Recordings Whirl Artists to B'way

By MIKE GROSS

NEW YORK—Recordings are developing as a potent springboard to the Broadway theater. Disks have long been instrumental in launching nightclub careers and, as in the case of Elvis Presley, in longrange movie careers, but now there is a noticeable movement by record performers from the studio to the Broadway boards.

Last week, for example, Connie Stevens, a Warner Bros. Records artist, made her Broadway debut in the Neil Simon comedy "The Starry-Eyed Girl." And now Gail Garnett, who broke into the disk big time a couple of years ago with the RCA Victor recording of "We'll Sing in the Sunshine," is scheduled to make her Broadway bow in the Norman Krasna comedy, "Love in E Flat." The play is set to open on Feb. 12.

Soupy Sales, who clicked on disks with the ABC-Paramount recording "Da the Mouse," and who now records for Capitol Records, will hit the Broadway scene on Jan. 19 as star of the comedy "Come Live With Me."

Leslie Uggams

Another disk performer headed for Broadway is Atlantic Records' Leslie Uggams. She's been signed to star in the musical "Hallelujah, Baby." The score for the musical was written by Julie Styne, Betty Comden and Adolph Green, and the book is by Arthur Laurents. Even though Miss Uggams is an Atlantic pacific there is a strong possibility that the original cast album of the musical will wind up in the Columbia Records hopper.

(Continued on page 10)

'66 Vintage Year for Germany, High on '67

By OMER ANDERSON

BOHN—West German record industry executives look back on the industry's biggest year—and they look forward, despite clouds on the German economic horizon, to further gains in 1967.

It was a year of the LP and stereophonic sound for the German industry, LP's scored big gains as German record companies expanded their entire to stereo production, and the German ARD network began test transmissions of stereo programming.

Further substantial gains on the LP sector are forecast for 1967.

Total German disk sales in 1966 amounted to around 420 million Deutschemarks (the Deutschemeark equals 35 cents), according to unofficial industry figures, compared with 380 million Deutschemarks in 1965.

Record company executives are encouraged that disk sales showed no slacking in the final months of the year, despite a marked downturn in the West German economy. For example, unemployment in the final months of 1966 rose to the highest levels since 1959.

Figures from the Bundesverband Phonographische Industrie, the industry's central organization, showed that LP sales gained around 24 per cent in 1966.

(Continued on page 56)

MIDEM Exec on Wooing Mission

By CLAUDE HALL

NEW YORK—The International Record and Music Publishing Market, which will be held at Cannes, France, Jan. 30-Feb. 4, launched a campaign in the United States last week to create a stronger interest in the event among publishers and record companies here.

Spurredheading the campaign is MIDEM's international manager Jean-Claude de Villeroy, who arrived Tuesday (27) to meet with publishing and record company executives in New York, Detroit, Nashville, and Los Angeles. Purpose of his three-week trip is to persuade U. S. firms to send over personnel.

"Many have said they will be represented by foreign offices, but we would like direct representation," de Villeroy said.

Importance Cited

"An international market of music and the people who make up the music field will be of great importance to the industry," he said. More and more American record companies and publishing firms have granted rights to their material or to their recordings on a first refusal basis. This, he means, there may be product available where local exclusive distributors are not interested in the product or may not have confidence in certain records or songs.

American firms will be able to meet many companies around the world—firms interested in exploiting and developing new product for their market.

The market will also give U. S. executives an opportunity to learn promotional aspects of various...(Continued on page 10)

Retailer! See page 6 for display program announcement.

France 1966: Singles, Classical Sales Gain

By MIKE HENNESSEY

PARIS—Despite signs of a declining market in popular music the year has had healthy classical sales and better prospects, and sees the possible end of the EP domination in favor of singles. These are the salient points emerging from a survey of major French record companies on the results and lessons of 1966.

The decline in pop sales, first noticed in 1965, sharpened in 1966, and was mostly centered on the EPs, which form the lion's share of the French pop disk trade. Surveys indicated that teen-agers were switching their attention and money to other interests like clothes, and Pathe-Marconi found that an increase in its album sales did not compensate for the slumping EP sales figures.

CBS is hoping to end the virtual monopoly of the EP in the French pop market by its Gemini series of singles introduced during 1966. These are contained in EP-style covers, and are getting good market reactions. In contrast to the pop depression, classical records have held their ground and progressed during 1966. Philips launched its luxury有个名 (Golden Numbers) two-disc collection in November, consisting of one 12-inch...(Continued on page 55)
The San Francisco sound flies East
with a new single by

JEFFERSON AIRPLANE
"MY BEST FRIEND"

c/w "How Do You Feel" #9063

Jefferson Airplane—Newsweek's nominee for most
popular of the San Francisco groups—follow their
hit album with 2 melodic folk-rock numbers from
their up-coming album "Surrealistic Pillow" LPM/
LSP-3766. They start a coast-to-coast promotion tour
tomorrow, January 3!

RCA VICTOR

The most trusted name in sound

RCA VICTOR
Plan Spars Member Upswing to ASCAP

NEW YORK—The American Society of Composers, Authors & Publishers membership in the past four months has increased by approximately 19 per cent over similar periods in 1965 and 1964. The increase is attributed to the upward trend in the number of royalty distribution invoices handled by ASCAP last September.

The changes under the new plan call for qualification by writers and publishers, and made it possible for the Society to give advances to writers against future royalties based on a percentage of their sheet music activity. Paul Marks, who is in charge of the new plan for royalty and distribution, pointed out that many writers and music publishers not affiliated with the Society have been reviewing the changes and finding situations where they would fare better as members of the Society.

The new plan for payment of performance fees has been in operation since last September, when it was approved by Chief Justice Stephen Breyer of the Federal Court in New York. The new system permits writers to receive royalty payments based on current performances in the first few years of their membership, with the opportunity at a later date, at their option, to receive royalty payments for the system in which they average their performances.

Merc's (F)ach

NEW YORK—The "British Sound" has taken the United States by storm with the release of "Sound of the World," a recording of British music under the leadership of John Bullish, managing director of the new Music Sales Ltd. The album, which has been promoted as a "sound of the future," features the works of British composers and performers, including works by John Passion, Philip Glass, and Michael Nyman.

First Round In Grammy Voting Begins

NEW YORK—The first round of voting for the annual Grammy Awards begins today. The Academy members are being asked to vote for five nominees in each category. The results will be announced after March 11, when the 40 nominees will be determined, and the awards ceremony will be held on March 6, 1967, at the 19th Annual Grammy Awards.

NARM Business Session Will Hear Pitch on Country

NEW YORK—The Country Music Association will make a presentation to members of the National Association of Record Merchandisers, Inc., at the Country Music Association Annual Convention, which will be held on March 6, 1967, at the International Hotel.

