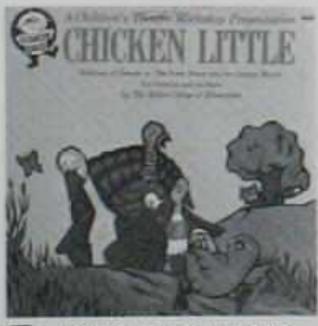


GOSPEL SPOTLIGHT

HE IS WONDERFUL

Stamps-Baxter Quartet. Kapp
KL-1408 (M)

This group, popular with gospel music fans, still produces one of the happiest blends of harmony in the field. They're outstanding on "Surely I Will, Lord," and "Ev'rywhere I Go and Ev'rything I Do." This LP will produce excellent sales.



LOW PRICE CHILDREN'S SPOTLIGHT

CHICKEN LITTLE

Mills College of Education.
Simon Says M46 (M)

This is the second children's album prepared and presented by Mills College of Education students, and it should please the kiddies no end. Here are such favorites as "Chicken Little" and "The Musicians of Bremen." Songs are right in tune, too.



INTERNATIONAL SPOTLIGHT

VICENTICO VALDES CANTA NO PUEDO OLVIDAR

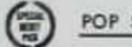
Seeco SCLP-9293 (M); SCLP-92930 (S)

Vicentico Valdes has a certain charm in his voice that works wonders with a Latin version of "Strangers in the Night" (No Puedo Olvidar) and a bag of bolero-flavored Latin tunes. Valdes sells well in all Latin markets, especially New York and Puerto Rico.



SPECIAL MERIT PICKS

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

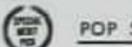


POP SPECIAL MERIT

BEST OF THE KINGSTON TRIO, VOL. III

Capitol DT 2614 (M); ST 2614 (S)

Proven top sellers for the first two volumes, the trio has another safe bet for an important chart item in this well planned package. The material includes some of the best performances of the trio with "El Matador," "San Miguel," "Lemon Tree" and "They Call the Wind Maria" among the standouts.

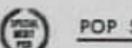


POP SPECIAL MERIT

SOUNDS!

Jack Marshall/Shelly Manne. Capitol
DT 2610 (M); ST 2610 (S)

A brilliant idea and a sparkling result is this combination of the sensitive guitar work of Jack Marshall and the creative percussion work of Shelly Manne. Together they bring a fresh approach and add a new dimension to such evergreens as "Sweet Sue, Just You" and "All the Things You Are." A medley that combines "Carnival" with "Sweet Happy Life" is exceptional.

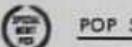


POP SPECIAL MERIT

HERE'S WHERE IT IS

The Johnny Keating Sound. Warner
Bros. W 1666 (M); WS 1666 (S)

Johnny Keating's arrangements have a driving beat, with double percussion sections making for a swinging sound. Cuts include "What Now My Love?" "Theme From a Summer Place" and "Strangers in Paradise."

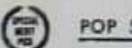


POP SPECIAL MERIT

HAWAIIAN DREAMS

Hal Aloma. Dot DLP 3758 (M); DLP 25758 (S)

Hawaiian music at its best is expected from Hal Aloma and, on this LP, he again delivers. Truly a collection of a dozen "Hawaiian Dreams," the leadoff song. Authenticity and charm grace the steel-guitar album. With the rash of disks being released on Hawaiian themes, a quality pressing like this could do something. Among the gems are "Mount Uluwehi O Kaala," "Pua Carnation," and "Aloha Dreams."



POP SPECIAL MERIT

THE BAROQUE INEVITABLE

Various Artists. Columbia CL 2587 (M); CS 9387 (S)

Playing current rock songs in the baroque manner has been done before, but the Baroque Inevitable does a cracking job with numbers associated with Sonny & Cher, the Beatles and the Troggs. It's good, clean fun and light listening.

ALBUM REVIEW POLICY

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



LOW PRICE CLASSICAL

SPECIAL MERIT

BACH: TWO AND THREE-PART INVENTIONS

George Malcolm. Nonesuch H-1144 (M); H-71144 (S)

Malcolm is the "teacher" here in playing these 30 lessons and it would do well for aspiring musicians to listen closely. Malcolm's tasty performance is clear and thorough and well worth the buyer's time and money.



BLUES SPECIAL MERIT

BRASS AND THE BLUES

Muddy Waters. Chess LP-1507 (M); LPS-1507 (S)

The great Muddy Waters is represented here by 10 fine blues, including some classics such as "Trouble in Mind," "Corine Corina" and "Piney Brown Blues." The arrangements include fine horn players. Altogether, an album which blues aficionados will want.



SPOKEN WORD SPECIAL

MERIT

THE ART OF LOVE

Saeed Jaffrey/Various Artists. Vanguard VRS-9228 (M); VSD-79228 (S)

Saeed Jaffrey presents 11 readings from Vatsyayana's classic Hindu study of erotic love, the "Kama Sutra." Definitely not for children, some of the subjects covered include "The Tryst in the Pleasure Room," "Kissing," "Biting," and "Striking." The sensual character of the material is heightened by background Indian festive and ritual music on strings, flutes and drums.



INTERNATIONAL SPECIAL

MERIT

THE BEST OF EDITH PIAF

Capitol DT 2616 (M)

In the vein of a collector's item, this grouping of some of the top performances of the dynamic Piaf should meet with immediate sales impact. Songs associated with her career, "La Vie En Rose," "Milord" and "Non, Je Ne Regrette Rien" among others, all performed to perfection, make this LP a must for all Piaf followers.

FOUR-STAR ALBUMS

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

POPULAR

LONESOME TRAVELER
Ray Bryant. Cadet LP-778 (M); LPS-778 (S)

SAMBA SO!
Walter Wanderly. World Pacific WP-1856 (M); WPS-1856 (S)

ALL-TIME GREAT INSTRUMENTAL HITS
Howard Roberts Quartet. Capitol DT 2609 (M); ST 2609 (S)

ROBBIE PORTER
MGM E-4397 (M); SE 4397 (S)

WHAT CAN I SAY?
Val Anthony-Sy Oliver. LIMS SPM-1000 (M); SPS-1000 (S)

JUANITA BANANA
The Peels. Karate KLP 1402 (M); KSD 5402 (S)

RENDEZVOUS IN VIENNA
Anton Karas. Columbia CL 2576 (M); CS 9376 (S)

DREAM, DREAM, DREAM
Cesana. Audio Fidelity AFLP 2162 (M); AFSD 6162 (S)

WALKING ON WILSHIRE
Jimmie Haskell. Dot DLP 3761 (M); DLP 25761 (S)

TEQUILA A GO GO
Richard Davis & The Tequila Brass. Audio Fidelity AFLP 2165 (M); AFDS 6165 (S)

Continued

TOP 100's

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

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

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like THE MONKEES, DR. ZHIVAGO, SUPREMES A' GO-GO, THE SOUND OF MUSIC, THE MAMA'S AND THE PAPA'S, WHAT NOW MY LOVE, SERGIO MENDES & BRASIL '66, GOING PLACES, REVOLVER, LOU RAWLS SOULIN', AND THEN... ALONG COMES THE ASSOCIATION, PARSLEY, SAGE, ROSEMARY AND THYME, SOMEWHERE MY LOVE, WHIPPED CREAM & OTHER DELIGHTS, GOLDEN GREATS, THE KINKS GREATEST HITS, JE M'APPELLE BARBRA, GUANTANAMERA, THE TIME OF MY LIFE, WADE IN THE WATER, SPINOUT, RAIN FOREST, AFTERMATH, LOU RAWLS LIVE!, STRANGERS IN THE NIGHT, THE BEST OF THE LETTERMEN, WONDERFULNESS, BIG HITS (High Tide and Green Grass), MR. MUSIC, THE BEST OF THE ANIMALS, JOHNNY RIVERS' GOLDEN HITS, SUNSHINE SUPERMAN, JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART, SOUTH OF THE BORDER, SINATRA AT THE SANDS, THE IMPOSSIBLE DREAM, GETTIN' READY, THE WILD ANGELS, WILD THINGS!, ANIMALIZATION, FIDDLER ON THE ROOF, BERT KAEMPFER'S GREATEST HITS, THE LONELY BULL, BORN FREE, THE BEST OF HERMAN'S HERMITS, THE EXCITING WILSON PICKETT, IF YOU CAN BELIEVE YOUR EYES AND EARS, BEST OF THE BEACH BOYS, VOL. I, BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?, MAME.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like THE PETER, PAUL AND MARY ALBUM, MIDNIGHT RIDE, OPENING NIGHTS AT THE MET, I'LL REMEMBER YOU, WHY IS THERE AIR?, ON TOP, YOU ASKED FOR IT!, RAY'S MOODS, SO NICE, A COLLECTION OF 16 BIG HITS, VOL. 5, THE HAPPENINGS, TEQUILA, YESTERDAY AND TODAY, GO AHEAD AND CRY, CHER, MAN OF LA MANCHA, DISTANT SHORES, THE SHADOW OF YOUR SMILE, ALFIE, THE HIT SOUND OF DEAN MARTIN, TENDER LOVING CARE, BLONDE ON BLONDE, WILD THING, WIPE OUT, A TIME FOR LOVE, ALMOST PERSUADED, TRINI LOPEZ'S GREATEST HITS, BUS STOP, SPANISH EYES, THIS IS LOVE, THE 4 SEASONS GOLD VAULT OF HITS, FIFTH DIMENSION, OUR HERO... PAT COOPER, PERRY COMO IN ITALY, GLENN YARBROUGH RECORDED LIVE AT THE HUNGRY I, HOW SWEET IT IS, I STARTED OUT AS A CHILD, PET SOUNDS, BORN FREE, WINCHESTER CATHEDRAL, THE YOUNG RASCALS, A HEART FILLED WITH SONG, BLACK IS BLACK, THE SHADOW OF YOUR SMILE, SEPTEMBER OF MY YEARS, MORE I CANNOT WISH YOU, WINCHESTER CATHEDRAL, THE MORE I SEE YOU/CALL ME, 50 GUITARS IN LOVE, EAST-WEST.

Table with columns: This Week, Last Week, TITLE-Artist, Label & No., (EDP Mono & Stereo No.), Wks. on Chart. Includes entries like THE LAST WORD IN LONESOME, ANIMALISM, HAWAII, GAMES THAT LOVERS PLAY, DEAN MARTIN'S T.V. SHOW, I COULDN'T LIVE WITHOUT YOUR LOVE, SO WHAT'S NEW?, BOTH SIDES OF HERMAN'S HERMITS, COLOR ME BARBRA, THE DAVE CLARK FIVE'S GREATEST HITS, 96 TEARS, ROGER MILLER/GOLDEN HITS, WILD IS THE WIND, WATCH OUT, JACK JONES SINGS S.R.O., A TOUCH OF TODAY, NIGHTIDE, RUBBER SOUL, THE FUGS, "BUCKETT", HOOCHIE COOCHE MAN, SECOND GOLD VAULT OF HITS, DISTANT DRUMS, EASY LISTENING, THE BIBLE... IN THE BEGINNING, A MAN AND A WOMAN ("Un Homme Et Une Femme"), OVER UNDER SIDEWAYS DOWN, TIJUANA BRASS, THE OTIS REDDING DICTIONARY OF SOUL, RHAPSODIES FOR YOUNG LOVERS, BEST OF HERMAN'S HERMITS—VOL. 2, WORDS AND MUSIC, THE NEW LEE DORSEY, HANDFUL OF SOUL, WARM AND TENDER SOUL, FRESH FLAVOR, JOHNNY'S GREATEST HITS, SWEET PEA, PSYCHOTIC REACTION, TERRY KNIGHT & THE PACK, COMMAND PERFORMANCE, BOOTS, PSYCHEDELIC LOLLOPOP, OUR WEDDING ALBUM OR THE GREAT SOCIETY AFFAIR, SEARCH FOR THE NEW LAND, MORE GREATEST HITS, KATE SMITH TODAY, THE UNFORGETTABLE NAT KING COLE SINGS THE GREAT SONGS, BROADWAY BASIE'S WAY.

**Put a chart in front of them
and what do they do?**

They climb it.

KAPP RECORDS

**BAD
MISUNDERSTANDING
The Critters**

A KAMA-SUTRA PRODUCTION



Produced by Artie Ripp, Peter Anders, Vinny Poncia.

K-793 45 RPM

KAPP RECORDS

**WISH ME A RAINBOW
The Gunter Kallmann
Chorus**



FC-4138 45 RPM

The Critters/Younger Girl



KL-1485 KS-3485

**Wish Me A Rainbow
The Gunter Kallmann Chorus**

with Orchestra and Bells

Lara's Theme/Strangers in the Night/The Impossible Dream/Lollipops and Roses
The More I See You/The Day the Rains Came/ and others.



FCL-4235 FCS-4235



Their latest album.

The album that contains the title song.

ALBUM REVIEWS

Continued from page 47

BACK TO ALOHA LAND
Ernie Menehune. Roadrunner S1313 (S)

RAINBOWS OVER PARADISE
Bud Tuimare. Dot DPL 3759 (M); DLP 25759 (S)

VIOLIN CLASSICS IN SAMBA
Sao Paulo Strings. Monument MLP 8061 (M); SLP 18061 (S)

BIG BERTHA BAND ORGAN
Audio Fidelity. AELP 2145 (M); AFSD 6145 (S)

LOW PRICE POPULAR

SOUL OF THE BLUES
101 Strings. Alshire M-5048 (M); S-5048 (S)

CHRISTMAS

WILD CHRISTMAS
Mae West. Dragonet DG-4 (M)

MERRY CHRISTMAS BABY
Various Artists. Hollywood LP-501 (M)

CHRISTMAS TIME.
Eddie Blazonczyk's Versatones. Bel-Aire LP 3009 (M-S)

COUNTRY

A TRIBUTE TO JIM REEVES
The Arthur Smith Show. Dot DLP 3769 (M); DLP 25769 (S)

CLASSICAL

CLAUDIO MONTEVERDI
Choir of St. John's College, Cambridge (Guest). Argo RG 5494 (M); ZRG 5494 (S)

LOW PRICE CLASSICAL

VILLA-LOBOS/ORBON/SALAS
Dorothy Rienze (Surinach & Winograd). Hellodor H 25037 (M); HS 25037 (S)

BAROQUE FANFARES AND SONATAS FOR BRASS
London Brass Players (Rifkin). Nonesuch H-1145 (M); H-71145 (S)

HAYDN: PIANO SONATAS NOS. 20, 23, 52
Martin Galling. Nonesuch H-1143 (M); H-71143 (S)

BACH: CANTATAS BWV 169 & 56
Various Artists/Chamber Orchestra of the Saar (Ristenpart). Nonesuch H-1142 (M); H-71142 (S)

JAZZ

ROUGH HOUSE BLUES
Lou Donaldson. Cadet LP-768 (M); LPS-768 (S)

MUSIC IN 5 DIMENSIONS
Clyde Borly & His Percussions. Atco 33-195 (M); 33-195 SD (S)

COMEDY

THE HARDLY WORTHIT REPORT
Various Artists. Parkway P-7053 (M); SP-7053 (S)

LOW PRICE CHILDREN'S

CHILDREN'S MARCHING SONGS
Various Artists. Simon Says M48 (M)

POLKA

OLD COUNTRY STYLE, VOL. 2
Blazonczyk/Kowalkowski/Polish Mountaineer All Star Orchestra. Bel-Aire LP 3007 (M-S)

LOW PRICE POLKA

OH YEAH! A POLKA PARTY
Alshire M-3001 (M); S-3001 (S)

SPOKEN WORD

ART LINKLETTER NARRATES THE BIBLE
20th Century-Fox 3187 (M)

LOW PRICE SPOKEN WORD

THE GREEN BERETS
United States Army Special Forces. Leo the Lion CH-1029 (M)

INTERNATIONAL

THREE RAGAS
Ravi Shankar. World Pacific WP-1438 (M); WPS-21438 (S)

LOW PRICE INTERNATIONAL

THE SOUL OF ISRAEL
101 Strings. Alshire M-5044 (M); S-5044 (S)

SOUL OF GREECE
101 Strings. Alshire M-5047 (M); S-5047 (S)

THE SOUL OF RUSSIA
101 Strings. Alshire M-5049 (M); S-5049 (S)

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

POPULAR

MORT WELLS PLAYS NEW ORLEANS
Applause AR6001 (S)

CLASSICAL

TALLUS: TUDOR CHURCH MUSIC, RECORD II
Choir of King's College Cambridge (Willcocks). Argo RG 5479 (M); ZRG 5479 (S)

LOW PRICE CHILDREN'S

UNCLE MALCOLM'S CARNIVAL OF RHYMES
Roadrunner MC-1001 (M)

'Cathedral' Hits Million Milestone

CHICAGO—"Winchester Cathedral," the British-recorded-and-performed Fontana record, became the label's first million-seller this week when sales surpassed the seven-figure amount despite a quartet of actively promoted duplicate cover recordings. Product manager Lou Dennis anticipates sales of over 1,500,000 when full tabulations are in and indicated the LP will have passed the 250,000 this week, too.

Dennis planed to Madison, Wis., for formal presentation of the Gold Record to the seven-man English group led by Geoff Stephens, who produced, recorded and sang the vocal.

Infringements Suits

NEW YORK — Three suits charging infringement were filed in Federal Court here last week. Marion Rosette has charged Playtime Records with infringement by recording some 42 tunes. Acum, Ltd., charged the Vanguard Recording Society with infringement on a tune which allegedly was in "The Weavers at Carnegie Hall" album.

A third suit charged that the "Theme From Lawrence of Arabia" was an infringement of a 1961 copyright obtained by Jane George for her composition, "Mirage." The composer named as defendants Columbia Pictures, Columbia Pictures International Corp., Gower Music, Inc., Horizon Pictures (G. B.), Ltd. and composer Maurice Jarre.



The excitement is here!
Damita Jo
"If You Go Away"
5-10061

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TOP 10 IN ENGLAND!

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"JUST ONE SMILE"

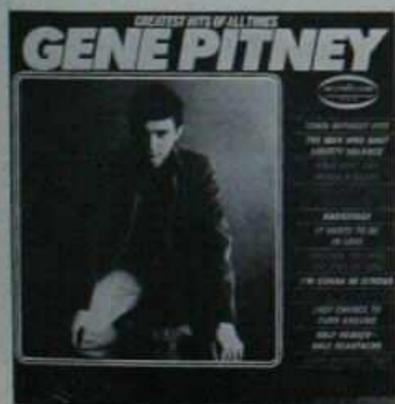
MU 1219

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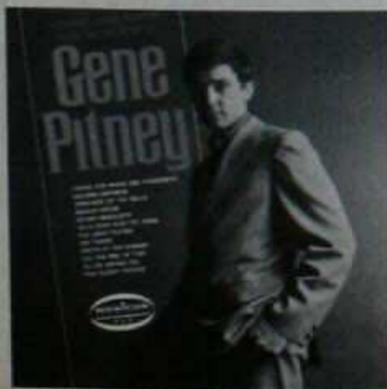
Radio Stations wire us if you don't
have Gene Pitney's record of "Just One Smile."



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OVER 100,000 SOLD
IN RELEASE JUST 3 WEEKS

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YOUNG & WARM
& WONDERFUL
(All Standards)
MM 2108/MS 3108



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Del Shields
WLIB-FM
New York, N. Y.

