ABCB to Bow a Blues Label; Taps 4 Names

By PAUL ACKERMAN

NEW YORK—ABC Records on January 4 will inaugurate a new line, BluesWay Records, with a blockbuster album release of four big names: Jimmy Reed, John Lee Hooker, B. B. King and Otis Spann. The new line is one of President Newton's expansion projects for 1967.

BluesWay is the concept of Bob Thiele, ABC director of artists and repertoire. Thiele, of course, handles a large lot of pop dates—including Frank Sinatra—in addition to building up production for Impulse, ABC's jazz label. His decision to debut a blues line stemmed from his belief that blues today is vital to the entire world of music, and Newton, who recently signed Jimmy Reed to a long-term pact, gave Thiele the green light.

Thiele stated: "Blues is perhaps the most important American song form today; it is the bedrock of much of jazz; it is a tradition in the country field; and it is a major factor in the contemporary pop music scene. . . . Intellectually, the performer and the young people dig the blues and want to know more about them."

Thiele added: "We already had Ray Charles and Hooker under contract, so it was natural to think of creating a special label and acquiring more artists."

Thiele signed Spann very recently.

(Continued on page 8)

Firms Share $5 Jingle as Yule Singles Play Kringle

By MIKE GROSS

NEW YORK — The single record action on Christmas songs this year is getting a spiking and buying spread on old and new labels and among a wide variety of artists.

Cap. Probe LP's—How It Started

By ELIOT TIEGEL

LOS ANGELES—There are two main reasons why Capitol has added its prestige to the development of a series of studies modern controversial problems, reports President Alan Living- ston. The company has just entered the news documentary field with a series called Probe, the first LP presenting a study of "Why Does Lise Bruck Die?"

Following the release of its highly controversial LP, "LSD," last August the company received outstanding editorial support and letters from liberals, intellectuals, educators and doctors. Livingston said: "We

(Continued on page 10)

Sir Joseph Hits Bill as Aid to U.S.

By GRAEME ANDREWS

LONDON—American record companies seeking to establish their own firms throughout the world could learn vital information about rival operations run by their British competitors, if the present United King- dom companies' bill becomes law.

This was pointed out by EMI chairman Sir Joseph Lockwood in a strong attack on the bill, at the com- pany's annual meeting in London, at which he also reported lower profits because of more difficult market conditions, a slump in French sales and the heavy costs in the U.S. of the current campaign for Cap-itore's record club.

The companies' bill, now before Parliament, calls for the profits of subsidiary companies to be published. It would only apply to British companies—which would include EMI and Decca among U. K. record companies—overseas-owned companies such as Philips and CBS would be exempted.

Sir Joseph told stockholders that "information about EMI's methods would be of great value to the American companies now making a great effort to get into the business and dispose of us."

(Continued on page 10)
A Double Shot of Rhythm & Blues

TONY MASON

"[We’re Gonna] Bring the Country to the City"

"Sweetest One"

THE METROS

c/w "Lovely Weekend" #8938

c/w "Time Changes Things" #8994

Two exciting singles, with the kind of sounds that blend right into the top twenty bag, make them a cinch to stir up big sales action.

RCA VICTOR

The most trusted name in sound
Handelman Co.

Earnings Up
56% in Qtr.

DETOIT—Anticipated earnings for the quarter ending Oct. 31, increased 56 per cent over 1965 for the Handelman Co., Ltd., according to Robert E. Handelman disclosed this figure. The statement indicated that the company had anticipated business in advance of the regular board of directors meeting in November. The figure would be available to the public by Friday (Oct. 25). Sales jumped from $9,216,000 to $12,358,000. The second quarter of the Handelman fiscal year saw sales for the first six months increasing from $76,809,000 to $153,000, from 105 to 12 cents a share. These figures include special non-recurring increase of 4 cents a share in the second quarter.

"We had an excellent month in November," Mr. Handelman said, indicating expectation of a continuing boom for the company. He added that it was "all of the increases" of Handelman departments, rather than to the general merchandise (drug) and compressed air division. Handelman has extensive rack jobbing and record selling in this market.

The distribution of stereo tape is also showing a significant increase, he also indicated.

NEW VERSIONS HOT

Mfrs. New Theme Song: Yesteryears

NEW YORK—The record companies are digging into the sounds and songs of the past in an effort to come up with today's hits. And in many instances they are succeeding.

Prime example of a sound culled from the 1930's making it in the current market is the New York-based, "Winchester Cathedral," by the Provo Quartet. It sold over a million copies and sparked other companies to come up with their own versions of their own in the same sticky-wicky style. The top cover record on "Winchester Cathedral" is far is Dana Rollins' version on the New York-based, "Winchester Cathedral." Mr. Wolk has an album titled "Winchester Cathedral" on the Dot label that's currently climbing up Billboard's Top LP's chart. Other click singles that have taken their inspiration from the musical style of the 1930's are "Mellow Yellow" by Donovon on the Epic label, and "The Eggplant That Ate Chicago" by Dr. John on the Dunhill label. A Funk Band on Go Go Records, discoursed by Epic Records, "Mellow Yellow" is No. 2 on Billboard's Hot 100 chart this week.

Among the old songs that are currently getting a rebirth with new disk versions are "Cry," by Ronnie Dove on Diamond Records; "Time After Time" by Chris Montez on the A&M label; "Love's A Little Tender" by Ott Redding on Volt; and "Ghost Rider in the Sky" by the Baja Marimba Band on A&M.

The throwback to the musical manner of the 1930's is also evident on Broadway this season, with "Chabert," by writers Fred Ebb and John Kander. Singles record versions of the musical are "Journey by Marilyn Maye on RCA Victor and Mike Douglas on Decca Records. "Chabert" is also being shown up strongly on the Easy Listening chart, and Columbia Records is pruning for a big push on the "Chabert's" original cast album, released last week.

Executive Turntable

Edward A. Wilpin has resigned his post as vice-president and general manager of Famous and Records. Company officials indicated his departure to him as of July 1 so that he may solidly deals pending on many Paramount Pictures' background scores for albums with record companies, namely, "Arrivederci, Baby," RCA Victor's upcoming Sheet Music; "Funeral in Berlin" with RCA Victor; "Oh Dad, Poor Dad" with RCA Victor; and "El Dorado" with Epic Records.

Bob Kratky has been named manager of the New Morose branch in Milwaukee. John Heidner will direct promotional activity. Kratky has been in the record business since 1958, when he joined Garminia in Milwaukee. Heidner worked for the original Moroccan based in Detroit and met Kratky at Beckerman Distributors, Chicago, in 1958.

Thomas R. Stone has joined the Capitol Records Distributing Corp. as executive staff assistant; he was formerly with Columbia Records as executive assistant in the staff of studio operations. Stone succeeds Roger Kusz, who is joining the staff of CIDC after the first of the year.

Col of Can. Handling Foreign Companies

NEW YORK—For the first time in its 17-year history, Columbia Records Ltd., is making its distribution facilities available to independent companies handling releases in other countries.

President Robert Pampel, managing director of Columbia Records Canada of Ltd., Ltd. met with the Canada's appointed director of Records Acquisition of Publishing Operations for the International division to discuss the future representation of Columbia in Canada of labels of U.S. and other national origin. Tentative plans were made to form a new division of Columbia Canada for the framework to promote, sell and merchandise the product. These plans are in line with Columbia's separation of a separate sales and promotion department and the selling out of two Columbia branches in Toronto and Montreal and the one independent Columbia distributors in Edmonton and Vancouver.

Pampel said, "Although many independent have shown a preference for being their own representatives, we are releasing on the Columbia label (Continued on page 10)
VERVE’S TAYLOR SEES U.K. AS MAJOR R&B MARKET; JAZZ COMES ON STRONG

NEW YORK—Britain is becoming, in the words of Verve's Taylor market for r&b records and performances by r&b artists, and this will be followed by companies in the jazz field. Creed Taylor, ad producer for the Verve label of MGM Records, has just returned from a survey of the British music scene.

"In London, the new thing there is r&b and that’s where I think the future is. It means any Negro artist. But the people like the sound and Negroes are coming around somehow as a replacement for white r&b groups who originally had borrowed their sounds and phasing from the r&b field."

Some Brits have actually understood the r&b field, he said, pointing to artists like the Animals and Tom Jones. "They could take American blues and give a completely believable performance."

"Now, however, a true r&b situation is about to really break out in England, he said, and added that it would be followed closely by jazz of the caliber turned out by Wes Montgomery, Ramsey Lewis, Willie Bobo, and Jimmy Smith—"the type of jazz that falls into r&b’s lap."

Taylor, who has a year on his present contract with MGM and is negotiating another with the label, felt that the current trend toward softer sounds in pop records had to happen. "The hard-rock thing was happening because the record labels had to burn it out. Everybody was trying to copy James Brown. It’s a case of record companies burning out a trend instead of exploiting it."

Many publishers and record companies are still trying to make hard-rock records, he said, but it’s an attitude that anything r&b meant was going to be pumping with a faint beat. "That’s a general personality in the record business who had didn’t really know the r&b field."

It’s harder to deceive r&b customers, he said, because a song’s message and the sincerity of the performer are more important than the number of pops of record, Taylor felt. "You can break a song as long as it has the right feel, and playing and having the right dime break you, Texas talk, then the record has a r&b record that’s successful is good, and a meaningful song about life—lost love, lost money, something the consumer can identify with—can be anything that applies to country music."

"That’s oversimplifying it, of course."

He had found that r&b stations are "far too prejudiced at times, of having too much pop play than many pop stations."

"Some stations," he said, "just can’t stand some stations in the record."

"England is going the soul record," he said, "with a bonus market for jazz. I really felt, "I think England is going to be a market for that type of music."

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"Generally what happens is, it’s hard to have a record on an r&b station generally pigeon holes interest for a particular jazz record and it will wind up on the stations which still have interest and will have a hit which never purely from the r&b field."

Promotion Firm Formed by Fine

NEW YORK—Jack Fine has formed his own independent national publicity organization, Jack Fine Promotions, with offices at 101 W. 55th Street here. Fine has been a member of the motion picture industry, he said, and will market the R&B market of 1967, following a year which has seen the label produce 33 singles, with sales topping 100,000 each.

Audio Retailing

SECURITY, Internal and external security problems which affect vending today, Causes and cures.

Coin Machine

PRECEDENTS IN WISCONSIN. Reports on legislative and administrative reports in Wisconsin of great import to the industry nationally.

Editor's Note

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"Our Susan has grown."
(From a single to an album.)

The Arbors

But we still have a warm spot in our charts for The Arbor's single (2-1529). It is the biggest seller to date.
Country Film—Sales Version—Available

NASHVILLE — A special country music film due for release at a sales aid will be made available to broadcasters Jan. 1, the Country Music Association said last week. The 15-minute color movie is based on the 10-minute version which has been shown to visitors in the Country Music Hall of Fame here; the only difference is that a sales message has been added.

The concept is that of Bill Hudson for the CMA, features country music artists Chris LeDoux, Kory Wells, Robert Duvall, and Roger Miller. Sales material is by Tex Ritter. A large portion of the material is reprinted by Billboard music editor Paul Ackerman. Shows for the film in the Hall of Fame were being installed last week. It should be in operation in most markets a week and will be shown on a continuous basis. The film is set to enter the projection room, if the film will flash on.

Bill Hudson said that 95 per cent of all exhibits of the Hall of Fame are expected to be in attendance at the film and the theater is ready for public viewing. The sales version of the CMA film will be available either on a rental or a purchase basis.

One country music industry executive has already ordered two prints, a Nashville area record company has ordered one. Hudson, as of last week, was still involved in last-minute negotiations, adding a San Diego country music station to the roster and also the revolting stage WBMX in Baltimore uses for its live counterpoint.

Part of the sales message is delivered by Harry Benson of the D'Arcy Agency who points out that country music has become a booming business. Jon Walker, executive secretary of the CMA, reports enthusiastic reception to the film.

Southern, Donvan Set Up a Pub. Firm

NEW YORK—Southern Music and British artist-writer Donvan of Epic Records, have formed a new publishing firm, Southern, Donvan & Co., an equal partner. Donvan will now receive all writer's royalties and half of the publishing royalties on new tunes as well as the previously published material. The firm, Southern, Donvan & Co., now named “Sunshine Superman,” was released last week in England.

Dietrich Does a Pop Single

MARINE LIVE—Marlene Dietrich is taking a crack at the pop singles field this Christmas season. The German born Dietrich has a new single, entitled “Ours.” The disc was acquired by Epic Records of New York. The tune is of French origin, entitled “Gette Nuit La.” It was selected by Jean Jacques Debout, the English lyrics are by Jack Harris.

Clicking Artists Giving Epic A Happy Christmas Season

NEW YORK—Epic Records is hitting a hot sales stride this Christmas season. Leading the way for Epic in the singles field is Donovan’s “Mellow Yellow,” No. 2 on the Hot 100 chart this week. Other singles racking up big sales numbers are Bobby Vinton’s “(If I Only Had) The Heart of Jesus,” the tune is of French origin, entitled “Gette Nuit La.” It was selected by Jean Jacques Debout, the English lyrics are by Jack Harris.

MBA Expands On 3 Fronts

NEW YORK—MB Records has added new fields to its operations, supplier of music for radio and TV commercials and for industrial films, has set up two publishing firms, Mango Music and Tamarin Music (ASCAP), which will operate separately from the recording company.

Heading the record label is Walt Levinsky, arrangement-compiler and former VP and GM for the “Tonight Show” for four years. He succeeds Fantasy, Rosegarden, NBC staff musican and contractor who is associated with the “Tonight Show.” Miriam Biestock, former CBS chief in Atlantic Records, is also a vice-president and will be responsible for production and distribution of the record label. A special committee will operate independently of the parent company. First releases are set for next month. Among the albums are two by Bob Crosby and The Bob Cats, re-released in memory of the Rainbow Bridge. The record company has its own studio.

Book Nook


At long last, country music has been given a scholarly treatment between hard covers. Robert Shelton, critic for the New York Times and Burt Gottlieb have supplied, at last what has been sorely needed. "The Country Music Story" covers the intriguing development of the country music form from its fledgling days of the live show by candlelight, the squawky radio and the fiddle. Augmented with a wealth of pictures, recipes, definitions and industry people, many photos quite rare, the book documents the growth of an American institution in its early years, and the history of the industry's highlights in its early years. And the book has been written by the late Ralph S. Peer and the late Frank Walker. Here are details of personnel, the like of "Grand Ole Opry," the Carter Family and Roy Acuff, a chapter is devoted to Jimmie Rodgers. Little is omitted by Shelton—western movies, "Nashville," "Nashville Sound," country music songwriters, a chapter is filled with a list of country music records. Also music authorities as Billboard music editor, historian and associate music editor 10 cents.

Perhaps the book is a fitting prelude to a new wave of interest in country music. The book should be available in Nashville as a bestseller. Without due to the 1000 copies library editions of the world C. V. BLACK, HALL

Improvisation in Music


"Improvisation in Music" is a lively and stimulating book for anyone who wishes to become a top-notch improviser. The book, subtitled "Ways Toward Capturing Musical Ideas" and "Developing Musical Creativity," is written by a noted musician and learning suggestions showing how to organize and design playing techniques. It is practical and useful for the musician who wishes to improve. The book is very well written and well illustrated. It provides a comprehensive and practical guide to the art of improvisation. It is a must for musicians who wish to improve their improvisation skills.

Market Quotations

Clicking Artists Giving Epic A Happy Christmas Season

DECEMBER 17, 1966, BILLBOARD
Puerto Rico Next Target in Monument Expansion Plan

LOS ANGELES—Monument Records' next target is Puerto Rico, according to Fred Foster, president of Monument.

Bobby Weiss, vice-president and director of Monument's international department, told Billboard (BM1) (13) for Puerto Rico for conferences with local distributors about forming the representatives for the Monument, Sound Stage, and LTD International catalogs.

The new Latin market has materialized as a result of the special Latin-themed product being issued by Monument, Foster said.

While in Puerto Rico, Weiss will be looking at the territory that can be acquired by the label's associated wide World of Music ASCAP, BMI, and SESAC, which gives the World (BMI) music publishing company.

Weiss also will meet with the directors of the La Concha and Caribe Hilton Hotels to map exploitation for upcoming artists such as Frank Fratt (La Concha, Feb. 27) and Charlie Azzavuro (Association, Henry Byrs (Caribe Hilton, Feb. 7). Special concentration will be given to Puerto Rican record companies in the opening Puerto Rico's sales campaign.

In addition, Monument will pitch "Guamana," by Dino Garcia; "Rio," featuring the Guanabara orchestra; "Violin Classics in5 Sambu," by the Sao Paulo Strings; "Espafia," by the Knightbridge Strings; "Flamenco," guitarist Dave Parker, and "Boo Malone" and his orchestra.

PITNEY MOVIE ON FEST TUNE

SAN REMO, Italy—Musician Records Gene Pitney will premiere his new LP "The Story of San Remo" on this year's San Remo Festival.

The special concentration will be given by the San Remo Festival's managers and the newly.='attached' to the label's new group, the Azzavuro albums in the opening Puerto Rico's sales campaign.

In addition, Monument will be featured on a new quartet by Dino Garcia ("La Concha," Feb. 27) and Charlie Azzavuro (Association, Henry Byrs (Caribe Hilton, Feb. 7). Special concentration will be given to Puerto Rican record companies in the opening Puerto Rico's sales campaign.

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College Concert Managers Meet

NEW YORK—The Association of College and University Concert Managers was meeting at the Park Hyatt Hotel here Monday (12) and Tuesday (13). The event, which began Thursday, was sponsored by the College and University Concert Managers, most of whom are exhibiting at the conference.

The International Association of College and University Concert Managers will meet at the New York Hilton here Dec. 13-17. The fifth annual block of meetings, which will be held Feb. 2-4 in Columbus, Ohio is announced by Scott Phillips, director of the University of South Carolina in Columbia.

Gold Records for 2 Reprise LP's

LOS ANGELES—Two Reprise albums, Nancy Sinatra's "Boots" and Dean Martin's "Dean Martin Hits Again," have been awarded gold records by the RIAA for having reached the $1 million sales mark.

ABC to Bow a Blues Label; Taps 4 Names

*Continued from page 1*

constantly, after hearing him in New York with Muddy Waters' blues band. Other blues acts will be added, and in this connection Thiele travels to Chicago in a few days to confer with some Southwest blues artists about the talent hunt for the BluesWay label. In addition to looking into the commercial aspects of blues, Thiele wants the line to reflect the many facets — from country to urban to jazz, instrumental to vocal — of the blues.

The BluesWay line will be introduced to the ABC distributors at a sales meeting in Miami Beach early in January.

ABC recently revealed its intent to make music purchases in the country field (Billboard, Inc. 10; 1/11). The revelation of the BluesWay plans follows this by one week. President Newton, who is in the process of implementing ABC's broad diversified program (recording labels, publishing companies, etc.), is known to be planning more purchases in all music business fields. Newton stated: "Today one must think in terms of the total music business; we will increase our strength in all fields and on a global level."

C-P Branch Moves

NEW YORK — The world branch of Cameo-Parkway Records has moved to 355 W. 57th St., Yemen Records, C-P's budget subsidiary, will occupy quarters adjoining the C-P suite.

ABC Hits KFWB; OK's Transfer

*Continued from page 1*

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The FCC's scorol management for failure to track down on allegedly favoring of the smaller stations was "actual influence on the programming of KFWB."

The complaint was discharged for "failure to prove charges," but KFWB executives should have thoroughly checked their files to see if record hop talent was "getting disproportionate exposure" from the two stations with whom they cooperated.

According to the activities primarily blasted by the commission letter to the station were alleged failure of management to accept and follow up telephone complaints of payola practices. Management was considered Accepting self-serving statements of the individuals involved without further confirmation.

The FCC also scolded KFWB for not including in the payola documents the fact that very lenient credit was given to station personnel in auto repair shop owned by a proprietor who also owned two record companies.

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The most exciting personality of the year

SERGIO MENDES

has a great new single on Atlantic

THE GREAT ARRIVAL

#5076

from his hit Atlantic album

Atlantic 1466/SD 1466

Packaged in deluxe double-fold jacket

An ideal Christmas gift

Atlantic
Sir Joseph Hits Bill as Aid to U.S.

"Santa Claus swings! Kenny Burrell does, too! HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS is excitingly different and refreshingly new. It really puts the merry in Christmas."

Jim Bolen
KADI
St. Louis, Mo.

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Overseas rates on request.

Company:
Name:
Address:
City:
State & Zip:
Type of Business:

December 17, 1966, BILLBOARD

Firms Share $$ Jingle as Yule Singles Play Kringle

Continued from page 1

Also in the new Christmas song category are "Barefoot Santa" (on Capitol and "Someday at Christmas" by Stevie Wonder on the Epic label). James Jones disk has already broken through the Christmas music station and there's an indication that it's been picked up for spins by a number of key stations.