RCA Statement Points Out Division's Success

NEW YORK—The year-end statement issued by RCA cited the RCA Records Division for making an all-time high record sales. The statement, made jointly by Elmer W. Engstrom, chairman of the Executive Committee, and Robert W. Sarnoff, president of RCA, stated that the RCA Record Company has maintained an all-time high for the third successive year.

It added, "The nation's current best-selling single record and album are sold by RCA Victor, as are the all-time industry best-sellers, from classical to popular. The single and LP are by the Monkees on the Colgems label, the top album is the 'Ceremonies of the Living.' The top classical is the 'Vivaldi: Four Seasons' by Van Cliburn's Tchaikovsky's Concerto No. 1."

The year-end statement reported sales surpassing $2.5 billion, and production of records and albums which will approximate $200, as compared with the previous year's $1.73. This marks the largest sales and profit increase in the company's 47-year history.

WB-Reported Sales Up 50% over 1965

The Financial Times reported sales for Warner-Reprise Records for the year ending March 1, 1965, according to recent company financial and fiscal returns. The company reported a 50% increase in sales and profits over 1965. The company reported a 50% increase in sales and profits over 1965.
HIGH FIDELITY MAGAZINE TO RUN BILLB’D CHARTS

NEW YORK—High Fidelity magazine will begin running the top 10 records from Billboard’s classical and popular albums with the February issue, which will be out on the stands about the middle of this month. Explaining in an editorial that the “compilations provide a useful yardstick for measuring current tastes and trends,” the consumer publication will run the charts on a monthly basis.

Plans call for High Fidelity to use the latest charts available at press time so the magazine can offer its many readers “a front-door look at the scene.” The editorial explains, “Billboard’s methods of collating sales statistics are complex, involving a carefully plotted study of weekly in-and-out and nationwide check of record dealers throughout the country.”

The editors give a detailed view of the chart, stressing that in the classical market, “There’s no room at the top for the unique and the offbeat, the neglected and the new—and the prognosis is that the state of affairs will continue.”

“Fidelity—its ANNUAL—RECORDS 46th Year—The MAKERS OF MUSIC SHOW THEME—NAMM will please the hard sell in a soft economy at its 66th show at Chicago in July.”

CLASSICAL

CASALS CELEBRATION. The 90th birthday of Pablo Casals is celebrated in San Juan, P.R. Participants include Vice-President Hubert Humphrey, Isaac Stern, Rudolf Serkin, Eugene Istomin, Alexander Schneider and Roger Stevens. Columbia issues three albums to mark the event.

COIN MACHINE


COUNTRY MUSIC

THE MASTERS FESTIVAL OF MUSIC, a much sought after concert series, will limit its 1967 bookings to 25 dates, according to NAMM’s business manager, H. Cossie.

INTERNATIONAL

GERMAN, FRENCH ANNUAL REVIEWS. Surveys of the record scenes in Germany and France and prospects for the future. The picture is encouraging in both countries. Page 1.

RADIO-TV PROGRAMMING

CLAY COLE’S “Dinotek” TV show on WPIX-TV continues to grow in ratings as well as to importance to the record industry.

TALENT

FLANDERS & SWANN, British duo, score with comedy songs and patter in “At the Drop of Another Hat,” opening on Broadway.

TAPE CARTRIDGE

DUPLICATION DIVISION. Sound Studios, Inc., of Chicago has formed a Tape Transfer Techniques Division for duplicating all forms of audio tapes, including continuous loop and cassette-type CARRIDGES.

FEATURES

Hit List of the World
Hot Country Albums
Hot Country Singles
Hot Pop Albums
Top 20
New Album Releases
End of Year Review
Top LPs

CHARTS

Best-Selling Classical LPs
Best-Selling R&B Albums
Breakout Albums

RECORD REVIEWS

Album Reviews
Back Cover Singles Reviews

A ‘Catalog Store Discount’ Is Urged by Nevada Dealer

LOS ANGELES—The creation of a “catalog store discount” has been suggested by a Reno, Nev., dealer to allow the consumer to compete with record buyers, chief Ramsey, owner of Reno Records, has expressed the idea in a letter to Alan Livingston, president of Capitol Records.

 Ramsey’s idea for a new catalog-and-street single-discount structure is based on the concept that since a catalag-type store is more efficient and can be a manufacturer which “can never be outbid in a new job or one-stop,” this brand of dealer “should have an incentive mirrored in lower prices.”

 Ramsey wrote that he has been selling Capitol products for 20 years in a number of stores in New York and since 1959 has run his own retail outlets in Reno where Capitol products are prominently represented.

“There is near 100 per cent Capitol catalog representation in stock at all times, including reissues. Dedicated to the best of the tape and CD tapes,” Ramsey wrote Livingston.

“An example is a recent run where 29 different Capitol albums were sold in 1965 with minimum effort,” Ramsey wrote. “George Jones, George Washington, hums, with 17 different Buck Owens albums? In short, what is a function of our sales force.”

“Lowering your price to the rack jobber, giving him a chance to bid for the customers who otherwise will not have to maintain an inventory store, and in increasing our sales by a 10 per cent to compensate for it, is just too much.”

The dealer said he decided to write Livingston following the hard decision to eliminate its one-price policy which had placed racks serving mass merchandising firms on an equal sales level with small volume retailers.

 Ramsey suggests the “catalog store discount” should be in line with the discount program that was available to everyone a short time ago. Since obviously we cannot claim the volume of Record Store (a major rack chain) we cannot demand the same conditions on the other hand, since we give representations to our dealers at the top of the food chain, we should have an incentive mirrored in lower prices,” he said.

Decade Sets’67 Slagton After A Record-Shattering Year

NEW YORK—Decade is entering the new year with the theme, “Coming on Strong in ’67.” The campaign comes on the heels of the most successful year in the company’s history.

In the “Coming on Strong in ’67” pitch is a diversified combination of pop and classical product under the Decade and Coral banners. Artists represented in the January promotion are Jan Garber, the Quartette Très Bien, Mimi Hines, George Peyser, and the Willburn Brothers.

Tying in with its 1966 run in the country field, where it was represented in over 25 per cent of all country single titles and album charts, Decade is issuing an all-star all of country artists such as Loretta Lynn, Jan Howard, Willburn Brothers, Kitty Wells, Bing Crosby, Wright performing their sick songs. Another all-star all will be pepped up on the Hawaiian genre. Featured artists are the Nils, Don Heffley, Hattie Hattie, Sonny Kamalehe, Hau- nam, Pua Alwida and Nalani Olds. Other packages feature Boris Carlolf and Ozzi Terreno and His Orchestra.

The campaign comes on with the.

(More in continuation)

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The campaign comes on with the.

(More in continuation)
And Then The Sun Goes Down

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

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

The Sun Never Goes Down
On COLUMBIA RECORDS
Group W's Takeover Of KFWB Is Official

LOUIS ANGELES — KFWB officially became part of the Westinghouse Broadcasting family last Wednesday (28). Jim Lightfoot took over the program manager's duties.