NEW ALBUM RELEASES

• Continued from page 40

MG M

BEN COLDER—Big Ben Strikes Again; E-4421 (M), SE-4421 (S)

MELDEAN

The Joyful Sound of **RANDY PAIGE**; M-1000 (M), S-1000 (S)

MERCURY

Golden Hits of the **SHANGRI-LAS**; MG 21099 (M), SR 61099 (S)

MILESTONE

The Immortal **JOHNNY DODDS**; MLP-2002 (M)

The Immortal **MA RAINEY**; MLP-2001 (M)

PS

VARIOUS ARTISTS—Lyndonland; CB 558M (M), CB 5585 (S)

POLYDOR

ROBERTO DELGADO ORCH.—Tanz Durch's Musical-Wunderland; 249050 (S)

ALFRED HAUSE ORCH.—Als der Grossvater die Grossmutter Nahm; 249044 (S)

JAMES LAST—Hammond a Go Go; Vol. II; 249043 (S)

VARIOUS ARTISTS—Die Zirkusprinzessin/die Dollarpinzessin; 249054 (S)

VARIOUS ARTISTS—Intim Am Kamin; 249076 (S)

RCA CAMDEN (MEXICAN)

AGONIAS DE AMOR—Miguel Poyentud; CAM-209

BREAKOUT SINGLES

★ NATIONAL BREAKOUTS

I'M A BELIEVER . . .

Mankees, Colgems 1002 (Screen Gems-Columbia, BMI)

★ REGIONAL BREAKOUTS

These new records, not yet on Billboard's Hot 100, have been reported getting strong sales action by dealers in major market(s) listed in parentheses.

TURN THE WORLD THE OTHER WAY AROUND . . .

Timi Yuro, Mercury 72628 (Fingerlake, BMI) (Baltimore)

CHILDREN OF ST. MONICA . . .

Don Grady, Canterbury 501 (Let It Happen, BMI) (Seattle)

CRY LIKE A BABY . . .

Aretha Franklin, Columbia 43827 (Blackwood Music, Inc., BMI) (Pittsburgh)

I'LL MAKE IT EASY . . .

Incredibles, Audio Arts 60.001 (Madelon, BMI) (Atlanta)

LOS EXITOS DE ROBERTO CANTORAL; CAM-214

"LO MAXIMO" CON LOS MOONLIGHTS; CAM-216

"NUESTRAS CANCIONES"—Amparo Montes & Chicho Ferrer Orch.; CAM-217

OLIMPO CARDENAS/JULIO JARAMILLO Y SU CONJUNTO; CAM-218

RCA VICTOR

BOSTON SYMPHONY (Leinsdorf)—Music of Irving Fine; LM-2922 (M), LSC-2829 (S)

A LORIN HOLLANDER Concert; LM-2912 (M), LSC-2912 (S)

TCHAIKOVSKY: SEXTET—Kroyt/M. Schneider/Guarneri Quartet; LM-2916 (M), LSC-2916 (S)

RCA VICTOR (INTERNATIONAL)

AMOUR, CASTAGNETTES ET TANGO—Armandino and Orch.; FPM-150

DAY AND NIGHT—Les Chakachas; FPM-155

POR PRIMERA VEZ CANTAN RANCHERO—Los Dandys; MKL-1715

VUELVEN LOS BRIBONES; MKL-1716

SAGRARIO BAENA; MKL-1717

ROSITA RODRIGUEZ; MKL-1718

GAMIE DANSEUR AV PER BOLSTAD—All Blyverkets Runddansorkester; FPM-148

POR SIEMPRE—Rafael Munoz and Orch.; LPV-7394

COMO SIEMPRE—Antonio Machin; LPV-7404

MARCO ANTONIO MUNIZ; MKE-804

JOSE ALFREDO JIMENEZ; MKE-807

REPRISE

THE KINKS—Face to Face; R-6228 (M), RS-6228 (S)

SOLID STATE

MANNY ALBAM—The Soul of the City; SS 18009 (S)

JIMMY McGRUFF—Cherry; SM 17006 (M), SS 18006 (S)

Introducing the **PASSION GUITARS**; SM 17007 (M), SS 18007 (S)

Chisa Launched; Bows 'Little Star' Featuring Letta

BEVERLY HILLS, Calif.—Chisa Records, an outlet for American records based on African themes and pop material, was launched Nov. 24 with the release of "Little Star" featuring Letta. Letta, born in South Africa, has been appearing in such U. S. clubs as the Hungry i and the Village Gate.

Stewart Levine, a songwriter and producer, is president of the label. Vice-president is Hugh Masekela, who records for MGM Records; he came to America as a protege of Harry Belafonte. Caiphus Semenya, a South African who leads Chisa Records' Bwanas, is second vice-president. Lawrence A. Spector, partner of the business management firm of Gerald Lawrence Associates, is the secretary-treasurer. Independent promotion men Ed Penney, Boston; Sam Kaplan, Detroit; and Tony Richland, Los Angeles have been retained to represent the label which headquarters here at 355 N. Cannon Drive.

Panther Jumps In

FORT WORTH — Panther Records, a new r&b label, has been formed with Willie Jackson as president. Panther's offices will be at 5400 Donnelly Street. "Your Love Is Like Fire," by Melvin London, is the label's first release.

Presenting **JOE WILLIAMS** and **THAD JONES/MEL LEWIS/THE JAZZ ORCHESTRA**; SS 18008 (S)

SOMERSET

CINEMA SOUND STAGE ORCHESTRA—The Bible; SF-26800 (S)

CINEMA SOUND STAGE ORCHESTRA—Hawaii; SF-26900 (S)

THE HAIRCUTS/THE "IMPOSSIBLES"—Here's Where It's At-Beat '66; SF-27100 (S)

VARIOUS ARTISTS—The Guitar and Its Family Around the World; SF-27000 (S)

STAX

BOOKER T. & THE MG'S—In the Christmas Spirit; 713 (M), 713 S (S)

SWORD & SHIELD

THE INSPIRATIONALS/THE WILLS FAMILY & JUNIORS—Texas Sings; LP-1011 (M)

UNITED ARTISTS

PAT COOPER—Spaghetti Sauce & Other Delights; UAL-3548 (M)

VERVE FOLKWAYS

THE BLUES PROJECT—Projections; FT-3008 (M), FTS-3008 (S)

RICHIE HAVENS—Mixed Bag; FT-3006 (M), FTS-3006 (S)

VARIOUS ARTISTS—Living Legends; FT-3010 (M), FTS-3010 (S)

WARNER BROS.

LEROY VAN DYKE—Country Hits, W 1652 (M), WS 1562 (S)

WORLD PACIFIC

WALTER WANDERLY—Samba Col; WP-1856 (M), WPS-1856 (S)

Say You Saw It in Billboard

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(La Poupee Qui Fait Non)

b/w

LOVE ME, PLEASE LOVE ME

PEER-SOUTHERN ORGANIZATION

MRS. MONIQUE PEER-MORRIS, President

1619 Broadway

New York, New York

Canada's '67 to Be Entertainment Wonderland

• Continued from page 1

lish Opera Group with Benjamin Britten, the Canadian Opera Co., and the Montreal Symphony Orchestra's opera season will also be part of the World Festival.

Orchestras

Among the world-famous orchestras performing will be the Concertgebouw Orchestra of Amsterdam, the Vienna Philharmonic, the Czech Philharmonic, the Orchestre National de France, the Swiss Romande Orchestra, the Melbourne Symphony Orchestra, the New York Philharmonic with Leonard Bernstein, the Los Angeles Philharmonic, and the Montreal and Toronto Symphony Orchestras. An outstanding event will be a joint concert by the Los Angeles Philharmonic and the Montreal Symphony, conducted by Zubin Mehta, regular conductor of both orchestras.

Chamber music ensembles will include the Bath Festival Orchestra with Yehudi Menuhin, the Collegium Musicum de Zurich, several Czech chamber groups, the Danzi Woodwind Quintet from the Netherlands, and the McGill Chamber Orchestra from Montreal. A number of outstanding choirs will also be presented, including the North American debut of the Munich Bach Choir and Orchestra, and the Mormon Tabernacle Choir. A presentation of music and dance of India will include soloists Ravi Shankar, Ali Akbar Khan and Bismillah Khan.

Popular attractions, which will include a production from the Music Theater of the Lincoln Center, are not all firmly booked as yet. Marlene Dietrich, Pearl Bailey and prize-winning French-Canadian singer Monique Leyrac are already signed, and negotiations are under way with such stars as the Beatles, Elvis Presley, Barbra Streisand, Frank Sinatra, Herb Alpert's Tijuana Brass, the Supremes, Paul Anka.

Pop Field Next

"We are just getting into the pop field," says Gordon

Hilker, artistic director. "We've left the booking of popular young people's attractions till last because their popularity goes up and down like a yo-yo."

Operatic, ballet, theatrical, symphonic and other concert performances will be presented at the magnificent Place des Arts in Downtown Montreal, which contains the 3,000-seat Salle Wilfrid Pelletier, and two halls now under construction, the 1,300-seat Theater Maisonneuve, and the 800-seat Theater Port Royal.

Light entertainment attractions will be presented in the 2,000-seat Expo Theater, while other popular entertainers will appear at the 1,500-seat Garden of Stars in La Ronde, the amusement area of Expo '67. Spectaculars, which will include Flying Colors, a show staged by Radio City Music Hall producer Leon Leonidoff, will take place in a 25,000-seat stadium.

5.3 Million Seats

In all, the World Festival encompasses 5,300,000 reserved seats, of which 3,500,000 will be for "light entertainment" attractions, plus some 600,000 to 800,000 stadium seats for spectaculars and sporting events. Tickets will go on sale early in 1967, primarily by mail order. (A brochure of attractions, giving dates and prices, will be available from: Entertainment Branch, Expo '67, Montreal, Quebec, Canada.)

In addition to this wealth of internationally-renowned classical and popular attractions, presented at the customary prices for such performances, Expo '67 will offer innumerable free attractions. Many of the international pavilions will feature entertainment. The Canadian pavilion, for example, will showcase Les Feux Follets, the national folk ensemble, in daily performances. Some 400 amateur groups, bands, choirs, dance groups, folk singers, totalling about 10,000 performers from Canada and the U. S., will appear in six bandshells around the grounds, seating from 1,200 to 800.

Motorized troubador units of singers, musicians, dancers, clowns, will circulate to entertain queues wait-

ing admittance to exhibits, or to draw crowds to less busy areas. The Expo Marching Band (which will be calling upon to learn 70 national anthems) will also circulate around the grounds daily.

Consider Impact

Record companies executives are just beginning to consider the impact on record sales and the promotional opportunities of this unprecedented program of attractions. It is generally conceded that personal appearances stimulate record sales, but in the excitement of visiting Expo, will people buy records in Montreal, or wait till they're back home in Minneapolis? (Surveys show that some 54 per cent of Expo visitors will be from the U. S.) "I look at this list of attractions, and my mind boggles at the potential," commented one record company executive.

Expo '67 is the focal point of Canada's centennial year celebrations. The site is two islands in the St. Lawrence River, one of which was extended and the other constructed especially for Expo, making a 1,000-acre exhibition site, which will be open seven days a week, a total of 183 days. More than 70 nations are officially participating, with 40 pavilions; plus 10 Canadian provinces, three U. S. states, five cities, and there are 15 Expo exhibits and 117 private exhibitors. Expo estimates, conservatively, 35 million admissions, by 10 to 12 million visitors averaging three trips to the exhibition.

The theme of Expo '67 is "Man and His World," expressed through five main sub-themes, Man the Creator, the Explorer, the Producer, the Provider, and Man and the Community. Admission tickets known as passports, are on sale now at reduced prices; at the gate they will be \$2.50 daily, \$12 weekly and \$35 for the season. Admissions to all exhibits is free; the amusement area, La Ronde, is the only area in which additional fees will be charged, for amusement rides and at an international shoppers' market.

GEMA, ZDF Bout to Continue Jan. 25; Royalty Freeze Charged

By OMER ANDERSON

BERLIN — The Berlin District Court has set the next round of hearings in the music royalties dispute between GEMA, the German performance rights society, and the second German Television Network (ZDF) for Jan. 25. Meantime, GEMA complained to the court that the ZDF is trying to bring the performing rights society to heel by freezing its royalties from the ZDF for six years or longer. GEMA refers to the suit just filed by the television network with the West German Supreme Court at Karlsruhe. The suit charges GEMA with being a monopoly and hence subject to state regulation. Hearings on the network's suit could take up to six years. The ZDF is currently pay-

ing what it claims to be "fair and just" royalties into a special account with the district court at Mainz, headquarters of the ZDF. GEMA complains that the royalties thus deposited bring no interest and are blocked from payment to the copyright organization. The royalties, as matters now stand, will continue to be paid into the Mainz court's blocked account. The dispute between GEMA and the ZDF goes back to 1965, when the ZDF was just starting up. It was agreed that the ZDF would pay GEMA 5 per cent of its gross advertising income plus about half a cent as determined by the compulsory set owner registration with the German post office.

Produces \$1 Mil.
This agreement produced

about \$1 million. However, ZDF's advertising expanded rapidly and the network estimated that for 1966 the agreement would yield GEMA \$2,250,000, a sum it claimed was excessive. Since last January, GEMA and the ZDF has been deadlocked, with the ZDF continuing to use GEMA's copyright repertory in a legal twilight whereby GEMA neither sanctions nor prohibits this use. GEMA is thus trying to sidestep a court inquiry into charges that it operates as a monopoly.

Col. of Canada Pins Eight For Service

TORONTO—Columbia Records of Canada Ltd. held its inaugural Ten Year Club Dinner at the Inn on the Park in Toronto last month, with 10-year pins and gifts from the company presented to eight employees with 10 or more years of service.

The first pin was presented to Robert Pampe, vice-president and managing director, who has headed the company since its formation in April 1954. Others honored were H. E. (Red) Simpson, manager, production division (May '54); Mrs. Sue Kitagawa, accounting department, in charge of royalties (June '54); Joe Broady, warehouse manager (Aug. '54); Mrs. Ethel West, systems department (July '56); Mrs. Wanda Pawlak, record club di-

(Continued on page 60)



DAVE BRUBECK, second from left, is greeted by representatives of CBS Records at the Stockholm airport in Sweden before a concert in that Scandinavian country. Greeting the recording artist are Helge Jansson, left; Margaret Carlander and Ingegar Erikson.

Musart 'Feliz Navidad' Pkg. For Christmas a Sellout

MEXICO CITY — Musart's four-disk "Feliz Navidad" special offering for Christmas 1966 has already sold out its 4,000 limited edition. This indicates the potential in this market for higher ticket items.

Three of the LP's, each with distinctive cover, have international and Mexican dance music featuring Mike Laure, Los Aragon, Luis Arcaez, Carlos Campos, Pepe Castillo and the Orquesta del Recuerdo. The fourth LP contains previously recorded Christmas songs with Alberto Vazquez, Angelica Maria, Manolo Munoz, Gloria Lasso, the Estudiantina de Queretero and others.

Executives didn't expect the \$9.95 special to sell out and now find it is too late to order printing of the covers to fill late orders.

A total of \$2,500 will be spent promoting the offer on Musart's TV program and in the

press. It was released this week. "Cristo Roto," the philosophical talk on religion, out last month with Jose Antonio Cosio, will also figure in Musart's Christmas promotion. An image of a "broken Christ" on a plaque is attached to each album (free) and can be removed for hanging on the wall. Each plaque costs the company 64 cents.

POLISH ARTIST CUTS IN MILAN

MILAN—Polish singing star Anna German was in Milan to record for CDI. She is the first artist from behind the Iron Curtain to visit Italy for recordings. CDI general manager Pier Quinto Cariaggi states that she has sold more than a million of her albums in Russia.

IT'S ROUND-UP TIME IN

BEATLE COUNTRY

12 best loved Beatle songs done country style.

Another power-packed LP from ELEKTRA

EKL-4006 (mono) EKS-74006 (stereo)

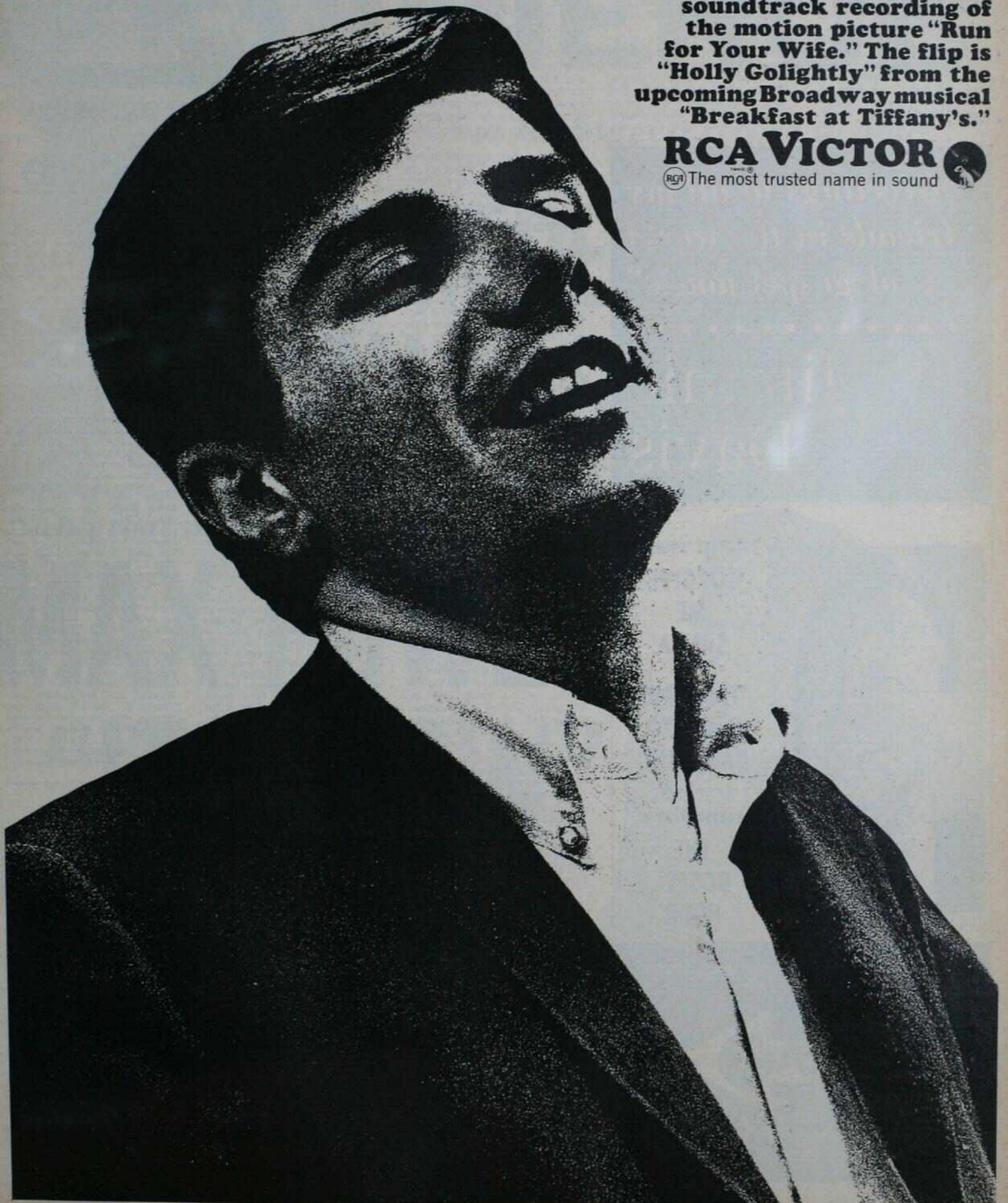
ELEKTRA RECORDS 51 W. 51 St. New York City 2, Dean St. London W.1, Eng

FRANKIE RANDALL
in his dynamic performance of
"ALL"

#8984

The tune Frankie made famous on the original soundtrack recording of the motion picture "Run for Your Wife." The flip is "Holly Golightly" from the upcoming Broadway musical "Breakfast at Tiffany's."