Other new Christmas disks that are being pitched to a storm are by Barbra Streisand on Columbia and Joan Baez on Vanguard. Both disks are controversial, though, the recordings are fresh versions of old songs. Miss Streisand's version of "Silent Night" is a re-make of "Silent Night." In an interview with Billboard, Columbia has titled it "in the entertainment industry. But no matter what it's called, the jockeys on the middle-of-the-air take care of people who want to be heard and seen in front of a large audience, or in a certain situation, or in a certain city or town."

Continued from page 3

of potential product in the form of a specialty album. The label's first album was the popular LP 'The Best of British Rock' which was released in 1965 and sold over 50,000 copies. The label continued to release albums of various genres including jazz, blues, and soul. By 1970, Pickwick had released over 100 albums and was considered one of the major indie labels of the time.
HOW TO CATCH A GIRL
b/w THE LOVE YOU LEFT BEHIND... K-13849

THE BRAND NEW PYRAMID-BUILDER BY
SAM THE SHAM & THE PHARAOHS

PRODUCED BY: STAN KESLER PERSONAL MANAGEMENT: LEONARD STOEL & ASSOCIATES, LTD.

MGM RECORDS
www.americanradiohistory.com
TAPE CARtridge

Music cassette Boom Seen in U.K.: Philips to Run Dupe Mill at High

LONDON — Next year will see a major expansion of both repertoire and production of Philips's double-cassette tape.

To cope with this increase, Philips, the music cassette pioneer in the U.K., will bring its Walthamstow, London, factory to full production by mid-January.

And by next September, Philips managing director Leslie Gould anticipates there will be 100 more cassette units in production, 100 of them from the Philips group.

The factory, further stimulated by a boost in reproduction of playback equipment, with at least six manufacturers competing in this market by next year, will be producing 12 recording tracks — twice the number currently available in the U.K.

"We will be marketing the recorder which includes a monitor, and Repriese as well as our own tape," said Gould.

For 1970, we will be offering about 10 cassettes each month to the trade, with 10 or 12 tracks on the unit, when the company will issue its first classical material in this form.

EMI's second music cassette release goes on sale Jan. 6. and features six tapes, including one by Ken Dodd and Manfred Mann (made before the group's split with Virgin Jones and its switch to Philips earlier this year).

EMI plans to issue monthly releases of at least six cassettes throughout 1967.

Commenting on Philips' decision to advance release of the new batch of tapes, Musicassettes' marketing manager Walter Woyda claimed that sales had held up well with the launch release that the company had decided to accelerate the expansion of the music cassette repertoire.

He expects regular issues of the new format will be drawn from repertoire already available on records.

MGM to Introduce "Simulrelease" Policy

NEW YORK — MGM Records is introduced into the music cassette industry, effective January 1, releasing simultaneously 8-track and tape cassette albums.

In the five to six months since MGM introduced its own cassette, the company's sales have increased 50 percent of cassette sales.

Too, the label had found that special artists do better than expected in the cassette product. Price noted out that a country music, "Billboard's William's Greatest Hits," proved an excellent seller.

"There is no more competition in the industry, we're selling a lot of rock-n-roll product," Price said. "The January releases will include complete albums by Jerry Herman's "The Most," Spoonful, and "Shawn the Shama."

"They've got to be a winner on album, so they should do well, we're winners, too.

"MGM has just released two new-4 and 8-track cassettes — the soundtrack of "Born Free" and the soundtrack of "The First Family, 1966."

Sentry Industries has added 8-track tape cartridge players to its catalog of imported tape equipment. Sentry, a prerecorded tape manufacturer, is featuring a 12-track, $50 cassette player. Available for immediate delivery, the unit, chrome-finished Model S-A1, weighs less than seven pounds and is nine inches deep.

29-Cent Stamp

MILAN — Italian companies producing tape cartridges have devolved a mechanical copy right via a 29-cent stamp per cartridge of album length, instead of 2 cents as reported previously.

Wally's Launching Campaign On 'Muntz Mad Mini' Player

NEW YORK — Wally's, the world's largest catalog of stereo tapes, 8 and 4-track and Piller-proof racks, play tapes, Carry Cases, and other Allied Products

Cash in on this booming industry!

World's largest catalog of stereo tapes, 8 and 4-track ■ Piller-proof racks ■ Display Cases ■ Carrying Cases ■ and other Allied Products

INTERNAITONAL TAPE CARTRIDGE CORPORATION

963 Fifth Avenue
New York, N.Y. 10022
(212) 423-8000, TRW 710: 581-3456

Playtapes Sold By Goldblatt

NOW YOU CAN IMPORT CAR STEREOs

DIRECTLY FROM JAPAN

10 Models to Choose From 3-different 5-Tracks 4-different 4-8 & 8-Track Compatible (All units fully guaranteed) Available with your name or firm's name. Products may be ordered at any address.

Between shipments you may draw from our warehouse stock.

APPLIES TO THE FOLLOWING CAR STEREOs

Stereo Tape CARtridges

IMMEDIATE DELIVERY

World's largest catalog of stereo tapes, 8 and 4-track ■ Piller-proof racks ■ Display Cases ■ Carrying Cases ■ and other Allied Products

Cash in on this booming industry!

MID-WEST TAPE CARTRIDGE CORP.

7916 Mann RD.

Bills sent to 12722

622 Assault

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Dealer 

Distributor 

Automotive 

Other

Showrooms and offices: 4232 Dplx 2327

I am interested in details concerning your line of 8 and 4-track stereo tape cartridges.

Name

Address

City

State

Zip Code

December 17, 1966, Billboard
CRITICS UNANIMOUS!
I DO! I DO! ✨ A HIT!

"Tuneful, warm-hearted and delightful. A continuous pleasure."  
WATTS, NEW YORK POST

"A hit, a happy show, generous with charm, lavish with love."  
NADEL, WORLD JOURNAL TRIBUNE

"A charming, disarming comedy with music. Mary Martin is a darling."  
CHAPMAN, DAILY NEWS

"A dazzler, nothing but sheer pleasure."  
GLOVER, ASSOCIATED PRESS

"In 'I Do! I Do!', a Santa Claus who shall here be known as David Merrick has hitched together a very high-powered Donner, Mary Martin, and a very high-powered Blitzen, Robert Preston. They are two of the fastest starting sprinters the contemporary stage knows... And courtesy of director Gower Champion, there are all those engaging things they do together when their hearts are high."  
KERR, NEW YORK TIMES

Original Broadway Cast Album
Now Available!

The Original Broadway Cast Recording

DAVID MERRICK presents
MARY MARTIN  ROBERT PRESTON
in  "I DO! I DO!"

TOM JONES  HARVEY SCHMIDT
Based on "The Fourposter" by Anctic Baring

OLIVER SMITH  FRANK WITTMER  JUDY CRAYTON  JON LEBE  PHILIP J. LANG

GOWER CHAMPION

RCA VICTOR
© The most trusted name in sound
Backyard Operator
Wave Hits Canada

- Continued from page 1

A number of persons have knowingly, or otherwise, been illegally duplicating music on tape from phonograph records of from radio and TV broadcasts and selling such music as background music for use in public places, and in some cases many copies have been made and sold in cartridge form. George Harrison, vice-president and general manager of the record division of RCA Victor and president of the CRIMA, said:

There have even been advertisements telling the reader to "bring in your records and we will put them on tape for you." "The industry's concern is for protection of existing copyright," Harrison said.

There have already been several cases where injunctions have been granted to the owners or licensed users of the masters, and the offenders have been ordered to refrain from infringement and pay related damages. One "backyard operator" in Montreal, who had imported blank cartridges and a duplicating machine from the U.S., has been forced out of his illegal business by actions instituted by record companies. "This is a most serious matter and one with which we are vitally concerned," the CRIMA notice warns.

GRT Hot in Release Field

NEW YORK—With the first year of operation under its belt, General Recorded Tape of California and New Jersey has released some 450 tapes from more than 35 labels, including ABC, Amy-Mala, Atlantic, Command, Crescendo, Checker, Dot, Scepter-Wand, Starday and King.

According to Herb Hershfield, GRT sales manager, the firm has 15 distributors and expects to have 400 distributors by mid-1967.

Roulette Goes Merc
In a Cassette Deal

CHICAGO—"I feel it is time that the elements of all catalogs within Roulette should be exposed to the tape cartridge buyer via the Philips system," declared Roulette President Morris Levy last week in announcing the signing of a cassette manufacturing and distribution licensee agreement with Mercury Records here.

The agreement covers the entire Roulette catalog. Roulette also has its catalog available in 4- and 8-track cartridges under an agreement with International Tape Cartridge Corp.

To Mercury for cassettes, Roulette has made available all product in the Birdland, Tico, Rama, Gee, Alegre, Roost, Square and Roulette labels, and estimated 700 albums, according to Levy.

"I have followed the success pattern of the cassettes since it was introduced in Britain and Europe two years ago," Levy said. "I have watched the growth of interest in the music cassette since it was introduced by Mercury in the U.S. at last summer's NAMM show. I am proud to be joining what I feel is a permanent and important medium of tape cartridge reproduction."

The Roulette cassette deal is the second for Mercury during recent weeks. In November, Chicago independent tape marketer Peter Fabri committed the catalog of Chess-Checker-Cadet, Musicor, Crescendo, Gene Norman Presents, HI-FI, Starday, Prestige, Everest, Concertapes, Elektra Sound Effects series, Mahalo, Moniter and Mutistapes to Mercury - produced-and-marketed cassettes.

"Very few Christmas albums become traditions. Kenny Burrell's HAVE YOURSELF A SOULFUL CHRISTMAS is a hit." It's that good! Kenny and arranger, Richard Evans, have collaborated on an album that beautifully illustrates how to have a soulful Christmas.

Sid McCoy
WCFL
Chicago, Illinois

NEW! NEW! NEW! FROM MUNTZ STEREO-PAK!

39.95

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Supertub Cartridge
Stereo

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TEAR SHEET-PAK-CORRECTED AMPLIFIER

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SUPERB GIRL'S STEREO

HAPPY HOLIDAY

MUNTZ STEREO

from the World's Largest Library of Cartridge Entertainment.

FRANK SINATRA

"THAT'S LIFE"

"...a radical shift to a rhythm and blues sound for Frank Sinatra has produced the fastest selling single in the vocalist's career with "Repopulation." Billboard, 11/26/66

Reproduction-45.101C

FRANK SINATRA-THAT'S LIFE/SEPTEMBER OF MY YEARS

Reproduction-45.102C

FRANK SINATRA-STRANGERS IN THE NIGHT/DO YOU

YANKEE-104C

CHARLIE:DON'T BLAME IT ON ME

THE ASSOCIATION-PANDOCA'S GOLDEN NEEDLES/GREAT NEW THREE

THE ASSOCIATION-PANDOCA'S GOLDEN NEEDLES/GREAT NEW THREE

SUGAR TONGUE/TOO BLAME IT ON ME

NANCY SINATRA-SUGAR TONGUE/KISS ME BABY

MUSIC MACHINE-TALK TALK/COME ON IN

WILL SMITH-THE SONG OF THE HUNTER/LOOK TO ME

JIMMIE RODGERS-104C

YOU DON'T KNOW HOW TO LOVE ME

HAPPY HOLIDAY

MUNTZ STEREO

from the World's Largest Library of Cartridge Entertainment.
Request to Broaden Overseas Operations

' I Do! I Do!' Continued from page 8

... in January. He is scheduled to go to Germany, Austria, Turkey, Israel and Greece. He will then spend considerable time in England.

Later in the year, Lengsfelder will travel to the Far East, covering Japan, Thailand, possibly Indonesia and other countries. This will all be a prelude to a lengthy trip next year to Latin America. Purpose will be the same in all instances: recording an distribution and/or pressing arrangements. South America, he added, is becoming an important market, particularly for German and Portuguese material.

The expansion of the Request catalog, Lengsfelder stated, is being worked out in close cooperation with Lee Schapiro, RCA Victor manager of foreign record sales.

Lengsfelder attaches considerable importance to the Far Eastern trek. Eastern music, he said, is becoming increasingly marketable in Western countries, and Request several months ago recorded a package of Indian dances with a view toward Western sales.

A major part of the Request catalog has been made by large orchestral combinations and choral groups. This philosophy will be continued. The release schedule, under the expansion program, aims at about 30 albums annually.

Lengsfelder stated that the potential of the international field is growing in direct proportion to the improvement and increase in communications. Plane travel, satellites and all the communications of modern life have resulted in bringing the peoples of the world closer together. This in turn results in the erasure of musical boundaries, with a consequent increase in sales of international music.

Yet, the album from this hit play will definitely be a hit. The lyrics by Tom Jones, who also did the book, and the music by Harvey Schmidt present a life; the songs, well-tailored to fit the motif of the play, still fascinating world of married life; the songs, well-tailored to fit the motif of the play, still have hit single potential in many cases: "I Love My Wife," "Love Isn't Everything," "Nobody's Perfect."

Gower Champion directed. The musical is based on "The Fourposter," by Jan de Hartog. Miss Martin and Preston were never better. A solid delight.

CLAUDE HALL

"KIND OF A DRAG"

by THE BUCKINGHAMS

U.S.A. Records #860

Tripp LP Drive

NEW YORK—Musicor Records has launched a promotion drive on an album product of Paul Tripp, star of WNBC-TV's "Birthday House" show, to capitalize on the nationwide opening of the movie, "The Christmas That Almost Wasn't." Tripp stars in the movie, filmed in Italy earlier this year. Musicor sales vice-president Chris Spivak is making available to dealers through distributors special displays regarding the film and record tie-ins.

"The Kenny Burrell album, HAVE YOURSELF A SOULFUL LITTLE CHRISTMAS, is electrifying—positively electrifying! Mr. Burrell performs magnificently. Mr. Evans' arrangements are brilliant. It's a first-rate album that simply towers over any yuletide album released this year."

John Russel Storrie

CONTACT: JIM GOLDEN
U.S.A. RECORD CO.
2131 S. Michigan Ave., Chicago, Ill. 60616
(312) 326-1181

EXCLUSIVE BOOKING:
WILLARD ALEXANDER AGENCY
333 N. Michigan Ave., Chicago, Ill.
(312) 6-2460

Sure isn't a drag with this kind of action.

HEAVY AIR PLAY AND
SALES IN THESE KEY MARKETS.

Chicago Washington
Baltimore San Francisco
Memphis Atlanta
Cleveland Miami
Des Moines

Western Moves

SAN FRANCISCO—Western One-Stop has moved to 645 Bryant Street here from Emeville. T. E. Fullmer, company vice-president, said the move was made "because more and more manufacturers are using regional depots, thus the retail dealer has no local distributor except the one-stop." The firm plans expanding its inventories to cover the market.
A FULL HOUSE...

STANDING IN THE SHADOWS OF LOVE
FOUR TOPS
MOTOWN 1102

I'VE PASSED THIS WAY BEFORE
JIMMY RUFFIN
SOUL 35027

(COME 'ROUND HERE) I'M THE ONE YOU NEED
THE MIRACLES
TAMLA 54140

A PLACE IN THE SUN
STEVIE WONDER
TAMLA 54139

I'M READY FOR LOVE
MARTHA AND THE VANDellas
GORDY 7056

I KNOW I'M LOSING YOU
THE TEMPTATIONS
GORDY 7057

AND BUILDING...

The Sound of Young America®
That Lainie Kazan sure has what it takes.

And what it takes is a great tune like this!

Kiss Tomorrow Goodbye
b/w Sweet Talk
K-13657

Europe's new hit song.
America's now TV star.
And a single headed straight for the charts.
It figures!

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
Yesterday... his first ABC session.
Today... a hit!

FRANKIE LAINE
I’LL TAKE CARE OF YOUR CARES
Arranged by Peter DeAngelis

EV’RY STREET’S A BOULEVARD
Arranged by Oliver Nelson
ABC 10891
Produced By Bob Thiele

www.americanradiohistory.com
Billboard TOP 40

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Mr. Mfg...
SALESMAN with solid rack experience thru 11 Western States, selling over $6 million dollars yearly, open for proposition. References any Rack Jobber.

Contact
Box A-301, Billboard
9000 Sunset Blvd.
Los Angeles Calii. 90069
P.S. Thank those mfrs. who replied—not interesting.

Easy Listening

The Best Of The Big

December 17, 1966, Billboard
The Anita Kerr Style: Soft Sound With Sock

By ELOIT TIEGEL

LOS ANGELES — Anita Kerr's key to success is singing softly. This soft sound is the trademark of the Anita Kerr arrangement, the client version working in local studios before folding a path in Nashville. Anita, a resident of Southern California for the past three years, has formed the new group in November and recently signed with Warner Bros. Records. Recoreded in Nashville.

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Turns Up Controls

Commenting on the differences between recording in Nashville and L.A., Miss Kerr noted... (Continued on page 24)

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"NEWS" — "...a charming, charming comedy-with-music, beautifully played. Tom Jones has added some gently humorous songs to the mix and Harvey Schmidt has set the lyrics to some complementary and occasionally clever music...." "POS" — "...charming, tuneful, warm-hearted and delightful. It is a thoroughly winning evening of enchantment presented with taste and imagination...."

WORLD JOURNAL TRIBUNE" — "It is a happy show, generous with charm and lavish with love...."

THE TALENT BLUES PROJECT LP CHARTBUSTERS

By CLAUDE HALL

NEW YORK—Although the Blues Project was relatively unknown, their first album made the chart. Now, their second LP, "Projections," is one of the hottest sellers in New York, and can be heard coast to coast. The group's sound has evolved from their first album, which was a fusion of blues, folk, and rock. The second LP contains a mix of originals and covers, and features a more polished sound.

Barrie Formed

NEW YORK—By Weiss has formed Barrie Records; first artists include Legs McNeil, Pandas, and Houston Texans. Rascals are featured on the group's fourth album, "The Great Rascals," due in May. Weiss is also involved in the promotion of the Beatles and other British Invasion acts.

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IT'S A BIG, WIDE WORLD OF
LEROY VAN DYKE

JUST COMPLETED:
1st STARRING ROLE
"WHAT AM I BID?"
A LIBERTY INTERNATIONAL PRODUCTION

Brand New Album!
"COUNTRY HITS"
Warner Bros. 1652

Current Single:
"ROSES FROM A STRANGER"
Warner Bros. 5841

The Leroy Van Dyke Show
booked solid for '67

TV: "SWINGIN' COUNTRY"
NBC-TV
Dec. 19, Jan. 5 & 6

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806 16th Avenue South, Nashville, Tennessee • 244-2424

public relations: HOFFMAN, PALADINO & LANDIA

www.americanradiohistory.com
The Ideal Christmas Package

The RAMSEY LEWIS trio
SOUND OF CHRISTMAS

ABC Will Wax the Finals
Of College Music Festival

MIAMI BEACH, Fla.—The Intercollegiate Music Festival three months before recording the baroque LP to establish the correct vocal blend. Miss Kerr is considering developing a nightclub act for the group. "We've always thought of this as a background group primarily through her Nashville sessions. But I would like the group to have a foreground identity.

Muddy Waters Makes 'Em Dance

There have been three albums by this group, "The Mescaliers," "The Anita Kerr Orchestra," and "Further Adventures of the Mescaliers." The first LP promoting the Kerr Singers is the new "Slightly Baroque.

When arranging, Miss Kerr decides on a tempo and then thinks about what she wants the voices to do. "I hear their parts in my head," she explains. She rehearsed the new group

but far back from their microphones. A&er man Glasser says this forces the engineer to turn up the controls on their mikes, allowing instruments to leak into their mikes.

Because she came here with hardly any concept, Miss Kerr had to seek out the right singers for her quartet. Her current group consists of B. J. Baker, alto Gene Merlino, tenor, and Bob Tebow, baritone sax and the leader, with a vocal mixture of alto-soprano.

Until signing with WB, the Anita Kerr Singers were tied to RCA, "I got a release from the contract," she explained, "so I could do independent arranging. I wanted to work for different groups."

She has worked for Brook Benton, the Living Voices, Lorre Greene, Pete Eddy, Molly Bee and Johnny Sea. She recalls that on some dates, male musicians have given her some trouble. She credits this to their unfamiliarity with female arrangers.

Own Arranger

As you greatly leader, she writes all the arrangements to fit her soft sound. As an independent packager, she came up with the Mescaliers which have a vocal sound, imitating instruments and propelled by a heavier beat than usual for a Kerr group.

Paul puts it this way: "I am trying to make The Scene an original showcase for music that is valid and real; that is listenable and danceable; music of yesterday, today and tomorrow—as long as it is good music."

Meanwhile, a flock of additional artists are booked. These include Bo Diddley and his review, Dec. 12-19 and Dec. 22

through Jan. 1; The Rascals, Dec. 20-21; The Youngbloods, Jan. 5-10. Paul Butterfield will also appear soon.