On his shoulders will rest the task of bringing the top 40 station back to its top-rated position. Bill Wheatley, program director for the station, has been asked to remain. Don McGannon, president of Group W, Westinghouse's broadcasting arm, reportedly told staff there will be no wholesale replacements. As many as eight Westinghouse officials from New York will arrive for the station's takeover day.

There were the same two rockers. KFWB and KRLA, there now are four other big-beat stations. The top 40 market, as measured by the Broadcast October Pulse ratings, does not have one overpowering station. Rather, the audience share is split among them all. "Nobody's that dominant any more," said a Pulse spokesman, who called the LA market "fragmentary" because of the way the audience appears with audience share.

KFI is the top rock reporter, trail leading hiphop station. KLCJ was Lightfoot's old station where he worked the program director and helped launch its all-talk format. KLON, in the ing RD, Lightfoot has been national radio program manager of Group W stations.

Mietus Sets Up A Pub Agency

NEW YORK—Jerry Mietus, who headed BMI's publisher agreements department, has formed his own music publishers agency, Facing the Earth Copyright Office. His new firm will provide composers and writers with copyrighting, music publishing, royalty accounting, and royalty collection. The venture will be called Mietus Copyright Management. Mietus operates out of New York City. He moved in Unison, N.J., last year to set up a new music management firm.

Lib. Using Text on Ventures for Pitch

LOUIS ANGELES — Liberty Records has obtained permission from the Reader's Digest to use the text of an article in its Jan. 6 issue spotlighting the Ventures for in-store displays. The feature article, "The Ventures and Their Guitar," is being mailed to all record retailers with a special interview with Bobini, a merchant-producer, Dahl, Minn., of Jill Ann Records.

Ultra-Sonic Adds

NEW YORK—The Weidenfeld Sonic Recording Studios of Hempstead, L.I., has installed a new system in its facilities as part of its expansion program.

ASCAP Issues 3D Biography

NEW YORK—The American Society of Composers, Authors & Publishers has published the third edition of its "Biographi- cal Dictionary of ASCAP Members," a 9-×11″, 136-page hardcover bound volume includes brief biographies of some 5,238 members, twice as were published in the previous edition.

Asp Computer Repair

JANUARY 7, 1967, BILLBOARD

Which way will jazz go in 1967? For those players who have dipped into the bag of successful pop hits for their recorded repertoire, a foundation has been laid which promises a degree of financial return they have long been denying themselves during a long wait in their careers.

Both large companies which have successfully influenced their players to think top 40 tunes, are in a more healthy state than usual. This past year has certainly been a breakthrough for a number of jazz musicians as they are going to net a pop hit in their idiom.

The question posed is whether the "commercial" jazz musicians will continue recording in this vein or be directed to try another tack, much the way pop groups are always seeking a new "hit" in the pop market. With "Bang Bang," by the Joe Cuba Sextet and new entry to the pop singles charts, "Hey Leroy, Your Mama's Calling," by the Don Ellis Group, it is now possible for jazz players to see what does not work and come up with a more palatable form of swing, as in the top 40 bag with which the groups can vie with the amplified sound.

There should be a good indicator if this Latin groove will be developed and exploited by other jazz groups and this launch a significant tribute to this form of expression.

Three jazz broadcasters contacted by this column offer an interesting opinion of the effects of commercial, watered-down jazz albums on their listeners:

Saul Levine, owner of KBCA, Los Angeles, says that jazz is a compromise or that it is not even being recorded properly by playing music by purists. "We don't differentiate between top 40 and jazz, pop, and we have no aversion to commercial recordings."

KBCA plays albums derived from past pop hits so long as there is no attempt to lose the Artist's or group's performance. Levine says the station responds to its FM audience's reactions and has to be "relatable" in its programming because its format is not rigidly devoted to "pure" jazz.

Unfortunately, Levine has no way of knowing whether this brand of jazz has any appeal or even will be the sort of music that will be able to extend its audience. He has not been able to see anything that is not jazz, not pure, as he says, for example, "The Ventures and Their Guitar," which he says that will appeal to top 40 audiences.

Before the station program and the pop-oriented product but we are beginning to ease up because of the constant repetition of tunes that have been on the charts for a long time, says "Midwestern Day" and "Shadow of Your Smile" can you program each day?" Concludes Brooks: "There is a desperate need for good middle-ground contemporary jazz as this type of product is not in demand," he says.

Robert Taylor, personality at WZAK, Cleveland, differs. He believes today's jazz fan digs the new avant-garde sounds. He says, "You can hear watered-down commercial jazz with music by established names require programming savvy. Otherwise you may get your mixes unfamiliar arrangements, the music the record becomes a game of chess."

"Midwestern Hayride" is telecast over TV-5 in Cincinnati; TV-2 in Columbus, Ohio; and Channel 13 Indianapolis. In addition, it is also seen in some 60 other markets where it is syndicated through ABC Films.

"Music Master Tape Undergoes 'Retread'

LOS ANGELES—An engineering project at RCA Victor's Coast office has pointed up the value of acquiring motion picture soundtracks. The two-track stereo master tape of "The Sound of Music" has just been re-mixed as a result of extensive use based on phenomenal sales for the LP.

Neely Plum, Coast ad manager, who produced the album and re-mixed the master tape, said he had never heard of a record company using a tape so much, which is where "Music Master Tape" was introduced to her music business trade. Standing with Gallagher, left to right, are Columbia Records producer Charles Caleo, and Saul Holl, Miss Kay's personal manager.

Saul Holl, Miss Kay's personal manager.

WILLIAM P. GALLAGHER, left, Columbia Records vice-president, greets visitors who recently introduced her to the music business trade. Standing with Gallagher, left to right, are Columbia Records producer Charles Caleo, and Saul Holl, Miss Kay's personal manager.

"Believe me this is not a reflection of the quality of RCA tape," Plum said. "The master has been used so many times for stereo 6, foreign licenses, feel and sound duplication. The tape that was adequate was going to pass over the head.

It took Plum three days to re-mix another master. The album has reportedly sold in excess of 4 million copies, and is putting up on 'My Fair Lady,' an industry sales leader.
THE GREAT OTIS REDDING has his biggest hit ever

TRY A LITTLE TENDERNESS

Published by Campbell-Connelly Robbins, ASCAP
from his biggest album ever

THE OTIS REDDING DICTIONARY OF SOUL
Volt 415/SD415

Distributed by ATCO
The Peanut Butter Conspiracy is Spreading.

What Is SINCOPMEREER? Ask the KNUZ GOOD GUYS.

M.A.P. RECORDS
259 South Beverly Drive Beverly Hills, Calif.

Alpert-Moss Preps Major '67 Expansion

Continued from page 3

indicated there would be some foreign distribution changes to obtain blanket identity on the Continent by mid-year. A&M product has already begun appearing under the U. S. logo in Canada, Australia, Spain and South America, with Japan the next target for early 1967.