RCA VICTOR 
The most trusted name in sound



COUNTRY MUSIC

Hill TV'er Airs Country Music

NASHVILLE—One of the top "exposure" slots in the Music City area for country music talent is the early morning "Country Junction" show on WLAC-TV. The highly informal "wake-up" program is conducted by Eddie Hill, who has handled the telecast since 1958.

Although the show is primarily a country music showcase, it has featured personalities from all phases of show business. Such stars as Maureen O'Hara, Roger Miller, Tennessee Ernie Ford and Bob Crane have appeared on the program, which is shown live throughout Middle

Tennessee, Southern Kentucky and Northern Alabama, beginning at 6 a.m.

The success of the program hinges on Hill's exceptional personality. A genial host with the proverbial gift of gab, Hill succeeds in keeping the show moving at a relaxed pace, the perfect formula for an early morning show.

Musically, Hill has one of the finest bands in Nashville, composed of the top studio musicians. Led by bassist Lightnin' Chance, the group includes Hal Rugg, steel guitar; Willie Ackerman, drums; Pete Wade, electric

guitar, and David Reece, piano. Stan Hitchcock, Epic recording artist, is the featured vocalist.

Hill brought a wealth of broadcasting experience with him when he joined WSM-Radio in 1951. He pioneered the all-night, country music show on WSM. Prior to 1951, Hill had the "Midday Merry-Go-Round" show on WNOX in Knoxville and "The Eddie Hill Show" on WMPS in Memphis. He was the first emcee on the country music show that originated from the roof of the Hotel Astor in New York, and later performed the same chore on the traveling Philip Morris Show. He joined WLAC-TV in 1958.

Hill also has appeared in two motion pictures, "The Face in the Crowd," with Andy Griffith, and "The Forty Acre Feud."



EDDIE HILL, center, trades quips with Carl and Pearl Butler on his early-morning "Country Junction" show on WLAC-TV, Nashville.

"Greetings to all my friends in the world of gospel music"

Jimmie Davis

LATEST SINGLE

'FORGIVE ME SANTA'

b/w

'TAKE ME BACK TO BABYLAND'

LATEST ALBUM

THE GOSPEL HOUR

Featuring some entirely new songs with a few old favorites.

DECCA RECORDS

Inquiries:

Jimmie Davis, Box 2626, Baton Rouge, La.

Peebles Unit Again Set for Illinois Annual

SPRINGFIELD, Ill. — Country music will again play a major role at the Illinois State Fair in 1967 with the signing last week of a contract for a presentation by Harry (Hap) Peebles, Wichita, Kan., promoter, vice-president of the Country Music Association.

Franklin H. Rust, fair manager, said Peebles will produce a show Aug. 12 featuring Buck Owens and His Buckaroos, Sonny James and the Southern Gentlemen, Jean Shepherd, Archie Campbell, Del Reeves and his band, and Jimmy Newman.

Peebles presented four performances of country music at the 1966 Illinois State annual.

8-Track Unit to Foster Studios

NASHVILLE—Fred Foster, president of Fred Foster Sound Studios, will install Nashville's first 8-track recording facilities. Foster said the equipment would be operational by Dec. 15.

The unit is being built by Minnesota Mining & Manufacturing (3M), St. Paul, under the direction of Scotty Lyall, chief engineer of the Professional Products Division.

Although Foster has plans for a new recording facility to be constructed in 1967, he will continue operation of the present studios until the new building is completed.

Foster said he has already installed a new 4-track Scully, and that existing equipment has been up-dated.

To handle the expanded facilities, Foster has added Mort Thompson and Bob Farris, who join Thomas Strong and Brent Maher on the engineering staff.

Van Dyke Off 'Opry' for Year

NASHVILLE — LeRoy Van Dyke has asked for and received a year's leave of absence from WSM-Radio's "Grand Ole Opry" due to a heavy personal-appeal schedule and another motion picture commitment.

Van Dyke, who just completed filming "What Am I Bid?" for Liberty International Productions, will star in "Hat in the Ring," which will be directed by Gene Nash, who also directed "What Am I Bid?"

Nashville Scene

By HERB WOOD

Ken Nelson, Capitol Records producer, flew into Music City last week to cut a single with the dean of country performers, **Tex Ritter**. . . . Also in town to record was **Don Cherry**, Monument artist who is looking for a follow-up to his "Married." . . . Columbia's **Little Jimmy Dickens** will spend his birthday (Dec. 19) entertaining the base personnel at Oxnard AFB in California. The commanding officer of the base is **Col. Walter Hardee**, first cousin of the singer's wife **Ernestine**. . . . **Archie Campbell**, RCA Victor singer-comedian, returns to WLW's "Midwestern Hayride" Dec. 3. It marks Campbell's fourth appearance on the widely syndicated TV show. . . . This has been the biggest and busiest year for 65-year-old **Duke of Paducah**, who is celebrating his 44 years in show business. With no plans for retirement, the veteran showman has already booked many dates for 1967. . . . **Johnny Paycheck** and **Johnny Dollar** teamed up Saturday night (19) for the AMVETS Country Music Money Night in Newport News, Va. . . . WWVA, Wheeling, W. Va., is celebrating the first anniversary of its format switch to full-time country music. Congratulations to program director **Arlen Sanders** and the entire WWVA staff for doing an outstanding job during the past year. . . . **Lawrence Welk** has invited country songstress **Connie Smith** and her band to appear on his long-running, family-oriented TV show. Miss Smith will tape her segment Dec. 6 for airing Dec. 17. . . . **Sonny James**, still going strong with his month-long promotion campaign on Capitol, is slated for a guest spot on the Pat Boone TV show. James

and his **Southern Gentlemen** will tape the show from Dec. 1-10, between legs of a West Coast tour. James will also appear in a new film, "Hillbillies in a Haunted House," filmed by Producers Studio in Hollywood. . . . **Skeeter Davis** has been contacted about a possible Broadway role, and as she said: "It caught me by surprise since I've never had any acting experience." The offer came as a result of her performance at Carnegie Hall, New York, last year.

Capitol artists **Wanda Jackson** and **Ray Pillow** switched places last week in a world-wide way. Wanda returned from Germany while Ray flew to Frankfurt, Germany, Wednesday (30) to begin a 20-day tour of military installations. Wanda's jaunt to Germany began Oct. 19 and included a week of studio sessions in which the songstress recorded in German. . . . Another country artist just returned from the Continent is **Buddy Cagle**, who recently completed a three-week tour of France and Germany. Buddy's latest for Imperial is "Apologize," a spotlight pick in Billboard last week (3). . . . Warner Bros. artist **Hank Thompson** booked at the University of Oklahoma Dec. 6-7. Hank has added **Mary Taylor** and **Jerry Naylor** to his package for the campus concert. . . . **Archie Campbell's** new yuletide single, "Christmas Eve in Heaven" b/w "Christmas at the Opry," was released by RCA Victor last week. . . . MGM's second album of **Hank Williams Jr. and Sr.**, titled "Again" features "Kawliga" and "My Bucket's Got a Hole in It." The LP, another engineering nifty, combines the voices of the legendary Williams and his talented son. . . . RCA Victor's **Waylon Jennings** has a crowded

(Continued on page 66)

Tree Pacts Fourth Prep

NASHVILLE — Bruce Belland, a 10-year veteran of the Four Preps singing group, has been signed to a writer's contract by Tree Music. Tree's president Jack Stapp and veep Buddy Killen concluded the pact with the Capitol artist last week.

Belland has penned many hits in the pop music field. His million-sellers include "26 Miles (To Santa Catalina)," "Big Man," "Down by the Station," "Got a Girl" and "More Money for You and Me." Although his greatest success has been in the pop field, Belland wants to write country material.

If the writer's country songs have the same touch as the pop hits he's penned, as Stapp is predicting, the "Tree" will grow even faster.



BRUCE BELLAND, newly signed composer, center, gets a boost up the "Tree" from Jack Stapp and Buddy Killen, right. Stapp and Killen recently signed Belland to a writer's contract with Tree Music.



WEBB PIERCE

*has his biggest record to date
with*

“WHERE'D YA STAY LAST NIGHT”



two great new sides by

MAX POWELL

“IT'S NOW”

c/w

“SO SORRY BUDDY”



DECCA RECORDS, A Division of MCA, Inc.

Billboard SPECIAL SURVEY for Week Ending 12/10/66

HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1		SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	9	38	30	PRISSY Chet Atkins, RCA Victor 8927 (Vector, BMI)	9
2	3	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	8	39	43	HOMESICK Bobby Bare, RCA Victor 8988 (Central Songs, BMI)	6
3	5	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	9	40	33	THE TALLEST TREE Bonnie Guitar, Dot 16919 (Hearthstone-Acclaim, BMI)	9
4	2	OPEN UP YOUR HEART Buck Owens, Capitol 5705 (Bluebook, BMI)	15	41	46	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central Songs, BMI)	6
5	4	SWEET THANG Nat Stuckey, Paula 243 (Su-Mer/Stuckey, BMI)	14	42	49	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	5
6	7	THE HURTIN' ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	9	43	54	DON'T LET THAT DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	4
7	6	ALMOST PERSUADED NO. 2 Ben Colder, MGM 13590 (Gallico, BMI)	12	44	51	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Newkeys, BMI)	4
8	11	THE GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	9	45	48	CLASS OF '49 Red Sovine, Starday 779 (Cedarwood, BMI)	5
9	10	(That's What You Get) FOR LOVIN' ME Waylon Jennings, RCA Victor 8917 (Witmark, ASCAP)	15	46	58	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	3
10	15	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	7	47	55	MR. SHORTY Marty Robbins, Columbia 43870 (Mariposa, BMI)	4
11	7	I GET THE FEVER Bill Anderson, Decca 31999 (Stallion, BMI)	16	48	40	WALKING ON NEW GRASS Kenny Price, Boone 1042 (Pamper, BMI)	17
12	9	IT TAKES A LOT OF MONEY Walter Mack, Decca 32004 (4 Star, BMI)	15	49	38	COMING BACK TO YOU Browns, RCA Victor 8942 (Tree, BMI)	10
13	21	UNMIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	9	50	44	TEARDROP LANE Ned Miller, Capitol 5742 (Central, BMI)	9
14	12	THE BOTTLE LET ME DOWN Merle Haggard, Capitol 5704 (Bluebook, BMI)	16	51	45	WHO'S BEEN MOWING THE LAWN Ray Pennington, Capitol 5751 (Pamper, BMI)	6
15	13	ROOM IN YOUR HEART Sonny James, Capitol 5690 (Marson, BMI)	18	52	50	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	7
16	14	BAD SEEDS Jan Howard, Decca 32016 (Stallion, BMI)	10	53	68	JUST BETWEEN YOU AND ME Country Charlie Pride, RCA Victor 9000 (Jack, BMI)	2
17	20	STATESIDE Mel Tillis, Kapp 772 (Cedarwood, BMI)	9	54	39	ALMOST PERSUADED David Houston, Epic 10025 (Gallico, BMI)	25
18	23	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	9	55	37	GOIN' DOWN THE ROAD Skeeter Davis, RCA Victor 8932 (Crestmoor, BMI)	9
19	22	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	8	56	59	THAT'LL BE THE DAY Stetler Brothers, Columbia 43868 (Southwind, BMI)	3
20	17	LONG TIME GONE Dave Dudley, Mercury 72618 (Newkeys, BMI)	10	57	62	OUR SIDE Van Trevor, Band Box 371 (Summerhouse, ASCAP)	4
21	16	EARLY MORNING RAIN George Hamilton IV, RCA Victor 8924 (Witmark, ASCAP)	15	58	53	ROSES FROM A STRANGER Leroy Van Dyke, Warner Bros. 5841 (Glaser, BMI)	9
22	19	ONE IN A ROW Willie Nelson, RCA Victor 8933 (Pamper, BMI)	11	59	56	ONLY ME AND MY HAIRDRESSER Kitty Wells, Decca 32024 (Moss-Rose, BMI)	7
23	28	ANOTHER STORY Ernest Tubbs, Decca 32022 (Marson, BMI)	9	60	61	MR. DO-IT-YOURSELF Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	3
24	27	WHERE IS THE CIRCUS Hank Thompson, Warner Bros. 5858 (Brazos Valley, BMI)	8	61	57	THE LAST LAUGH Jim Edward Brown, RCA Victor 8997 (Tree, BMI)	4
25	18	BLUE SIDE OF LONESOME Jim Reeves, RCA Victor 8902 (Glad, BMI)	18	62	66	THE WIFE OF THE PARTY Liz Anderson, RCA Victor 8998 (Yonah, BMI)	2
26	36	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	6	63	65	ONCE Ferlin Husky, Capitol 5775 (Harbot, SESAC)	2
27	24	APARTMENT #9 Bobby Austin, Tally 500 (Owen, BMI)	10	64	67	ONE DREAM Slim Whitman, Imperial 66212 (Cedarwood, BMI)	2
28	41	DON'T COME HOME A'DRINKIN' Loretta Lynn, Decca 32045 (Sure Fire, BMI)	5	65	64	WALKING SHADOW, TALKING MEMORY Carl Belew, RCA Victor 8996 (4 Star, BMI)	3
29	31	THIS MUST BE THE BOTTOM Del Reeves, United Artists 50081 (Moss-Rose, BMI)	7	66	63	A WOMAN NEVER FORGETS Kitty Wells, Decca 32024 (Moss-Rose, BMI)	3
30	35	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	7	67	73	SAD FACE Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	2
31	25	THE COMPANY YOU KEEP Bill Phillips, Decca 31996 (Combine, BMI)	18	68	—	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	1
32	34	CALL HER YOUR SWEETHEART Frank Ifield, Hickory 1411 (Acuff-Rose, BMI)	8	69	69	CONSIDER THE CHILDREN Bonnie Owens, Capitol 5755 (Bluebook, BMI)	4
33	26	VOLKSWAGEN Ray Pillow, Capitol 5735 (Raleigh, BMI)	10	70	—	WHERE COULD I GO (But to Her) David Houston, Epic 10102 (Gallico, BMI)	1
34	29	IT'S ONLY LOVE Jeannie Seely, Monument 965 (Pamper, BMI)	13	71	71	LITTLE THINGS THAT EVERY GIRL SHOULD KNOW Claude King, Columbia 43867 (King, BMI)	3
35	32	FIVE LITTLE JOHNSON GIRLS Stonemans, MGM 13557 (Jack, BMI)	10	72	75	YOU BETTER BE BETTER TO ME Carl Smith, Columbia 43866 (Acclaim, BMI)	2
36	42	SEVEN DAYS OF CRYING Harden Trio, Columbia 43844 (Southtown, BMI)	6	73	74	SURELY NOT Don Bowman, RCA Victor 8990 (Vector, BMI)	2
37	47	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	5	74	—	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	1
				75	—	APARTMENT #9 Tammy Wynette, Epic 10095 (Dwan, BMI)	1

Billboard SPECIAL SURVEY for Week Ending 12/10/66

HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
3		SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	7
2	1	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	7
3	6	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	6
4	2	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	14
5	4	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	10
6	5	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	18
7	7	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9227 (S)	15
8	9	THE SEELY STYLE Jeannie Seely, Monument MLP 8057 (M); SLP 18057 (S)	9
9	11	CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	10
10	13	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 2106 (S)	5
11	10	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	20
12	14	WANDA JACKSON SALUTES THE COUNTRY MUSIC HALL OF FAME Capitol T 2606 (M); ST 2606 (S)	7
13	12	THE LAST WORD IN LONESOME Eddy Arnold, RCA Victor LPM 3622 (M); LSP 3622 (S)	20
14	17	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	9
15	28	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	2
16	19	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	8
17	15	THE STREETS OF BALTIMORE Bobby Bare, RCA Victor LPM 3618 (M); LSP 3618 (S)	12
18	8	ALMOST PERSUADED David Houston, Epic LN 24213 (M); BN 26213 (S)	18
19	20	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	4
20	23	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	5
21	22	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	6
22	18	GEORGE JONES GOLDEN HITS United Artists, UAL 3532 (M); UAS 6532 (S)	12
23	25	DISTANT DRUMS Jim Reeves, RCA Victor LPM 3524 (M); LSP 3524 (S)	29
24	24	THIS IS MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	4
25	16	SINGIN' STU PHILLIPS RCA Victor LPM 3619 (M); LSP 3619 (S)	12
26	21	TILL THE LAST LEAF SHALL FALL Sonny James, Capitol T 2561 (M); ST 2561 (S)	12
27	30	FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	5
28	26	EVIL ON YOUR MIND Jan Howard, Decca DL 4793 (M); DL 74793 (S)	18
29	29	BREAKIN' THE RULES Hank Thompson, Capitol T 2575 (M); ST 2575 (S)	9
30	31	FREE AND EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	2
31	37	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	5
32	33	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	2
33	38	WORDS & MUSIC Roger Miller, Smash MGS 27075 (M); SRS 67075 (S)	3
34	32	STEEL RAIL BLUES George Hamilton IV, RCA Victor LPM 3601 (M); LSP 3601 (S)	15
35	40	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury MG 21097 (M); SH 61097 (S)	2
36	36	CLOSE TOGETHER AS YOU AND ME George Jones & Melba Montgomery, Musicor MM 2109 (M); MS 2109 (S)	3
37	—	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709(e) (S)	1
38	27	THE COUNTRY TOUCH Warner Mack, Decca DL 4766 (M); DL 74766 (S)	22
39	—	NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS RCA Victor LPM 3664 (M); LSP 3664 (S)	1
40	—	FROM THE HEART OF TEXAS Bob Willis and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	1



BUCK OWENS, left, listens to the friendly criticisms of publisher Cliffie Stone, center, and Capitol's a&r man, Ken Nelson, during a recent recording session at the Capitol Tower in Hollywood.

Newkeys Firm Firmly Planted

NASHVILLE—Newkeys Music, one of the newest publishing firms in Nashville, has firmly established itself in the music industry here with a successful year in which several of the firm's songs won BMI awards.

One of the top writers at Newkeys is Tom T. Hall. Hall copped three BMI songwriter awards this year, second only to Roger Miller. Key, president of the firm, feels that Hall is destined to become one of the all-time great songwriters.

Founded by Jimmy Key and Jimmy Newman in 1960, the company was not active in the publishing business until 1963. Key, Newman and artist Dave Dudley, signed by Newkeys in 1962, formed the nucleus of the budding firm.

Among the hits in the Newkeys catalog are "Six Days on the Road," "Artificial Rose," "Back Pocket Money," "DJ For a Day," "Long Time Gone" and "Truck Driving Son Of a Gun," all top-20 tunes on the industry charts.