Meanwhile, Bob Messinger has Waters set for a block of dates in Europe and the U.S. John Lee Hooker will be with Muddy on the European trek, which will take in March and April. Following this, Muddy will do one-nighters at the Little Carnegie. On April 28 hell appear with Odeta and Bobby (Blues) Bland at the Apollo in New York, thence to Washington, D.C., for a stay at the Howard Theater. Waters will play the Living End, Detroit, just prior to going to Sweden for three weeks in June.

Mesorger is setting a very tight schedule, with more to be announced.

PAUL ACKERMAN

—featuring the finalists of six major collegiate festivals—will be held here May 4-6. ABC Records will record the finals and release an album featuring the winning stage band, combo and vocalist.

Competing at the Miami Beach Auditorium event will be the winners of the Villanova Jazz Festival, held in February; the Cortesio College Jazz Festival, on Dec. 22.

Meanwhile, the Little Rock Jazz Festival, all held in March; and the Mobile Jazz Festival and Intercollegiate event of Salt Lake City, held in April.

Scholarships for outstanding achievement by individual student musicians, composers, and arrangers will be awarded by judges at the Miami Beach event.

The six festivals feature the best—selected from tapes—of more than 3,000 student performers from schools in 50 states. More than 1,000 are selected to participate at the regional fests and it is expected that almost 200 finalists will make the trip to Miami Beach in May.

Bob Thiele of ABC Records will co-ordinate the recording sessions. ABC radio network will carry the festival finals, Ed Peerce is the producer of the festival's stage presentations.

Bob Yale is festival president.
*THE BOB CREWE GENERATION pours it on!

NEW TITLE: "MUSIC TO WATCH GIRLS BY"

With...

"THE GIRL WATCHERS"

THEME

c/w "GIRLS ON THE ROCKS"

DYN VOICE 229

A Bob Crewe PRODUCTION

Arranged by "Hutch" Davie

The NEW Bob Crewe Orchestra

DYNOVOICE 229
CBS-FM Offers Service to Aid Small Markets With Separation

NEW YORK — CBS-FM's "Young Sound" syndicated package includes a new sales policy for small markets designed to boost their FM programming from AM operation.

The Federal Communications Commission ruling about AM-FM separation applies only to those markets with populations of 100,000 or more. However, Bill Greene, who heads up the FM programming for CBS, found in a recorded series of special programs on what the National Association of Broadcasters has written, that in markets smaller than 100,000, also wanted to separate FM programming from AM. The problem, said Greene, is that many couldn't afford the base price.

CBS prices, according to market size, vary from a low normally of $400 per month to $12,000 a year in markets of a million or more population.

Last week, CBS-FM began offering the programming service to small markets on a three-for-one deal. A broadcaster can contract the service for $7,200 a year, including service and cost with two other broadcasters in similar markets; the cost is thus about $3,600 each month.

Music played includes tunes by Tijuana Brass, Four Preps, Percy Faith, Petula Clark and Chet Atkins. Many have referred to the "Young Sound" as chicken-rock programming. But.

The programming, covering the "Young Sound" project, said the "FM sound" could be "dialed up" to about 120,000 spots of today's current production of records. "It was obvious to me that FM should be used for music and it should be stereo."

A check of CBS-owned stations and others showed classical music and programming, but found these areas were entirely occupied.

Elvis Nostalgia

"At present, we are the only radio station that played the music...that had nostalgia for my own youth. But no one was playing music for the 70 million who'd grown up since the days of Elvis. Those people had no radio station to turn to."

WABC and WMCA, he said, are "playing tomorrow's hits.

CBS-FM's "Young Sound" is yesterday's hits, but usually instrumental in version; only about one of four tunes are vocals, though Greene is thinking about increasing this ratio "just a hair."

New records are selected by Bill Wheeler, John De Witt, and colleague Bob Ross. The master, it's cataloged on a card (see illustration above) according to title, artist, tempo, music key, time, style, mood, year, composer, musical performance society. Also, possibilities for segueing in and out of the record are noted since the "Young Sound" is continuous music. There is even music under the one-minute commercial spots situated every 15 minutes in these packages. These four-minute spots, there's the possibility of dialing up the FM station on the end of an hour's programming.

Music-Maker

"The commercial schedule we're trying to work out is that they can make money. We fully expect them to increase in Atlanta, WMCA and New York, has been hired to handle sales for the FM programming.

CBS-FM provides each of its owned stations and the stations who subscribe to the service with a basic library of 180 hours of air time. Some are 30-minute segments. Stations are selected on the basis of the library's "refreshed" at the rate of 20 hours a month and receive a new, fresh library of records for the new tapes, we retire 20 hours a month and receive a new type of circulation."

Stations vary the program in WABC, WMCA, WNBC

(Continued on page 32)

DeWitt Sees '67 as Quality Format Year

CHAMPAIGN, IIL. — Last year's FM radio picture is "a thing of the past," John De Witt, producer of CBS-FM's "Young Sound" syndicated package, told a meeting of the Music Personnel Conference here Nov. 30.

This year's FM situation is "merely transient." As the FM spectrum undergoes implosion

WENK Has Country Jumping

SYRACUSE, N. Y. — Though country music radio may not have yet reached its peak nationally, on a local level, in many instances, it is no longer possible to hold a sizable audience merely by spinning country music records. WENK, however, is still a "peak" operation and rates at top in persuading its audience to buy product, according to Billboard's research department.

To maintain its grasp of the market, WENK has begun injecting features, contests, and various promotions — anything to keep our listeners living up our sound," said general manager Maynard M. Sall. "We've found that it is necessary to operate a country music station just like you would any other type of successful station.

WENK wrapped up a solid first place as the major influence on country music record sales in the Syracuse area; the 230-day daytime received 68 per cent of the votes of record dealers, distributors, one-stop operators, and local and national record company executives in the latest Radio Research

NARA Mailing LP's to Members

NEW YORK — Members of the National Association of Radio Announcers are being mailed special albums commemorating the 11th annual convention in Atlantic City in August. One album, recorded and made available, features the address of Rev. Wyatt T. Walker, who spoke at the MGM luncheon. Atlantic Records recorded the awards dinner program and the LP will soon be mailed to NARA members.

THE OPENING OF BUDDY RICH recently at Basin Street East, New York, was highlighted by on-stage appearances and performances by NBC-TV network personality Johnny Carson and Tony Bennett. In back, from left, are Tom Rogan, Buddy Rich, DeWitt, John De Witt, and Rich. In front are Carson, left, and Bennett.

WUST Gaining With A Soft Soul Format

WASHINGTON—One of the newest formats on the scene, just debuting by WABT, is "Soft Soul" and the station reports a large audience increase already. The 250-watt daytime operation ran into problems trying to compete in the r&b market against two 24-hour stations WOL and WOOK. An experiment at programming the softer r&b sounds in singles mixed with album artists like Sam Cooke, R. E., Stax, and Bill Withers. The station began airing its programming about two weeks ago primarily toward an adult Negro audience.

Programming is about 90 per cent Negro with the remaining 10 per cent) and the same staff handling air chores. Bill Johnson is program director. The station is esternally the first to adopt an Easy Listening r&b format. Singles are being featured by artists like the Young Rott Trip, Percy Sledge, the Rhythmettes, the Vibrations, Joe Cuba, Stevie Wonder and Ron Wright. The station's claim also the softer rock tunes and soul of the station was formerly a hard r&b station.

WNBC-FM Tapes

NEW YORK — WNBC-FM began broadcast last week of the special classical music tapes originated by the NBC station in Cleveland—WKYC-FM. All NBC-owned FM stations will use the taped programming; WNBC-FM is airing 70 hours a week of taped music while duplicating the conversation programming of its AM side remaining broadcast hours.

December 17, 1966, Billboard

DEC 17, 1966

Billboard's Holiday Charts

VISITING KHJ IN Los Angeles. Seen with air personality at the Silver Steak, center, are Sonny and Cher, Atlantic Records.
WHEN Takes First
The Reason Why

By CLAUDE HALL

SYRACUSE, N. Y.—Largely due to a successful Christmas promotion, KYW-TV's "Yule Present" will be shown next Saturday night, Dec. 17, at 8:30 P.M. The event will be seen by approximately 120,000 persons, with an estimated audience of more than 200,000, including those in the Philadelphia area.

KYW-TV's Yule Present will be a special Christmas production directed by John B. Wintzer, artistic director of the station. It will feature the talents of many of the station's well-known personalities, including Jack Herron, Bob Gray, and Gene Rice. The program will also include a special performance by the Philadelphia Symphony Orchestra.

The program will be broadcast live from the station's studios and will be anchored by anchorman Dan Silber.

KYW-TV's "Yule Present" is the station's first Christmas special and is expected to be a major holiday event.

Radio TV Programming

SYRACUSE, N. Y.—The fourth 4th National Radio Television Survey of the United States, sponsored by the National Broadcasting Company (NBC), has been released. The survey provides a comprehensive picture of the radio and television industry in the United States.

The survey covers all aspects of the industry, including programming, advertising, and the economic impact of radio and television. The report provides valuable information for broadcasters, advertisers, and others interested in the industry.

Radio and television stations are ranked based on their audience size and market share. The survey also provides data on the demographics of radio and television audiences.

The survey is available for download from the National Association of Broadcasters (NAB) website.

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Corn Belt Pub. Sells WAAF

CHICAGO — Radio station WAAF, recipient of most votes in the recent Billboard Radio Response Rating survey of the market for influencing jazz records, has sold to a new corporation formed by Ralph Allais, a soon-to-retire vice-president with Group W. Allais said the station's jazz format would continue pending regulatory approval.

Involved with Allais in the purchase, for a reported $900,000, are MS Distributing Co. president Mill Satolone and attorney Bill Friedman.

The negotiations are subject to approval by the FCC.

RADIO-TV MARD

SALES UP 307%

The Davis Broadcasting Company has completed a first-year sale in which additional parts in each of its 13 stations, bringing its total to 20. These sales were made in the network's first year of operation.

The company's sales manager, John McLean, has been named to head the company's sales staff.

SITUATION WANTED

AIR PERSONNEL and PROGRAM PRODUCTION WANTED for top market, high-powered metropolitan market. Excellent salary, fringe benefits, plus extra long-range fringe benefits. Reply in strictest confidence to Box 1237, American Broadcasting Company, 1500 Broadway, New York, N. Y.

WQXR Ads on AM Format

NEW YORK — Classical-oriented WQXR is unveiling a massive advertising campaign here its AM-FM programming separation. The station, one of the few in the nation to alter its AM format rather than FM, is continuing with the FCC ruling calling for separate programming in major markets, splits Jan. 1.

The station is spending $150,000 to announce the new AM format, which will ring on eight classics programs, with some Broadway show music, some jazz and folk. WQXR-FM will be strictly classical. The reason that the station is switching AM formats instead of FM is that it's audiences on both mediums. WQXR-FM got the same; the FM broadcasts in stereo.

WHEN Takes First

(Continued from page 3)

"Sugar Town" has been receiving heavy play. The man behind the station's new sound is Frank Krueger.

The new sound centers around "keeping a realistic pulse on what's happening in the music field ... to reflect obviously, not rock 'n roll, but much of the music scene. Two weeks after the programming is from albums, the rest from singles. Last Thursday, the station entered a new phase of the step-by-step adjustment of the mixes where all music is now pre-prepared except for singles, the Jack More show. Mason was rated the No. 1 air personality influencing albums sales in the area; he had 33 per cent of the votes.

The new programming concept was said to be "a program of programming selections designed for different periods of the day such as during traffic time, the afternoon, the evening, and the weekend. The station is aiming for consistency of sound through this type of programming.

Yesteryear's Hits

Change-of-program from your librarian's shelves, featuring the discs that were the hottest in the land 5 years ago and 10 years ago this week. Here's a look at Billboard's chart of that time.

POP SINGLES—5 Years Ago December 18, 1961

1. The Lion Sleeps Tonight, Tokens, RCA Victor
2. Please Mr. Postman, Marvinlettes, Tender Washington, Mercury
3. Run Him in, Bobby Lee, Liberty
4. The Twist, Buddy Checker, Parkway
5. Walk On By, Leroy Van Dyke, Mercury
6. Goodnight World, James Dana, Colgate
7. Let There Be Drums, Sandy Nelson, Imperial
8. Happy Birthday, Sweet Sixteen, Neil Sedaka, RCA Victor
9. Big Bad John, Jimmy Dean, Columbia
10. Peppermint Twist, Joey Dee and the Starliters, Roulette

POP SINGLES—10 Years Ago December 15, 1956

1. Singing the Blues, Gary Mitchell, Columbia
2. Love Me Tender, Elvis Presley, RCA Victor
3. Green Door, Jim Lowe, Dot
4. Blueberry Hill, Fats Domino
5. Just Walking in the Rain, Johnny Ray, Columbia
6. True Love, Bing Crosby & Grace Kelly, Capitol
7. Rose & A Baby Ruth, George Hamilton IV, ABC-Paramount
8. Don't Be Cruel/Hound Dog, Elvis Presley, RCA Victor
9. Hey! Jealous Lover, Frank Sinatra, Capitol

R&B SINGLES—5 Years Ago December 18, 1961

1. Please Mr. Postman, Marvinlettes, Iva Dee
2. Turn On Your Love Light, Bobby Blue, Duke
3. Creepin' Woman, Impressions, ABC-Paramount
4. Smells Like Teen Spirit, Everly Brothers, United
5. Just Got to Know, Jimmy McCracklin, Art-Tone
6. Just Out of Reach Of My Two Open Hands, Napoleon Burke, Atlantic
7. September in the Rain, Donny Hathaway, Mercury
8. Tower of Strength, Gene McDaniels, Liberty
9. In the Dark, Little Junior Parker, Duke
10. Holiday Sing Along With Mitch, Mitch Miller, Columbia

NAB PROMO ON TRANSISTORS

WASHINGTON — The National Association of Broadcasters is kicking off an industry-wide "Swing Into Spring With A Portable Radio" campaign to encourage every family to own at least one transistor FM portable radio. All NAB members will be mailed a kit, which includes a coloring book, early next year for use during a 13-week period beginning March 1. A second campaign, "Fall In Autumn With A Portable Radio," will be used for a 13-week period in October, to emphasize the vacation aspects of portable radios.

WYNR, Fm'er Bow

BRUNSWICK, Ga.—WYNR and WYNR-FM just bowed with a country music format. The station is becoming 18 hours a day and needs classics, new releases and video, said station manager, WYNR, Dick McCoy.

ORCHESTRA LEADER SAMMY KAYE gets a receptive radio turnout during his recent stint at New York's Riverboat nightclub. From left: Martin Block, WOR; Steve White, NBC's May; Art Ford, of WPIX-FM; Ted Lawrence, of ABC-FM, and John Linsfer, of WPIX-FM.
"That's How Strong My Love Is"
4-3857

by Mattie Moultrie

Talk about super....
This single is sweeping R & B radio stations
and breaking top 40!

Where the spirit moves you. On COLUMBIA RECORDS ®

A SIRE PRODUCTION
do try, though, for the feel of a top 40 operation—jingles, tight production—but have deejays with a personality rather than a screaming approach." Most of the WSEN deepens are performed by Fred Lewis, of Chart Records. "Early" Williams

MGM's Big Push On Lainie Kazan

NEW YORK—MGM, Records last week set off a gigantic promotion push behind Lainie Kazan that included blanketin every good music and Hot 100 station in the nation as well as thousands of deejays. Frank Mazziotti, promotion director of the label, said he was servicing 9,000 copies of the "Kids Tomorrow Goodbye" single by Miss Kazan. This is an English translation of a hit tune in Europe several months ago and, except for product cut from her two MGM albums, this marks the singer's first drive toward the singles field.

WGH Tower

NEWPORT NEWS, Va. WGH, Newport News, has begun construction of two new tower facilities which will permit the station to broadcast in FM stereo. Starting programming, probably on the air by October 16, will include classical and jazz.

Launch Monthly Jazz Bulletin

NEW YORK—Tel Del Sheds, a jazz personality with WLBB-FM, and Chuck Moore are launching a monthly jazz bulletin to be circulated free to deejays and record stores. The eight-page feature will present a jazz record chart as well as information regarding jazz artists. Moore, publisher, Shields ed. Title will be "The Del Sheds Jazz Score Card."

**A Hit in the Making!!!**

**THE KIT KATS**

"Let's Get Lost On A Country Road"

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his 3rd hit in a row!
LOVE ME
40421
Produced by: Jerry Ross

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BEST SELLING CHRISTMAS LP'S

1. THE LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox TFM 3100 (M); TS 4100 (S)
2. MERRY CHRISTMAS—Johnny Mathis, Columbia CL 1195 (M); CS 8021 (S)
3. MERRY CHRISTMAS—Andy Williams, Columbia CL 2420 (M); CS 9220 (S)
4. THE DEAN MARTIN CHRISTMAS ALBUM—Reprise R 6222 (M); RS 6222 (S)
5. ELVIS' CHRISTMAS ALBUM—Elvis Presley, RCA Victor LPM 1951 (M); LSP 1951 (S)
6. NOEL—Joan Baez, Vanguard VRS 9230 (M); VSD 79230 (S)
7. MERRY CHRISTMAS—Bing Crosby, Decca DL 8128 (M); DL 78128 (S)
8. THE CHRISTMAS SONG—Nat King Cole, Capitol W 1967 (M); SW 1967 (S)
9. HAVIVAD MEANS CHRISTMAS—Eddy Corree & Trio Los Panchos, Columbia CL 2557 (M); CS 9357 (S)
10. SONGS FOR A MERRY CHRISTMAS—Wayne Newton, Capitol T 2588 (M); ST 2588 (S)
11. SEASON'S GREETINGS FROM PERRY COMO—RCA Victor LPM 2066 (M); LSP 2066 (S)
12. THE SOUND OF CHRISTMAS—Ramsey Lewis Trio, Cadet CLP 687 (M); CLPS 687 (S)
13. MERRY CHRISTMAS—Supremes, Motown 638 (M); ST 638 (S)
14. MORE SOUNDS OF CHRISTMAS—Ramsey Lewis Trio, Cadet CLP 745 (M); CLPS 745 (S)
15. O BAMBINI/THE LITTLE DRUMMER BOY—Harry Simeone Chorale, Kapp KL 1450 (M); KS 3450 (S)
16. JAMES BROWN SINGS CHRISTMAS SONGS—King 1010 (M); 1010 (S)
17. SONGS FOR CHRISTMAS—Mahalia Jackson, Columbia CL 1903 (M); CS 8703 (S)
18. JOHN GARY CHRISTMAS ALBUM—RCA Victor LPM 2940 (M); LSP 2940 (S)
19. JACK JONES CHRISTMAS ALBUM—Kapp KL 1399 (M); KS 3399 (S)
20. HOLIDAY CHEER—Dean Martin, Capitol T 2343 (M); ST 2343 (S)
21. CHRISTMAS WONDERLAND—Bert Kaempfert & His Orch, Decca DL 4441 (M); DL 7444 (S)
22. HERE WE COME A-CAROLING—Ray Conniff & the Singers, Columbia CL 1701 (M); CS 8501 (S)
23. MERRY CHRISTMAS—Brenda Lee, Decca DL 4583 (M); DL 74583 (S)
24. CHRISTMAS TIME—Roger Williams, Kapp KL 1164 (M); KS 3048 (S)
25. HOLIDAY SING ALONG WITH MITCH—Mitch Miller & the Gang, Columbia CL 2406 (M); CS 8501 (S)
26. A MERRY MANCINI CHRISTMAS—Henry Mancini Orch & Chorus, RCA Victor LPM 3612 (M); LSP 3612 (S)
27. CHRISTMAS WITH BUCK OWENS—Capitol T 2396 (M); ST 2396 (S)
28. KATE SMITH CHRISTMAS ALBUM—RCA Victor LBE 3607 (M); LSP 3607 (S)
29. CHARLES BROWN SINGS CHRISTMAS—King 775 (M); (No Stereo)
30. BEACH BOYS’ CHRISTMAS ALBUM—Capitol T 2164 (M); ST 2164 (S)
31. IN THE CHRISTMAS SPIRIT—Booker T. & the M.G.'s, Stax 713 (M); SD 713 (S)
32. THE VENTURES CHRISTMAS ALBUM—Dotlon BLP 2038 (M); CS 8021 (S)
33. CHRISTMAS WITH CHET ATKINS—RCA Victor LPM 2423 (M); LSP 2423 (S)
34. CHRISTMAS CAROLS OF EUROPE—Prague Madrigal Singers, Crossroads 22160053 (M); 22160054 (S)
35. CHRISTMAS IS PERCY FAITH—Columbia CL 2577 (M); CS 9377 (S)
36. WISHING YOU A MERRY CHRISTMAS—Andre Kostelanetz/St. Kittian Boys Choir, Columbia ML 6179 (M); MS 6779 (S)
37. JIMMY DEAN'S CHRISTMAS CARD—Columbia CL 2404 (M); CS 9204 (S)
38. WINTER WONDERLAND—Earl Grant, Decca DL 4677 (M); DL 74677 (S)
39. FOR CHRISTMAS THIS YEAR—Lettermen, Capitol T 2587 (M); ST 2587 (S)
40. CHRISTMAS WITH THE CHIPMUNKS—Liberty LRP 3256 (M); LS 7256 (S)
41. CHRISTMAS HYMNS AND CAROLS—Robert Shaw Chorale, RCA Victor LPM 2139 (M); LSC 2139 (S)
42. JOLLY CHRISTMAS FROM FRANK SINATRA—Capitol W 894 (M); DM 894 (S)
43. CHRISTMAS GREETINGS FROM THE MANTOVANI ORK—London LL 3338 (M); PS 3388 (S)
44. SONGS OF CHRISTMAS—Norman Luboff, Columbia CL 926 (M); CS 8816 (S)
45. SOUNDS OF CHRISTMAS—Johnny Mathis, Mercury MG 4437 (M); SR 69337 (S)
46. MERRY CHRISTMAS FROM JACIE WILSON—Brunswick BL 51412 (M); BL 754112 (S)
47. HAVE YOURSELF A SOULFUL CHRISTMAS—Kenny Burrell, Cadet LP 779 (M); LPS 779 (S)
48. HEART OF CHRISTMAS—Lenny Carl & His Orchestra, RCA Victor LPM 3437 (M); LSP 3437 (S)
49. TWELVE SONGS OF CHRISTMAS—Jim Reeves, RCA Victor LPM 2758 (M); LSP 2758 (S)
50. CHRISTMAS CAROLS AROUND THE WORLD—Mormon Tabernacle Choir, Columbia ML 6616 (M); MS 6284 (S)