This year A&M released seven albums. "Hopefully we will have 20 albums for '67," continued Moss. The success of Alpert and the TJB have sold 100 albums and the firm's national sales manager, Rosenberg, explained: "They utilize their national sales chief in this role."

Muntz Causes Traffic Jam

LOS ANGELES—The press of holiday business at Muntz Stereo-Pak's Rese Beach Boulevard tape city last Tuesday so clogged installation facilities that the company pulled its regular radio sales ads and substituted a message to delay orders until after the holiday period.

The next day, the four-lane installation center was again a traffic jam. The store also sold refrigerators.

Advertising-publicity director Ted Muntz said the company was preparing to expand its radio and phone media advertising. A 30-second spot was being selected for full spots and experimentatray calls for dealers.

Los Angeles may have called the stations which informed the public that the store was winding up and that "as a convenience," they should call ahead for an appointment or delay their visit until after the holiday period.

The next day, the four-lane installation center was again a traffic jam. The store also sold refrigerators.

Decca '67 Slogan

Continued from page 4

"Tell LP by Godfrey Hirsch, violinist with Peter Fountain's orchestra. Decca has prepared point-of-sale merchandising aids in the form of mounted litters for in-store sales windows, as well as full-color lito books spotlighting the new releases.

Romer Established PHILADELPHIA — Romer Records has been established by Rosenberg Murphy, president, and Robert Murphy, vice-president. The label, which plans to release the major selling promotion on a 60-day basis, has designed a promotion with李白 and Joseph Smith, a major new "Lever" firm, and_over_20,000 stores.

Over-the-counter prices shown are "bid" (as opposed to "asked"). Neither the buyer nor the asked price of wholesaled securities operating on a "bid-only" basis. Rather, they are a guide to the range within which these securities could have been sold or bought at the time of compilation.

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

January 7, 1967, Billboard

Rosenberg Bows Firm With A New Sales Rep Concept

LOS ANGELES — A new concept in independent sales representation was introduced by Ted Rosenberg Jan 1, when his new company, Rosenberg, launched a free-lance sales—merchandising firm to cover the 11 Western States for manufacturers.

His first client was Dot Records, for whom he has worked eight months. Rosenberg is the third record executive entering the free-lance representation field, Ray Lawrence, formerly of Colpix and Don Blocker, Ex- Liberty, functioning with the emphasis on independent artists.

Rosenberg's plans call for him to be a Western regional sales manager for clients. He will recommend sales programs to distributors, tracks and one-stores, and communicate client's policies to the field and make trips with distributor salesmen to retail outl0ots. His concept calls for working with sales quotas and developing local sales and merchandising plans for distributors.

Rosenberg, Dot's resigning national promotion—merchandising vice-president, will simply shift his operation from the Dot offices to 1800 North Ar- gyle, but will maintain liaison with Chris Hamilton, the label's executive-vice-president, and George Cooper, national sales and promotion chief. "Ted will be filling a gap for us," said Dot President Randy Wood.

"We've had no Western regional sales manager. Coast-based labels generally have no Western regional sales manager, Rosenberg explained. "They utilize their national sales chief in this role."

HUNDREDS OF FANS stream through the record department of K-Mart in Atlanta to meet Lou Rawls. Welcoming the Capitol Records artist is manager Paul D. Frye. The promotion—Lou Rawls Day—was arranged by the Atlanta branch of the Handling Co.

Atrco Handles 'Babe'

NEW YORK—Atrco Records will distribute Luther Ing- ham's "If It's All the Same to You Babe," a Hit Records single breaking in St. Louis. The agreement was negotiated be- tween Alpert Elsberg, president of Atlantic-Atrco Records, and Bob Bateman, owner of Hit Records of Detroit.

Rosenberg Bows Firm With A New Sales Rep Concept
So what are we going to do this year?

**First! comedy smash of '67**

**Wild Thing**

by SENATOR BOBBY

and the

HARDLY WORTHIT players

Parkway #127

**INCLUDED IN THEIR SMASH COMEDY L.P.**

**THE HARDLY WORTHIT REPORT**

Parkway #7053

**First! R’n’B Pop smash of '67**

**DANGER! she’s a stranger**

**First! breakthrough of '67**

**Love you so much**

THE FIVE STAIRSTEPS

Windy C #604

CHICAGO — 45,000

NEW COLONY SIX

Sentar Records #1205

250 West 57th Street, New York, N.Y. 10019 • 309 South Broad St., Philadelphia, Pa.
countries, de Villeroi said. For example, whether an American artist "should record American material or material written in the local country. Possibly in some countries adaptations of American songs could become very important."

Also important, de Villeroi said, is that Americans can no longer be so self-assured that only America will create hit product for the world. "We do not know whether or not tomorrow the major artists will come from Britain, France, Germany, or Italy." The market will give firms a chance to survey new product and new artists.

20 Sign Up
More than 20 U. S. record companies and publishers have already signed up to participate in MIDEM. The firms attending include such labels as Columbia, Go Go, Mira, and Jewel Records and publishers such as Sal Chusin, MCA vice-president and Leeds Music executives, and firms like Al Gallico Music. RCA Victor firms around the world will be attending.

Billboard editor in chief Lee Zhao and music editor Paul Ackerman will attend from the New York office. Mike Hennessy will attend from Paris, Andre de Vekery, director of the European office, from London; and Germano Ruscito from Milano, Italy. MIDEM was set up by Bernard Cherly, general manager, organizer of the International TV Program.

Markets held each year in Cannes. The record-song market will be basically for the same purpose—the gathering of publishers, record companies, songwriters, composers, and instrumentists to compare product from all over the world; to present new songs and records to publishers and other producers; to purchase and sell songs and records; to make contacts in view of licensing agreements and the presenting and studying of professional equipment. Firms participating in the market have the prerogative of operating an exhibit or office or both.

Executive Turntable
* Continued from page 3

man of the South African Record Manufacturers' & Distributors' Association. Fite is managing director of Trupoise Ltd., a record distributor representing such American labels as Dot, Mercury, Roulette and Verve. . . . Sandra Siler, record librarian at KOL, Seattle, is leaving to join Action Distributors of Denver.

Tony Evans, former program and music director of KRIZ, Phoenix, Ariz., has resigned to become manager of Arizona Records Distributing Co., Phoenix. . . . Frank Peters is the new head at Merrec Distributing Co., Chicago, servicing Illinois and Indiana. Peters, in record sales since 1951 with Columbia, Capitol and Columbia branches, has been Mercury's regional representative since 1964 and replaces Burt Loeb who resigned from Merrec.

Earl Horowitz has been named to newly created post of special marketing manager for Capitol Records Distributing Corp. He was previously CRC's Western division manager. He joined the company in 1952 as a salesman in San Francisco, and advanced to the position of sales manager at the firm's Chicago and Seattle branches. He will deal with special merchandising and marketing methods.