A Correction

NASHVILLE — "The Shoe Goes on the Other Foot Tonight," penned by Buddy Mize, was reported recently as being published by Tuckahoe Music. The tune is published by Mariposa Music.

when answering ads . . .
Say You Saw It in
Billboard

Yesteryear's Country Hits

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

COUNTRY SINGLES— 5 Years Ago December 11, 1961

1. Walk On By, Leroy Van Dyke, Mercury
2. Big Bad John, Jimmy Dean, Columbia
3. Crazy, Patsy Cline, Decca
4. Soft Rain, Ray Price, Columbia
5. You're the Reason, Bobby Edwards, Crest
6. It's Your World, Marty Robbins, Columbia
7. How Do You Talk to a Baby, Webb Pierce, Decca
8. Under the Influence of Love, Buck Owens, Capitol
9. Be Quiet Mind, Del Reeves, Decca
10. Tender Years, George Jones, Mercury

COUNTRY SINGLES— 10 Years Ago December 8, 1956

1. Singing the Blues, Marty Robbins, Columbia
2. Crazy Arms, Ray Price, Columbia
3. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
4. I Walk the Line, Johnny Cash, Sun
5. Love Me Tender/Any Way You Want Me, Elvis Presley, RCA Victor
6. Searching, Kitty Wells, Decca
7. I've Got a New Heartache/Wasted Words, Ray Price, Columbia
8. Sweet Dreams, Faron Young, Capitol
9. Before I Met You/Wicked Lies, Carl Smith, Columbia
10. Conscience I'm Guilty, Hank Snow, RCA Victor

A GREAT SONG

A GREAT ARTIST

A HIT RECORD

"THE WIFE OF THE PARTY"

RCA Victor 47-8999



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Nashville, Tenn.
Phone: A. C. 615; 254-7708

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b/w

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by

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Chart 1410

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Peach Music
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Nashville, Tenn.

Bookings:

Country Talent
806 16th Ave., South
Nashville, Tenn.
Phone: A.C. 615; 254-7708

Court Postpones Williams Suit

MONTGOMERY, Ala. — A U. S. District Court judge has postponed a hearing on a suit brought by Audrey Williams and Hank Williams Jr. (Billboard, Nov. 19) against Fred Rose Mu-



sic, a Nashville publishing firm, and Mrs. Irene Smith, sister of late country music star, Hank Williams Sr.

The hearing, scheduled for Friday (25), was deferred to give the publishing company time to answer the suit.

Originally, Mrs. Williams and her son, an MGM recording artist, had filed suit against Mrs. Smith and her attorney, Robert Stewart of Montgomery. Later the suit was amended to include the Rose company as a defendant.

In the suit, Mrs. Williams and her son are seeking a declaratory judgment ordering the defendants to turn over all Alabama assets of Hank Williams Sr. Court records showed the Alabama estate of Williams to be worth more than \$500,000.

(Advertisement)

when answering ads . . .

Say You Saw It in Billboard

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NASHVILLE SCENE

• Continued from page 62

holiday slate, with dates at the Flame, Minneapolis, Dec. 12-17, and at J.D.'s Club, Phoenix, Ariz., Dec. 20-31. . . . Capitol's Merle Travis opened a nine-day stand at Los Angeles' Ash Grove Friday (2). . . . Johnny Tillotson and his a&r man, Paul Tannen, fly into Nashville Dec. 18 to cut a single scheduled for January release. . . . Bobby Gregory recently cut a "Kountry Komeedy" album for Rodeo International Records. The LP, containing 12 Gregory-penned novelty tunes, will be released in February.

Kenny Price Has New One

CINCINNATI—Kenny Price, WLW's "Midwestern Hayride" feature whose "Walkin' On New Grass" hit high in the country music charts, has a new release called "Happy Tracks," which, like the "Grass" tune, was written by Ray Pennington. Background furnished by 22 Nashville musicians. Both releases are on the Boone label.

Bobby Bobo, head of Boone Records and also a member of "Hayride's" cast, describes "Happy Tracks" as an up-tempo, happy piece of music with a philosophical touch in the lyrics. Bobo's Boone label also recently released "Are You Guilty," a pop tune by Colleen Sharp, one of the "Hayride" vocalists.

Louvin-Taylor In Booking Pact

NASHVILLE—Charlie Louvin, Capitol recording star, has signed with the Joe Taylor Artist Agency to handle his booking. Louvin joins Taylor's growing roster of country talent that includes Ray Pillow, this year voted Billboard's most promising male vocalist; Bobby Lord and Duane Dee.

Louvin, a veteran on "Grand Ole Opry," has recorded for Capitol since 1951, when he and his late brother Ira formed the Louvin Brothers duet. As a team, the duo recorded over 100 singles and 20 LP's for Capitol. As a solo act,



BUCK OWENS, second left, and Red Simpson, right, Capitol recording artists, joke backstage with the label's country promo director, Wade Pepper, second right, and Billboard's director of reviews and charts, Don Owens, after a recent Owens concert.



TREE MUSIC EXECS, Buddy Killen, left, and Jack Stapp, who employed the old-fashion divining-rod technique to come up with a new BMI contract, are shown here being signed by BMI's Nashville chief, Frances Preston. In an expansion move, Tree has opened a new branch of the pubbery, aptly named Twig Music, which will be licensed by BMI.

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KITTY WELLS

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Spoon,
Lonely
Me”*

Dot 16983

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Exclusively with Dot Records



Written by Cecil Null
Produced by Bonnie Guitar



LARRY UTTAL, PRESIDENT of Bell Records, pacts Vault Records to a distribution deal. From left, Uttal and Vault principals Cliff Goldsmith, Ralph Kaffel and Jack Lewerke. Kaffel and Lewerke own California Record Distributors, Los Angeles. Vault product will be released worldwide by Bell, on the Taurus and Elkay labels.

It's Open Door at Goodmans

NEW YORK — Publishers Harry and Gene Goodman (Regent and Arc Music corporations), in line with their policy of catalog acquisition and expansion, have announced an "open door" policy with regard to writers and material. "This is the key to continued growth," they state. They added that in order to assure their writers top exploitation on a global level, they have established a network of affiliated offices extending from London to Tokyo.

Writers represented in the Goodman catalogs include Benny Goodman, Chuck Berry, Gloria Shayne, Muddy Waters, Bo Diddley and Willie Dixon. Catalogs acquired recently include Conrad Music and Mr.

Bassman Productions, bringing to the Goodman holdings copyrights by John Lee Hooker, Jimmy Reed, Jerry Butler, Dee Clark and Johnny Cymbal.

In addition to its great holdings in the blues area, the Goodmans are aiming for a complete publishing operation. Firm is working on its Christmas music, particularly the new Columbia album, "Three Wise Men" by the Regency Choir. Currently the catalog is hot with Gloria Shayne and Noel Regney's "Do You Hear What I Hear"; Peter and Gordon's "Lady Godiva" on Capitol, the Platters' "I'll Be Home" on Musicor, and Bobby Moore's "Searchin' for My Love" on Checker.

March to Kick Off Ayres Pitch

NEW YORK — Command Records kicks off a major promotion for the Mitchell Ayres "Hollywood Palace" album Wednesday (7) with a Hollywood parade featuring some of the top names in the film colony. According to Loren Becker, Command vice-president and general manager, all record stores on the route of march will have banners and window displays plugging the album.

The "Hollywood Palace" television show of Dec. 17, which will be hosted by Eddie Fisher, calls for Fisher plugging the album for two minutes, with

Ayres following by playing two cuts from the album, "Put on a Happy Face" and "Mimi." A total of six minutes on the ABC Television Network will be spent promoting the album.

For the week following the Dec. 17 show, Ayres will visit key dealers throughout the nation to autograph albums sold during his visits.

Command has prepared advertising mats which it is sending to dealers, along with banners and window displays. The White Front department stores, a Los Angeles chain, have begun pushing the album with store front displays and local advertising.



A CITYWIDE PROMOTION by World Wide Record Distributors in six J. W. May's Department Stores, New York, brought bonus sales from point-of-sale displays and programming on in-store speaker systems. The promotion was on "Rhapsodies for Young Lovers" by the Midnight String Quartet on Viva Records, "Winchester Cathedral" by Lawrence Welk on Dot Records, and "Alfie" by Billy Vaughn, also Dot. Co-ordinating the promotion, from left, were Norman Levy, record buyer for May's; Seymour Spiegelman, branch sales manager for World Wide Record Distributors; Mickey J. Addy, distributor's promotion director.

ESP WRAPS UP FOREIGN DEALS

NEW YORK—ESP Records has just completed foreign deals with Artone of Holland, Blue Bell in Italy, Ariola in Germany, Dansk in Denmark, Monestier in France, Peak in New Zealand, Walter Thiers in Argentina, Musimart in Canada and Schott Freres in Belgium for release of "The Fugs" album. Bernard Stollman, head of ESP, said it was a manufacturing and distribution arrangement in all countries, with Holland being the first to distribute product and the others to follow.

Schwaid & Lewis Form Company

NEW YORK — Schwaid-Lewis Associates, Inc., a firm specializing in personal management, record production and music publishing, has been set up by Bob Schwaid and Lenny Lewis with offices at 345 W. 58th St. Signed by the company for personal management to date are Miriam Makeba, and the team of Bonji and Judi. The team's disk will be produced by Schwaid-Lewis for Epic Records. The firm will also produce Linda Elliott and Jimmy Breedlove for Jubilee Records, and the Demotrons for Scepter Records.

Pinky Herman Suit To Federal Court

NEW YORK — Pinky Herman's suit against ASCAP, filed early this year in State Supreme Court, has been remanded to Federal Court Southern District of New York, Judge Sylvester Ryan sitting. No trial date has been set.

Herman seeks the removal of the ASCAP board and damages of \$685,000. The charge in the original complaint alleges that the directors were elected illegally and that they had discriminated against the "poorest and least influential" members of the organization.

It further alleges that the ASCAP directors have distributed income discriminately to rich composer at the expense of poor composer.

Argus Is Named

NEW YORK—Argus Distributors here has been named New York area distributor for Evergreen and Monmouth Records. Evergreen has moved to new quarters at 157 W. 57th Street here.

Date Acquires Disk

NEW YORK—Date Records has bought the master of "Don't Go Out Into the Rain (You're Gonna Melt)" b-w "Hitting the Moon With a Sling Shot," with the Seagulls. The record has broken in the Miami area.

AF Plan Extended

NEW YORK—Audio Fidelity Records' dealer discount plan, which was to have expired Nov. 30, has been extended to Dec. 31. The plan covers all new merchandise on a buy-10-get-two-free basis.



DISCUSSING THE LATIN MARKET at Peer-Southern headquarters are, left to right, Lucky Carle, U. S. professional manager; Provi Garcia, head of the Latin Division; the Rigual brothers, composers of "Love Me With All Your Heart," and Mario Conti, head of the International Division.

'CATHEDRAL' GLOBAL HIT

A 'One World' Setup Clicks for Peer-Intl.

NEW YORK—The recent international success of "Winchester Cathedral" points up the advantages of a publishing firm owning its international branches rather than working with overseas publishers.

Peer-International, with 27 offices throughout the world, operates on the theory that you control the branches effectively if the men are on the payroll rather than independent operators, and that the branches can operate efficiently only if they know what's going on.

"Winchester Cathedral," written by Geof Stephens in P-I's London office, had been recorded by Fontana with the New Vaudeville Band in September. The label was in no great hurry to release the single.

Later that month, P-I European branches were holding their annual meeting in Milan. Among those present were Bob Kingston, head of P-I's London office, and Mario Conti, who is in charge of P-I's international network. Kingston was high on "Winchester Cathedral" and played a dub for the other European branch officers. Conti was also impressed, and he was certain that the song would be recorded by several European labels.

Told of Push

So he cabled Fontana and told the label of the impending push. Fontana, in turn, released the record ahead of schedule and came up with a No. 1 record whose sales are approaching 2 million. And to date, 12 international covers of the record have been made, with P-I coming up with Spanish and German lyrics.

Conti's theory is that the best way to make some international hits is to concentrate on the most likely country first, wait until the records hits the charts of that country, then move elsewhere for exploitation.

Mexico Hit

"Love Me With All Your Heart," for example, started in Mexico three years ago, where it made the charts in short order. From there it made the Italian charts, then hit all over Europe. It didn't hit the U. S.

charts until a year later, but it hit with several versions.

P-I also does independent production of masters in the U. S. and England, confining itself to its own copyrights. The reasoning is that if the publisher has faith in the song, but difficulty getting it recorded, a strong master will overcome that difficulty. Record companies who will shy away from a recording session will often buy the master.

In Sweden, P-I actually operates its own label, Scandisc, using not only P-I material, but any good material that comes along.

Standard Rule

One standard rule in the international operation is that as soon as a song is recorded in one country, record copies are sent to branch managers all over the world. The branch manager has final say as to whether he will attempt to exploit the record in his country, but he is swayed by the success—or failure—of the song in other countries. Conti's rule is to keep them informed and then allow them to exercise their best judgment.

Working closely with Conti in the international operation is Lucky Carle, head of the U. S. pop operation. Carle's evaluations of publishing properties for overseas exploitation are carried to foreign branches, and overseas evaluations of properties in the various countries are forwarded to Carle.

P-I feels that international publishing is more than a two-way street—it's a complicated road network with Conti acting as the traffic cop.

Atl. Buys Master

NEW YORK—Atlantic Records has purchased the master of "Not a Word of It Was True" and "Sweet and Tender Boy," written and performed by Christy Bogart, from Marney Productions. Sid Lukas produced the single, which was arranged and directed by Bob Gallo. Miss Bogart was signed by Jerry Wexler to an exclusive Atlantic recording contract.

'Vibrations' Next?

LOS ANGELES — Capitol has asked the RIAA to certify the Beach Boys "Good Vibrations" as a gold single. Label claims sales past the million mark last Tuesday (29), thus giving the quartet its first gold single. Beach Boys already own six album gold records.

Music Town Disk

W. HARTFORD, Conn. — Irv Jeffries' newly formed Music Town Records here has released its first single, "Stop Your Crying," with the Shandels, a folk-rock record.

The New Bank Credit Cards Appeal to Midwest Dealers



COMPATIBLE MIDWEST BANK CARD system utilizes credit cards bearing different names but the same identifying symbol (upper left-hand corner). Record retailers are finding the new system a handy means of credit and a stimulus to both disk and amplified instrument sales (see story).

CHICAGO—Record and musical instrument dealers here register opinions that range from all-out approval to cool indifference when surveyed on the subject of the new Midwest Bank credit cards.

"It's nothing for us to have purchases of as much as \$50 worth of albums, with the new cards," said Lee Lewin at Lowe's Discount Records' Michigan Avenue store. "I think it's cutting into Diners' and Carte Blanche business," she said. Lowe has always honored credit card business.

But at Modern Music Center, Rich Covis was less enthusiastic. "We're using it," said the musical instrument store manager, "because it's a competitive factor now. But not on merchandise over \$50. After all," Covis



AN ALL-ELECTRONIC dance ball, said to be the first of its kind, recently debuted in Ontario, Calif. Under the direction of Bill Page. The orchestra's instruments were fitted out by Conn Corp. which is now fitting other orchestras jumping on the amplified band wagon.

said, "you're already set up on your paper for bigger items."

\$50 Ceiling

Joe E. Finley, Joe's Record & TV Service, said, "We're using it on the larger items. There's no problem," he said, referring to the fact that dealers must call a central credit control office to okay sales of over \$50. "People know we'll check out higher purchases."

At Guitar World John Parker said, "We're discouraging bank credit cards because we prefer to handle our own paper. The interest represents a pretty piece of added business," he said.

At Lyn & Healy John Schofield said, "We handle our own paper, of course, and prefer it this way. But when customers have these bank credit cards it makes it much easier for us to process their credit. And I definitely feel this system is a shot in the arm for smaller dealers," he said.

Henry Elsnic at Vitak-Elsnic agreed, although he said, "Actually, we didn't expect anything too tremendous. We signed up and we've been surprised. Of course, a lot of record business is done by the kids who don't have these cards," said Elsnic. "Maybe they'll bring their parents in."

Jim Minnett at Minnett's Records, who does a primarily r&b business as does Finley, said, "We haven't tried it yet. I can't see that it affects our business one way or another yet."

But dealers like Minnett

seemed the exception. Even stores dealing primarily in institution business rather than in off the street traffic, such as ElRey Music center, were enthusiastic. Both Ray Gaitsch and

(Continued on page 70)

ABOUT THOSE BANK CARDS

CHICAGO—The Compatible Midwest Bank Card System, introduced in the Chicago area about two months ago, has achieved remarkable acceptance by thousands of retailers in a great variety of businesses and by hundreds of thousands of consumers. The cards have been issued by five major Chicago banks, with many smaller banks co-operating. All the cards, though bearing various names, are compatible. Member retailers merely deposit the credit card sales slip with their bank as they would cash or checks. It amounts to a simplified system of credit. Dealer cost ranges from 3 to 5 per cent, depending on volume. Reports are that several Michigan banks are joining the system, and that it might spread nationwide. For music retailer' reaction, see adjoining story.

Radio Boom Grows; U. S. Top Market

CHICAGO — According to figures released by the National Association of Music Merchants, the average U. S. family has four radios in the home. Radios, claimed to be America's most popular entertainment, are showing up in men's hats, toys, statues, liquor bottles, piggy banks, jewel boxes, sunglasses, and yes, even in a combination toaster-radio!

"America," stated NAMM's Executive Vice-President William R. Gard, "has more radios than people." The ratio is 242 million to 195 million. A total of 98 per cent of all U. S. homes have a radio set, higher percentage-wise, than for any other type of home entertainment product.

The most listened to programs by the seven out of 10 Americans enjoying radio, feature music, according to NAMM. "Music has always been and continues to remain the most popular feature on radio," Gard stated. "Music is the most common interest of the entire family in terms of home entertainment and radio," Gard went on, "is the electronic device that delivers this to the home at the lowest cost."

Price Is Key

The key element behind the 34 million total annual sales figures for radios has been price, says Gard. "A typical U. S. made transistor set costs just 25 per cent of what it did seven years ago," he said. "And imports, which now account for half of all radio sales in the U. S., have dropped to an average wholesale price of \$5.95. Some Hong Kong-made sets are wholesaling at an average price of \$2.57," said Gard.

Hong Kong exported 5,500,000 radios in the first six months of 1966. Japan shipped out 9,600,000 to the U. S. in the first nine months of this year.

Gard pointed out that with integrated circuits now making possible the most miniature of radios, designers have tremendous new freedom in shapes and

styles. "We anticipate that any number of new imaginative uses for radios will be seen at the 1967 Music Show," Gard said.

Radio Advertising

"Because they are the most portable as well as least expensive kind of entertainment devised by man, radios have," Gard continued, "outdistanced every other media of communication. As leisure time increases Americans have become accustomed to having radios in every nook and corner of the house," he said.

Marketing experts, too, have realized the penetration of radio. Last year network radio had the biggest growth in advertising

(Continued on page 70)

microphones . . .
electric guitars, basses,
consolette organs

PLAY 'EM ALL
AT ONCE
THROUGH A
SINGLE
AMPLIFIER



WITH A SHURE MICROPHONE/INSTRUMENT MIXER, MODEL PE68M

Greatly increase the flexibility and usefulness of your amplifier. Get truly professional blends of sounds — along with vastly superior vocal reproduction when utilized as part of separate system. Enables you to plug up to 5 microphones or instruments (in any combination) into a single amplifier . . . use two or more mixers for even more inputs. Each input has an individual volume control and a master volume control that covers the whole combo! Connects to any amplifier. Can be used with tape recorders, too. Transistorized, weighs only 4 lbs. Only \$97.50

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CLASSIFIED MART

BUSINESS OPPORTUNITIES

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DISTRIBUTING SERVICES

ATTENTION, RECORD OUTLETS: WE have the largest selection of 45 r.p.m. oldies and goodies at 25¢ each, also major label LP listings at promotional prices. Send for free listings. All orders welcome. Apex Henderson, Inc., 4007 9th Ave., Brooklyn, N. Y.