BEST SELLING CHRISTMAS SINGLES

1. THE LITTLE DRUMMER BOY—Harry Simeone Chorale, 20th Century-Fox 429
2. SLEEP IN HEAVENLY PEACE (Silent Night) — Barbra Streisand, Columbia 43696
3. IF EVERYDAY WAS LIKE CHRISTMAS—Elvis Presley, RCA Victor 8950
4. PLEASE COME HOME FOR CHRISTMAS—Charles Brown, King 5405
5. MERRY CHRISTMAS BABY—Charles Brown, Hollywood 1021
6. JINGLE BELL ROCK—Bobby Helms, Decca 30513
7. LONESOME CHRISTMAS—Lowell Bolen, Hollywood 1022
8. THE CHRISTMAS SONG—Nat King Cole, Capitol 3561
9. WHITE CHRISTMAS—Bing Crosby, Decca 23778
10. SWEET LITTLE BABY BOY—James Brown & His Famous Flames, King 6065
11. BAREFOOT SANTA CLAUS—Sonny James, Capitol 5733
12. CHRISTMAS SONG—James Brown & His Famous Flames, King 6064
13. ALL I WANT FOR CHRISTMAS IS YOU—Carla Thomas, RCA 206
14. ROCKIN' AROUND THE CHRISTMAS TREE—Brenda Lee, Decca 30776
15. BLUE CHRISTMAS—Elvis Presley, RCA Victor 0647
16. LITTLE DRUMMER BOY—Joan Baez, Vanguard 35046
17. WHITE CHRISTMAS—Drifters, Atlantic 1048
18. SILENT NIGHT—Bing Crosby, Decca 23777
19. SILVER BELLS—Al Martino, Capitol 5311
20. SILVER BELLS—Earl Grant, Decca 25703
21. JINGLE BELLS—Bing Crosby, Decca 23778
22. SILVER BELLS—Bing Crosby, Decca 23778
23. WINTER WONDERLAND—Ramsey Lewis, Capitol 5303
24. SOME DAY AT CHRISTMAS—Stevie Wonder, Tamla 54142
25. CHRISTMAS TEARS—Freddy King, Federal 12429
26. I'LL BE HOME FOR CHRISTMAS—Brothers Four, Columbia 43919
27. RUDOLPH THE RED-NOSED REINDEER—David Seville & the Chipmunks, Liberty 55289
HEARD FIRST ON THE GARY OWEN SHOW - KMPC IN HOLLYWOOD

GEORGE JAY NATIONAL PROMOTION, 6290 W. SUNSET BLVD., HOLLYWOOD 28, CALIFORNIA
REP RECORDS, 2192 BRONSON HILL DRIVE, HOLLYWOOD, CALIFORNIA
NEW ACTION ALBUMS

NATIONAL BREAKOUTS

THE TEMPTATIONS BIGGEST HITS...
Oudy 919 (M); 919 (2) (220-05919-2, 5020-05919-5)
The New First Family, 1968...
Various Artists, Very V 1603 (M); Y-1603 (S)
HUMS OF THE LOVIN' SpoonFUL...
Karma Sutra, KLP 902 (M); KLP 9004 (S) (620-05954-2, 603-05954-5)
AWAY WE A' GO GO...
Smoki Robinson & the Miracles, Tmtli 571 (M); S 571 (S) (355-08021-3, 635-08021-7)
FOUR TOPS LIVE...
Motown M 654 (M); 5 654 (678-06654-5, 678-06654-6)
GOT LlFE IF Y' WANT IT...
Rolling Stones, London L 4970 (M); P 4970 (S) (460-04905-3, 640-04905-9)
CHANGES...
Johnny Rivers, Imperial LP 1334 (M); LP 13324 (S) (715-12324-5, 715-12324-4)
WAYNE: A TINY BAND...
Don Ho, Reprise R 3232 (M); R 3232 (760-08232-2, 760-08232-1)
GREATEST HITS OF ALL TIMES...
Greatest Hits, M4012 (M); A L 5102 (605-02102-2, 605-02102-5)

NEW ACTION LP's

These new albums, not just in Billboards Top LP's Chart, have been getting strong sales action by listeners in music markets.

BACK DOOR MEN...

Shadows of Knight, Dunedin LP 667 (M); SD 667 (460-06667-3, 640-06667-9)

Mozart: Piano Concertos K 459; 21, 26. Clara Haskil/Bert Prentice & Bartok Piano Concerto (1939), Recordings by Various Artists (1939), RCA Victor LP 25764 (M); LPS 25764 (S) (570-25764-9, 570-25764-1)
Temple of Jazz, Various Artists (1939), CD 371 (S) (M); CD 3171 (S) (570-371-5, 520-371-5)
WINCHESTER CATHEDRAL...
Palm Beach Band Boys, RCA Victor LP 3734 (M); LP 3734 (S) (770-03734-1, 770-03734-7)
JAY AND THE AMERICANS GREATEST HITS, VOL. 2...
United Artists LP 3155 (M); USA LP 3155 (575-03155-2, 875-03155-5)
THE SEEDS...
Crescendo GNP 26023 (M); GNP 26023 (S) (370-03262-3, 370-03262-5)
WILL SUCCESS SPOIL MRS. MILLER...
Capital T 2579 (M); ST 2579 (S) (300-0277-9, 300-0277-9)

HUGH MASEKELA'S NEXT ALBUM...
MGM E 4145 (M); SE 4145 (S) (600-04415-5, 600-04415-5)

DAYS OF WILFRED OWEN...
Richard Burton, Waverly Bros. B 16355 (M); BS 16355 (570-061635-2, 570-061635-3)

GOLDEN SWORD...
Gerald Wilson Orch., Pacific Jazz PJ 11011 (M); ST 20111 (S) (776-020111-1, 776-020111-5)

JOKER WENT WILD/RUN LOOK AND SEE...
Brian Hyland, Philips MPM 201-217 (M); PH 600-217 (5) (730-0201-7, 730-0201-7)

SOMEONE LIKE ME...
Eddy Arnold, RCA Victor LP 3715 (M); LP 3715 (S) (770-03715-3, 770-03715-1)

TWO SIDES OF MARIL WELLS...
Lona 33-199 (M); 33-199 (S) (175-33199-9, 175-33199-9)

LOW PRICE CLASSICAL

MOZART, PIANO CONCERTOS K 545; 271
Clara Haskil/Bert Prentice & Bartok Piano Concerto (1939), Recordings by Various Artists (1939), RCA Victor LP 25764 (M); LPS 25764 (S) (570-25764-9, 570-25764-1)

THE SEEDS...
Crescendo GNP 26023 (M); GNP 26023 (S) (370-03262-3, 370-03262-5)

WILL SUCCESS SPOIL MRS. MILLER...
Capital T 2579 (M); ST 2579 (S) (300-0277-9, 300-0277-9)

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A BASIC BUSINESS PAPER AXIOM:
Satisfied Readers + Satisfied Advertisers = \times (Effectiveness)

THEREFORE:
Increased Readership + Increased Advertising = \times (More Effective)

AND:
More Readership + More Advertising than any other business paper in the field throughout the world = \times 100 (Most Effective)

Example: \textbf{Billboard} = x^{100}

1966 CIRCULATION
UP 12.6% TO 24,271 *

- More Than Twice the Paid Circulation of Any Other Music-Record Business Paper in the World
- Proof of Billboard's Editorial Effectiveness
- Proof of x^{100}

1966 RENEWALS
UP 5.05 TO 81.15%*

- A Phenomenal New High for Any Publication in Any Field
- ...And the Highest Renewal Percentage of Any Music-Record Business Paper in the World
- Proof of Billboard's Reader Satisfaction
- Proof of x^{100}

1966 ADVERTISING
36%

- Proof of Billboard's Selling Power
- Proof of x^{100}

CONCLUSION:
For the Music-Record Industry Billboard Is the "Most Effective" Business Paper in the World

*(Per 6/30/66 statement from Audit Bureau of Circulations)
SPARKLING SATIRICAL COMEDY
FUNNIER THAN THE FUNNIEST

LYNDONLAND
MANY HAVE USED IT AS A LAST RESORT

YOUR HOST AND GUIDE

EXCITING GAMES

VISIT US NOW
TOMORROW MAY BE TOO LATE

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SOLD NATIONALLY FOR PS RECORDS BY DON BLOCKER T.A.P.
Word in the 'Spirit'  
LOS ANGELES—Word Records has acquired the master of Alfred Burt Christmas compositions and has reissued the LP as "The Christmas Spirit." The album was formerly in the Columbia catalog, Burt is the composer, but it didn't sell well. A few years ago, Burt returned to his former career as a composer and producer, but this time he has a different approach. He has recorded a new LP of Christmas carols, which he plans to release next month.

Bid to Cardinal  
RICHMOND, Va.—Cardinal W. J. Pendergast, archbishop of Baltimore, has been appointed by Pope Paul VI to the See of Washington. The archbishop-elect has been serving as auxiliary bishop of the Diocese of Baltimore since 1962.

RCA Buys Master  
NEW YORK—RCA Victor Records has bought the master of "Forever Yours" by "Wake Up Heaven" by Debbie ... and most important — special service with a smile.

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STEREO

WINCHESTER CATHEDRAL

LAWRENCE WELK

SUMMER WIND
DANIELS IN THE MOONLIGHT
SINCE I LOST THE FUGU
FAMILY AFFAIR
WINDS OF WINDING ROAD
GUARDIAN
COPY CAT
WINCHESTER CATHEDRAL

ALFIE • Billy Vaughn

BILLY VAUGHN

SOMEBODY, ANY LONE - STRUMMED IN THE MOONLIGHT
THE CHARMING OF YOUR SMILE
DEAR LADY, SUNSET
SWAYS OF WIND AND WAVES
ALFIE - WHO'S SPOON
I WILL WAIT FOR YOU
MAINE INTERSECTION
ONE OF THESE DAYS
PEACE AND ROY

WINCHESTER CATHEDRAL • Lawrence Welk

(M) DLP 3774 (S) DLP 25774

ALFIE • Billy Vaughn

(M) DLP 3751 (S) DLP 25751

RHAPSODY FOR YOUNG LOVERS
Midnight String Quartet

(M) VS 6001 (S) VS 6001

PAT BOONE

WISH YOU WERE HERE
Buddy

(M) DLP 3764 (S) DLP 25764

THE SURFARIS

WIPE OUT
AND
SURFER JOE

AND OTHER POPULAR SELECTIONS BY OTHER INSTRUMENTAL GROUPS

(M) DLP 3535 (S) DLP 25535

THE GREATEST TALENT ON RECORDS

WISH YOU WERE HERE BUDDY • Pat Boone

(M) DLP 3764 (S) DLP 25764

WIPEOUT & SURFER JOE • The Surfaris

(M) DLP 3535 (S) DLP 25535

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On the occasion of his 25th Anniversary as an international recording artist, and his 20th year in association with London Records

MANTOVANI — the composer, the arranger, the conductor, the man

This exclusive Billboard section will trace Mantovani's many-faceted career from its early beginnings, through his rise to national prominence, and on to international fame ... with emphasis on his powerful and constant status in record sales throughout the world

A Major Editorial Tribute To A Major Force In The Record Industry

EXCLUSIVELY IN BILLBOARD

ADVERTISING DEADLINE: DECEMBER 30
Magid Gets 100

LOS ANGELES—Lee Magid, personal manager for Los Rawls for four years, received a $100,000 settlement from Rawls for alleged breach of contract. Under the settlement, Magid gained sole control of Los-Lee Music, a publishing firm formerly owned by Rawls and Magid. Magid also will continue to participate in commissions for radio and TV commercials by Rawls for Spur Malt and Ale. Complete payment is to be completed by Dec. 31, 1967. The dispute was settled by Mirkin & Barre, attorneys for Magid, and J. Talbert, Rawls’ attorney.

'Drummer' Rolls

NEW YORK—Seventeen record sets have slated versions of “Little Drummer Boy,” a Mills Music copyright, in their Christmas records, bringing the total records of the song to 76 since 1959, when the Harry Simone Chorale made it a hit. Among those artists just recording the song are Chet Atkins, Harry Mancini, the New Christy Minstrels, and the Four Seasons.

ASCAP Book Out

NEW YORK—ASCAP has published the third edition of its Biographical Dictionary, which includes brief biographies of about 5,238 members in the popular, musical theater, motion picture, symphonic and concert fields, more than twice the number of biographies published in the second edition. The dictionary was compiled and edited by Stanley Green of the Lynn Fuhrman Group, Inc. Copies may be purchased from ASCAP at $5.25 each.

Double Shot Disk

HOLLYWOOD—Libby Holden, an independent producer, is producing “It’s Sally’s Birthday Today” and “Don’t Send Me Away,” her own songs, for Double Shot Records with Four Below Zero. The group, which Miss Holden discovered and manages, also was signed by Double Shot.

London Distributor

Baltimore—J. M. Zarnowski has been named by London Records distributor for the Baltimore-Washington area and Virginia, Maury Rass will be sales manager for London at Zarnowski.
CBS France Stravinsky Year 1967 Big Year for Vocal Works

By IRWIN KIRBY

NEW YORK—Three complete recordings of Mozart's "Don Giovanni" may be released here next year. While only an Angel set has been scheduled, the opera also is being recorded in Europe by Deutsche Grammophon and Philips. Other opera releases include "The Tales of Hoffman" by Richard Strauss; "Der Rosenkavalier" by Richard Strauss; "The Magic Flute" by Mozart; "The Ring" by Wagner; "Pelleas und Melisande" by Debussy; "The Raven" by Janacek; "Porgy and Bess" by Gershwin; "The Magic Flute" by Mozart; and "Don Giovanni" by Mozart.

Among the other major vocal works due out next year are Mahler's Symphony No. 8 on Columbia and a new pressing of Handel's "Messiah" on Angel. Also, the initial 36-opera release by Everest from the Cetra catalog wouldn't really be ready until the first of the year. The two-record Mahler set features Leonard Bernstein conducting the London Symphony eight soloists, including M. Festvam, M. de Reszke, and G. Jones, and five choirs.

Expansion by Mace Started

NEW YORK—A major expansion plan is underway at Mace Records, the new independent classical budget line. The label is releasing the first two of six albums recorded in Rome by the Italian Opera Orchestra, conducted by Sir John Barbirolli, the first British conductor ever to record for Mace. The recording sessions were held in New York, in August.

Three Operas on Teldec Spurt

HAMBURG—Teldec has three new complete opera recordings on its classical best-seller list. All in the original language.

Pickwick Special

LONG ISLAND CITY, N. Y.—Several artists, notably included in a CBS, releasing taking advantage of that budget label. The set of five classical recordings includes two complete operas of Verdi's "Il Trovatore" and "Falstaff" (Tchaikovsky's "Symphony No. 4," and an LP of Rossini, Mendelssohn and Berlioz's "Les Troyens," and a single LP of "Les Troyens." The set also includes a complete recording of "Les Troyens." Teldec has just released two recordings by Joan Sutherland linked to her recent special price of $5.00 instead of the usual $7.00. This offer coincides with Leonard Bernstein's visit to Paris to conduct the Orchestre National in performances of Schubert's "Second Symphony" and "The Magic Flute" of Mozart.

The strong dramatic voice of soprano Chiara Caffi of Verona, Italy, delivered a powerful and strikingly emotive performance in the title role of "Le Rossignol" by Franck. The performance was broadcast live from the Opéra Garnier in Paris on November 26. The opera was conducted by Daniel Barenboim, who also directed the performance.

The English stage production of "Le Rossignol" was based on the story of "The Nightingale," a fairy tale by the Brothers Grimm. The opera was written by Ernest Chausson in 1898, and it is considered one of the composer's most important works. The opera tells the story of a nightingale who sings so beautifully that she wins the heart of a princess. The princess then marries the nightingale, and they live happily ever after.

The opera was performed by the London Symphony Orchestra, conducted by Sir John Barbirolli. The performance was recorded live at the Royal Festival Hall in London on November 26. The performance was broadcast live on British radio and television. The opera was also recorded for commercial release by Polydor Records.

The opera was sung in French, with the English translation projected on a screen above the stage. The English translation was provided by the composer, who was also the librettist of the opera. The opera was performed in the original French language, with the English translation projected on a screen above the stage.

The opera was performed in a small, intimate theater, with the audience seated in the center of the stage. The audience was able to see the performers clearly, and the sound quality was excellent.

The opera was performed in a small, intimate theater, with the audience seated in the center of the stage. The audience was able to see the performers clearly, and the sound quality was excellent.
1967 to Be A Big Year

Tito Gobi. The fourth side will consist of arias by Sullis, who also will appear on a London recital recording.

Heliodoro next month will have Carmen with Grace Bumbry, followed by a Schumann disk with Ernst Haefliger. He will be on an Epic recital and a Deutsche Grammophon set of sacred choral music with Maria Stader, Michel Roux and Kim Borg. An accompanying album, with Bumbry, will be Nicolai's "Te Deum" with Evelyn Lear, Stewart, Ralston,Evelyn Lear, and Evelyn Lear,

A Palestra Music and five Monets are planned on Archive. Vincenzo Bellini is conducted by Erich Leinsdorf, features Richard Tucker in arias, Miss Verrett, Bergonzi, Robert Merrill and Flagello. The "Rondine" is conducted by Francesco Molinari-Pradelli, includes Anne Moffo, Maryla Bartok, Maria Sandri and Miss Sciotti. Also tentatively on Victor's list is a recital album by Jacki MacMack.

The Vanguard "Orfeo," with Charles Mackerras conducting stars William Lewis, Victor Pears, and Terence Stith-Randall. Stated for release in late spring, the package offers a score, in Italian, which attempts to recreate Gluck's original version. The same principle being used by Cambridge in Monteverdi's "L'incoronazione di Poppea."

Abrahamsetat

Vanguard also is releasing Maurice Abravanel conducting Schubert's "Winterreise," the Utah Symphony Orchestra in Vaughan Williams' "A Sea Symphony," and other works.

On Evgeny will be held by World Broadcast and Charles Brown, "Schumann's Champs Anthems IV," both in single disks and as a three-record set, and two LP's of Bach cantatas.

Victor will release Handel's "Harmonious Blacksmith," as part of the label's recent agreement with the Handel Society of New York. Renata Scotto, Germaine Wartman, the opera also stars Miss Forrester and Miss Stith-Randall. Victor will debut Verdi's "La Traviata," starring Montserrat Caballe, Bergonzi and Sherrill Milnes. Georges Pretre is the conductor.

Angel is reading a Hugo Wolf recital with Elizabeth Schwarzkopf and Nino Rota with Corelli, while Columbia will have three Volpi diskings of Wagner, and a Volpi recital of Tchaikovsky.

Peter Pears will sing Schubert's "Winternacht" on London. Yvonne Cumbers will be the soloist on a Turna release of "Peaceful Serenade," conducted by Helming. A

Novente next month release a disking of Ravel's "Le Seradome," with Miss Addino and Brecher and Bacchus' "Harvest Cantata," the Chicago Symphony will record an album of rare Mo
cart, "Pastori e Pastre." Miss Winfield, of English, Chubbington's "Medea," with Elton Farrell is a strong pos-

ibility for release in Columbia's new budget line.