Hit City!
Charlie Walker's latest smash single
"The Town That Never Sleeps"
9-10118
The Town & Country Sound of
EPIC
Another UA hit single fresh from the top of the British charts! The Easybeats 'Friday On My Mind'
Tape Cartridge

Tape Studios Forms Duping Division Using 3M Dynatrace

By RAY BRACK

CHICAGO — Sound Studios, Inc., a major professional Transfer Techniques Division for duplication of audio tapes in all formats, including 8-track, LP, and cassette type cartridges. A 3M cartridge will be set up now and the firm is tooling for production of all but 8-track cartridges.

The Tape Transfer Techniques operation will be the first to utilize the new 3-M "Dynatrace," equipment for duplication of audio cartridges. Its second greatest buyer of the new equipment. (RCA Victor has purchased the new 3M cartridge generation for disk recording work.)

There are those who will tell us that the new duplicating plant will be in operation about April 1, according to Sound Studios vice-president Earl Glickman. "We expect to do a great deal of work on cassette product," he said. "But we are naming any expected clients."

"In our judgment the cassette will be the dominant audio tape product, it will achieve substantial volume," Glickman said. "And the cassettes will find a place in three years in high quality music. And it will approach the quality of a good LP disk, and will offer 45 minutes of music in each direction."

Glickman said that TTT will not be duplicating 8-track tapes because, "we do not have faith in the form. If the medium straightens itself out we will become interested."

Qualities of Cassettes

Technical vice-president Mitchell Heller said that TTT will be very conscious of the quality problem. We have ex- cellent technicians and our duplicating facilities will take into consideration the current problems and sophisticated problems that have arisen with cartridges. We will take special pains with mastering. This will be done under scientific, "laboratory conditions."

The opening of the TTT facility is another move in a trend that is establishing the Midwest as the cartridge duplicating center of the country. Anemptly recently moved all duplicating to Ell Grove Village just outside Chicago. RCA is moving much of its duplicating work to Indianapolis. Universal Recording Co. has established a duplicating facility here. The Liberty plant (formerly TDE Electronics) is located in Omaha, and Chess Producing Co. has announced tentative plans to set up duplicating facilities in its new headquarters on the near south side.

Sound Studios was formed five years ago and has been in the business of producing studio recordings, editing, mastering and arranging for pressing. Much of this has been in the educational field. And much of TTT's work will be in the educational field, Glickman said.

Sound Studios president is Michael Glickman, who has been with NBC custom recording studio for 23 years. Among other features, the new TTT duplicating facility will have a solid-state recording console designed by the chief engineer of WMFT radio here and automatic cartridge loading equipment. Much of the operation will be automated.

According to Scotty Lyall, salesman, Revere-Mincom division of 3M, the equipment his company is providing for the TTT operation produces tape on which high frequency flutter component approaches the vanishing point.

3M claims that its "Dynatrace" equipment produces a tape that on the third generation dub "equals the audio quality of the master tape produced by the best conventional production tape recording equipment."

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Majestic Back; in Cartridges

NEW YORK—The Majestic Records label is being revived for tape cartridge product. Monarch Electronics Interna- tional—importer of radios and tape recorders—has in- troduced a new line of 4 and 8-track and compatible 4 and 8-track cartridge type Majestic trade name. At the same time, Monarch said the firm will produce its own line of cartridge product on Majestic Records.

The cartridge music is being prepared now, Ashbach said. He's shooting four of the 70 units in the first cartridge release slated for around the end of Janu- ary. The prices for the 4 and 8-track cartridges will be comparable to other cartridges in the field, he said.

Majestic Records is a label that was active in the late 1930's and early 1940's. One of the prominent voices on the label was the late ex-mayor of New York—Jimmy Walker.

Wilis K. Fyler, the Majestic Roadmaster player line of nine models will be made available in time for the fall show in Chicago in Jan- uary. Among the new Majestic models is the 8-track unit which will range in price from $39.95 to $59.95. The compatible 4 and 8-track unit will retail for "under $100," a model with FM has a sugges- ted list price of $139.95; deluxe models come in $129 and $169.

In the 8-track, Majestic has versions ranging from $119.95 and $139.95 with FM radio as included in addition, one version features FM multiplex stereo radio.

The firm is also marketing an 8-track unit designed for sports car. Billy Francis, "portmanteau" tape unit, it sits on the hump in the center of the car, speakers are on either side of the unit, it plugs into the cigarette lighter. The corn can be carried into the house and plugged into the wall socket. List price is about $100, but a de luxe version with FM radio retails at $129.

Majestic is also marketing a compatible 4 and 8-track tape deck for the home, an 8-track office model with its own ampli- fier and a "Mighty Eighty" 8-track unit that features AM- FM and FM Multiplex radio and a Garrard turntable. This unit which Ashbach has not yet set a list price, will record on cartridge from records as well as play records and cartridges.

Ashbach got into the car- tridge player business first back in 1956 with a unit he called "The Jet." But it was a home unit, he said, but we were de- veloping a machine to go in the dashboard of General Motors. The car failed. But I couldn't leave the music business, I couldn't resign and start."

He started getting into the new cartridges, "no one was quite sure of how to attack it and that's when we decided to build a better machine," he said. The new product is "on the market and our best clamp to the market has been the Jaguar, on the Studebaker, and the Ford Mustang." He expects to have the product in the car by the end of the month. He said, "I just started something I couldn't finish."

Earl Martza was one of his partners in the early days. The main problem in those days, he said, was the lack of music product. But things are different now and it's nice to see what is happening (and it hasn't even begun) to show full growth.

Admiral Unveils 8-Track Player, a Cassette Portable

CHICAGO — Admiral Corp. has introduced an 8-track tape cartridge player and a portable cartridge tape recorder of the Philips genre.

The new 8-track deck may be plugged into any of Ad- miral's console stereo phonographs and color television/ stereo television combinations. It is designated the Super 8, has been designed for home use, is priced at $79.50.

The compact Super 8 deck may be situated up to six feet away from the phonograph or TV set. On-off and program switching are automatic with the unit, which plays the Lear- type cartridge.

The cassette-type portable, battery-operated, is called the Porta-Corder (Model CTR300). It has six transistors, a remote control recording mike, built-in recording microphone and con- dition meter, automatic erase and built-in earphone jack. An AC charger is supplied which will power the recorder on house current is optional equipment. With two black cassettes, a demonstration cartridge, black cabinet with leatheterette carrying case, the Porta-Corder retails at $59.95.

Admiral's intention to enter the 8-track field was reported in Billboard July 16, 1966.

First to introduce tape cartridges and stereo tape players in Italy

First to duplicate tape cartridges in Italy

First Italian company in a position to export Italian music on Fidelicape 4-track tape cartridges with 2 stereo programs or 4 mono programs

Ecofinia srl. — Via Boccaconcina 24 — Milan, Italy
Tel. 869.0121 — Contact: Mr. Maurad Sabat

January 7, 1967, Billboard
A unique monthly record and news service designed to inform record companies and publishing firms throughout the world of new music record product emanating from Italy which is judged to have the greatest potential for appeal and acceptance in all of the world's principal record markets.