OLDIES CATALOG, 45 PAGES, 2,000 titles with dates. A must for distributors, record outlets, deejays, etc. 100% profit margin. Sample copy and wholesale information, \$1 postpaid. We also have top-selling oldies unavailable elsewhere at 25¢ each. Free list with catalogue. Paragon Record Distributors, 1004 Pacific Ave., Atlantic City, N. J. 08401.

RECORD RIOT 45'S, BRAND NEW, some late hits, \$6.80 per hundred; \$65 per thousand. Send check with order for prepaid postage. No overseas orders. Helix Record Co., Box 126, Glen Oaks Post Office, Glen Oaks, N. Y. Phone: Area Code 212: 343-5881.

EMPLOYMENT SECTION

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TOP A&R MAN WANTED FOR EAST- ern record manufacturer. Knowledge of classical records required. All replies held in confidence. Box 295, Billboard, 188 W. Randolph St., Chicago, Ill. 60601.

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INTERNATIONAL EXCHANGE

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ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all new 14-track album, mono stereo, \$6.15 airmail on release day. 300-page new LP EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$3. All breakages replaced. 24-hour service. Free catalogue. Heanon Record Center, Derbyshire, England.

"OLDIES BUT GOODIES," BEATLES' latest album of 16 greatest hits incl. "Bad Boy," or any other British album, mono or stereo, airmailed \$6. Stones' "Big Hits" album, 14 cuts - color photos, \$7.50. Polson Ivy, EP, \$2.50. Record Centre, Ltd., Nuneaton, England.

UNITED STATES

BRAND NEW 45 RPM'S

5¢ each—\$5 per hundred—
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DISPLAY CLASSIFIED AD: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around all ads.

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

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

BOX NUMBER: 50¢ service charge per insertion, payable in advance; also allow 10 additional words (at 25¢ per word) for box number and address.

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International Exchange is open to all advertisers of foreign countries or American advertisers whose service or sales message is specifically directed toward an international market.

REGULAR CLASSIFIED AD: \$1 per line. Minimum: 4 lines per insertion.

DISPLAY CLASSIFIED AD: \$14 per inch. Minimum: 1 inch. Some frequency discounts as above apply.

PAYMENT MUST ACCOMPANY ALL ORDERS

SEND ORDERS & PAYMENTS TO: John O'Neill, International Exchange Advertising Director, Billboard, 188 W. Randolph St., Chicago, Ill. 60601, or Andre de Vekey, European Director, 15 Hanover Square, London W. 1, England.

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188 West Randolph Street
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Type of classified ad desired—check one
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HEADING DESIRED: _____

New Products

The following new products were selected by Billboard because of the special interest they may have for record dealers. For more information write Audio-Video Editor, Billboard, 188 West Randolph, Chicago 1, Ill.



Sorkin Rhythm Unit

Sorkin Music Auto Rhythm Ace unit generates sound of rhythm instruments for background accompaniment and can be used with existing amplifiers or electronic organ. It is completely transistorized and equipped with foot switch and two cables, one for AC current, the other to plug into amplifiers, etc. The unit has 16 pre-set, push-button rhythms, and four additional buttons allow particular instruments to be silenced. Price not available.



Charter Record Case

Disk-Go-Case recently introduced by Charter Industries. It holds 60 45 r.p.m. records stacked horizontally and is available in an assortment of solid colors, op art polka dots and mod stripes. Constructed of molded, shatterproof polymer thermoplastic. Handle lock presses down to open and turned to the left. The carrying case retails under \$3.

Credit Cards

• Continued from page 69

Elmer Herrick at ElRey were hopeful. "It should help us with the smaller accounts that gives us headaches on collections," Gaitsch said.

Few Worries

Few dealers registered any concern over indiscriminate use of credit cards. "It's not our risk," said Dale Shonrock, at Alexander's Record Shop. "And besides, I think business will be strictly credit card before long. I'd like to buy into some of the IBM kind of systems. The way they're using computers to process these cards must be fantastic," he said.

Finley had just one suspicious case he reported: "The guy hadn't signed his card. You can call to check these cards out from 9 a.m. until 10 at night, though," Finley said. "I called and the guy was all right."

"I wondered at first if the banks wouldn't get stuck on stolen cards," said Lee Lewin, "but haven't heard of any problem. With me it's just beautiful. I keep one copy of the ticket for my auditor, give a copy to the customer, pin the third copy to my own receipt and the fourth copy goes with my bank deposit slip. It's like depositing money," she said.

Radio Boom

• Continued from page 69

sales volume of all media. Its 18 per cent doubled the percentage gain of television.

Even though half of the radio sets in use here are foreign-made, Americans are far ahead of the rest of the world in employing radios, NAMM figures show. The ratio of radios per person is 1-3 in western Europe, 1-6 in Russia and one for every 40 persons in Asia.

Culture

"Radios have not only become a measure of a nation's affluence," Gard noted, "but also its cultural level. It is a fact that music interest, both in terms of listening and playing, has soared in the U. S. as radio use has increased. Radio," Gard went on, "has succeeded in bringing culture to the masses as no other media in history."

"Today the number of musicians in the U. S. has reached an all-time high of 39,000,000," Gard stated. "Radio has made music a necessity to most Americans, whether it's rock 'n' roll or opera and we produce more music and spend more for it than

any other country in the world," he said, "thanks in no small part to radio."

Say You Saw It in
Billboard

Mfrs. on 10c Items: Other Side of the Coin

NEW YORK — Most bulk vending manufacturers agree that certain basic problems exist in 10-cent vending, but they differ on methods needed to correct them. Some company presidents believe the difficulties are inherent to dime merchandise, but while they cannot be remedied, they can be lessened.

Chief complaint among manufacturers is the practice of diluting a globe of hot sellers with cheaper merchandise.

"Operators must give legitimate value for the dime," said Paul Price, president of PAPCO. "Some operators skimp to make bigger profits. They're going to kill the goose that laid the golden egg."

Said Bob Guggenheim, head of Karl Guggenheim Co. "Fads are good. When a hot item exists, 10-cent machines empty in two or three days. But," he commented, "there are operators who are mixing the merchandise with lower value items."

"Sure, fads are the money makers in 10-cent vending," said Bernie Greenberg of MacMan. "When we've got a hot item, operators buy up every piece we have on it. But what happens when there is no big seller?"

asked Greenberg. "They turn around and buy all their merchandise from the importers. Tooling up for a mold is extremely expensive," he added. "Operators are not that anxious to support manufacturers." Paul Price and George Eppy both concurred.

However, Henry Schore of Henal Novelty puts most of the blame on the manufacturer. "Children are tired of seeing the same items," he said. "No matter how the ring looks, it's still a ring. And a constant bombardment of rings will not sell any of them." Schore cited his hand puppets as a new item which started selling lethargically, but has developed into a strong seller as more operators placed them in their machines.

"It's hard to find items," he continued. And he believes that operators realize this problem.

Are Winners Born?

Co-operation is needed from all phases of the industry. This—the summary of manufacturers' opinions. However, they differ on exactly what is to be done. "A live-type display and good value are the prime factors," said Harold Folz of Lawson Novelty. "We have, first of all, to make the items desired by the child. It is much more

difficult than it is with 1 or 5-cent vending, but we must have winners. The child is generally not looking for value in the nickel charm as he is with the dime."

"The child must be drawn to the machine," Folz continued. "We've done some testing and found what we think will do the job." While Batman was the rage, the company began experimenting with a flicker display card. The flicker front, measuring 5 x 4 inches, is mounted on a cardboard sheet. The trial period proved a success so Lawson has used the flicker idea for its Monkees rings.

Flickering horizontally, the colorful front reads "Join the Monkees Ring Club!" Below is a large heart, musical notes, the head shots of all four boys with their names printed next to each and the words "12 Action Flicker Rings" and "All in Full Monkee Colors," each in two moves, he sees a full shot of the four playing their instruments. Above the flicker part are three flicker rings and the Monkees logo.

"An attractive display won't draw a child to a badly kept machine," warned Bob Guggenheim. He added that the main

determinant for sales is exposure. "Operators shouldn't use their own judgment solely as to what makes a hit. They should test all products with one or two bags of each item. Some operators have been behind by two and three months on the Trolls and Go-Go rings."

Guggenheim, holder of a masters degree in psychology, said the item will sell proportionally better as the number of machines the item is placed in rises. His hypothesis is that the leader in any group will determine whether or not the item sells. Therefore, by placing the items in as many machines as possible, the chances increase considerably that the leader will see the charm.

"A winner can be created only when the operator puts the

product into the machines and gives the child a chance to buy it," agrees Bernie Greenberg. However, he believes the obstacle also occurs at the distributor level. "Distributors feel they are the criteria of the item's chance to make it," he said. "The least a manufacturer can expect is for a distributor to take a minimum order. Few distributors bought our Rat Finks two years ago until they found that operators who purchased them from other distributors were doing land-slide business. The kids turned it into a hit."

Henry Schore, however, said that it's reasonable for the distributor to refuse giving orders

(Continued on page 72)

Parents Asked Child's Question

SEATTLE—A vending rack in a local supermarket bears a



BULK RACK in the Mayfair Supermarket, Bellevue, Wash., a suburb of Seattle, displays the "MOMMY, WHAT DID YOU BRING ME?" rack. Though the sign is intended for parents, the picture shows that the rack is most likely to be frequented by the younger set.

large sign reading: "Mommy, what did you bring me?" Sitting on the sign are several doll-sized elves.

"It's advertising aimed at parents," said John C. McDaniel, owner of Seattle's Palmer Co., who thinks he has found a good way to increase sales. "Anybody who has children knows that they are always expected to bring something special from the store. This sign is intended to remind parents of this little obligation."

"We installed it less than a month ago and cannot yet make any conclusion about its effect. The store manager here, however, has told us that the sign has caused a great number of people to pause in front of the rack, read it, and smile. If we notice a substantial increase in sales, we will extend such point-of-sale advertising to other locations."

"One of the variations I am thinking of already," said McDaniel, "is to make seasonal

changes in the little dolls we have on the sign. We will put some gremlins or witches up for Halloween, and a little Santa Claus for Christmas. The sign could probably stay the same for quite a while.

"It is worth it? Well, you have to look at it this way. In this business you try to increase your sales by about a nickel a day per machine. If you can do that for a thousand machines on the basis of a six-day week, you are taking in an extra \$300 per week. It all adds up pretty fast."

NAMA Issues Equipment List

CHICAGO — The National Automatic Merchandising Association's new 34-page "Listing of Letter of Compliance" booklet chronicles over 500 different machine models from 88 various manufacturers who were awarded recognition under NAMA's vending machine evaluation program.

Eight companies are listed for the first time and 50 new machines have been added to the booklet which tables both NAMA member firms and manufacturers who are not association members. The booklet represents an evaluation program NAMA began in 1957 which is conducted at Michigan State and Indiana University and is sent free to NAMA members and available otherwise at \$1.50 per copy.

Luna Birds Are 5c

NEW YORK—In the New Products column of Nov. 19, Eppy Charms' "Luna Birds" were inadvertently listed as 10-cent items. The correct price is 5 cents.

NAMA Cited for Coinage Effort

CHICAGO — Its efforts in behalf of obtaining clad metal coinage has earned the National Automatic Merchandising Association a second honor, the "Management Achievement Award," presented by the American Society of Association Executives.

The Publicity Club of Chicago presented NAMA an earlier special public relations award in June of this year in recognition of the vending associations 1965 campaign on coinage.

EVERY LOCATION

a "PROFIT-LAND"

with

NORTHWESTERN

60

BULK-PAK

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers greater profits because it vends nationally advertised merchandise—suitable for all locations. Service costs are held to a bare minimum. Just pour merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a #1 Money Maker. Wire, write or phone for complete details.

Northwestern

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Morris, Ill.

Phone: WHitney 2-1300



MANDELL GUARANTEED USED MACHINES

N.V. Model 49, 1c or 5c \$14.50
N.V. Deluxe, 1c or 5c Comb. 12.00
N.W. 10-Cent, 1c Tab Gum Mach. 18.00
Atlas 1c & 5c 100 Ct. Ball Gum. 2.50
Acorn 8 lb. Globe 10.50

MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, Red \$.87
Pistachio Nuts, Jumbo Queen, White82
Afsan Crown Red Lip Pistachio Nuts58
Afsan Prince Red Lip Pistachio Nuts52
Indian Nuts, 5 lb. bag, per lb. 1.25
Cashew, Whole91
Cashew, Butts79
Peanuts, Jumbo45
Spanish32
Mixed Nuts60
Baby Chicks25
Rainbow Peanuts25
Bridge Mix32
Boston Baked Beans32
Jelly Beans32
Licorice Gems48
M & M, 500 ct.39
Munchies, 16-lb. carton, per lb.47
Hershey-ets47

Wrapped Gum—Fliers, Topps
Bazooka & Pal, 4M pcs. \$14.00
Rain-Bo Ball Gum, 1800 per ctn. 6.25
Rain-Bo Ball Gum, 1800 printed per carton 6.40
Rain-Bo Ball Gum, 3250 per ctn. 8.25
Rain-Bo Ball Gum, 4250 per ctn. 8.35
Rain-Bo Ball Gum, 3500 per ctn. 8.35
Maltesers, 2400 per carton 8.40
15 Cartons minimum prepaid on all Leaf Brand Rain-Bo Ball Gum.
Adams Gum, all flavors, 100 ct. .45
Wrigley's Gum, all flavors, 100 ct. .45
Beech-Nut, 100 ct.45
Hershey's Chocolate, 200 ct. 1.30
Minimum order, 25 Boxes, assorted.

CHARMS AND CAPSULES. Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-third Deposit, Balance C.O.D.

IMMEDIATE DELIVERY
THERE ARE BIG PROFITS IN

GUM

GET YOUR SHARE WITH

Northwestern

GUM VENDER PACKAGE



This amazing vender is a sure bet for big gum profits. A rotating merchandise drum with five columns vends a total of 95 standard nickel packs.

"Visidome" display top attracts sales.

Stamp Folders, Lowest Prices, Write

NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL

446 W. 36th St., New York 18, N. Y.
LONgacre 4-6467

YOU COUNT MORE WITH OAK



FUTURA

Oak's handsomely designed Futura stand brings to vending a unique new method of operation. Providing double-lock safety, including an Ace top lock, it is engineered specifically for the Cabinet Model machines. Available in automotive chrome finish or baked red epoxy enamel, the Futura stand occupies only a 13x16-inch floor area. Wheel mounted for mobility, it stands 50 inches high. The shipping weight is 21 lbs.

Time payments available on OAK Machines through all distributors.

oak MANUFACTURING CO., INC.
830 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90001

Reporter's Tour Of Cramer Plant

BOSTON — About a month ago a Billboard reporter attended a coin machine promotion here. With a couple of free hours to spare, he decided to visit the Cramer Gum Co. plant in East Boston. In addition to paying a courtesy call, he was curious just how these little gum balls were made. Opening the door of the general office he was confronted with a giant scale model of a ship—it must have been at least 20 feet long. On the right side there stood a five-foot-high champagne glass filled with bubble gum.

Being already intrigued, the reporter was escorted to the president's office. There was Wellington Cramer Jr. and Ned Caruso, treasurer. Ned took the reporter for a full tour of the plant. With all those circular pans turning and millions of gum balls moving on the conveyor belt, only one thing was missing—a camera. The reporter returned to his office, called our man in Boston. "Let's have a layout of the Cramer plant; I'm sure many of our readers would also like to know how gum is made. Here are the pictures we got."



WELLINGTON M. CRAMER JR., left, president Gum Products, Inc., with Carmen S. D'Angelo, president Cramer Gum Co., stand before one of Cramer's 48 grandfather clocks in Cramer's office. Another Cramer hobby is collection of elephants of which



he has nearly 4,000 in ebony, jade, malachite and ebony.

SECRETARY MARY GRODIS, right, takes gum from champagne glass in office of president. Glass was full originally and is there as showpiece.

Vendors Number 450 at Expo 67

MONTREAL — More than 450 bulk and vending operators have been awarded concession privileges during the Expo 67 World's Fair here. These concessions will include food vendors snack vending machines and kiddie rides.

A number of operators are negotiating concession rights for additional spotting of bulk vending equipment after the success many businessmen enjoyed at the New York World's Fair.

The concession arrangement is set up to yield the Expo 67 corporation a 14 per cent commission on food and drink vending equipment installations while most ride and game concessions will be under the direct management of the corporation, it was disclosed.

Concession commission revenue is anticipated to top \$45 million during the six-month, April 28-Oct. 27 event. It is estimated that fair visitors will spend over \$70 million on food and drink, \$32 million on services and merchandise and some \$28 million on games, rides and secondary transportation inside the fair grounds.

when answering ads . . .
Say You Saw It in
Billboard

SCHOENBACH CO.

Manufacturers Representative
Acorn - Amco Distributor

MACHINES

GREAT MONEY MAKER

ACME
ELECTRIC
MACHINE



Sample . . . \$28.50

4 and up . . . 23.50

Batteries \$1.00
addl. per mach.

HOT - HOT

10c VEND ITEMS

(all 250 per bag)

Mini-Books . . . \$9.50

(3 per capsule)

Crack-Ups . . . 8.00

Finger Puppets . . . 8.00

Asst. Charms . . . 8.00

HOT 5c VEND ITEMS

(all 250 per bag)

Army Patches . . . \$5.00

Green Hornet . . . 5.00

Jokes & Tricks . . . 5.00

Bugs & Reptiles . . . 5.00

Rings . . . 5.00

Assortments . . . \$4.25 to \$5.00

1c VEND ITEMS

Per M . . . \$2.50 to \$13.00

Parts, Supplies, Stands & Globes.
Everything for the operator.
One-third deposit with order,
balance C.O.D.

SCHOENBACH CO.

712 Lincoln Pl., Brooklyn 16, N.Y.
(212) PResident 2-2900



FINISHED PRODUCT. Sabina Fiantala packs gum into box.



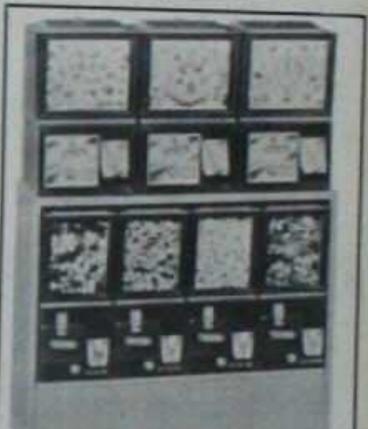
ANNA DANNA at gum sorting machine.



MARY DeMARCO, Helen Broussard and Josephine Paris fix boxes at Hayssen packing machine.



JENNIE RIZZA at gum polishing machine.



VICTOR'S '77' & '88'

WITH DELUXE CONSOLE STAND

This new deluxe unit has been designed to get maximum sales at the location level, together with minimum servicing for the operator. Displays the merchandise as no other vander has in the past.

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Pat and Lyn

CANDIES

DELIVERED TO YOU BY THE WORLD'S LARGEST
BULK VENDING CANDY MANUFACTURER!

STANDARD SPECIALTY COMPANY

1028 44th AVE. OAKLAND, CALIF. 94601

DISTRIBUTOR INQUIRIES INVITED

10-Cent Items

• Continued from page 71

at certain times of the year. "In the late fall and winter, distributors will purchase as little as possible. They won't give most items a chance because operators are not buying that much. The distributor is concerned with getting rid of his present inventory first."

Paul Price also asked for more operator and distributor support. He said that distributors aren't giving manufacturers an opportunity to show them their merchandise. "During the October NVA board of directors meeting in Chicago, very few distributors came around to most manufacturers. They're squawking about direct sales to operators, but they're bringing it about themselves.