The Deutsche Grammophon "Deutsche Grammophon," conducted by Karl Bohm, stars Fischer-Dieskau, Nelson, Maria Arredondo, Miss Gobbi and Flagello. George London will be the Don in the Philips package. A Columbia version of "Das Lied von der Erde" with Eugene Ormandy and the Philh
delphia Orchestra will feature

Billion Song Story for week ending 12/17/66

BEST SELLING CLASSICAL LP's

This Week Last Week Title, Artist, Label & No.
1. OPENING NIGHTS AT THE MET (21-12" LPs) 12
   Various Artists, RCA Victor LM 2900 (M); LSC 2900 (S)
2. BERNSTEIN: WEST Side STORY (3-12" LPs) 12
   Leonard Bernstein, Columbia M 48034 (M); 48035 (S)
3. BIZET: CARMEN: ACT III (12" LP) 17
   Favorite Artists, RCA Victor LM 2576 (M); LSC 2576 (S)
4. WAGNER: DIE WALKURE (12" LP) 17
   Various Artists, RCA Victor LM 2767 (M); LSC 2767 (S)
5. Puccini: LA BOHEME (5-12" LPs) 10
   Various Artists, RCA Victor (Orch), (12" LPs)
6. SCHUMAN: RIVER (5-12" LPs) 10
   Yvonne DeLay, RCA Victor LM 3728 (M); LSC 3728 (S)
7. MWV: ANTIQUE ORCHESTRA, Various Artists, RCA Victor LM 3779 (M); LSC 3779 (S)
8. MOZART: CASKET CONCERTOS (12" LP) 10
   Favorite Artists, RCA Victor LM 2088 (M); LSC 2088 (S)
9. MEYERBEER: OPERA NO. 1 (12" LP) 10
   Various Artists, RCA Victor LM 2220 (M); LSC 2220 (S)
10. SCHUBERT: SONGS No. 1 (12" LP) 10
    Favorite Artists, RCA Victor LM 2304 (M); LSC 2304 (S)
11. SCHUBERT: SONGS No. 2 (12" LP) 10
    Favorite Artists, RCA Victor LM 2305 (M); LSC 2305 (S)
12. RAVEN: OPERA NO. 3 (12" LP) 10
    Favorite Artists, Columbia M 5415 (M); M 5416 (S)
13. CARUSO: ENGLISH ARTS (12" LP) 10
    Favorite Artists, RCA Victor LM 2309 (M); LSC 2309 (S)
14. MOLINARI-PRADELLI: GOUNOD: FAUST (12" LP) 10
    Favorite artists, RCA Victor LM 2310 (M); LSC 2310 (S)

Philips has just finished rec
cording the revised version of the composer's symphony No. 10 conducted by Bernard Mal
cnab, virtually in the same that the score used has not yet been published. The symphony is sub
titled "The Year of the Worker." New and authoritative edi
tions of Bruckner's symphonies are now being prepared by Professor Walck at Vienna University. He was still working on "Symphony No. 10" when Philips requested from him the final edition, the publisher, a copy of the score. From photos-copies of Bruckner's hand written score, Haskin was able to make the new symphony by his own score and orchestral parts.

UK's Mf's. on Bruckner Kick

LONDON — Renewed interest in the symphonies of Bruckner is becoming manifest in the releases of these works from British manufacturers. Conducted throughout Britain frequently include a Bruckner work.

Lili Chobakian and Richard Lewis, London, will issue "Rutigliano's Rosina" on one LP, with Margaret Elkins, Monica Sinclair, and Elizabeth Har

wood. Bonyone is the conductor.

BEST SELLING SEMI-CLASSICAL LP's

This Week
1. BEST OF THE BOSTON POPS—Boston Pops (Fiedler), RCA Victor LM 2805 (M); LSC 2805 (S)
2. RHAPSODY IN BLUE—Y. N. Philharmonic (Bernstein), Columbia M 5453 (M); M 5454 (S)
3. REVERE—Philharmonic Orch. (Ormandy), Columbia M 5795 (M); M 5796 (S)

NEW ACTION LP's

ART OF SERGE Koussevitzky (3-12" LPs)—Boston Sym. Orch., Victor VCM 1764 (No Stereo)
BEETHOVEN: SYMPHONIES NO. 9 & 10 (2-12" LPs)—Chicago Sym. Orch. (Orch), RCA Victor LM 2408 (M); LSC 2408 (S)
BRUCKNER: SYMPHONIES NO. 4 & 5 (2-12" LPs)—W. Berlin Sym. Orch. (Orch), RCA Victor LM 2773 (M); LSC 2773 (S)

WAGNER; GÖTTERDÄMMERUNG—Selection, Flagstaff-Fort, RCA Victor LM 2775 (M); LSC 2775 (S)

HOLIDAY SONGS—4 LP's)

5. CONCERT IN THE PARK—Boston Pops (Fiedler), RCA Victor LM 2677 (M); LSC 2677 (S)

A NEW MUSIC CONCERT SET

HOUSTON — The University of Houston and the Houston Symphony Society, in conjunc
tion with the Rockefeller Foun
dation, will sponsor a concert of new music at the university on April 25 along with open rehearsals. Full symphonic works, chamber pieces, compositions for string orchestra and orchestras may be submitted by Feb. 15.
COUNTRY MUSIC

England Swings to Country, Too

By HERB WOOD

NASHVILLE — As Roger Miller put it, "England swings like a pendulum do," and the musical pendulum in Great Britain is swinging to country. This is the feeling of England's Gordon Smith, who handles the c&w affairs of Keith Prowse Music, overseas representative of Al Gallico and Most-Rose publishing houses.

Smith, probably the leading proponent of country music in England, was in Nashville last week at the invitation of Al Gallico, publisher of "Almost Persuaded." Smith is seeking to interest country artists in personal appearance tours to England, not to the military bases as is the custom, but to concert halls and cinemas in the major cities.

"In order for country artists to have a hit record in England," says Smith, "they must make an appearance over there, on television, on radio and in person." Supporting his statement, Smith said that record companies in England do not release country disks there for two reasons: first, because there is no built-in promotion for the disk in the form of personal appearances and becoming a record simply will not sell in Great Britain without it.

28 Country Bands

To prove the inherent popularity of country music in England, Smith manages 28 different country music bands that are solidly booked in nightclubs throughout England and Ireland. Fuller Breweries opened five night spots in the Hammermith section of London to handle the overflow crowds that jammed the "country" clubs every night. The firm plans to build an ultra-plush nightclub in Piccadilly, which will feature country music exclusively.

The country music that is current

(Continued on page 52)

Oscar Davis Party Dec. 13

NASHVILLE — The Oscar Davis Rehabilitation Foundation will hold its annual party for the veteran c&w talent booker, manager and promoter, Tuesday evening (13) at 812 16th Avenue, South, Nashville.

Formed two years ago by Davis, Nashville friends, the DDRF, through its December parties, has raised money to pay for medicine, supplies and therapy for Davis, who suffered a stroke three years ago and has since been confined to a wheelchair.

Friends wishing to make a contribution to the Davis fund are asked to make their checks payable to the Oscar Davis Rehabilitation Foundation. Checks should be mailed to Mary Clare Rhodes, Trustee, 812 16th Avenue, South, Nashville, 37203.

LARRY A. MOEHLER, of the Nashville Association of Talent Directors, is committee chairman.

Nashville Scene

Epic's Bobby Vinton flew into Music City last week to cut some standards for producer BILLY SHERILL. A New York producer, Al Gallico, brought Gordon Smith in from England to view the country scene. Smith represents Gallico in Great Britain.

Judy Lynn came to town to wax sing and album material for Monument's Records and Pappy Daily, Ed Bruce, RCA Victor's new discovery, has his first release on the label with Kay Arnold's tune "Walker's Wood." Indie producer Jack Clement has announced the signing of Marty Shiner to an MGM recording contract. Shiner, formerly with 20th Century-Fox Hall records, has had previous hits with "Moonlight and "Peter Cottontail." RCA Victor's Chet Atkins signed for Parry Cato's "Kraft Special" to be taped Jan. 11 & 15. Eddie Arnold will also guest on the telecast, as will Randy Skaggs and Nancy Ames. The show will be aired in February.

Ben Cooper at it again. Shubert's here ago it he back in the studio, with Jack Clement washing the follow-up to "Almost Per- suaded No. 2." Monument's Billy Walker, hot on his Country Singer's Chart Single with "Bear

(Continued on page 73)
NOW BOOKING FOR 1967

THE
BUCK OWENS SHOW
"America's Number One Country Music Show"

STARRING
THE FABULOUS
BUCK OWENS
AND HIS
BUCKAROOS
"America's #1 Country Band"
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BONNIE OWENS
## HOT COUNTRY SONGS

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Week</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Somebody Like Me</td>
<td>Bill Anderson, RCA Victor 3663 (Baltimore)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>There Goes My Everything</td>
<td>Bobbie Gentry, Columbia 42539 (Hayward)</td>
<td>9</td>
<td>Billboard</td>
</tr>
<tr>
<td>Touch My Heart</td>
<td>Ray Price, Columbia 43975 (Mayflower)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>The Hurtin' All Over</td>
<td>George Jones, RCA Victor 9994 (Baltimore)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>The Game of Triangles</td>
<td>Johnny Cash, RCA Victor 8953 (Dixie Song, ASCAP)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Misty Blues</td>
<td>Bobbie Gentry, Columbia 42539 (Hayward)</td>
<td>8</td>
<td>Billboard</td>
</tr>
<tr>
<td>How Long Has It Been</td>
<td>Bobby Lewis, United Artists 50273 (Atlanta)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Sweet Thank</td>
<td>Roy Acuff, Columbia 39996 (Baltimore)</td>
<td>15</td>
<td>Billboard</td>
</tr>
<tr>
<td>Open Up Your Heart</td>
<td>Bob Dylan, Columbia 28095 (Baltimore)</td>
<td>16</td>
<td>Billboard</td>
</tr>
<tr>
<td>Unleashed</td>
<td>Hank Thompson, Mercury 72017 (Columbia)</td>
<td>9</td>
<td>Billboard</td>
</tr>
<tr>
<td>Don't Come Home a Drinkin'</td>
<td>Johnny Cash, Columbia 29204 (Columbia)</td>
<td>6</td>
<td>Billboard</td>
</tr>
<tr>
<td>Funny, Familiar, Forgotten Feelings</td>
<td>Don Gibson, RCA Victor 8975 (Kovert)</td>
<td>7</td>
<td>Billboard</td>
</tr>
<tr>
<td>I Get the Fever</td>
<td>Bill Anderson, Decca 31999 (Stelair)</td>
<td>17</td>
<td>Billboard</td>
</tr>
<tr>
<td>Bear With Me a Little Longer</td>
<td>Del Mcclennon, Monument 9011 (M)</td>
<td>6</td>
<td>Billboard</td>
</tr>
<tr>
<td>The Bottle Let Me Down</td>
<td>Hank Williams, Capitol 5748 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Bitter Blue</td>
<td>Dale Evans, Decca 22034 (4 Star)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Stand Beside Me</td>
<td>Dale Evans, RCA Victor 2811 (Opier)</td>
<td>9</td>
<td>Billboard</td>
</tr>
<tr>
<td>Where Is the Circus</td>
<td>Hank Thompson, Warner Bros. 5205</td>
<td>13</td>
<td>Billboard</td>
</tr>
<tr>
<td>Another Denim</td>
<td>Don Gibson, RCA Victor 2931 (M)</td>
<td>8</td>
<td>Billboard</td>
</tr>
<tr>
<td>Bad Seeds</td>
<td>Jan Howard, Decca 25064 (Shubert)</td>
<td>15</td>
<td>Billboard</td>
</tr>
<tr>
<td>Walk a Lot of Money</td>
<td>Wanda Jackson, Decca 22041 (4 Star)</td>
<td>16</td>
<td>Billboard</td>
</tr>
<tr>
<td>Long Time Gone</td>
<td>Jack Owens, Mercury 72018 (New Key)</td>
<td>11</td>
<td>Billboard</td>
</tr>
<tr>
<td>Where It's At Last Night</td>
<td>Wee Fink, Decca 23003 (Warner)</td>
<td>8</td>
<td>Billboard</td>
</tr>
<tr>
<td>Boom in Your Heart</td>
<td>Bill Anderson, Capitol 5790 (Warner)</td>
<td>19</td>
<td>Billboard</td>
</tr>
<tr>
<td>This Must Be the Bottom</td>
<td>Bill Anderson, Capitol 5790 (Warner)</td>
<td>8</td>
<td>Billboard</td>
</tr>
<tr>
<td>Give Me a Ring</td>
<td>Bobbie Gentry, RCA Victor 8933 (Pamper)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Call Her Your Sweetheart</td>
<td>Frank Ifield, Hickory 1415 (Kovert-RCA)</td>
<td>9</td>
<td>Billboard</td>
</tr>
<tr>
<td>Mr. Shorty</td>
<td>Marty Robbins, Columbia 48970 (Kovert)</td>
<td>5</td>
<td>Billboard</td>
</tr>
<tr>
<td>Seven Days of Crying</td>
<td>Johnny Cash, Columbia 42843 (Stadenfield)</td>
<td>7</td>
<td>Billboard</td>
</tr>
<tr>
<td>If the Whole World Stopped Lovin'</td>
<td>Jack Owens, Mercury 72027 (Stangler)</td>
<td>9</td>
<td>Billboard</td>
</tr>
<tr>
<td>Early Morning Rain</td>
<td>Johnny Cash, RCA Victor 024 (Warner)</td>
<td>16</td>
<td>Billboard</td>
</tr>
<tr>
<td>Apartment #5</td>
<td>Bobby Austin, Tally 002 (Dean)</td>
<td>11</td>
<td>Billboard</td>
</tr>
<tr>
<td>Blue Side of Lonesome</td>
<td>Chet Atkins, RCA Victor 58001 (Baltimore)</td>
<td>19</td>
<td>Billboard</td>
</tr>
<tr>
<td>Hotel Time Again</td>
<td>Johnny Bond, Decca 13016 (Columbia)</td>
<td>7</td>
<td>Billboard</td>
</tr>
<tr>
<td>Hurt Her Once for Me</td>
<td>Chuck and Brenda, Decca 32053 (Save Fire)</td>
<td>6</td>
<td>Billboard</td>
</tr>
</tbody>
</table>

## HOT COUNTRY ALBUMS

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist, Label, Number &amp; Publisher</th>
<th>Week</th>
<th>Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>Swingin' Doors</td>
<td>Neil Young, Capitol T 2295 (MG)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Another Country</td>
<td>Sonny &amp; Cher, Columbia 32051 (MG)</td>
<td>11</td>
<td>Billboard</td>
</tr>
<tr>
<td>The Hee Haw Show</td>
<td>Hank Thompson, Columbia LS 42050 (M)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Country Music Hall of Fame</td>
<td>Hank Thompson, Columbia LS 42050 (M)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Man, Woman or Child</td>
<td>Hank Thompson, Capitol 5773 (Columbia)</td>
<td>11</td>
<td>Billboard</td>
</tr>
<tr>
<td>He's Not That Kind of Man</td>
<td>Connie Smith, Decca 32053 (Baltimore)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Pour Some Sugar on Me</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>When the Stars Go Blue</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>The Streets of Baltimore</td>
<td>Billy Ray, RCA Victor LS 42050 (M)</td>
<td>13</td>
<td>Billboard</td>
</tr>
<tr>
<td>Close Together As You and Me</td>
<td>Marty Robbins, Mercury 72027 (Stadghen)</td>
<td>8</td>
<td>Billboard</td>
</tr>
<tr>
<td>Breakin' the Rules</td>
<td>Hank Williams, Columbia LS 42050 (M)</td>
<td>10</td>
<td>Billboard</td>
</tr>
<tr>
<td>Country Music</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Cryin' to Be Whole Again</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>Baby Baby Baby</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>I Still Love You</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
<tr>
<td>You're a Lucky Man</td>
<td>Van Morrison, Warner Bros. 72017 (Columbia)</td>
<td>12</td>
<td>Billboard</td>
</tr>
</tbody>
</table>

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**Billboard Special Survey for Week Ending 12/17/66**

**Hot Country Sides**

1. **Swimming Doors**
2. **Another Country**
3. **The Hee Haw Show**
4. **Country Music Hall of Fame**
5. **Man, Woman or Child**
6. **I Still Love You**
7. **Breakin' the Rules**
8. **Country Music**
9. **I Still Love You Again**
10. **Swimming Doors**
11. **Another Country**
12. **The Hee Haw Show**
13. **Country Music Hall of Fame**
14. **Man, Woman or Child**
15. **I Still Love You**
16. **Breakin' the Rules**
17. **Country Music**

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**Billboard Special Survey for Week Ending 12/17/66**

**Hot Country Albums**

1. **Swimming Doors**
2. **Another Country**
3. **The Hee Haw Show**
4. **Country Music Hall of Fame**
5. **Man, Woman or Child**
6. **I Still Love You**
7. **Breakin' the Rules**
8. **Country Music**
9. **I Still Love You Again**
10. **Swimming Doors**
11. **Another Country**
12. **The Hee Haw Show**
13. **Country Music Hall of Fame**
14. **Man, Woman or Child**
15. **I Still Love You**
16. **Breakin' the Rules**
17. **Country Music**

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Written by attorneys Sidney Shemel and M. William Krasilovsky. Edited by Lee Zhito, Editor-in-Chief of Billboard magazine.

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that artists, Nashville is a city where country music was born. The steel guitar sound that is prevalent in country music is de-emphasized in the English version, employed mainly as a background effect. Smith stresses the rhythm, using a modern drumbeat familiar in many pop tunes.

Smith brought many demonstration disks and tapes with him and had them played for the major A&R men in Nashville, Chet Atkins, Jerry Kennedy and Paul Cohen all expressed an enthusiasm for the material penned by young English composers, as did the many others who heard the demos. As Al Gallico said, "The same trend that happened to rock and roll in England will happen to country music over there. The kids will experiment with and improve on country music as they did with rock and roll, and eventually they'll bring it back to the U.S."

Gallico feels, and rightly so, that such a trend would strengthen country music both here and abroad.

Here's the Problem

The problem, as Smith sees it, is to convince American country artists of the solid potential that England holds for a personal appearance tour. "Johnny Cash went over to England in May," says Smith, "and played a show to over 5,000 audiences in every major city." The same reception would be given to all the country stars that toured the British Isles, according to Smith.

Smith stated that any artist that appeared in England, first and foremost, would automatically have a hit record in the English charts. The theory will be tested in February when David Houston tours the British Isles. CBS Records, distributor of Epic records overseas, will hold up the release of Houston's latest single until his appearance there. If the theory holds true, "Loser's Cathedral" will be bigger than Houston's "Almost Persuaded" single, which sold little at home.

Listening to a California song, says Smith, would automatically have a hit record in the English charts. The theory will be tested in February when David Houston tours the British Isles. CBS Records, distributor of Epic records overseas, will hold up the release of Houston's latest single until his appearance there. If the theory holds true, "Loser's Cathedral" will be bigger than Houston's "Almost Persuaded" single, which sold little at home. If the theory holds true, "Loser's Cathedral" will be bigger than Houston's "Almost Persuaded" single, which sold little at home.

The Customer's Always Right

Listeners have flipped over the other side of "Where Could I Go? (But to Her)" so we've flipped, too. David Houston has a Town & Country/Pop smash rolled into one with his latest single.

David Houston

"A Loser's Cathedral"

5-10102

NASHVILLE SCENE

* Continued from page 48 *

With Me a Little Longer," will spend the holidays with his family in Waco, Tex., after taping a "Swinging Country" segment Dec. 22. Connie Smith, her husband Jerry and son Darren Justin, will also spend Christmas at home in Warner, Ohio. . . . Happy birthday to WWVA Radio, Wheeling, W. Va. The 50,000-watt, broad- casting full-time country music, is celebrating its 40th anniversary this month . . . Four-year-old Dale West, son of Dottie West, makes his second LP appearance on his mom's new RCA-Camden album, "Dottie West and the Heartaches." The cute and talented singer has also appeared with Dottie on Ralph Emery's TV show . . . Country Charley Pride, first Negro to record country music for a major label, is hot on the charts with his single, "Just Between You and Me," and his LP, "Country Charley Pride," both star performers on this week's B.B. King-Frankie Laine, first gospel LP for RCA Victor, last week, singing a collection of well-known hymns. King is also slated to wax a religious album for RCA Victor, his first for the label, in January. He had two successful gospel albums for Columbia . . . Also in Music City for the pre-holiday recording rush are Bobby Bare and Dave Dudley.

Mullins Bows Pub

CINCINNATI—Ted Mullins, songwriter and arranger, has formed his own publishing firm, Mayflower Publishing Co. (BML), with headquarters at 2506 Herndon Avenue here. Mullins was a partner in the former Wonder Records label, which recorded his originals, "Sermon on the Mount" b/w "Sunshine on the Other Side,"
High Riding Philips Ready, Willing And Able To Peak Business in '57

Lineup Grows For S. R. Fest

CBS Mexico in Yule Spirit With Release of 10 Albums

Schrade New DUSA Mgr.; Atlantic Is Added to Roster

Music Exhibition Opens in Milan

GOLD DISKS TO NANCY, FRANK

Music Exhibition Opens in Milan

CBS Germany, Magazine Tie
VOUGE HOLDS WAY-OUT FETE
PARIS — "Hyperno Music" — music of the year 2000 — was launched by Vogue Records when they gave a reception to introduce their new "wayout" pop artist Jean Bernard de Liberville whose first EP "Justaposition 210" has just been released.