RSI Italiano will provide member subscribers in each market with sample copies of the best new Italian releases each month, a confidential newsletter covering copyright and licensing information for each selection, and an English translation of all lyrics.

**DECEMBER SELECTIONS**

Here are the ten new Italian singles judged the best of the past month's releases in Italy.

**READY FOR AIR SHIPMENT IN JANUARY**

**TO RSI ITALIANO SUBSCRIBERS IN ALL PARTS OF THE WORLD**

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<th>Record Co.</th>
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<td>Adriano Celentano</td>
<td>Mondo in Mi 7</td>
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<td>Caterina Caselli</td>
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<td>Riccardo Del Turco</td>
<td>Figlio Unico</td>
<td>The Only Child</td>
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NEW ALBUMS ON

EXCITING NEW POP RELEASES

TOM CURTIS - ROSANNA SCHIAFFINO

Original Soundtrack recording from the new wild comedy motion picture, "Arrivederci, Baby!" "Wedding Day," "Portrait in Black." LOC/LSP-1132

TOY HIRT - MUSIC TO WATCH GIRLS BY

Al has a strong entry here with "Music to Watch Girls By." Also, "Nature Boy," "Elmer's Tune," "If You Go Away." 7 more.

LPM/LSP-3775

THE GENIUS OF ESQUIVEL


LPM/LSP-3897

LIVE THE BLUE BOYS IN PERSON

His smooth treatment of gospel favorites will get fast acceptance. "I Saw the Light," "We're Goin' to the Whole World In His Hands." LP/LPM-3688

DON BOWMAN ALMOST LIVE


LPM/LSP-3696

LPM/LSP-3696

DON BOWMAN ALMOST LIVE

It's total insanity as Don presents his interpretations of "What Kind of Fool Am I," "The All American Boy," "Jimminy Cricket." LPM/LSP-3645

LPM/LSP-3645

LPM/LSP-3645

LPM/LSP-3645

BARRY SADLER BACK HOME


DOTTIE WEST WITH ALL MY HEART AND SOUL


THE YOUNGBLOODS

New Folk-Rock group should take off like sixty! "Grizzley Bear," "Four in the Morning," "Another Side of This Life." LPM/LSP-3724

MURDERER'S ROW

Original Soundtrack recording from the exciting new Matt Helm movie, includes "Murderer's Row" (Main Title), "The Pin." COM/OSS-5003

COM/OSS-5003

CELEBS

MATT HLEM LIVES IT UP AGAIN IN

MURDERER'S ROW

AN INTRUSIVE PRODUCTION A COLUMBIA PICTURES RELEASE "TECHNI-COLOR" BLOWS UP FOR YEAR'S MOST DAZZLING "TECHNI-COLOR"

RECORDED LIVE AT COLUMBIA RECORDING STUDIO FATHER'S MUSTACHE BY THE WORLD'S FINEST BANJO BAND

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FOR JANUARY

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MORE OF THAT STRONG-SELLING NASVILLE PIANO. FLOYD DOES "GOOD VIBRATIONS," "CHERISH," "WINCHESTER CATHEDRAL," "RAIN ON THE ROOF." LPM/LSP-3746*

OUTSTANDING NEW RED SEAL ALBUMS

JULIAN BREAM

LUTE MUSIC FROM THE ROYAL COURTS OF EUROPE

In his eleventh album for Red Seal, Bream playing the lute, performs 25 varied dances and airs by eleven 16th-century composers. LMSC-2924

NEW IN THE VINTAGE SERIES

STEPHEN KATES

SAMUEL SANDERS

A Supreme Operatic Artist in her first complete opera recording. The premiere of "Lucrezia Borgia" on records. 3 L.P.s. LMSC-6176*

Viennese polkas, marches, quadrilles and overtures—performed with the polish and sparkle that have made Fiedler famous. LMSC-2928*

RUBINSTEIN

CHOPIN

THE MAZURKAS

Collaborating with famed Japanese conductor Ozawa, Serkin records his first concertos, an early and a late work of Bartók. LMSC-2929*

16 RECORDINGS OF OUTSTANDING DANCE ORCHESTRA IN THE BIG BAND ERA. "Slumming on Park Avenue," "Way Down Yonder in New Orleans." LP-536

RICHARD STRAUSS

AN ALPINE SYMPHONY

KARL KEMPE

The Royal Philharmonic Orchestra.

Strauss' massive symphony, scored for huge orchestra, and with unique percussion effects, catches the majesty and sweep of the Alps. LMSC-2931*

Third album in the Fats Waller releases. Recordings are from 1929 and 1936. "Jazz Me Blues," "Jelly," "Gladys," "I'm at the Mercy of Love." LPM-557

Manufactured and distributed by RCA
Maruwa's Niimi, Merc. 'Talking'

By RAY BRACK

CHICAGO—One of Japan's tape CARtridge giants was last week the mentor for a Japanese distributor for 4-track tape cartridges. This was announced jointly by Mercury president Irving Green and Earl Muntz, president of Muntz Stereo Pak.

Muntz returned to Muntz immediately on a non-exclusive basis will be made, manufacturing and distribution rights in 4-track to 250 items from the Philips, Smash, Fontana, Lime-light and Mercury catalogs. Deliveries will commence to distributors early in January.

Muntz said that, depending on production schedules, about 75 new cartridge titles drawn from the Mercury family releases since March 1966 will be released as soon as possible in four-color packaging. All Mercury packages will be converted to four-color as soon as possible, he said.

The new Muntz-Mercury contract is for one year. Mercury's previous pact with the West Coast tape cartridge giant expired in February, 1966, and Mercury gathered 4-track production into its own operation. Green did not give a reason for re-establishment of 4-track production to the independent market.

Merc. Is Back With Muntz On 4-Track

CHICAGO—Mercury Record Corp., has placed its fidelipac cartridge production and distribution back in the hands of Earl Muntz.

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Some people turn over a new leaf. She just turns out a new gold record!

Another year...

Another hit...

Another Page

Connie Francis

Produced by Charles Koppelman and Don Rubin A Product of Koppelman-Rubin Associates, Inc. MGM Records is a division of Metro-Goldwyn-Mayer Inc.
SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 42—Last Week, 101

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

SPOTLIGHT SINGLES

TOP 20

SPOTLIGHTS—Predicted to reach the top 20 of the Hot 100 Chart

"BOBBY DARIN—LOVIN' YOU" (Prod. Charles Koppelman & Don Rubin) (Writer: Sebastian) (Faithful Virtue, BMI)—This song has a catchy rhythm that will keep listeners coming back. It's sure to be a hit on the charts.

"FRED—THE BEAT GOES ON" (Prod. Tom Anderson) (Writer: Tom Anderson) (Faithful Virtue, BMI)—The band is back with another hit track. This one is sure to be a favorite among fans.