HEADQUARTERS

FOR . . .

NEW ITEMS

HIGH QUALITY

LOW PRICES

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.



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Company

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World's Largest Selection of Capsules and Charms
From Factories in Hong Kong & U.S.A.

Backlash Brings Vendors Into Music

Jack Gordon Is Elected President of Scopitone

CHICAGO—Former Seeburg Corp. President Jack Gordon has been elected president of Scopitone, Inc., manufacturer and world distributor of the French-invented coin machine video unit.

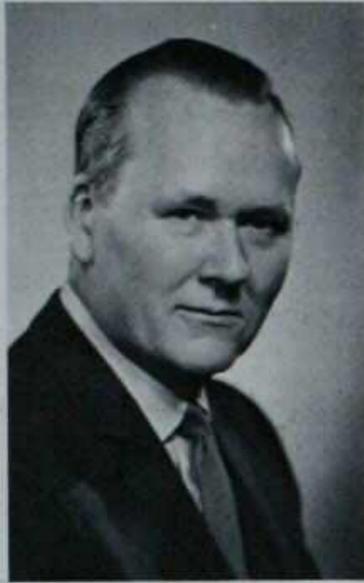
The announcement came last week from A. A. Steiger, chairman of Tel-A-Sign, Inc., parent company of Scopitone, Inc. Gordon also becomes Tel-A-Sign vice-chairman, Steiger said.

Gordon, who resigned as Seeburg president early this year for what were announced as "reasons of health," remained with the big jukebox, game and vending machine manufacturer as a consultant at a hefty, five-figure salary. He assumed his Scopitone post Dec. 1.

One of the coin machine industry's all-time great innovators, Gordon is acknowledged also as one of the most successful salesmen in the business. He is the most prestigious coin machine industry personality to become involved with coin machine video, vintage 1960's.

Decisive Point

Gordon takes the Scopitone sales reins at a decisive point in the history of the company. The



J. CAMERON (JACK) GORDON

company has just shifted its entire sales and distribution effort to traditional coin machine channels, with which Gordon has been familiar for 30 years. The company has just reduced prices on both film and machines, effective at the time of the recent

(Continued on page 81)

EDITORIAL

Salute the Champ

Onetime welterweight and lightweight king Barney Ross has cancer. He's been an outpatient at Chicago's Veterans Administration Research Hospital since June. On doctor's orders, he's not to leave his apartment.

While he was boxing, Barney became a close friend of the late Barney Sugarman of Runyon sales. Through Sugarman, Ross came to know and love the coin machine industry. The business and the people in it fascinated him. "He developed a personal interest in the industry," said one who knows Barney well. "He likes the people and he feels he is part of the coin scene. One would believe he has found kindred souls here."

For no specific reason, Barney attended all industry gatherings. He milled around the crowd, talking to operators and their wives. He genuinely wanted to be with operators. Whenever he could, he brought top-name entertainment to the operator gatherings. Hundreds of operators know and love Barney Ross.

Those who speak of Barney say he never cared about money. He wanted to help others. After his last fight Barney joined the Marines. He contracted malaria in the Guadalcanal jungles and nearly died. But, ignoring doctor's instructions, he left the hospital to tour war plants and bond rallies.

On Jan. 21, 1967, the coin machine industry is having another gathering—for Barney. Lou Wolburg of Runyon Sales, Lou Halper (once Barney's opponent) and other of Barney's industry friends have formed a committee known as the Barney Ross Fund. They have arranged an "All Star Wrestling Show Salute to Barney Ross" at the Newark Armory. Other groups outside the coin machine industry have arranged testimonials for Barney, but, as Wolburg said, "This is the one for the industry to show its tribute to a great friend."

Wolburg is accepting contributions to the fund and selling tickets to the wrestling show. Those wishing to attend the show and contribute to the Barney Ross Fund may contact Lou at Runyon Sales, 593 10th Avenue, New York, N. Y.

Moran to Seek National School Appropriation

By RAY BRACK

DENVER—Jack Moran, who founded the first coin machine technical trade school and taught the industry how to tap federal manpower training funds, is now working for funding of a coin machine mechanics' training program on a national basis.

Early in the year, Moran, a former operator, now administrator of the Institute of Coin Operations here, will meet in Washington with Stanley H. Ruttenberg, assistant secretary of labor for manpower training, to discuss a special appropriation for the training of coin machine technicians. Funding on a national basis would eliminate much of the current red tape involved in working with State employment agencies to obtain federal educational moneys.

Moran will go into his meeting with federal officials armed

with letters from the Music Operators of America and regional trade associations describing manpower needs throughout the country.

"I am going to Washington to lay the national need before government officials," Moran said. "I'm optimistic that the coin machine industry need for manpower will be recognized and funds will be made available on a national basis, thus eliminating much of the confusion and delay now existing in obtaining federal money for technical training."

Committee

"But I need industry co-operation. The industry must set up a committee—to be called on by the government to establish need. Perhaps the new MOA past presidents council could serve in this capacity."

The MOA has prepared a letter of need stating that operating

firms throughout the country could at present absorb 2,000 trained coin machine mechanics. Moran has written to all State and local trade associations requesting similar letters stating regional manpower needs. He reported that associations in Wisconsin, Nebraska and Ohio reported immediate need for a total of 150 men.

Meanwhile, Moran is proceeding with plans for a trade school in Atlanta. At recent meetings with operators in South Carolina and Florida, Moran received firm commitments from operators with respect to the number of men they'll send in for training. The Atlanta school will draw trainees from a nine-State area.

From Florida alone, Moran said, 13 operators have pledged to send in 25 men to the school initially. South Carolina operators, who report the need for

100 trained men, have pledged to send 20 men to the school initially. The immediate need in Florida is reported to be 150 men.

\$1,500

"With the Denver, Atlanta and possibly a Chicago school operating next year," Moran said, "we hope to train 500 coin machine mechanics. During the next two years our goal is 2,000 trainees."

In the meantime, operators from throughout the country are sending trainees to Moran's school here, either under gov-

(Continued on page 74)

Infringement Suit Filed by Bally, Williams

CHICAGO — A patent infringement suit has been filed in U. S. District Court here by Lion Manufacturing (the manufacturing arm of Bally) and Williams Electronic Manufacturing Corp. against Chicago Dynamic Industries, Inc., and Chicago Coin Machine Co.

The complaint alleges, "Defendants have and still are infringing United States Patent No. 3,064,891 by using in this District and Division apparatus embodying the patented invention. . . ."

The patent in question was issued in 1962 to Frank G. Nicolaus for a stepping switch mechanism and assigned to Lion Manufacturing, the suit states. Williams is a partially exclusive licensee of the patent.

Bally and Williams are demanding an injunction against the alleged infringement.

Other Factors Behind Trend

By EARL PAIGE

CHICAGO—The big story of the decade—music-game operator involvement extensively in vending—may have a surprise ending.

A Billboard survey conducted at the recent national trade conventions here revealed that a reverse trend, in some instances a backlash, is discernible.

Vendors are setting music machines. They're doing so for five general reasons:

(1) Natural acquisition of music-game routes by large expanding vending firms; (2) steady movement of vending companies into background music; (3) location preference for one complete service company; (4) natural diversification of vending firms exploring new areas; (5) a backlash by vendors forced to compete against music-game operators diversifying into vending.

Servomation-Tri Counties, Santa Barbara, Calif., is an example of a large vending firm acquiring music and game routes. "This company evolved from the purchase of a local company known as General Cigaret Co. about five years ago," said T. L. McCracken, Servomation-Tri-Counties president. General Cigaret Co. was actually a break-up of an older, original cigaret, music and games operation, McCracken indicated.

Automatic Cafeteria Co., Spring Valley, Ill., is typical of the vending operation now offering its clients background music. Said Automatic's George Nimee, "This is just an added service for us, although we can use it as a lever when soliciting new locations."

A Game or Two

"Cigarets are still our bread and butter," said Texas O. Harris, Mound Vending, Chicago, "but more and more our locations want all their eggs in one basket, so to speak. They like our service and so they ask us to put in a phonograph or a game or two," he said.

"My father, Albert McDonald, actually started in bulk vending 30 years ago," said Don McDonald, McDonald Merchandising Co., Ottawa, Ill., and then gradually went into cigarets, candy and finally into coffee. We went into music and games about 1946," he said.

"Our reason for going into

(Continued on page 77)

The Blue Note LP's Are Out

By HANK FOX

NEW YORK — The jazz of Jimmy Smith, Lee Morgan, Grant Green and Horace Silver is now available to jukebox operators on stereo Little LP's. Blue Note Records, which had revealed to Billboard an intensive program geared to operators (see Aug. 10) has released 12 Little LP's—two more than it originally intended.

"The initial reaction has been one of tremendous acceptance," said Bernie Block, Blue Note national sales manager. Preceding the issuance of the 12 Little LP's, Block sent out a mailing to some 2,100 operators and one-stops.

"We're not trying to solicit orders directly," Block said, "but we do want to make the industry aware of the records' availability."

Blue Note has sent out several mailings to operators and one-stops during the past several months. "We found that many operators wanted some of our older jazz singles," Block explained, "but they thought they were out of print."

"Also, the one-stops were not notifying them of newly released singles," Block said.

Aiding

He added that since distributors handle so many different labels and are involved in deal-

ing with various phases of the industry such as rack jobbers, one-stops and dealers, they cannot devote any time to selling one product.

"By informing one-stops and operators of new releases, we are aiding our distributors," he said.

The company will make its Little LP's available to one-stops through its regular distributors. Asked what Blue Note will do if one-stops refuse to stock the Little LP's, Block said the distributors will go directly to the operators.

The initial release features such artists as Art Blakey, Can-

(Continued on page 82)

ATE Called 'Fabulous'

LONDON—"Bigger than expected" was how Millie McCarthy, Music Operators of America director, described the Amusement Trades Exhibition held at London's Alexandra Palace last week. A Billboard survey indicated other foreign visitors were equally impressed by the ATE's support and presentation.

"Biggest and best," said Mario Mengelli, Italian-born Belgian distributor for the Aristocrat fruit machines, paying a two-day

(Continued on page 76)

CMMA Hears Miller at Banquet

By BRUCE WEBER

LOS ANGELES—George A. Miller, founder of the California Music Merchants' Association and its president emeritus told CMMA members here celebrating the association's 35th anniversary (2) that they were "entering a period of great promise, unlimited potential and unrestricted growth."

At the annual affair at the Ambassador Hotel, Miller touched on the following topics:

"There are some cities in the United States where practically everything can be purchased from vending machines, where entertainment is supplied by phonographs, and where leisure activity is guaranteed by coin-operated devices," he said.

Automation

"Automation is taking over in many areas where man used to be required to do the physical labor. Just as an example," Miller said, "postal stamp machines, money changers, food machines, washing machines,

bowling alleys, coin-operated pool tables, musical devices—all of this equipment is falling into the realm of the coin industry.

"To the best of my knowledge, there are 9,000 (or more) music operators and amusement device operators in the U. S. who place all types of coin-operated equipment in locations such as restaurants, taverns, railroad stations, bus depots, and even in automobile service stations. It has been said that there are 550,000 to 600,000 automatic phonographs in the United States alone.

Miller also told of the rapidly changing image of the industry, the operator and the distributor.

Image Changing

"The man we used to label 'the music operator' is now the 'amusement device operator' because it became necessary for him to diversify his business to meet competition," he said. "The average operator today must supply the pool table, the bowling alleys, the cigaret machine, and all other types of amusement devices in a variety of locations.

"An operator today, to be successful in the amusement device industry, or vending machine business, must operate at least 50 to 100 pieces of equipment to have a business whereby he can realize a reasonable profit from his investment.

"Today, practically all phonographs cost in the neighborhood of \$1,300. It is not uncommon for an operator to spend \$3,000 on a single location installation.

"Many city, county and State governments do not take this cost factor into consideration," Miller explained. "When licensing automatic equipment, whether it be an automatic phonograph, amusement device or vending machine, solons license each individual piece of equipment on a per-machine basis," he said, "and thus receive revenue far in excess of what it costs other merchants to do business in the same area."

Cites Examples

Miller gave this example on business licenses:

"Professional businessmen in many cities pay a flat license fee of \$25 to \$50 a year and gross 10 times as much as operators will gross from 50 to 100

automatic phonographs. Yet, the license they pay does not compare in the slightest degree with what the operators pay when they are licensed on a per-machine basis.

"It always has been my belief that the amusement device operators should be licensed on a gross income basis and not on a per-machine basis. I hope to prove one of these days that it is discriminatory to license the amusement device industry in any different manner than other businesses are licensed."

Miller touched upon the industry image and the alteration of that image.

"Like any other business," he said, "we read every so often of some undesirable persons in the amusement device industry. Our industry is no exception to the rule as we read about undesirables in just about every enterprise." To guard against undesirables, Miller said, the California Music Merchants Association (CMMA) screens every operator who applies for membership.



MISS MOV, Betty Kallmyer, gets acquainted with Virginia sponsors. Around table left from Betty—Dick Lumpkin, MOV president; Vaughn Garey, Mrs. K. A. O'Connor, Phil Bagley and Joe Williams.



ALTON SHEFFIELD, Roanoke Vending Exchange shop foreman (left), chats with sales staffer Al Mathews at MOV trade exhibit.



MRS. K. A. O'CONNOR discussing bulk vending with Martin Leberstein, of Calvin Sales, Baltimore.



J. HERMAN SAXON, Saxon Distributing Co., Charlotte (left), chats with Earl Scott, Cape Charles, Va., and Saxon secretary Hilma Critcher.

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- Films included in rental—over 750 film titles
- All monies can be applied to purchase
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(Natural finish hardwood cabinet)

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\$169.50

NEW SIDE-MOUNT MODEL
(Walnut Formica finish—easy to clean)

- Scores 15-21 and/or 50 pts. Also 15-21 pts. only.

\$249.50

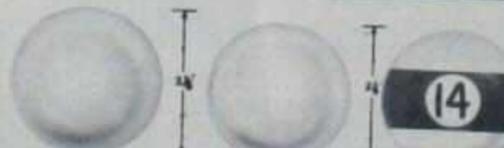
- EACH model also has these features:
- 10¢ 1-player or 2-player by simple plug switchover. Also 2 for 25¢ play.
 - "Come Over" light flashes on at end of game.
 - Easily serviced.
 - Large metal coin box—holds \$500 in dimes.

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BILLIARD SUPPLIES

- 5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up
- 2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls, Set... \$19.95
- 2 1/4" Balls, 1-15 w/Q Ball... \$10.00
- 57" Cues—str., \$2.95 ea., \$33 dz.
- 57" Jointed Cues... \$5.50 up
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CHICAGO — The first general revision of our exclusive listing of all 7-inch stereo LP's for jukebox play has been completed. You noticed we ran the full 1,000-item list in two installments quite recently. The full list—and mind you it contains only product that is currently available from one-stops and distributors—has now been reprinted and is available at 10 cents per copy. (Half price rate for quantity orders over 50.) Write: LITTLE LP REPRINT, BILLBOARD MAGAZINE, 188 West Randolph Street, Chicago, Ill. 60601.

Chicago Coin Group Plans January Meet

CHICAGO—Directors of the Recorded Music Service Association met this week (9) to plan for the association's annual election meeting tentatively set for the end of January.

Current officers are: Earl Kies, Apex Music, president; Sam Greenberg, Elliott Music Co., Moses Proffitt, South Central Novelty Co., Dan Gaines, Gaines Music Co. vice-presidents; Louis Arpia, Austin Music Service, secretary-treasurer. Directors are Charles Sacco, Lee-Nordic Music, Inc., Vincent Angeleri, A.A. Swingtime Music Co., Larry Cooper, Western Automatic, Inc., and Ray Gallet.

School Appropriation

Continued from page 73

ernment financing or company-paid tuition plans.

Operating firms who wish to finance the training of their own man may do so at the total cost of \$1,500, Moran said. This includes room, board and tuition for the five months. The basic tuition cost is \$650 for the 21-week course. The men are in class eight hours per-day, five days per week.

VIRGINIA OPERATORS IN CONVENTION



PHIL BAILEY, Southeastern Vending Distributing, Inc., watches as Miss MOV lines up shot on All Tech table.



MRS. HY LESNICK gets word on Seeburg's Showcase from Easter Distributing's Bart J. Worthington.

MR. AND MRS. K. A. O'CONNOR pose with Smokeshop during MOV show. O'Connor heads vending firm in Richmond and is secretary-treasurer of MOV.



ALL ROADS LED SOUTH during recent Southeastern trade shows. Here, Billboard photographer found Glasco, New York's Greco Brothers at southern airport between connections.



WURLITZER'S Bob Bear (left) and field service engineer H. W. Petreet with Miss MOV.



MOA President James Tollisano addressing MOV session. Others in photo from left, MOA Executive Vice-President Fred Granger, MOV President Dick Lumpkin, MOA council Nick Allen and K. A. O'Connor.



SOL LIPKIN and Mrs. K. A. O'Connor during informal chat at American Shuffleboard booth during MOV.



MOV officers. Front row from left—K. A. O'Connor, Dick Lumpkin, M. L. Holland, Claude Smith, Jack G. Bess. Back row from left—Hy Lesnick, F. D. Colbert, George Rollo, Harry Lubman, Gilbert Bailey, Robert Minor, Curtis Connell.

For guys who like bread, we've made two big improvements on the oven.

See them both in the Seeburg Stereo Showcase—America's fastest-selling new phonograph.



1 A dollar-bill acceptor that the customers really dig (and dig deeper for).



2 An income totalizer you'll really dig (because it cuts collection costs up to 30%).

Fruit Machines Dominate Massive London Exhibition

• Continued from page 73

visit with his partner Antonio Torrini.

"Fabulous, definitely bigger than our own," said Bill O'Donnell, president of Bally, here on a single-day visit, similar descriptions came from our own coinmen, including general approval from Jennings' Morrie Skyes, caught visiting the Mar-Matic, three-section stand for pub, club and arcade machines.

Held for the second time this year as a result of the date change from January to November, the ATE found exhibitors in a state of semi-flux regarding the business anticipated.

Attendance Down

First day attendance was down from last year's figure, although the previous number had been the highest ever achieved for the three-day show. Curiosity at the January debut at Alexandra Palace, may have accounted for the rise. But feeling last week indicated no undue pessimism at the slow start.

With many novelty prize firms not exhibiting, the show concentrated on amusement games—some 16 more exhibitors than previously—with the total exhibitors six up from last year's record 90 firms.

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Several jukeboxes were exhibited.

Ruffler and Walker showed a single Rock-Ola model set in an ancient battlefield tent, separating it from the distributor's immense arcade layout of a wide range of amusement machines. This array included payout, amusement, fruit and bingo machines.

Fruits

Other jukeboxes included Seeburg's models shown for the second time by Phonographic Equipment; the Wurlitzer models on Ditchburn's stand and the West German Loewen-Automaten Serenade demonstrated by Arbiter and Weston.

Exhibitors emphasis was definitely on fruit machines, with a bewildering variety of designs and alternative operations for the clear cut division of pub or club sites.

In the amusement field, size and ingenuity appeared to be the criteria.

Outstanding were AMF International's Speedway—a sprawling (15 by 13 foot) racing car layout (allowing four players to compete) with individually controlled cars over a 59-foot lap; Mayfield Electronics Torpedo Sheet; and Symplay's new Kiddie Cart venture—an electric-powered individually controlled gadabout—popular with the young ATE visitors.

Watch for a full ATE picture report in Billboard next week.



ALEXANDRA PALACE, London site of the 23d annual Amusement Trades Exhibition (see story).