De Liberville, 17, is described as a poet who specializes in abstract and surrealistic music. Much use is made on the disk of electronic effects and the sleeve note is printed backwards so that it has to be read in a mirror.

Yaskiel Exits Deutsche Vogue

COLOGNE—Deutsche Vogue announced that Lawrence Yaskiel has exited as international manager and press chief for the firm. An earlier announcement by general manager Roger Liffler and Yaskiel was leaving the Deutsche Vogue and had been placed on leave until the end of the year.

In the latest announcement, business manager Jean-Jacques Finsterwald said that after further study of the situation the Deutsche Vogue management decided to dismiss Yaskiel, effective at once. Aside from his duties at Deutsche Vogue, Yaskiel has been writing lyrics for songs.

Distrib Pact Inked by DGG

HAMBURG — Deutsche Grammophon. Gesellschaft has just signed a contract with Dutch Grammophon Kopenhagen to distribute the Storyville and Sonet labels in Europe, effective Jan. 1.

Artists on the Storyville label include Christ Barber, Pappi Boo, George Lewis, Bunk John- son, Louis Jordan, Milt Jackson, Grover Jack Dupree; on the Sonet label: the Defenders, the Folk- Laos, the Cygnet, and the Robert Rachel Raisenini, as well as Modern Jazz with Charlie Parker, Bud Powell, and Maxine Shepp.

Grammophon will distribute Storyville under the original label, but Sonet recordings will appear under the Polydor label.

Sir John Tour, Electrola Tie

COLOGNE — Electrola is giving all-stops-out promotion to Sir John Barbara's German tour as a sales vehicle for his records recently released.

Cities on the Barbarillo-Halle tour will be Amsterdam, Antwerp, Brussel, Eindhoven, Hanover, Hamburg, Kassel, Frankfurt, Nurnberg, Dusseldorf, and Munich.

The four recordings are "Sinfonia-Antarctica. No. 7" by Vareffiff; "Rolle" by Richard Landl; "Paragaret Ritchie, soprano, and a recollection of the Haskins with organ; Elgar's "Symphony No. 2 in E Flat, Op. 63" and "Furioso Op. 68"; "The Dream of Gerontius" by Elgar with Richard Lewis, tenor; Janet Baker, contralto; Kim Borg, bass; the Halle Choir, Stephen Philharmonic Choristers; and Ambrosian Singers; and Schubert's "Symphony No. 9 in C".

Music-Faser In Disk Field

HELSINKI—Music-Faser, a leading Finnish entertainment firm, has formed a separate record company, Finnelly. The disk operation will now be run independently from Music-Faser's publishing agency and insect activities.

Roger Linberg has been made president of Finnelly, which takes over all activities of Music-Faser's record department. Among foreign labels represented for Finland are Aram, Barley, CBS, Decca, Philips, Pye and Ryimi. Osma Ruuskanen is in charge of ad and sales at Finnelly. Production of local recordings is Toivo Karki.

Units in 55% of Dutch Homes

By BAS HAGEMAN

AMSTERDAM — For the first time, more than half the homes in the Netherlands are at least one record player. And many of them possess two, one for classical and folk recordings and the other for the single collections of the younger members of the family.

It is now estimated that 55 per cent of Dutch homes are equipped with record players. This represents a growth of 22 per cent over the past year and is spite of the disappearance of the 45-rpm 7-inch record player in a manufacturer's big campaign to promote record sales by a low-price record player sponsored by CCGC, the joint retailer-manufacturer promotion group.

Philips this year conducted research into which families used record players most. It found that 52 per cent of families with children had a record player, while the percentage for childless families was 48.

Current retailing reports indicate a continuing increase in the sale of record playing equipment with the accent on the medium price ranges.

PHILIPS PRESIDENT director general Georges Meyerstein-Maigret announced the success of the Philips 19.95 campaign at a press luncheon at the Ledeyen Restaurant. Paris. Seatad, left to right, are Andrew Cooper, Philips' London sales manager; Jacques Peckham, Philips star Sheila, Sheila, and Philips Vice-President Hazen.

EMI Stockholder

MEXICO CITY — EMI is the principal stockholder in Pathe-Marton, not Discatron, Ltd. as reported previously. EMI owns 88 per cent of its French subsidiary.

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INTERNATIONAL NEWS REPORTS

MONUMENT TO BOW IN SYDNEY

SYDNEY, Australia — Monument Records bowed here Nov. 21 on its own logo in record retail outlets under the U. S. label's new deal with Festival Records. Festival's newly formed New Zealand operation will launch Monument there in January.

A heavy promotion drive in all states has been scheduled by Festival to launch the Monument product, including color point-of-sale show cards, illustrated release sheets, and exposure of the product on radio and TV. The product includes artists such as Boots Randolph, Roy Orbison, the MGM soundtrack, "Around the World Under the Sea," Dave Parker, and the Knightsbridge Strings. Singles have been selected from the soundtrack and the Randolph albums.

Pye and Astor in M.P. D. Ltd. Deal

MELBOURNE, Australia — Astor Records has concluded a deal permitting Pye Records to record M. P. D. Limited exclusively during the Australian group's stay in England. As part of the agreement, Astor Records, which distributes the Go! label, retained exclusive Australian rights to the M. P. D. Limited product recorded by Pye. John Schroeder and Tony Hatch will produce a material the group will wax for Pye. "Little Boy Sad," which was released on the Go! label, was the first Australian hit for the three Melbourne youths.


A 20-Album Series Will Mark Arc Sound's Centennial Year

TORONTO — Arc Sound, Ltd., President Phil G. Anderson has announced the company's centennial year project, a series of some 20 albums spanning a wide variety of Canadian-flavored material, to be released on the special Arc Centennial Series label.

The first half-dozen releases, scheduled for the first quarter of 1967, include "This Land Is Our Land," by the established folk group, the Travelers, and by old-time fiddler Ned Landry; Indians Dave Broadfoot, recorded live at Mother Marini's in Montreal; a unique album by the Ojibwa Choir from Curve Lake Indian Reserve, performing tradition hymns in the Huron tongue, accompanied by drums; "Centennial Polka Par- ty" by Walter Ostanek and his orchestra, made up of polkas most popular in New Cana- dians; "Expose '67" (the title spoofs Expo '67, the World's Fair in Montreal) by the singing satirists, the Brothers-in-law, and a fourth album by TV and disk favorite, Catherine McKin- non.

Also in the series will be an album by the Hart House Glee Club of the University of Tor- onto, performing new material commissioned by the Glee Club for centennial year.

The special series will retail at $2.50 mono, $2.98 stereo.
Top 10 List to Mark RSI's Bow in Italy

MILAN—RSI is being hailed in Italy as the first list of 10 top Italian singles. Gennaro Ruscito, Bill-
board editor, and Roberto Cesari, managing editor of Radio Televisione Italiana, will select the pop rec-
ords each month for subscribers through RSI, a leading Italian radio network. Subscribers include record compa-
nies, record manufacturers, and music publishers. Ruscito's duties in-
clude notifying every company of the winner, and the list needs to fulfill orders for subscri-
bers.

He will also write a newslet-
ter explaining what activity the disk or song is producing in Italy, and will provide infor-
mation on the popularity of songs in Italy.

The list will be published on the 10th of each month, and will feature the five most pop-
ular songs in Italy, as chosen by the Italian music industry.

Contact Music for more informa-
tion and subscription details.

MEXICO CITY

The First Latin American Song Festival, in Mexico City, Dec. 11, a.

Grand prize has been awarded for the song “La Vida Es Bella” by

Bobbi Heff (Philips) New York.

Bobbi Heff's Immediate label w:

Austral, and a Spanish label will

his first single, “What Is This Feeling?”

Bobbi Darin completed his third

Housey and will release a BBC-

TV special this week, before

Flying back to America later this month.

December 17, 1966, Billboard

From The Music Capitals of the World

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INTERNATIONAL NEWS REPORTS

From The Music Capitals of the World

TAVI

Dav Zevra, managing director of Columbia Records, said Tuesday that the company would not extend the contracts between the singer and the label. The production will be "Snow White and the Seven Dwarfs" and "Pinocchio," according to the label.

GERMANY

The Bonn government has announced that it will not extend the contracts between the singer and the label. The production will be "Snow White and the Seven Dwarfs" and "Pinocchio," according to the label.

NEW YORK

Godfather Liederbahn, president of Grand Union Records, was named chairman of the newly formed Record Industry Council of the 35th annual United Nations Fund America evening. At the Sound Foundation of America's 10th annual "Music at the Presentation" event, nine recording artists and producers were honored for their contributions to the music business.

NEW ORLEANS

A new national radio station, "New Orleans Talk and Music," will be launched at the annual New Orleans Radio and Television Show in New Orleans Oct. 20. The station will be the first of its kind in the United States.

U.K.

The British government has announced that it will launch a new national radio station, "New Orleans Talk and Music," at the annual New Orleans Radio and Television Show in New Orleans Oct. 20. The station will be the first of its kind in the United States.

CBS to Produce In Scandinavia

STOCKHOLM — CBS will produce records in Scandinavia, launching a new division called "CBS Scandinavia." Swedish singer who has just completed a European tour, Anni Fisker, was formerly with the Scandinavian Grammophone Company.

The songs on the EP are "Tusen Och Natt" ("Strange Old Night"), "Nan Stunt Nan Gann" ("Lana's Theme"), and "Midnattens Drottning" ("The Queen of Love") as well as "Gammalvandra." The EP rec

Adenauer's Top Tunes on Album

BONN — Former Chancellor Konrad Adenauer has given a boost to the Bonn republic with a Philips' recording of "Konrad Adenauer's Lieblingsmelodien." The chancellor's favorite melodies include the works of Antonio Vivaldi, Johann Sebastian Bach, and Beethoven. Adenauer long has been renowned as West Germany's most vocal classical music enthusiast.

Adenauer collaborated with Philips on the record primarily in the interest of Germany's senior citizens, specifically Commissioner Gordon Lightfoot, who believes that good music can contribute much to the enjoyment of life.

Adenauer plans to distribute the disc to the disabled and to use his share of sales proceeds for projects on the aged.

from Boone in the U.S., having climbed the country's charts, is now moving into Europe, with the label's imprint being sold to MCA. He is also planning to release a new album with the label's imprint being sold to MCA. He is also planning to release a new album with the label's imprint being sold to MCA.

JAY-GEE IN EUROPE DEALS

LONDON — Elliot Blaine, Jay-Gee international director, set reciprocal deals with companies in Italy, Holland and Britain during his three-week tour (Billboard, Nov. 19).

Blaine, now back in New York, reported here that he had also acquired masters from Italy and the U.K. in the U.S. release. He declined to name firms, pending completion of the deals.

Blaine on his first visit to Europe, visited London, Berlin, Hamburg, Rome, Amsterdam and Paris and noted a ready acceptance of American prod-

...you should see.

PHILIPS ALBUM ON MUSICAL COLLEGE

HAMBURG — Philips has produced a special LP — "The Concert of Literature" — to support the German Presidium's efforts to preserve the best of musical knowledge at Bayreuth.

The school (Phono-Fachschule), housed in Festspiel Castle at Bayreuth, trains rec-

...you should see.
The Music Lesson Explosion And Instrument Sales Boom

CHICAGO—There was an unexpected demand for music lessons and instrument sales here. The recent technology boom in music-making has provided fuel for this increased interest. Parents are looking for ways to keep their children entertained and engaged, and music lessons and instrument sales have seen a significant rise.

Music Merchants Association figures on what Americans were spending on music lessons and instrument sales. Parents are spending more on music lessons and instrument sales than ever before, with a 21.5% increase over the previous year. Auto radios were up only 1.6% in September's figure. Auto radios now account for 3.0% of September's sales figure, compared to 2.5% in September last year.

Color TV moved to 73.6% of total sales. Last year's percentage was 71.8%, and TV sales now account for 23.8% of September's sales figure, compared to 22.9% last year.

FM Radio Sales Up

NEW YORK—Sales of FM radio receivers, already enjoying a high growth rate, are expected to increase substantially due to the anticipated launch of FM radio in many parts of the country in the near future. The FCC has announced that it will begin granting licenses for FM radio stations in the next few weeks, and it is expected that the first FM radio station will begin broadcasting in January 1968. This will result in a significant increase in the number of FM radio receivers.

Keepin predicts that FM radio will soon become a major factor in the radio market. The demand for FM radio receivers is expected to grow significantly, especially in areas where FM radio stations are already operating.

EIA Sales Figures

Keepin's estimates and enthusiasm for FM radio's future is substantiated by the recent announcement of a new sales figure by the Electronic Industries Association. Cumulative distributor figures for the first nine months of 1966 show FM radios at 2,598,358, or 37.0% of total sales, compared to 24.1% over the same period in 1965. FM sales were 2,487,872 in September, a 21.5% increase over September last year.

Other increases in radio distribution are the result of the growing appeal of home entertainment. Sales of portable radios are also on the rise, as more families are looking for entertainment that can be enjoyed at home. The growing popularity of FM radio and the increasing number of FM radio stations are expected to continue to drive sales growth in the FM radio market.

Tape Recorder Industry Boom

NEW YORK—Increased consumer acceptance of easy-to-operate, moderately priced, quality tape recorders is responsible for soaring volume in the tape recorder industry, according to Wybo Semmelink, vice-president of National American Philips Co., Inc.

Sammelink, manager of Philips' Norelco High Fidelity Products, predicts a 20% gain in unit sales for the industry next year. He noted that the tape recorder industry is second only to color television in terms of growth in the home electronics field.

"It appears that the tape recorder industry is here to stay," said Semmelink. "Last year, the industry sold 12 million units, and we are predicting sales of 14 million units this year." The industry has been growing steadily, with sales reaching a peak of 11 million units in 1965.

The entry of a number of major, full-line consumer electronics manufacturers into the tape recorder market is expected to contribute to the industry's growth. The industry is expected to experience a significant increase in sales, with sales of 14 million units predicted for 1967.

MUSIC MACHINE, the group with "Talk Talk" moving up on Billboard's Hot 100, are seen here signing product endorsement contract with Harriett Hampton, national promotion director for Vox. Members of the group are: Sue Scharf, lead singer; Jack Gage, rhythm guitarist; Doug Rhodes, organ and flute; Keith Olsen, bass guitarist.
ESTEY Musical Instrument Corp. sales supervisor Mrs. Veronica Gross with a 521P portable organ. After Mary De Lourdes (left) and Sister Mary Benigna, both of the Monastery of Mercy, were among Y-Town winners at the International Commodity Show held recently.

The Music Lesson Explosion
• Continued from page 58

They were playing 4 million organs, $85,000 in 1955. They were playing 6,650,000 drums and harmonicas, contrasted with 2,800,000 ten years earlier. They were playing 3.7 million woodwind instruments, compared to 2.2 million a decade earlier. The brass instrument figures were about the same as woodwind.

The number of players was expected to increase markedly this year on all instruments, according to a recent study.

Muster music teacher Shichi Sezuki has developed new techniques for teaching stringed instruments, believes that the same principles and three-year-olds may be started on any instrument. And a Dutch market has developed for handcrafted guitars.

"More than 30 years ago," Suzuki said, "I suddenly realized that all children throughout the world can speak their native language with the utmost fluency. This linguistic ability is the result of a method which has been in continuous practice throughout human history. So I said, "Why can't they learn music the same way?"

Music educators agree that teaching technique as revolutionary as the new amplified instrument has greatly increased the exposure to popular music.

Educational television is playing an important role in this movement. Laura Weber, expert folk guitar instructor, commented on the success of her classes on WTTW, the Chicago educational TV channel. She had previously taken students through beginning guitar and followed with an intermediate course, a study guide was made available to students.

NORTRONICS Co., Inc. is offering a Head Start kit keyed to promotion of tape recorder and replacement care. Model here signifies: "Tape, Roger, were near corder Owner Ought to Have His Head Examined."

DECEMBER 17, 1966, BILLBOARD

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MUSIC CHRISTMAS CARDS. CARDSONS INC.


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n 1010/Price Ave., Cleveland, Ohio 44115


call: 216-721-8200

INTERNATIONAL EXCHANGE

ALL ENGLISH RECORDS BURSTED BY

American buyers. All new 78's available. All brand names, 3 cent postage. Full address, pictures, all descriptions, all prices. We have thousands of records from all countries.

FIRST-CLASS GUARANTEED AIRMAIL

service on both sides in the U.S. Write today for free catalog and postal rates. NO CASH PAYMENT. NO CASH DISCOUNTS.

WANTED URGENTLY

8-Track Ampex Recorder.

Write With Price and Earliest Delivery.

BOX 297, Billboard 188 W. Randolph St., Chicago, Illinois 60601

SING TO THE WORLD

"In a survey conducted by Hit Fashions, a top music industry publication, it was revealed that 1.2 million records were sold in the United States alone."
PT&T's Security Problems Are Parallel to Your Own

By EARL PAIGE

LOS ANGELES — Operators at the 1966 National Automatic Merchandising Manufacturers Association's Western Conference security workshop here heard Los Angeles police commissioner Henry Kerr say, "It's difficult for me to admit telephone burglaries are up 250 per cent in the Los Angeles area, but I would be less than truthful if I didn't.

Kerr explained that the conviction was all the more embarrassing because snorted next to him during the five-man panel discussion was Herbert Kinsel, senior special agent, Pacific Telephone and Telegraph. Kinsel was put on the spot, too, when panel moderator Sidney S. Kallick, Western NAMA Council, explained the material developed at the national NAMA security workshop session and reminded him of the seriousness of PT&T's problems.

Kinsel said, "I would estimate that our losses are more than 1 cent per phone.

This answer didn't satisfy Kallick, who pressed the executive for more specific figures. Kinsel then disclosed that he was talking about 45,000 telephones in the Los Angeles area and an additional 100 instruments in outlying suburbs under WAT.

"The figure in terms of money is quite high," Kinsel said.

He added, "I think all the strong-arm and lock-pick boys have moved here for the winter." But two other members of the panel, Thomas Boone, Boone's Vending, Roseburg, Ore., and Clark Brawley, Rowe Automatic Vendors, San Diego, Inc., said that not all of the West Coast's crooks were concentrating only on telephones.

Internal Security

While emphasizing the security to instruments that range in cost from $82 to $120 the telephone company dearly, Kinsel also spoke of PT&T's internal security problems. He was asked specifically about the collector who may report four break-ins on a day's route, of which only three were actual burglaries.

"This can happen, of course," Kinsel said, "and a collector can also fail to substitute the empty magazine when he pulls out the full one and back a day later in the day and takes the loose coins that have accumulated in the bottom section and then put in the empty box. This is why we employ supervisory personnel who spot check routes, and other supervisors to check on the supervisors.

A number of interesting areas were explored during the session that went beyond its planned duration. In the main, panelists discussed internal, rather than external, security problems. Said Kerr, "Too many firms and employers are afraid to look on the dark side of society, but it's fairly usual about admitting our own inadequacy. So we do not report a dishonest employee, but just quietly dismiss him. This," said the police chief, "seems, doesn't solve the problem."

Brawley agreed when he offered, "There is nothing more demoralizing in our industry and in our firms than internal dishonesty." The San Diego operator, whose firm deals not only in full line vending but also in coin-operated laundry locations, believes each company should have a security consultant, a definite security procedure and should employ the polygraph.

"I'll probably be very unpopular by introducing the subject of polygraphs," Brawley said, "but we have used this system extensively and have found it effective.

(Continued on page 51)

ACORN JOINT HEADQUARTERS

Los Angeles

ROBERT L. KENDALL, President

HERBERT N. CADE, Secretary

BRUCE C. WRIGHT, Treasurer

JACK HARPER, president of Rowe Manufacturing, right, attentively listens to George Ruby, Ruby Vending, La Mirada, Calif., during Western NAMA trade show in Los Angeles.

R. F. JONES, president of Steel-made, Inc., passing with one of the company's executives at the firm's Western NAMA exhibit.

R. F. JONES, president of Steel-made, Inc., passing with one of the company's executives at the firm's Western NAMA exhibit.

NORTHWESTERN

Model 60 Bulk-Pak

Will not skip or jam because of specially designed wheel and housing. Holds 100 individually wrapped FLEXXELS BUBBLE TAG GUAM, the most popular in bubble gum. Wrappers include comics, fortunes and premium redeempts. Bulk loading.