"THE THING" (Prod. Jim Carlin) (Writer: Jim Carlin) (Faithful Virtue, BMI)—This track has a unique sound that sets it apart from other songs. It's sure to be a hit on the charts.

"PAUL" (Prod. Tom Anderson) (Writer: Tom Anderson) (Faithful Virtue, BMI)—The band is back with another hit track. This one is sure to be a favorite among fans.

"SONNY & CHER" (Prod. Sonny Bono) (Writer: Sonny Bono) (Faithful Virtue, BMI)—This track has a catchy rhythm that will keep listeners coming back. It's sure to be a hit on the charts.

"Brenda Lee—Ride, Ride, Ride" (Writer: Wes Montgomery) (Produced by Elvis Presley) (Recorded at Sun Studios) (Memphis, TN) (Decca 32079) (Nick of Time)—This track has a unique sound that sets it apart from other songs. It's sure to be a hit on the charts.

"Jack Jones—LADY" (Writer: Kaempfer-Rehbein-Singleton-Kuski) (Roosevelt, BMI)—Big, beautiful Bert Kaempfer ballad with easy rhythm and string arrangement by Ralph Carminacci makes a perfect vehicle for Jones. In top vocal form, Jones will certainly score big with this number. "A Day in the Life of a Fool" flip: "Afraid to Love" (Caber, ASCAP).

"Lesley Gore—California Nights" (Prod. Bob Crewe) (Writers: Hamlin-Liebling) (Genius-Enchanted, ASCAP)—Production rhythm ballad with groovy dance beat and strong vocal work has the hits ingredients to put Miss Gore back up the Hot 100. Powerful support from the Bob Crewe production. Flip: "I'm Going Out (The Same Way I Came In)" (Saturday, BMI). Mercury 7649.


"Roy Hamilton—I Taught Her Everything She Knows" (Prod. Jim Foglesong) (Writers: Dee Kent) (Piedmont, ASCAP)—Country-flavored blues ballad could prove a smash hit with this fine Hamilton reading...his best and most commercial in some time. In the "Wheel of Hurt" vein, this one has the same potential. Flip: "Lament" (Fox, ASCAP).

"Sue Thompson—The Language of Love" (Prod. Wesley Rose) (Writer: Loudermilk) (Acuff-Rose, BMI)—The D.J. Loudenmark smash of the past is brought up to date via this infectious and pulsating dance arrangement. This should be just the item to bring Sue Thompson back to the Hot 100. "Flip: Me Down Hard" (Rote, BMI). Hickory 1431.


"The Young Folk—Marked Down to $1.59" (Prod. Bob Feldman) (Writers: Dante-Feldman) (Greenlight, BMI)—New group, new sound and the result should be a top teen seller that will fast establish itself on the group. Well-written, timely material is loaded with sales appeal. Flip: "The Absence of Love" (Greenlight, BMI). Mercury 76564.

"CHART—Spotsighted to reach the Hot 100 Chart

RAY CONWAY—"Cabaret" (Sobersides, BMI). COLUMBIA 42973
JEFFERSON AIRPLANE—"My Best Friend (After You)", BMI. RCA VICTOR 9603
ENOCK LIGHT & THE LIGHT BRIEFS—"Theme from "The Sand Pebbles" (Lightone, BMI). PROJECT 1968
BING, BING & BELLI—"You've Thinkin' What I'm Thinkin'" (Street Cool Columbia, BMI). REPRISE 6544
THE NEW COLONY SIX—"Love So Much So So Far", BMI. COLUMBIA 1956
FRED NEIL—"The Dophins" (Third Story: Coconut Grove, BMI). COLUMBIA 5786
PAUL Paul & Paul's—"Paper Moon" (Label, BMI). TOWER 304

COUNTRY SPOTLIGHTS

TOP 10

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

"Bill Anderson—Get While the Gettin's Good" (Writer: Anderson) (Stallion, BMI) Right on the heels of his No. 1 hit, "I Get the Fever," Anderson has an equal winner in this well-written original. Should hit hard and fast. Flip: "Something to Believe In" (Stallion, BMI).

DECCA 32077
STONENWALL JACKSON—"Stump Out Loneliness" (Prod. Don Law & Frank Jones) (Writers: Blew-Givens) (Four Star, BMI)—This blockbuster chart material with top Anderson performance should fast surpass his "Blues Plus Booze" hit. Easy rhythm number can't miss. Flip: "Road to Recovery" (Turp Tunes, BMI). COLUMBIA 43966

DECCA 32078
BURL IVES—"Lonesome 7-7103" (Writer: Tubb) (Cedarwood, BMI)—Fine, pristine Tubb Ives ballad and top Burl Ives reading should spiral Burl Ives up the country chart and spill over into the Hot 100 as well. Strong support from strings, chorus, guitar and piano work. Flip: "Hollow Words" (Acuff-Rose, BMI). DECCA 32078

CHART—Spotlighted to reach the HOT COUNTRY SINGLES Chart

GEORGE HAMILTON IV—"For Ole Joe (Greenlight, BMI). RCA VICTOR 9609
BOB LINDAM—"Hurryin' Away" (Acuff-Rose, BMI). NO. 1661
KAY ADAMS—"Rooster In My Shed" (Isham, BMI). TOWER 304

R&B SPOTLIGHTS

TOP 10

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

JIMMY HUGHES—"Why Not Tonight" (Prod. Rick Hall & Staff) (Writer: Gilbreath) (Fame, BMI) With equal potential for both pop and r&b charts, this blues wailer should have no trouble hitting hard and fast. It's Hughes at his scuffal, gospel best with a top blues ballad. Flip: "I'm a Man of Action" (Fame, BMI). FAME 1011

JAMES CARR—"The Dark End of the Street" (Prod. Quinlan-Casab & Rudolph Rush) (Writers: Moman-Penn) (Press, BMI)—Hot follow-up to "Pouring Water on a Drowning Man" is this smooth blues ballad with top possibilities for both the r&b and pop charts. The Moman-Penn material is perfect for the Carr styling. Flip: "Lovely Girl" (Rite-Aim, BMI). GOLDWAX 317

THE ORIGINS—"Good Night Irene" (Prod. Clarence Paul) (Writers: Ledbetter-Lomax) (Ludlow, BMI)—A wild, raucous revival of the Weavers' hit has all the earmarks of an r&b smash with strong possibilities for the Hot 100 also. Fine, solid beat, good sound. Flip: "Need Your Lovin' (Want You Back)" (Jabote, BMI). SOUL 35029

CHART—Spotlighted to reach the R&B SINGLES Chart

ATTRACTIONS—"Find Me" (Barks/Ann, BMI). BELL 609

JANUARY 7, 1967, BILLBOARD

www.americanradiohistory.com

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ECHOES FROM THE THUNDER
PAUL HAMPTON

"Will we really ever know or should we even wonder? The way I wonder, have we heard. All the Echoes From The Thunder?"
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**Billboard HOT 100**