Millie McCarthy Reports On Second INCOMAT Show

Amelia (Millie) McCarthy, president of the New York State Coin Machine Operators Association and a director of the national trade association attended the big INCOMAT coin-machine convention and exhibit in Vienna Nov. 2-15. She thoughtfully sent us the following report.—Ed.

By MILLIE MCCARTHY

VIENNA — Greetings from the Second International Congress of the Association of the Automatic Vending Machines Trade (INCOMAT).

Jukeboxes displayed were Seeburg, Rowe, AMI, Wurlitzer, Rock-Ola and Jupiter. Cigaret and most other vending machines were of European make. Pin games were shown by Gottlieb, Williams, Bally and Italia, among others. Football, which seems to be most popular in Germany, was exhibited. And there was a basketball game from Italy, a shooting gallery from Switzerland, the AMF car games and a sexagon-shaped Russian-type bowling table.

Conspicuously absent were pool tables and shuffle alleys. The explanation given to me for this by the German delegation was that most bars are too small for such equipment, yet many didn't know exactly what a pool table was!

The second INCOMAT did not compare with the Chicago conventions in size, but more time was spent on lectures about various industry problems and facts and figures on the business from all parts of Europe. Also, between business meetings, they had sight-seeing tours, went to the opera, and had social events to get well acquainted.

Old Royalty

A banquet was held on Monday, Nov. 14, at the Palais Schwarzenberg, a structure breathlessly reminiscent of old royalty in all its elegance. The next evening we were all guests at the home of Der Burgermeister (Mayor) of Vienna. The mayoral mansion is a hauntingly impressive building—tremendous—all stone and marble with a huge stone courtyard. It was like an old fortress.

The INCOMAT was small in size big in spirit and dedication. I am never too much impressed by what I see, but I am overwhelmed when I sense an atmos-

phere of such determination, of such hunger to learn and to share experiences, of such sincere friendliness and desire to work together. This feeling came through despite language barriers. With ingredients such as these, great success will come. Dr. Ralph Rampf, president Bergman and Frau Weisshaupt are to be commended for a job well done.

A Winery

But greater than anything was the hospitality. My mother and I couldn't have been received with any greater warmth and graciousness had we been royalty. The first evening, the whole group went in buses to a



MILLIE MCCARTHY: "How hopeless all is when you cannot communicate."

winery. Now you just have just have never been—until you have been in a sub, sub-cellar of a winery in Vienna. The higher the head table, the lower the cellar. When I came way down I saw this long table between these huge wine barrels. There was no light, except for a few candles.

When Dr. Rampf introduced me, there was silence because of the language problem. One tall, young German at the end of the table broke the silence by asking in German if I needed a "mech-ahn-ec" in America. I threw my hands in the air in a gesture of utter desperation to demonstrate how much I needed a mechanic. He reached out and kissed my hand to demonstrate he was available (in jest, of

course—his wife was beaming beside him). I rose and said "No, no"—reached out and kissed his hand to demonstrate how grateful I was for the offer. That did it. They brought the musicians down to play for us; they all rose, holding their glasses out, toasting "El Presidente—New York." I'll never know a more heartwarming experience than looking into those truly sincere, happy faces beaming in the flickering candlelight, seeing them reach out as though trying to say their heart was in their hand.

Hopeless

I suddenly realized how hopeless all is when you cannot communicate. The story went around the table that one of the men who went to the Chicago convention was so thrilled that he was understood by "Rockola Junior" (as they described Dr. David Rockola, son of the founder and president of Rock-Ola Manufacturing Co. Dr. Rockola speaks several language fluently.)

Now that I know the feeling of being lost in a country where you don't understand the language, I thought what a pity that we were not aware of the problems many were having in Chicago. We could have done something. The world is getting smaller than we ever stopped to realize.

Roses

Now that there is a contact, they are discussing having their next INCOMAT in America, and a delegation will come to the Music Operators of America convention. People like Hermann Klein, Mr. and Mrs. Alfred Steinmetz, Mr. and Mrs. Ted Kallenborn, Mr. and Mrs. Wolfgang Palluch, Mr. Sturm, Peter Beckler of Berlin and so many others—all are excited about coming to meet with us, to know us better and to exchange ideas.

When we left the Mayor's reception Tuesday evening, Nov. 15, I went to the railroad station with the two buses carrying the German delegation. To demonstrate their appreciation, some of the men brought me some long-stemmed red roses, specially wrapped. Then, after the warmest farewells, I stood alone on the huge, bleak, lonely railway platform in the middle of the night, waving good-by and watching my new German

(Continued on page 82)

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C. A. (SHORTY) CULP explains many features of Wurlitzer's new model to interested Oklahoma operators.



AMERICANA very capably competing here with two Oklahoma City models at Culp Distributing Co. showing.



CLOSE scrutiny given the Americana at Culp show with 95 per cent front-serviceability of Wurlitzer's new model fully demonstrated here.



SPECIAL TOUR for ladies during Culp Distributing showing found the girls off for a visit to the nearby Cowboy Hall of Fame in Oklahoma City. Here, another view of the banquet.

Backlash Puts Vendors Into Music

Continued from page 73

music and games was quite simple," explained Richard Bakala, owner of Dick's Vending Service, Aurora, Ill. "After being in full-line vending all these years music and game operators were going into cigars and soliciting our locations." Bakala has paced over 50 jukeboxes.

Music Profitable

Each of these companies, though not to identical degree, have indicated that their diversification into music has been profitable, too.

"Although our music operation is entirely separate under the direction of Bob Poole here," said McCracken, "it is still a definite part of Servomation-Tri Counties." McCracken indicated that the company was expanding its music and games route out of its other branch in nearby Oxnard. A dozen of the company's men attended a Wurlitzer service school recently.

"Background music could be profitable," said Nimee, "and I'm sure many firms are finding it to be. With us, however, we offer it mostly on a cost basis as an added service to our industrial accounts. In larger cities a firm might go to a regular background music service but here in Spring Valley we get this kind of business because we're servicing the account."

"Our going into music is not a concrete thing as yet," said Harris, "but after the first of the year we will have more of a program. It's not that we're overly enthusiastic about music," he went on. "After all, a lot of phonographs may not do over 20 or 30 dollars a week. But still, where you're in a location you have to stay there, too. This is why we have gone into it so."

"We're in everything with both feet," said McDonald. "In fact, we belong to the National

Automatic Merchandising Association, the Illinois Automatic Merchandising Council, the Music Operators of America and the Illinois Coin Machine Operator's Association—all four," he said. Two of McDonald's eight full-time routemen are devoted entirely to music-game service.

"Music and games are a lot easier than vending," said Bakala. "You take where your man services an industrial vending account and he's there every day or so for a couple of hours he can go into a jukebox location, put on a few records and he's gone again. And we're certainly not opposed to the added volume in music and games," he related.

Not Universal

Bakala's enthusiasm is not, however, universal among the large cross section of vendors quizzed during MOA and NAMA trade shows. Said Robert N. Norris, Exact Vendors, Fairbury, Ill., "We had a contract with one location and when they requested a jukebox we supplied it. I have to say our entry into music is not this deeply rooted."

Was Leonard McElhaney, Marriott-Hot Shoppes, Washington, D. C., considering music and games? "No, we're definitely not considering it," he said. The same comment came from James Lynn Stagge, Kellan Candy Co., Russellville, Kentucky. Chester Neier, R&E Vending, La Porte, Ind., was considering diversifying but, "Just to coffee, music will have to come later," he said.

The idea of diversifying into music and games should not be foreign in most vendors, according to McDonald. "I would say that if a vendor was primarily in industrial locations he may never consider it," said McDonald, whose company now functions as a total service operation in

a 40-mile radius of Ottawa. "But if he has street locations I don't see how he can avoid diversification."

Bakala was of the same opinion. "It's a matter of survival," he said. "We were losing locations to music and game operators offering our accounts cigarret service. As this steady diversification on the part of music and game operators goes on vendors will have to do the same," he said.

Little Conflict Seen

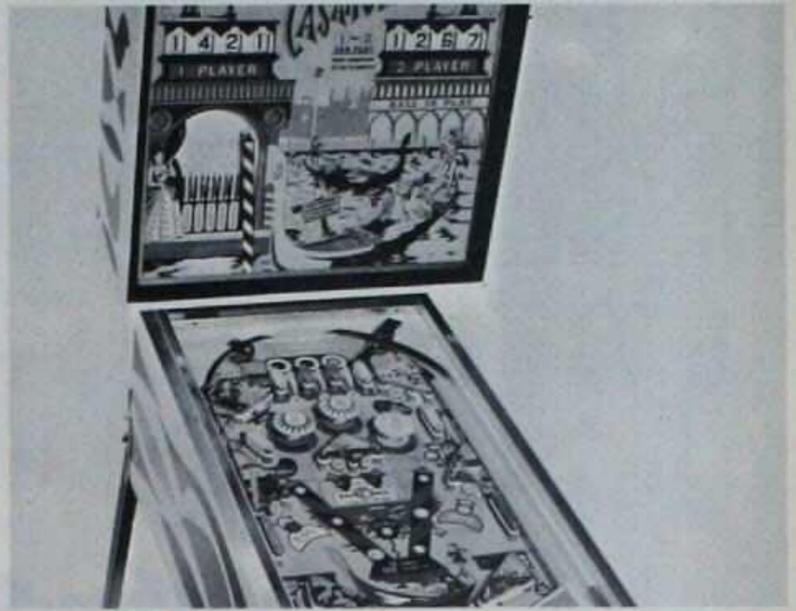
How smoothly is diversification accomplished? Are companies forced to segment and departmentalize their operations? Bakala indicated not. "Our men check and service everything," he said. "In fact, it breaks up their routine very nicely. A man might have five or six jukeboxes to check, a game or so and in addition five or more drink machines and it breaks up his day," said Bakala.

Both Bakala and McDonald hinted that vendors may well be slightly more service-minded too, which would explain Harris' experience of having locations with "all their eggs" in his basket. "We're used to servicing a down coffee machine in a matter of 15 minutes," said Bakala. "This same kind of service philosophy falls into our music thinking, too, and our locations find out about it," he related.

McDonald, while he does have separate vending checkers as against music and games men, does utilize the same corp of service personnel. His men wear neat green and white uniforms and operate out of radio controlled vehicles. "We have nine service men who repair vending, music and games," McDonald said.

This same approach is seen at Servomation-Tri Counties, and is becoming other vending companies spread steadily into music and games.

New Equipment



Williams—Casanova, Two-Player

Williams Electronic Manufacturing Corp. has introduced Casanova, a two-player flipper game adjustable for three or five-ball play. Top-touted feature on the new piece is the "captive ball scoring" idea. It works this way: every ball leaving the playfield propels the "captive" ball for "extra points (100-300-500) or 500 points and an extra ball. Other play features: making "A" or "B" lights 500 lane in the light box for an extra ball; the "right target" affords 500 points when lighted; the "left target" tantalizes with 300 points when illuminated; six roll-over buttons and lanes offer 100 points when lighted; one roll-over lane affords a "special" when illuminated. The unit also has new coin mechanism flexibility, optional single, double or triple chutes and new coin dividers in the cashbox.

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Change-A-Scene is the *exclusive* Rowe AMI feature that gives you a choice of *interchangeable* front panels. Just change the scene... and it's like a new phonograph! Update it anytime you want... helps the phonograph *stay* appealing to the location longer. New scenes are available from your Rowe AMI Distributor. They're easy to change... you can do it in minutes, right at the location.

They're in exciting, super dimension-vision color. Natural light, rather than black light, maintains the location's atmosphere. These bright, back-lit colors give the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

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The Music Merchant's special timer lets you pre-set these records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. Two "Play-Me" records are supplied with each phonograph.

PLUS... you can have the country's top jukebox stars promoting more play at your locations... *exclusively* on the "Play-Me" Records. Don't wait, listen to them *now* at your Rowe AMI Distributor.

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Young Coin Executive Predicts Trebled Business in 10 Years

By PAUL ZAKARAS

PORTLAND, Ore.—Lon R. McKee, undoubtedly one of the most experienced 25-year-old executives in the coin machine business, recently predicted that the coin industry in the Northwest "will triple its sales in the next 10 years," and pointed out two major challenges that will face the industry during this decade of rapid growth.

McKee, sales manager of the Portland office of the Northwest Sales Co., has been in the business for 12 years—8 of them

as a full-time member of the distributing firm which is co-owned by his father Marshall McKee. He told Billboard that "this part of the country has been going through a boom period that will continue into the foreseeable future—and will effect tremendous changes on the coin machine industry."

"The labor shortage, very much of a problem in all fields here in the Northwest, is catching up with the coin business also. As the industry expands we will see an unprecedented demand for trained mechanics, top

salesmen and good managerial personnel.

"Especially imposing will be the need for trained servicemen. With operators diversifying into more kinds of games and vending operations, it is becoming absolutely necessary to have well-trained technicians capable of servicing all kinds of machines. We all hope that at least part of this problem will be solved by the 'service schools' the industry is currently supporting. I know that many of us are considering the possibility of channeling some men through Jack Moran's school in Denver.

Associations

"Another problem facing the industry in these years of growth will be the need for strengthening local trade associations. Operators in the Northwest are sometimes lax in supporting their trade groups. However, as competition increases, and as operators expand into various kinds of vending, such organizations will be a vital factor in stabilizing the regional business situation and in helping operators keep up with all the latest developments in the coin field. We are looking ahead to a fast-growing, fast-changing coin business in Northwest, and we should be prepared to ease the 'growing pains' as much as possible. Not only Northwest Sales, but all the distributors in the area, are in favor of local associations and are prepared to do

(Continued on page 82)

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PEACH STATE Distributing's George Kesey (left) and H. H. Hackler (center) with John Flowe, Greenwood Music, Greenwood, S. C.



GENE SEARS, Peach State Distributing, ticking off seconds while hot sandwich is prepared for SCCOA trade show visitor at right.



MR. AND MRS. JERRY PALASSIS, Arrow Amusement Co., Charleston, S. C., trying D. Gottlieb's new game.



MR. AND MRS. FRED J. COLLINS (at right) watch as Mr. and Mrs. Barry Addison enjoy Williams Electronic Corp.'s new game. All are with Collins Music Co., Greenville.



AMERICAN SHUFFLEBOARD'S Shuffle 88 gets tryout from Mrs. J. M. Flowe Jr., Mrs. Evelyn P. Whitmire and another spectator looks on.



MRS. ERBY H. CAMPBELL, secretary-treasurer SCCOA, and President H. C. Keels Jr. try out United Billiards table.

PHOTOS FROM SCCOA CONVENTION

SCCOA President H. C. Keels (right) gives shooting tip to South Carolina Tax Commissioner Jim McGrath while S. C. association counsel Peter D. Hyman looks on.



WURLITZER'S Americana has attention of, from left, J. F. Brookey, Wurlitzer's Dick O'Connor, Jim Wadkins and his son Warren, a U. S. Marine home from Vietnam.



MR. AND MRS. HORACE ANDREWS, Inman, S. C., operator couple with Peach State Distributing's H. H. Hackler at SCCOA exhibit.



INTERESTED ACTIVITY around LeSturgeon Distributing Co. booth at SCCOA where company exhibited Rock-Ola and U. S. Billiards. Seen here are Nick Nichols, Lenard Schellings, Bill Kirk and Charles Huffstetter.



HAPPY FACES as three attractive South Carolina gals try Midway's Premier Shuffle Alley at SCCOA trade show.



SCCOA officers. From left—Fred Collins, third vice-president; Royce Green Jr., second vice-president; Hal J. Shinn, first vice-president; H. C. Keels Jr., president, and secretary-treasurer Mrs. Erby H. Campbell.

SMOKESHOP CANDYSHOP SCHOOL HELD AT BANNER SPECIALTY



FRED KOELZER, Banner Specialty Co. service manager (center), chats with ARA service personnel. From left, Frank Croge, Arnold Gerson, Walt Wenzel and Jim McKeever, all from ARA in Pennsauken, N. J.



CANDYSHOP carriage mechanism is subject of demonstration here by Koelzer. Banner also handles amusement, music and other equipment and has a Pittsburgh branch.



POINT OF DISCUSSION as operators talk over a service topic introduced by Banner's Koelzer and Jablon.



SMOKESHOP Satellite is discussed here by Banner's Fred Koelzer and Stu Swetland (right), of Swetland Vending, Mehoopany, Pa.



PHILADELPHIA audience watches intently during recent Banner vending school session. Company has moved to new expanded quarters at 1213 North Fifth.



BANNER EMPLOYEES with two service personnel from nearby firms. From left—Ralph Melliol, Cold Snack Vending; Fred Koelzer, Banner; Joe Romido, Selective Vending; Marc Rodstein, Jim Ginsberg and Steve Jablon, all of Banner.

Coinmen In The News

SHREVEPORT, LA.

Norm Haas, Seeburg field service engineer, conducted a service school at the Howard Johnson Motor Inn in Shreveport-Bossier City with members of eight operating firms attending. These included Mike Bruce, Jim Wright, Thurman Durr, Bruce Novelty; Arthur Breedlove, Russell Robinson, Ronald Brown, Bossier Novelty; Speedy Hardin, Ben Hogan, G. I. Novelty; Cecil Neilson, C. P. Neilson Co.; Sam Papa, Thomas Krueper, Sam's Music Co.; J. P. Stranghan, Carl Anthony Charping, Bill Wallace, Southern Music Co.; Zino McGee, Jimmies Music Co.; Aubrey Brook, Robert Cunningham, Tommie's Novelty; Mr. C. R. Brewer, veteran Shreveport coinman.

CORPUS CHRISTI—Operators here were introduced to Seeburg's new Showcase at a special showing hosted by A. C. Schwartz, manager of Sutherland Distributing Co., Corpus Christi, and Mrs. Schwartz with Dave Sutherland and Seeburg's Ed Blankenbeckler also on hand.

Those attending included Mr. and Mrs. Wayne Hitt, Sinton; Mr. and Mrs. Alvin Kiesel, Fort Lavaca Vending, Fort Lavaca; Mr. and Mrs. Barney Kay, Nueces Novelty Co., Corpus Christi; Mr. and Mrs. Steve Brewster, City Amusement Co., Aransas Pass; Mr. and Mrs. Ed Massman, Coastal Vendors, Corpus Christi; Mr. and Mrs. William Stone, Corpus Christi; Mr. and Mrs. Ted Brooks, T&R Vendors, Aransas Pass.

Also Marvin Carson, Corpus Christi; Ray Morris, American Vendors, Corpus Christi; Joe Morris, Capitol Coin Machine, Corpus Christi; Mr. and Mrs. Tony Leal, Corpus Christi; Mr. and Mrs. C. Verdin, Robstown; Robert Colhour, King-Col Music Co., Kingsville, and representatives from C. A. Music Store, Falfurrias; Ideal

Music, Alice; Corpus Christi Novelty Co., Corpus Christi; City Vending Service, Victoria.

Additionally, a service school hosted by A. C. Schwartz was held in McAllen, Tex., under the tutorage of Norm Haas with Seeburg's Ed Blankenbeckler delivering a talk prior to the service session. Attending were L. A. Schmidt, Valley Vendors & Checkers, Ed-couch; Eddie Greer, Abel Tamez, Modern Music Co., Harlingen; Benny Rameriz, Gilbert Pinada, Brownsville Music Co., Brownsville; Horacio Pena, Joe G. Cortez, Humberto Pena, Inc., Mission; Frank Gonzalez, R. A. (Red) Love, Love Music Co., La Feria; Francis Fuller, Mamco Co., McAllen; Elizar Rodriguez, Jerry A. Cox, Mike J. Lopez, Modern Automatic Merchandising Co., McAllen; J. G. Zunigo, Melody Music Co.