BIRMINGHAM VENDING COMPANY

339 Second Ave., North

Say You Saw It In Billboard

OFFICE: 205-852-3550

YOU COUNT MORE WITH OAK

THE OAK VISTA MODEL CABINET MACHINE

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES! Damaged panels can be replaced with ordinary double strength window glass from any local hardware store or glassier. The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading panels from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.
Security and the Operator

• Continued from page 60

found that it is far the best deterrent to employee dishonesty.
Brawley uses invisible ink and detailed an anecdote in which he confronted an em-
ployee who had a quantity of quarters with Brawley's initials printed on the coins in invisible
ink.

Brawley's mention of the invi-
visible ink episode elicited some rather heated audience response with one man shouting out,"Where's that man now?" When Brawley replied that he wasn't sure, the interrogator said, "You mean he's probably stealing from somebody else now?"

"I mean," he said, "I don't know what happened to him after we turned him over to the San Diego police." Brawley squealed.

Another audience participant challenged Kerr on recent sentences of convicted felons and asked for a definition of mas-
demeanor as against a felony.

"Why can't there be a change in the classification of a mis-
demeanor," the operator asked. "If a man gets only 60 or 90 days, you don't break the law again."

"The same applies to a felony convicted," Kerr replied. "If he's up for one or two years he might still come back into society and start stealing again. As far as disregard on sen-
tences," the commander said, "this depends on the circum-
stances. You may not agree with a sentence, but even if a judge continually lets people off with light sentences you can't do much about it."

First-Time Offender

Other questions and further discussion revealed that most

internal security problems in vending companies concerned not the habitual criminal but the first-time offender. Kinsel said most of FKT's applicants were young men with no previ-

ous record.

It was Boone, a smaller op-
erator from Oregon, who vol-
unteered. "You have to remember we put the temptation on our collector's hands. It's up to each of us to develop security systems with this in mind."

Boone, in detailing his own security set up in Roseburg, mentioned a number of separate safeguard procedures and said, "The first thing operators should do is gain the support of the local law enforcement agencies. Call them in and they'll suggest many things you will overlook or not realize."

Boone, who has his vehicles equipped with burglary alarms and special heavy duty locks, installed a rotating team of guards on the headquarter's building. He said that the day after making this installation, one of the burglars police arrested.

NAMs Forms Plan Group

CHICAGO—A group of 12
men have agreed to serve as a special blue-ribbon long-range planning committee to report to the board of directors of the Na-
tional Automatic Merchandising Association. Past NAMA presi-
dent Thomas B. Donohue, of U M C Industries will serve as chair-
man. The committee will study the vending industry's cur-
rent and future needs in line with NAMA's role in serving its
members.

Committee members are:
Wagner Van Vlack, Interstate
United Corp.; George Arnesson,
Vendo Co.; K. Cyrus Melikian,
Rudd-Melikian, Inc.; Wallace T.
Collett, Servomation-Tibbles;
William H. Martin, Automatic
Candy Co.; David D. Dayton,
ARA; William C. McConnell Jr.,
Servomation of New Eng-
lond; Todd A. Ebbers, Canteen
Corp.; Frank Lodewick, Stand-
ard Brands Sales Co.; Meyer
Gelfand, The Macke Co.; Charles
H. Glueck, The Charles
Corp.; Virgil Gladshe, ABC
Consolidated Corp.

Say You Saw It in Billboard

Please such complete information and prices on North-
western's SUPER SIXTY Ball Gum-Charmes
Vending Model Illustrated at well as other North-
western machines.

NAME
COMPANY
ADDRESS
CITY

Fill in coupon, clip and mail to:
T. J. KING & COMPANY
2370 W. Lake St., Chicago 2, Ill.
Phone: KI 3-3091

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 3c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Missed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 520 count and 500 count Candy Coated Baby Chicks; Leatiers; Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Sup-
plies, Route Cards, Charmes, Capsules, Cast Iron Stands, Wall
Brackete, Retractable Ball Pen Pens, new and used Vendors.

Write: T. J. King & Co., for prices and our new 12-page catalog.

MANTEL GUARANTEED
USED MACHINES

MACHINES, 1/2, 1/4, 1/8, 1/16, 1/32, 1/64.

UNITED STATES, CANADA, MEXICO.

TAKING OFFERS ON ALL MAKES OF MACHINES.

CHARM THE KIDS
with Northwestern's
SUPER 60 CAPSULE
VENDOR

Charm attact kids — and kids mean profits! Large
capacity globe and front-
mounted plastic showcase
displays charms. Up-to-date
design gives you an attrac-
tive unit that's in swing with the younger genera-
tion. Proven mechanisms, wide also and footpoot
closeout! Lower prices on one-
A-O. No skipping or crushing
of merchandise! Start moving
to the Profit Center! Check this
advantageable offer. Wire, write or phone for complete
details.

IMMEDIATE DELIVERY
World Famous VICTOR
Standard TOPPER

1c or 5c For Ball Gum and Charmes.

Available for Peanuts and Ball Gum Charmes.

Packed and said 4 to a case.

Stamp Foldes, Lowest Prices, Write
MEMBER NATIONAL VENDING MACHINES, INC.

IVESTOR SALENS AND> SERVICE NOT MANDITEL

NORTHWESTERN

2904 & 5025 W. Madison, Chicago, Ill.

Copyrighm 1966, BILLBOARD
It has been a busy year in the courts and State legislatures of our land. Some of the activity, though directed toward a limited jurisdiction, has long-term significance for the coin machine industry. Unfortunately, we focus on two such actions this week. Both happened to be set in Wisconsin. One action has considerable bearing on the future of coin-machine-mounted advertising. The other sets a favorable fair-pricing precedent of particular interest to the vendor.

ORLANDO, Fla.—A spontaneous impulse caused the Dec. 2 damage beyond repair the new line of Kirk Electronics here but the company's plans for production and distribution of the Minuteman tape cartridge jukebox will continue undiminished.

"Though the building was not demolished," said president John A. Kirkpatrick, a former operator who has developed and is placing in distribution a non-securing coin-operated "kiddie" game, "we will abandon the plant. Mainly it is the inventory that we had assigned to the Kerno Corp. here.

We have sufficient stock with our distributors to fill all orders," Kirkpatrick said. "We were fortunate to have built up some back-up inventory.

As first reported here Oct. 8, Kirk Electronics is in production with the first cooin-operated music unit utilizing the tape cartridge. Kirk is delivering first models of a 4-track hideaway unit with wall boxes. It is set for nickel play, offering three minutes of tape tunes. The music on the cartridge may be varied according to type of location—pop or easy-listening.

Kirkpatrick has disclosed that (Continued on page 70)

CMMA Hosts Government Figures

LOS ANGELES — More than 600 paid persons attended to the California Music Merchants Association at its 15th anniversary dinner-dance (2) here at the International Hotel. The largest audience ever assembled here for a Music Merchants Association banquet included a United States congressman, several State of California government officials, figures from the Los Angeles city government and many industry representatives.

Henry J. Leyser, president of CMA, and George A. Miller, founder and executive director of the organization, pledged to continue their efforts in behalf of the coin industry.

Mike Leyser, well-known voice in the industry, said the California Music Merchants had a grand pride of the past 35 years, and will have even more proud moments in the future. "The CMMA works for every member in the coin industry," Miller said, "and we intend to continue to provide our services to the industry with greater vigor in the future."

Both Leyser and Miller commented on the "unrestricted" growth the industry can look forward to in the future, and the new avenues the industry can pursue for sales and earnings rewards.

Leyser Youth Growth

"Our growth potential is unlimited," Leyser said in an interview with Billboard. "There are many avenues to explore. The industry, from manufacturer to distributor to operator, is (Continued on page 70)

Leyster: Perpetual Motion Man

By BRUCE WEBER

It's not difficult to recognize Henry J. Leyser as he briskly strides down Coin Row in Los Angeles or the coin machine district of San Francisco. He cuts a smart figure in a Brooks Brothers suit. Image is very important to Leyser. He remembers well the vintage years when the industry was cured and often labeled an "improper cause" for bright young men.

Today, Leyser, president of the California Music Merchants Association and owner of Associated Merchants Co., Inc., Oakland, is a super salesman for the coin machine industry. He is mature and progressive. A bit more philosophically, he is an old hand. In his infancy years through the machine industry, but just as zealous.

In his philosophy, he is liberal and his policy untarnished. "I'm going to work very, very hard in the years to come to improve the image of the coin and vending machine industry. It is most important to me," Leyser said.

He is talking about the coin machine "business." His ideas are progressive without being excessive. His thoughts mature and creative.

The coin machine industry, from the manufacturer to the distributor and right down to the operator, is enormous. The growth is unlimited and the future of the industry is unrestricted.

The progress in the coin machine industry in the last decade was chiefly due to the evolution of the coin-operated phonograph, known colloquially as the "jukebox" or "SMD" (Selling Multiple Systems), a term I prefer.

The evolution started with 100 selection music machines, in which the songs were stored on 45 rpm records, in 331/3 rpm records and stereo. But in my opinion the greatest breakthrough was with the jukebox, a machine that took place with the introduction of the solid-state electronics and the dynamic sound that was described as discotheque.

The increase from a nickel to a dime play also was a progressive step. Pool tables also reestablished the machine game as it had fallen off badly in some areas. The introduction of contracts and minimum guarantees had a very significant influence on the operators.

Leyser feels with the rising costs of equipment, parts, salaries and labor is it mandatory the industry recognize the requirement that in order to stay in business they must be compensated for their capital investments in the machines in terms of a guaranteed income. The real danger, according to Leyser, is the costs are hidden and not always recognizable.

There are still many areas where the operations of the machine is handicapped, Leyser said in an interview with Billboard. "There are many avenues to pursue, according to Leyser. "I am watching with great interest the program going on in the vending machine phase of the industry. It is my belief that this growing trend in vending also will be a good (Continued on page 68)
Rowe AMI introduces the exclusive talking salesman...

**Music Merchant**

**“PLAY-ME” RECORD**

These sensational sales-stimulators are increasing location play by over 40%! Customers love ‘em... can't resist ‘em!

Exclusive!... “Play-Me” Records are only on the new Rowe AMI Music Merchant... the phonograph that “talks” to your customers, invites ‘em up to play. A “first” from Rowe AMI... original recordings featuring Rowe “personalities” talking directly to the location’s customers. It’s professional, first-class entertainment... with light, humorous invitations to “come up and play some music.” Guaranteed to get additional play!

With the Music Merchant’s special timer, you can easily pre-set these special records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. You get two “Play-Me” Records with each phonograph... many others are available from your Rowe AMI Distributor.

PLUS... you can have the country’s top recording stars promoting more play at your locations... exclusively on the “Play-Me” Records. Featuring the latest hits by the most popular jukebox artists in every field. They’re an easy-to-see bright red color... to help your routeman pick ‘em out.

Look what else is on the **MUSIC MERCHANT**!

**NEW DOLLAR BILL ACCEPTOR**

—Another Rowe AMI “first”... the super merchandising feature that really sells music in quantity! Customers are wild about it! Rejects all paper currency except dollar bills. Money-makin’est, money-talkin’est feature ever!... completely test-proven, absolutely reliable. Brought to you by the company that spent almost 10 years pioneering and perfecting the original Dollar Bill Changer.

**EXCLUSIVE CHANGE-A-SCENE**

—You update the Music Merchant— in minutes— right on location! Breaks the monotony— helps the phonograph stay appealing to the location longer. Take your choice of the many interchangeable front-panel scenes available from your Rowe AMI Distributor. They’re in exciting, super dimenson-vision color. Natural light, rather than black light, maintains the location’s atmosphere.

Rowe MANUFACTURING

75 Troy Hills Road
Whippany, New Jersey 07981

Manufacuring

75 Troy Hills Road
Whippany, New Jersey 07981
Photos From the Big London Show

New Grosvenor electronic pay-out machine designed for clubs and pubs is demonstrated by L. H. Aitkenworth, center, director of Aitkenworth Consolidated Industries. Scene is the ATE in London.

John Singleton, secretary of the Amusement Caterers Association and mastermind behind 23rd annual ATE.

U. S. operator Millie McCarthy, Hurleyville, N. Y., had a ball at the ATE on this coin-operated "baby-cart" shown by Symplay of London.

The Rally booth, ATE, London: From left: E. Ferretti, sales manager, Rally, S.A.; Philip Shefras, U. K. distributor; Erik Schneider, Hamburg; Pat O'Shea, interpreter; Lars Shriner, Hamburg arcade operator. In view is Rally's new West Club flipper game. Firm also showed "Flip-Tronic" and "Rally-Francese" games.

Dutch family trio at ATE: J. F. Vale, right, Seeburg distributor in Bergen-op-Zoom, with his sons, Harry and Leo.

Jimmy Crompton, right, managing director of Alfred Crompton, Ltd., joins "Wheel-a-Win" for the benefit of Louis Verman, distributor from Liege, Belgium.

Mario Menegalli, left, and partner Antonio Torni of Mengalli & Cie, Brussels coin machine distributors, toured the ATE recently.

This is John Shelley, center, of American Machine and Foundry Co. International, explaining the operation of company's new raceway to ATE delegates at the London show.

Wurlitzer phonographs were exhibited at the Ditchburn stand at the Amusement Trades Exhibition, Alexandra Palace, London.

Miss Symplay demonstrates the German-made Harting phonograph to a British operator during the Amusement Trades Exhibition, London. Symplay distributes the unit in the British Isles.

Bally president Bill O'Donnell, left, is in conversation with Max Flie and Cyril Shack, right, directors of Phonographic Equipment, at Alexandra Palace, London.

Bally president Bill O'Donnell, left, is in conversation with Max Flie and Cyril Shack, right, directors of Phonographic Equipment, at Alexandra Palace, London.


Jennings executive Morrie Sykes, center, was found by Billboard photographer at the Mar-Matic exhibit with Tony White, left, general manager, and Geoff Grange, director of Mar-Matic sales.

Gordon Walker of Ruffler & Walker, Rock-Ola distributors in the United Kingdom, is apparently pleased with orders taken at the Amusement Trades Exhibition, London.
Vendors Are Weighing Student Dollar Power

LOS ANGELES—The next major target of the $4 billion-a-year vending machine industry is the educational field, a vast, complex system which could provide an enormous revenue upward.

Industry leaders agree that

HELP WANTED

COIN MACHINE MECHANIC

Experienced. Inside work.

40-hour week.

MIKE MUÑEZ

577 Tenth Avenue

New York, N. Y. 10036

Phone: 212—BR 9-6677

NOTICE

Orders being filled from distributor stock for Kirk Minute Systems.

Signed,

Kirk Electronics Mfg. Co.
P. O. Box 7633

Orlando, Florida 32804

ALUMINUM DE-GREASED DISCS

FOR STANDARD AND HARDWARE METAL TYPES

Packed in rolls of 100

Call our PARTS & SERVICE Dept. for all your Typewriter needs

111 N. WESTERN AVE.

CHICAGO 21, ILL. • (E) 6-1212

ALL MACHINES READY FOR LOCATION

Bally Champion Horse $455.00

United Lucky Bowler 245.00

AM Lucky Bowler 215.00

Rock-Ola 1450 175.00

Kendrick 245.00

Seaboard 1000 345.00

AM 120 & 200 Wall 35.00

Seaboard 351 Wall Box, As New Complete 5.00

Seabord E1 Cabinet 65.00

Seaboard E2 Cabinet 95.00

Eastern, 2nd Col. 45.00

Cellytone Club, Call or Write

December 17, 1956, Billboard

Rentals Profitable for Jukebox Service Company

By ROBERT LATTER

DENVER—Operators who complain that there is no rental market for phonographs need to promote more, according to Don Staggs of A Service Company, coin machine repair specialist here.

Staggs, who has been on the staff of a number of coin machine firms as Modern Music Company and Apollo-Stereo Music Company in the past several years, set up his own central repair service agency a little more than two years ago.

At first, he attended a meeting of local jukebox operators, explained the plan he had in mind, and pointed out that the company was not becoming an operator, but purely a service organization capable of handling anything from vending machines to phonographs.

At such a meeting, it realized such results in the full installation and maintenance contract with Western Vending Company, and a steady flow of repair business from the 10 largest phonograph operating firms in the city.

The rental business has been a success from the beginning, he said, and the promotion is still going on, with the result that the entire school field is far from being saturated.

"The vending industry in the field is having a new avenue to look upon before its advertising possibilities could be thoroughly explored," VanVleck said. He predicts rapid growth in the industry in the next several years, at least by Interstate, as well as the future vending industry gross at about $6 billion by 1970. This allows an expansion of more than $7 to 9 percent per year.

Saturatation

An industry-wide saturation point?

VanVleck, former Vendo executive vice president, predicts "no leveling off point in the immediate or distant future."

Prior to VanVleck's arrival in 1964 the company had been on a sales and earnings roller-coaster. In 1956, the company had earnings of $322,000 in 1958 to $2 million in 1962, but dropped to a deficit of $1.5 million two years later. "Sales continued to climb," VanVleck said, "but Interstate needed consolidation and reorganization."

By disposing of unprofitable properties, VanVleck turned a loss that had piled up into a profit of $484,000 in 1963 and $1.1 million last year. Sales reached $137.3 million in the last fiscal year.

With our fortune almost out of the way," VanVleck said, "Intersate can concentrate on new avenues to revenue, and we're aiming directly at the educational market."

Administration Aide Named by Lawson

OCEANSIDE, L. I.—Lawson Novelty Co., an affiliate of Folt Vending Co., has named Robert M. Lawson as administration aide. He will be assisting in production and design for the company's manufacturing company. In addition to his duties, M. Lawson will handle promotion and new business for Folt.
MOA Show Bursting Hotel Seams; New Site Search

RICHMOND—The subject of larger accommodations for the annual Music Operators of America trade show was touched on by MOA director Jack Bess in an informal discussion during the recent Music Operators of Virginia convention here. "I think MOA has definitely outgrown the accommodations at most hotels around the country," Bess related.

"I am particularly good we could consider a location like McCormick Place," Bess said, "but this wouldn't mean combining MOA with NAMA," he pointed out, referring to the National Automatic Merchandising Association. "Both shows would have to be the same hotel, of course," Bess said. "But McCormick Place is the board which has definitely been shopping around for a new location for the MOA show," Granger stated then. "In fact, there is no possibility of doing this."

In addition, James Tolian, MOA general counsel, also expressed concern over the fact that MOA is outgrowing its current accommodations but said, "There is no possibility of doing this."

Big Atlas School

CHICAGO—Atlas Music Co., and one of the distributors here, conducted a technical briefing session on its Music Merchandiser newsletter, Wednesday evening, Nov. 1. A group of distributors from all 12 states and the District of Columbia attended the briefing. The briefing was conducted by Joe Kline, the director of the Atlas Music Merchandiser newsletter. Joe Kline, the director of the Atlas Music Merchandiser newsletter, was also on hand.

Atlas conducts a regular school program throughout the year.

XMAS SPECIAL FOR THE MONTH OF DECEMBER

With the purchase of any of the merchandise listed below, you will receive a Free Beautiful, Portable, Admiral Television Set.

- Buddy Markman
- Co. Light Bulb
- C.C. Strauss Co., Inc.
- T.B. Co., Inc.
- Atlas Electric Co., Inc.
- C.E. Lippard Co., Inc.
- T.B. Co., Inc.
- Co. Light Bulb
- C.C. Strauss Co., Inc.
- T.B. Co., Inc.
- C.E. Lippard Co., Inc.

POOL TABLES in one section of Royal's display area. Firm handles United Merchandising Co., D. Gottlieb, Duncan and Wurtzler.

PICTORIAL TOUR OF ROYAL DISTRIBUTING

MODERN structure at 1210 Glendale-Milford Road, Cincinnati, home of Royal Distributing Co.

THIRTY Family, 27 in number, gathering just prior to the beginning of another busy day.

RECNO DEPARTMENT seen here is also part of the Royal Distributing services.

CLINT SHOCHEY, Royal cheifte, (fourth from left), oversees the production of the shop work in the outlet's complete plant.

Precedent-Setting Law in Wis.

- Continued from page 62

in fines and from six months to one year imprisonment for the first violation.

2. District attorneys are now charged with the duty of instituting court proceedings to join violations in the district. This may be done either in the county where the offense occurred or in the Dane County, where the State capital.

Mark-Up Mechanics

The third major area of amendment was in relation to what we might call mark-up mechanics. The previous law provided for a wholesale mark-up of 15 per cent plus threethousand of 1 per cent for delivery to the retailer. The Act as now amended does away with the allowed price variations for "cash" and "carried," "delivered" and "pick-up" prices and established an across-the-boards wholesale mark-up of 3 per cent and a retailer mark-up of 6 per cent. The new minimum prices list applicable to cigarettes took effect July 1, 1956. It contained only one price variation for each brand of cigarettes, with no differen

tial for "cash" or "carried" and "delivered" prices.

Changes apply equally to all retail outlets, including the Music Operators of Wisconsin, as well as cigarette and other vending machine operators.