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United Lucky Bowler	245.00
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Rock-Ola 1468	195.00
Seeburg Q100	345.00
AMI WQ 120 & 200	
Wall Box	35.00
Seeburg 3W1 Wall Box, As Is, But Complete	5.00
Seeburg E1 Cigaret Machine	65.00
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Jack Gordon Is Elected President of Scopitone

Continued from page 73

coin machine industry trade show. And the company is in an all-out effort to land more key coin machine distributors throughout the world. It is expected that Gordon will add potency to this effort.

Gordon landed his first sales job in the 1930's after abandoning architectural studies, working for H. J. Heinz and General Mills. He switched to the music business in 1940 as sales manager for Post and Lester, RCA Victor distributors. It was there that Gordon began his career in music industry innovation, conceiving the "Remember Pearl Harbor!" promotion in 1942 and the Victor Record Caravan boasting such bands as Tommy Dorsey and Shep Fields.

Paddock Club

In 1945 Gordon bought the Paddock Club in East Hartford, Conn., and applied his imagination to the nightclub business. He pioneered the jam session concept while booking such artists as Erroll Garner, Eddy Condon, Pee Wee Russell and Bud Freeman.

It was in 1948 that Gordon joined Seeburg as Eastern district manager, just before the introduction of the Seeburg M-100-A. The record consumption demands of the 100-selection jukebox placed buying hardships on operators, and Gordon championed the cause of single-source jukebox record buying. Lo and behold, the one-stop. Gordon likes to tell how he helped set up the Leslies, Sam Goody, Williams in Philadelphia and Musical Sales in Baltimore.

Gordon was named a Seeburg vice-president in short order, became executive vice-president in 1961 and was named president in 1964.

Gordon was instrumental in implementing such Seeburg innovations as:

- The M-100-B phonograph, first to play 45 r.p.m. records, 1950.
- The model "R" phonograph, the first dime-play unit, 1954.
- The Seeburg "V-200" phonograph in 1955, offering 100 single selections at 10 cents and 100 EP selections at 15 cents.
- Seeburg's Artist of the Week program, 1960.
- The Seeburg Little LP program, 1962, utilizing 150 test locations throughout the country.
- Coin-operated discotheque; Rec-O-Dance, 45 r.p.m. stereo singles; the Coin-Operated Phonograph Performance Rights Society, all in 1965. In the latter project Gordon drew from experience gained through founding his own publishing firm, J.A.Y. Music (BMI) and Beatrice Music (ASCAP).

Gordon commented last week that he views coin machine video as a natural adjunct of the big color television boom.

In making the Gordon announcement, Steiger also reported that Milton Altheimer has been elected president of Tel-A-Sign, Inc., a post that has been open for the past several months.

Scopitone's manufacturing and sales headquarters are in Chicago on the southwest side, and Gordon will headquarter there.

United's

6 PLAYER SHUFFLE ALLEY



ENCORE

ALL NEW CABINET design

5 WAYS TO SCORE including MARK FEATURE

United's

AZTEC

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5 WAYS TO SCORE including DIAMONDS FEATURE

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THE INTERNATIONAL ASSOCIATION OF AMUSEMENT PARKS exhibit in Chicago Nov. 27-30 attracted a number of coin machine suppliers. In left photo, American Machine & Foundry Co. national sales manager Howard Smith and industry veteran Bert Lane (of American Model



Raceways) demonstrated AMF's two new coin-operated race car models. The center photograph model, Helen Foerster at the Mike Munves Corp. booth, demonstrating the new Booz barometer manufactured by the Northwestern Corp. and distributed by Munves in the East.



At right, Mrs. Royce Green watches her husband and Royce Green Jr. and Royce Green III try a new ride. The Greens operate both coin machines and a large amusement park in South Carolina.

The Blue Note LP's Are Out

• *Continued from page 73*

nonball Adderley, John Patton, Stanley Turrentine, Donald Byrd, the Three Sounds, Lou Donaldson, Jimmy Smith, Lee Morgan, Grant Green and Horace Silver.

"The purpose of the Little LP's is to leave the songs as close to the original state as possible," said Block. "Most of the material has not been edited from the 12-inch LP's," he added.

The average length of each side is seven to nine minutes. Each Little LP includes two numbers, one per side.

Three different categories of Little LP's comprise Blue Note's initial outing. Four of the albums are taken from what Block calls "catalog sellers."

"These are albums which were

released seven or eight years ago that are still enjoying strong sales."

Included in this list are "Blues Walk" by Lou Donaldson, "Somethin' Else" by Cannonball Adderley, Art Blakey's "Moanin'" and "The Sermon" by Jimmy Smith.

The remaining eight Little

LP's consist of five current catalog sellers and three new releases. "Joy Ride" by Stanley Turrentine, "I Want to Hold Your Hand" by Grant Green and "Got a Good Thing Goin'" (John Patton) have all been issued in the past seven months, while "Moods" by the Three Sounds, "Midnight Special (Jimmy Smith), Donald Byrd's "New Perspective," "The Sidewinder" by Lee Morgan and "Song for My Father" (Horace Silver) are two to three years on the market.

Title strips are included with all Blue Note Little LP's.

Block said another national mailing will go out in five or six weeks. "This one will include a questionnaire and a Blue Note catalog. We will be asking operators what they want us to feature on future releases."

Millie McCarthy

• *Continued from page 76*

friends waving their handkerchiefs out the windows as the train moved into the darkness. I looked down at my armful of roses and thought, "I'll nicht vergessen Vienna as long as I live, and I promise to know more German when we meet again."

From Vienna, Mrs. McCarthy and her mother traveled to Rome, on to Mallorca for Thanksgiving Day and then to London, where Billboard's Andre de Vekey and Mary King were to conduct them on a tour of the big Amusement Trades Exhibition at Alexandra Palace.

Young Coin Exec

• *Continued from page 80*

anything that will aid their growth."

McKee, who is married and has a son, said he feels "the coin business offers almost unlimited opportunity" to a young man—and that he had long ago decided to make it his career. "I was close to the business since early boyhood, and I just never gave much thought to anything else. As far as I'm concerned there is no better business to be in."

Moore Handling Jupiter Jukebox

NEW YORK—Sandy Moore, New York distributor, was recently named U. S. distributor for the French Jupiter jukebox, and has named Sam Taran as his Florida subdistributor. Taran, veteran coin machine operator and distributor, had been in temporary retirement.

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DANCING Lady



9 Big-Action Features

1. Superb light-box animation presents a beautiful ballerina dancing on stage throughout play of game.
2. New carousel roto-unit scores up to 500 points on numbered targets and "shoot again" feature on star target.
3. Full top to bottom exciting playboard action.
4. 4 bottom rollovers score carousel values.
5. New decagon score-indicating unit gives ultra-efficient performance.
6. New automatic electric ball-lift for faster more convenient play.
7. New, illuminated, score-card holder includes new easy-to-read "Balls to Play" and "Game Over" lights.
8. New, all-stainless steel front molding, provides a fresh clean appearance and comfortable feel.
9. New, triple coin-chute combinations, now available for increased convenience and earning power.



Coronado Model 431
100 Selections
Stereo-Monaural

Rock-Ola's CORONADO puts 'take' where space used to be.

ROCK-OLA

... the dependable line of money makin' music makers

Rock-Ola's smashing new 100 selection phonograph sensation . . . the Coronado, is turning *no* locations into *go* locations. It's beautiful. Compact. Quality. Dependable. It's Rock-Ola!

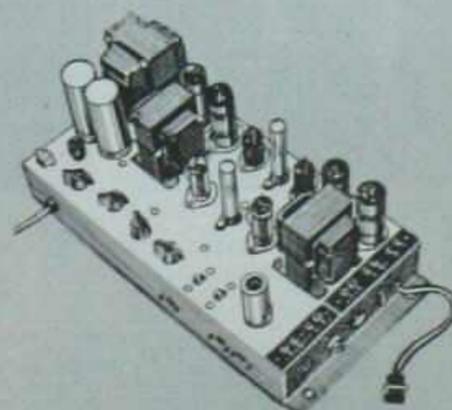
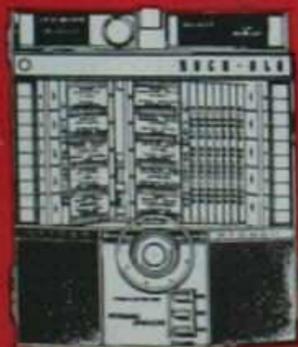
Now, Rock-Ola engineering excellence puts proved performance and traditional trouble-free operation into a superb cabinet of prestige styling. Distinctively trimmed with polished anodized aluminum for lasting location appeal. All of the same high performance features

that have made Rock-Ola phonographs profitable to operate: Rock-Ola Revolving Record Magazine, Mech-O-Matic Intermix and fool-proof mechanical selector. Handles 33 $\frac{1}{3}$ and/or 45 rpm records. (7" LP feature optional.) Now, the new Coronado joins the proud family of the Rock-Ola GP/Imperial and GP/160 to give operators unequalled product versatility. Rock-Ola Manufacturing Corporation, 800 North Kedzie Ave., Chicago, Ill. 60651.

MODEL 501 PHONETTE WALLBOX. Individual listening pleasure. 100 selections. Personal volume controls. Plays 33 $\frac{1}{3}$ and/or 45 rpm records. Stereo or monaural. 50¢ coin chute optional. Model 500 with 160 selections.

EXCLUSIVE MECH-O-MATIC INTERMIX. Completely automatic mechanical changer intermixes 33 $\frac{1}{3}$ and/or 45 rpm records. Stereo or monaural. Any sequence. No wires or electronic aids for motor or spindle speed changes.

TUBE-TYPE STEREO-MONAUURAL AMPLIFIER. Tubeless AVC controls record volume variations automatically. Silicon rectifiers in the amplifier and "Thermistors" in the AVC circuit reduce tube replacement problems.



ALBUM REVIEWS



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



POP SPOTLIGHT

FOUR TOPS LIVE!

Motown 654 (M)

The winning personal appearance style of the Four Tops comes through in this "live" side, which includes their recent hit "Reach Out I'll Be There" as well as former hits like "Baby I Need Your Loving" and "I Can't Help Myself." A wild, driving version of "If I Had a Hammer" is one of the high spots. Ballad cuts are also interesting.



POP SPOTLIGHT

WISH YOU WERE HERE, BUDDY

Pat Boone. Dot DLP 3764 (M); DLP 25764 (S)

With the title tune of this package currently riding the singles chart, Boone has a hot sales contender here for a high spot on the LP chart. The material is all in the country-oriented vein and Boone turns in top performances on "You Win Again" and the recent hit "A Million and One." Jimmie Rodgers' "Lyn' Woman" is a wow.



POP SPOTLIGHT

AWAY WE A' GO GO

Smokey Robinson & The Miracles. Tamla 271 (M)

From the exotic-flavored "Save Me" to the soul of their hits "Beauty Is Only Skin Deep" and "Whole Lot of Shakin' in My Heart," this album has a lot to please their world-wide fans. The hit "(Come 'Round Here) I'm the One You Need," adds to the sale value.

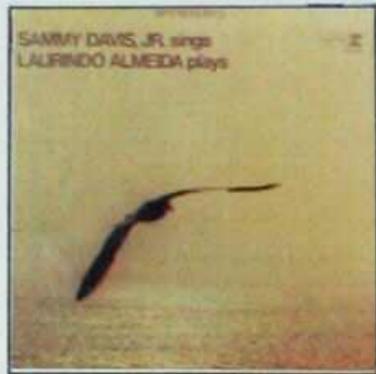
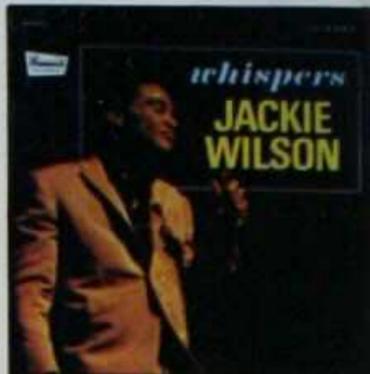


POP SPOTLIGHT

WHISPERS

Jackie Wilson. Brunswick DL 54122 (M); DL 754122 (S)

As his single "Whispers" nears the top of the singles chart, Wilson has a sure sale winner in this blockbuster blues package in a setting of new material, some rock and the swinging "I've Gotta Talk to You," best in the spirited "Fairest of Them All" and the swinging "I've Gotta Talk to You." Best of the Wilson packages in some time.

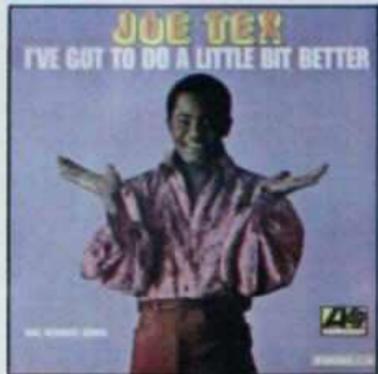


POP SPOTLIGHT

SAMMY DAVIS JR. SINGS/LAURINDO ALMEIDA PLAYS

Reprise R-6236 (M); RS-6236 (S)

The masterful guitar work of Laurindo Almeida brings out the best in a restrained Sammy Davis. The songs are soft and familiar—"Two Different Worlds," "The Shadow of Your Smile" and "Speak Low"—and the results are soothing.



POP SPOTLIGHT

I'VE GOT TO DO A LITTLE BIT BETTER

Joe Tex. Atlantic B133 (M); B133 SD (S)

Blues beller Tex has a hot chart item in this outstanding rock LP. His current single "Papa Was Too" is included along with recent hits "I've Got to Do a Little Bit Better" and "S.Y.S.L.J.F.M. (Letter Song)". With pop and r&b play and sales combined, the album can't miss.



POP SPOTLIGHT

PAYIN' OUR DUES

Anthony & The Imperials. Veep VP 13513 (M); VPS 16513 (S)

Leading off with his hit, "Better Use Your Head," and following through on the second side with their current "It's Not the Same," Anthony and the Imperials have a chart-buster here. Anthony, with his characteristic style, begins each song softly and leads his group to a crescendo finale.



POP SPOTLIGHT

A BLUE POINT OF VIEW

Jimmy Witherspoon. Verve V-5007 (M); V6-5007 (S)

Unquestionably one of the giants of the pop-blues field, Witherspoon marks his debut on the Verve label with what should result in a big programming and sales item. He will hit all types of buyers here with his exceptional blues approach to "Strangers in the Night" and his updating of the evergreen "There Is No Greater Love."



COUNTRY SPOTLIGHT

BAD SEED

Jan Howard. Decca DL 4832 (M); DL 74832 (S)

The fine country stylist uses her hit "Bad Seed" as a sales basis for this package and includes her own exceptional interpretations of other recent hits. Among the standout performances are her treatments of Dallas Frazier's "Ain't Had No Lovin'" and "There Goes My Everything." Her reading of husband Harlan's "The Hurtin' All Over" is a gem.



COUNTRY SPOTLIGHT

I'LL TAKE THE DOG

Jean Shepard / Ray Pillow. Capitol DT 2537 (M); ST 2537 (S)

Having hit big with their singles duet, the title tune of this album, the popular twosome have a sales blockbuster in this debut album. In a well planned program, they excel in the rhythm ballad "It's Too Late" and in Hank Cochran's pensive ballad, "I'd Fight the World," with an effective Pillow narration.



COUNTRY SPOTLIGHT

LOOKING INTO MY TEARDROPS

Conway Twitty. Decca DL 4828 (M); DL 74828 (S)

Having scored a big record comeback, and having invaded the country market with his "Look Into My Teardrops," Twitty has the ingredients here for a giant sales album. Another ballad penned by Harlan Howard, "Another Man's Woman" is given a first-rate reading by Twitty as is "Almost Persuaded." A solid package.



CLASSICAL SPOTLIGHT

ELGAR: VIOLIN CONCERTO

Jascha Heifetz/London Symphony (Sargent). RCA Victor LM-2919 (M); LSC-2919 (S)

Heifetz is absolutely magnificent here, shaping and weaving with richness. The Andante, a highly dramatic movement, is treated vigorously and subtly. Sir Malcolm's brilliant direction, echoed by the London, supplies the fervor and poetry for an outstanding record.

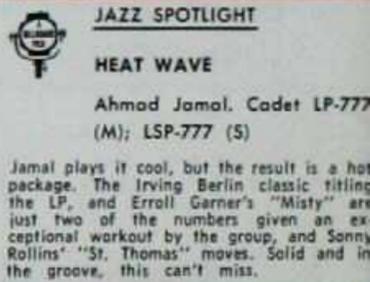


CLASSICAL SPOTLIGHT

HANDEL: MESSIAH (Selections)

Various Artists/London Symphony (Stokowski). London SPC 21014 (S)

Stokowski can be depended on to come up with something different and this Phase 4 LP is no exception. His tempos are different than usual. An example is a deliberate, but impressive "Hallelujah Chorus." The 15 selections are a good representation of Handel's masterpiece.



JAZZ SPOTLIGHT

HEAT WAVE

Ahmad Jamal. Cadet LP-777 (M); LSP-777 (S)

Jamal plays it cool, but the result is a hot package. The Irving Berlin classic rittling the LP, and Erroll Garner's "Misty" are just two of the numbers given an exceptional workout by the group, and Sonny Rollins' "St. Thomas" moves. Solid and in the groove, this can't miss.



CHRISTMAS SPOTLIGHT

JAMES BROWN SINGS CHRISTMAS SONGS

King 1010 (M)

This is a James Brown Christmas—rocking and then soulful and feeling. Strings flow through many of the arrangements, including two exceptional versions of "The Christmas Song," giving the soul brother a solid holiday sales winner in this exciting package.



CHRISTMAS SPOTLIGHT

THE CHRISTMAS TOUCH

Johnny Tillotson. MGM E-4402 (M); SE-4402 (S)

Take a collection of traditional holiday songs dressed in modern, up-to-date arrangements with a Latin, country or r&b touch, and you have an LP destined for top sales. Programmers will enjoy the non-Christmas backings of "Winter Wonderland," "Home for the Holidays," and others enhanced by Tillotson's strong vocal performance.



CHRISTMAS SPOTLIGHT

MERRY CHRISTMAS FROM BONNIE GUITAR

Dot DLP 3746 (M); DLP 25746 (S)

A good old-fashioned Christmas treat from Bonnie Guitar, whose mellow yet festive treatments of wonderful old carols will appeal to both pop and country fans. Her rendition of "White Christmas" is a standout, and there is a powerful new number "I'll Be Missing You (Under the Mistletoe)."



R&B SPOTLIGHT

SOMETHING OLD—SOMETHING NEW

The Olympics. Mirwood MW 7003 (M)

With their hits "Mine Exclusively" and "Baby, Do the Philly Dog" leading the way for top sales, the wailing trio has a hot sales item for both pop and r&b markets. Along with their own winners, "Western Movies" and "Big Boy Pete," the group offers a first-rate version of Jackie Lee's "The Duck."



RELIGIOUS SPOTLIGHT

MY FAVORITE HYMNS

Leontyne Price / St. Thomas Episcopal Church Choir. RCA Victor LM-2918 (M); LSC-2918 (S)

Leontyne Price sings the favorite hymns—"Holy, Holy, Holy," "Lead Kindly Light" and "Ave Maria"—like they've seldom been sung before. The Choir School of St. Thomas Episcopal Church, with William Sheff leading and George Decker at the organ, provide first-rate support.