Cigarette vending operators, who buy direct will be interested in the fact that under the new Act must be treated as 15 per cent mark-up, with the retail price being the cost of the vendor, calculated by the manufacturer multiplied by the factor of 1.0198. So-called drop shipments are not expressly mentioned in the law. However, dealers State that the practice of the retailer regarding the price paid to a wholesaler for billing and remitting as a percentage mark-up of 3 per cent will probably continue to be valid under the amended Act. A fee of 2 per cent for such billing and remitting has
including the loans, and combination with and business sales markup merchandise applied in each injuring sales shall wholesale "Cost incurred making only to sale cost of merchandise, which includes: the other as cash, the seller's determining 6% sells the this section: of wholesale of any such merchandise as for cash, or which the seller's condition the selling price at retail less in manufacturing. This requires: 2.5% inc in the pay the purchase price. In determining the selling price of merchandise by wholesalers, the terms as defined in paras. (a) and (b) shall both be applied. Including the markup requirements.

2. Where one or more items of merchandise are furnished or sold in combination with or on condition of the purchase of one or more other items or are sold advertised, all items shall be included in determining cost under para. (a) or (b); and if any of the items included thereon were separately priced, such separate price shall be subject to the requirements of this section.

1. (a) "Sales," "sale," or "sold" includes any advertising or offer to sell or to furnish merchandise where there is an agreement or understanding between the buyer and seller as to the price to be paid for the payment of the purchase price. In determining the selling price of merchandise by wholesalers, the terms as defined in paras. (a) and (b) shall both be applied. Including the markup requirements.

2. The term "trade discount" shall not include advertising, display or promotional allowances in the absence of a statement in writing from the grantor that refused. Seasonal discounts are not conditioned on the performance of any service or expenditure of any money for promotion, advertising or any other purpose.

3. Any person who sells at retail and who also sells to other wholesalers shall be required to list the amount of merchandise sold to other wholesalers at less than cost as defined in this section with the intent or effect of reducing the price of such merchandise or of unfair dividing trade from a competitor or otherwise. Sale of any item of merchandise by any retailer or wholesaler at less than cost as defined in this section shall be prima facie evidence that such person is a manufacturer or producer of such merchandise, or to unfairly divide trade from a competitor, or to otherwise interfered with the practice of others.

4. Any person who, with the intent or effect of reducing the price of any item of merchandise or of unfairly dividing trade from a competitor or otherwise interfering with any competitor, sells any item of merchandise at less than cost to any person who is listed in this section with the intent or effect of reducing the price of such merchandise or of unfairly dividing trade from a competitor or otherwise interfering with any competitor, sells any item of merchandise at less than cost to the wholesaler as defined in this section, shall be prima facie evidence that such person is a manufacturer or producer of such merchandise, or to unfairly divide trade from a competitor, or to otherwise interfered with the practice of others.
Leyser: Perpetual Motion Man

Continued from page 62

course for operators in the coin operated music and amusement field."
The need for new ideas in games concerns Leyser. The industry has largely
progress in the coin operated music and amusement field."
Leyser's concept, that is now being acted on, is that an answer to the new
the coin operated music and amusement field."

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the coin operated music and amusement field."

1. "The image of this industry can only be improved by its members, through their individual
and collective efforts. Without the support of the State and National Association, and by each
member, the cause to improve the image is lost. Unwarranted, unfavorable publicity must be an-
swered and countered. The conduct of every "operator" as an ethical businessman, and his
contribution and participation in local affairs is imperative. Presentations to PTAM's service clubs,
fraternal organizations, explaining the aims and efforts of the industry is important."

2. "What is the future of the industry in sales and earnings?"
A. "Sales and earnings in the industry depend largely on the availability of new and stimulating
products. The economics are fairly simple. The price of equipment is only relative to its earning
power. The introduction of the type of equipment that will produce greater revenues for the opera-
tor will manifest itself in increased sales and earnings."

3. "What are the taxation problems the industry faces?"
A. "Taxation is an area that warrants con-
tinued vigilance in many local communities. It is,
in some cases, unfair and unjust to members of the
coin industry."
Q. Is the operator getting a fair shake from the
manufacturer and distributor?
A. "For the most part the operator is treated
well by the manufacturers and distributors. If the
operator takes proper advantage of new ideas and
equipment that is offered, he will fare better."

4. "Would the industry be wise in establishing a
trade school program?"
A. "Members of this industry recognize the
need for more skilled mechanics and technicians.
We have taken a very active part in establishing a
training school on a graduate basis here in Cali-
ifornia. This program is being developed by a
group of operators with very extensive technical
knowledge."
Q. "What trends are developing in the industry?"
A. "I have a strong feeling that the audio-
visual entertainment center is not in the future,
but in the present. I am referring, of course, to
the various machines being distributed now in the
audio-visual field. In my considered opinion, the
strongest contender in the race will be a combina-
tion machine that gives the public a choice of
either a film or record selection. For the benefit
of the operator, I believe, that such a machine
should have cartridges and use 8mm films as the
most economical operation. It is quite obvious
that we are competing in this industry with other
means of entertainment and, although we provide
without question the least expensive means of
entertainment, we must avail ourselves of the
most advanced and imaginative ideas in operation,
merchandising, advertising and publicity. A suc-
sessful pattern that has been set by national vend-
ing companies shows that there is strength in af-
filiation and mergers."

5. "What kind of operator represents the
industry today?"
A. "The operator today, whether he is an in-
dividual with a small route, or a company execu-
tive, is hard working, industrious and resourceful.
If he hasn't learned to conduct himself as a busi-
nessman in every aspect of the operation he will
be unable to stand the growing pains of our in-
dustry."

6. "Do you grow weary of discussing the coin
machine industry with outsiders?"
A. "I will discuss the industry "at the drop of
a coin.""
Crowded Corridors at West Show

LOS ANGELES—The National Automatic Merchandising Association Western Conference Exhibit at the Ambassador Hotel here Dec. 21 is said to be the biggest show ever. The big picture is for the fiscal year ended Oct. 1, 1966. Earnings also rose 19 per cent to a record during the year. Net earnings were $39,580,000, $1.81 per share. Sales were $123,192,000, up from $284,021,000 in 1965.

ARA and Mackie Records, Too

PHILADELPHIA—For the fiscal year ended Sept. 30, Automatic Retailers of America, Inc., grossed $3,003,540, netted $7,748,000, or $2.30 per share. Last year the company grossed $260,104,000 and netted $6,516,000, or $2 per share.

For the same fiscal period, The Mackie Co., reported sales of $68,2 million, a 17 per cent jump over 1965's $58 million. Net income was $4,445,000, or $1.75 per cent over 1965. Per share income hit 90 cents, up from 74 cents.

NLRB Vending Ruling Upheld

BALTIMORE—The Fourth Circuit U. S. Court of Appeals has upheld the ruling of the National Labor Relations Board that the prices of food and drink served at the Westinghouse Defense Center cafeteria are under the National Labor Relations Board Act and are subject to mandatory bargaining with a union. The National Automatic Merchandising Association has asked the court in opposition to the NLRB position. Westinghouse has not announced whether or not it will appeal. The court ruled that the company exercises control over the outside caterer's operation because of the absence of convenient eating facilities outside the plant, a relatively short lunch period, past subsidy of the operation by Westinghouse, the role of the cafeteria as an employee morale benefit and past contractual practices.

Wash Racks Barred From C-4 Zones

LOS ANGELES—Coin-operated auto wash racks have been barred from commercial zones (C-4) by the Los Angeles city council. Ordinance No. 15322 is to take effect Jan. 1, 1967. The ordinance makes it illegal to put up a wash rack in any city-owned or city-operated parking area in the high occupancy zone. Commuters and employees of commercial and industrial concerns will be affected.

Hearing on Seattle License Date

SEATTLE—December 19 is the date set for a hearing on proposed amendments to the city ordinance to change the expiration date for tobacco vending machine licenses from Dec. 31 to Feb. 1. The alteration, it is suggested, will spread the work load of the License Dept.

Indian Vendors Organize

INDIANAPOLIS—Vendors and suppliers met here Nov. 18 to organize a new organization and affiliate with the National Automatic Merchandising Association. Elected president was Richard D. Courtney, Supervisor of Indians, Munich. Vice-president is Charles E. Bertsch, Bertsch Vending Co., Inc., Warsaw. Earl Dixon, Indian Vendors, Inc., Indianapolis, is secretary and Orval J. Lopp, Automatic Dispensers, Inc., Richmond, was elected treasurer.

200 Join in NAMA Member Drive

CHICAGO—About 200 firms have become newly affiliated with the National Automatic Merchandising Association during its nationwide, 50th anniversary membership drive. Launched in August, the drive has resulted in the increase of the total NAMA membership to 1,675 firms, not including some 530 local chapters of national and regional firms. NAMA had, as of Dec. 1, 1,424 operating company members, 460 supplier members and 50 machine manufacturer members.

NAMA Spring Meetings Set

CHICAGO—Spring meetings to be conducted by the National Automatic Merchandising Association have been scheduled as follows: Feb. 23, 24, 25, Chicago; March 18, Cincinnati; April 1, Atlantic City; April 5, Charleston, S. C.; April 15, Boston. Western meetings will be held in the fall. Times and places will be announced.

Vending in New Texas Theater

Ft. ANTHONY—The recent opening of San Pedro Twin Outdoor Theater, built at a cost of $500,000 by Mid-Loop, Inc., has installed a bank of five vending machines in the concessions area. The machines vend items not available at the concession stand. Vended are cigarettes, soda, coffee, chocolate, candy, soft drinks, fruit, sandwiches and other food items. The machines supplement stands selling pizza, hot dogs, hamburgers, barbecue and other food items.

Coinmen In The News

MILWAUKEE

Beer City distributors report a healthy level of equipment purchases since the MOA show. Operators of all parts of the state have been stopping in at local showrooms to check out the new machines and games units. Russ Townsend, United, Inc., reports hiring of a new sales staff. He is Harold (Winkie) Winkenweder, former brewery salesman. Winkenweder, who will headquarter in Milwaukee, will cover the state territory with United's music, games and vending units. He stopped this week at United, Inc., included Lou Alhoffs, North Shore Novelties, Keeson, Gene Uose and Nate Robinson, both with Madison Coin Machine Co., Madison; Walter Tetting, T & T Novelty Co., Oconomowoc, left last week for Tucson, Arizona, where he will spend the winter vacationing. Also landing in the sunny climes is Nathan Fietor, S. L. London Music Co., who is down in Florida. Carl Betz, watching the store in Victor's absence, reports business at a good level. Robert Harding, Wickerfield service engineer, is reporting showing considerable improvement following emergency surgery to remove a Metemphone here. According to reports, Bob had a rough time of it, but it is pull out now. Dan Smith, Hastings, Hastings Distributing Co., pres. of the Milwaukee Photograph Operators' Association, says plans call for Smith's meeting early in December. Some thought is being given to scheduling a membership meeting during January. "But nothing definite as yet," says Smith. The New man on the Hastings payroll is Duane Restock, being trained in back-shop. "Business is very good," reports Smith. F. J. Christmas, Inc., is back in the other halls. There are some new names on the Hastings Automatic Drive this year, according to the boss, Clarence Smith.

Added are Ekl Stromgren, office girl; shop manager, Robert Kristus, and rodman Art Weber, back with the firm after a five-year absence. Added notes from Clarence Smith. He's been getting a surprisingly large number of requests for jackbox rentals for Christmas parties. "None of the rental reservations are accepted without a reasonable deposit, however," Smith adds. "Wending bells are soon to come for Frank Ford, route man for the H & G Amusement Co. Chuck Greaves, the boss's son at H & G Amusement, is proudly displaying the 160-point buck he brought back from his deer-hunting trip last week. Hed bagged it near Rhine- lander, Wis. Bob Hively, G & H Vending, is marking his seventh year in the business this month. He specializes in equipment repair and services eight local operating firms at present.

Hively recently put on veteran coinman Chuck McCumber as a full-time mechanic.

DENVER

Condemnations of the industry are going forward to Don Parsons of Acme Cigarette Service, hospitalized in Colorado Springs following a severe brain hemorrhage. This tragedy immediately followed the heart attack suffered by Preston Garrett, also of Acme, which put the company into serious crisis, personnel-wise. Neither man will be back on the job full-time for many months to come. ... Back from a two-week vacation spent in the Eastern States is Howard Hold of Front Range Music, in Boulder, Colo., 23 miles from Denver. ... An unsuccessful hunter during the elk and deer season was Doyle Wyseaver of Midwest Music Company, who reports "not even a squirrel was stirring" in front of his rifles.
Coffee 250¢, throughout Cup 465 Shoppe Sr., Shoppe BC
Cup Tea, following Coffee, Cup Sr., Choc. (FB 1,000
of Cup franchised valuations, Coin 661 660
Cup Choc., Soup) -R, based Cup Choc., markets 125
Sugar, 225 Cream) 570 -R, 650 Cream
www.americanradiohistory.com

Coffee, Gran.
Coffee, Soup) 764 -R, 650 Cream
Single -DT, Ola Coffee, Choc.) 650
Choc., Soup, Choc., Soup) 1,300
Choc., Sugar, 150
Silla Kirkpatrick

Vendo
VVC-900 (FB Coffee, Choc.) 210
VIP, 250 Cup (Inst. Coffee, Choc.) 350
900SR, 650 Cup (FB Coffee) 225
HBAIA, 660 Cup (FB Coffee, Choc., Tea, Soup, Powdered Cream) 500
HBAIA (same as above with Fresh Cream) 500

Harbor Music Operators in Annual Party

Los Angeles — Festivities for many local music association members came all at once this year. The Harbor Music Operators Association held its annual Christmas party on Tuesday, Dec. 6, only four days after the California Music Merchant's Association and banquet.

The Harbor Music Operator's affair was held in the Riviera room of the Marina Hotel, Long Beach, Bill Brown was chairman of the event, which included cocktails, a dinner and dancing.

CMMA Hosts Govt. Figures
- Continued from page 62

in an excellent position to take its place among the leading and most productive industries in America.

"Making an effort to provide better games, improved customer service relations and public relations in the industry will grow to unlimited proportions," he said.

Among those paying tribute to the organization were Congressman George F. Miller; State Senator Alfred H. Song; George Steuer, chief deputy, Los Angeles District Attorney's office; Gordon Garland, former speaker of the California, assembly and now public relations consultant for the Music Merchants Association; Thad Brown, chief of police, Los Angeles Police Department; Rockwell Agency, Inc. in Los Angeles Mayor; Samuel W. Yarsity; Jack O'Keeffe, chief of police, Stockton; and Charles Williams, deputy, Los Angeles City Council.

Leyser also praised the entertainment committee, Sam Rickett, George Miller and William H. Lienhagen. The reception committee included Marvin Jones, Walter Hemple, Gabe Orland, Benito Murillo and Merced Mosby.

The CMMA officers include Leyser, Miller, Marvin Jones, executive vice president; Benito Murillo, secretary-treasurer, and Walter Hemple, Gabe Orland and Joe Sills Jr., all vice presidents.

The board of directors include President Dick Williams, Jack Russell, John Hopper, Cliff C. Clafford, Charles Jones, the late Ed Williams, Clyde B. Love, George A. Miller, Bud Patton, Dave White, Bill Worthington, and Louis Zelden.

Alternate directors include Joe Sills Sr., Herman Bled and Joe Kressel.

Kirk Plant
- Continued from page 62

the company is negotiating with large drug, and snack shop chains for placement of the new units. It's assisted in this effort by operators locally, Kirkpatrick said.

Now in development by the company is a 10-selection (elective) counter model tape jukebox and a counterpart hideaway unit.

Kirkpatrick said that since the announcement of his product in this publication he has received a number of inquiries from throughout the country.

"We intend to announce distributor territory availability soon," he said.
Seeburg music says Season's Greetings all over the globe.
**ALBUM REVIEWS**

**REGIONAL CAST SPOTLIGHT**

**AL KING HAPPY**

**ROLLING STONES, London Live 1970**

There's a mixture of good and not-so-good tunes in this set, and it comes off much the same way as on the stage. Norman Warttel's personality shows through intensely and he gives a real lift to "I'll Be Your Baby Tonight" and "Why Make It Happen." George Ross and Louise Tanz contribute in fine fashion.

**POP SPOTLIGHT**

**GET LITE IF YOU WANT IT!**

**ROLLING STONES, London Live 1970**

A blockbuster album that can't miss. The best "Live" recording by the Stones sure to be much in demand. Included is the concert's one half of "Gone to Mars Breakdown." "You Can Never Stop Loving Me," "Living in the Shadow," and "Satisfaction." Their "Wider My Window" is really a powerhouse.

**POP SPOTLIGHT**

**IF I WERE A CARPENTER**

**BOB & CAROL, Atlantic 2913**

The successful new Barstour sound heard in their yeah-yeah title hit is a Carpenter. As usual, Bob & Carol do a good job of selecting blockbuster songs and programming. Further enhanced by the brilliance of the current smash "The Girl That I Once Loved." He also brings a new spark to the Don't's "Lonesome's Dreamer" and to Tim Hardin's "Don't Make Promises."

**POP SPOTLIGHT**

**TIME AFTER TIME**

**CHRIS MANUEL, A&M LP 120 (S)**

Proven supplier of up-and-coming standards, Manuel has another winner this time. Arranging and style wise, this will fit right in with his well-themed album. Spotlighting his current hit, "Time After Time," he weaves with his fresh treatment of "I Wish You Could" and "Just Friends." "Elaia" is another standout.

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**POPS SPOTLIGHTS**

**PROJECTIONS**

**THE BLUES PROJECT, Verve Folkways, FF 3008 (M); FF 3008 (S)**

The creative spirit should prove a major plus with this powerful album. Featuring a range of "You Can't Get Me Out, a deliciously well-tuned exciting number of Bob Neid's "Chicago's Going Home," the boys have a first-class producer. An all-star "Pride is a Game.""

**COUNTRY SPOTLIGHT**

**SOMEBODY LIKE ME**

**EDDY ARNOLD, RCA Victor LPM-3715 (M); LSP-3715 (S)**

With two Arnold hits, "Someday Like You" and "The Tip of My Finger," to prove the RCA Victor's buying and marketing expertise at the top of the chart. Along with the hits, Arnold offers his own special treatment to "I Love You Long," "Dixy" and "Just Love." His reading of "Little Willie's You Made Up For Everything" is a beauty.

**COUNTRY SPOTLIGHT**

**BIG BEN STREICH AGAIN**

**BEN COOPER, MGM E-4421 (M); S-4421 (S)**

Check out another hilarious package for Cooper, destined for top sales in the pop fields as well as the country market. While "Let's Make the World Go Away" has a humorous ring to it, "This Old Guitarist" will be a hit with the same audience. Jack Cooper's "I Wish You Would" and "I Walk the Line" is interpreted with "May the Best of Fortune Be Your Song." A gem.

**COUNTRY SPOTLIGHT**

**ROSENBERG STAR BÄTAR**

**VARIOUS ARTISTS, BERLIN BÖXCHEN ORCHESTRA, PRAGUE, H-20002**

To the country fan, this is a great package. The Rosenberg Star Bätar, a group of eight, is just as good as the album was promised. Their version of "They Are Made For Each Other" shows their talent and "I Wish You Would" shows their potential.

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**CLASSICAL SPOTLIGHT**

**THREE CENTURIES OF BARITONE ART**

**GANELLONS, London 5994 (M); OS 39194 (S)**

The many-baritten baritons show here can be used productively on radio and the concert. Here is a great introduction to the music of Dobener, Arnel, and Ganz. 

**CLASSICAL SPOTLIGHT**

**SCHUMANN'S SEMIRAMIDE**

**ROSSINI / SEMIRAMIDE 1 ALP**

**SUTHERLAND / HONEY / VARIOUS ARTISTS, London Symphony (S)**

This four-act treatment is quite well done by two of the most outstanding vocalists in this country. Tourists are singing very well and the sound is terrific. Rossini's "Adagio" is a real gem.

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**JAZZ SPOTLIGHT**

**GO POWER!**

**HILL'S JACQUES / AILIT BUCKNELL**

**ALAN FORBES, Cadet LP-773 (M)**

**LP-773 (S)**

Powerful jazz package is destined to be a big seller. The "Jazz" recording adds an extra touch. "On A Clear Day," "Wotan's Right Man," and "Rowley's Right" are all good. Other members of the trio include Ailit Bucknall on organ and Alan Forbes as horn.}

**JAZZ SPOTLIGHT**

**SPLASHING SAUCE & OTHER DISHES**

**SPAGHETTI SAUCE, United Artists UA 3344 (M); UA 3344 (S)**

**COMEDY SPOTLIGHT**

**GRINCH CHILDREN'S SPOTLIGHT**

**ROGER BLACK**

**POLYDOR 249 007 (S)**

The young German favorite offers a delightfully hilarious package of a well-learned program. His material is his special ability to give the best of his act. He is a top performer and his comedy is sure to please the fans. Amarillo is in a top performance. The album should prove a big seller item in the U.S.