**STAR performers—sides registering greatest proportionate upward progress this week.**

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Record Industry Association of America seal of certification as million selling singles.
UNIT FOUR
PLUS TWO
I Was Only Playing Games

PRIMO SCALA
Powder Your Face With Sunshine

YESTERDAY’S CHILDREN
To Be Or Not To Be

DAVE BERRY
Picture Me Gone

THE SATELLITES
Bodacious

dRAKE
On The Road To Mexico
SIT DOWN, I THINK I LOVE YOU . . .
Mario Man, Republic 05299 (Screen Gems-Columbia, BMI) (San Francisco)

THEN YOU CAN TELL ME GOODBYE . . .
Casinos, Fraternity 977 (Acuff-Rose, BMI) (Pittsburgh)

MUSIC TO WATCH GIRLS BY . . .
At Home, RCA Victor 9660 (SCP, ASCAP) (Philadelphia)

SNOW QUEEN . . .
Super Nichols Trio, A&A 830 (Screen Gems-Columbia, BMI) (San Francisco)

SKATE NOW . . .
Joe Courtney, Riverside 4098 (3 Track, BMI) (Seattle)

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

ALL . . .
James Darren, Warner Bros. 5876 (Warner Bros., BMI) (Chicago)

IT MAY BE WINTER OUTSIDE . . .
Felice Taylor, Mustang 3024 (Monavilla, BMI)

Conference of Personal Managers East presents
THE SECOND ANNUAL
"FESTIVAL OF STARS"
at PHILHARMONIC HALL
BROADWAY AT 64th STREET, NEW YORK CITY
SUNDAY, JAN. 8th, 1967 – 8:30 P.M.

BENEFIT
Nat 'King' Cole Cancer Foundation

"THE FESTIVAL OF STARS"
WILL BE A TWO HOUR SHOW (IN ALPHABETICAL ORDER)

EDDY ARNOLD
TONY BENNETT
DIAHANN CARROLL
THE FOUR SEASONS
CONNIE FRANCIS
JACK E. LEONARD
ED MCMAHON
WILLIAM B. WILLIAMS
JERRY STILLER-ANNE MEARA

TICKET PRICES
ORCHESTRA $4.00
LOGIS $3.00
FIRST TERRACE $2.00
SECOND TERRACE $1.00

TICKETS NOW ON SALE at Philharmonic Hall Box Office
BROADWAY AT 64th STREET, NEW YORK

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VERSE:

EVERY ONE IS WARM INSIDE THEIR HOUSES, IN THE SNOW
THE MERCURY IS dropping down to MINUS TEN BELOW.
OUTSIDE IT'S CHILLING, BUT INSIDE IT'S THRILLING
WITH FIRE, PLACES BURNING AND RECORDS THAT KEEP TURNING
AND YOU AND I, SNUGGLED WARM IN EACH OTHER'S ARMS
LISTENING TO SILENT SOUNDS AS THE SNOW PACKS THE GROUND.
PERFUMED HAIR THAT I SMELL—ESSENCE THAT I LIKE SO WELL.

CHORUS:

GONE IS THE GREEN GRASS—THE TREES HAVE TURNED BROWN,
THE SKY HAS GONE GREY—IT'S NOW WINTER'S DAY,
THE PARKS, THEY ARE EMPTY—NO SQUEAKS ON THE SWINGS,
NO KIDS ARE AT PLAY—IT'S NOW WINTER'S DAY.

YOU ARE MY WINTER—THE DAYS AND THE NIGHTS
IN OUR KIND OF WAY—IT'S NOW WINTER'S DAY.
OUR LOVE WILL BE STRONGER AMID WINTER'S CHILL,
INSIDE WE WILL PLAY—IT'S NOW WINTER'S DAY.

Copyright 1966
LowTwist Music

We Are the Proud Publisher:
LowTwist Music (B.M.I.)
P.O. Box 9687, Atlanta, Ga.

Producers:
Our Production Co.

Record Company:
ABC Records

Management:
Bill Lowery Talent, Inc.
P.O. Box 9687, Atlanta, Ga.
(404) 283-3952
NEW YORK—Angel Records had the original cost album of the (Michael) Flanders & Donald Swann revue, "At the Drop of Another Hat," available long before the Broadway premiere at the Booth Theater on Dec. 26, but it was hardly a pre- sumption, for the duo from England are a sure thing. In fact, they are the comedy high- lights so far this season.

The album was recorded in England and contains about two-thirds of the material now being used in the Broadway run. Two thirds of Flanders & Swann is better than all of most anybody else, so the consumer buying the record after seeing the show won't be disappointed.

Flanders & Swann are funny fellows with a sharp wit, an irreverent point of view, and a breezy comedy style. Their targets are many and their aim is sure. They are apparently fonder of animals than they are of people or things, but it's their citzen and it eventually becomes the audiences. After all, the guy is really much more likable than an audience that wants to assure you for the loss of four limbs or more.

There are animals and other people and things in their repertoire and the evening progresses at a delightful pace as Flanders acts the raconteur-singer from his wheelchair and

WHAT DAILIES SAID ABOUT ‘OTHER HAT’

NEW YORK—"At the Drop of Another Hat," with Flanders and Swann opening Dec. 26 at New York's Booth Theater. Following are excerpts from the New York dailies:

"All out for the Booth where the New Year is already happy."

"It is difficult to find a ticket for Flanders and Swann's opening night."

"Flanders & Swann have a following both of their own and other."

"The New York Times" says: "Talented and mild-minded to a degree, the Flanders & Swann show is an excellent one."
FROM THE SINGLE THAT SWEPT THE COUNTRY
NOW... THE ALBUM

THE ROYAL GUARDSMEN

LI'L RED RIDING HOOD • THE BATTLE OF NEW ORLEANS
ALLEY OOP • BO DIDDLEY
PEANUT BUTTER • THE JOLLY GREEN GIANT • AND OTHERS

PRODUCED BY: PHIL A. GERNHARD
PERSONAL MANAGER: PHIL A. GERNHARD
BOOKINGS: CAPITAL BOOKING CORP.


**CLAY COLE AIMS HIS WPIX-TV DISKOTEK variety show at a variety of audiences. One show, for example, featured a little-known singer who was soon climbing the Hit Parade. Another show featured Mitch Ryder (at right with Cole), whose latest record went to No. 4 on Billboard's Hot 100 Chart—"Davil With a Blue Dress On & a Golly-Golgy Miss Molly" on the New Voice label.**


**BATTLE OF DJ'S HELD IN OHIO**

MIDDLETOWN, Ohio — It was a battle for the ages last week here as Tom Kenna
tony and Jerry Kaye joined forces in the studio on the afternoon show of WOAI in Cinci
nati. Kaye is program director of WING in Dayton. The two stations have gone into the Middle
town market from Columbus, where they have been battling for the same audience. The battle
was on for three hours, with each trying to out-sell the other. The format is 40 minutes of
music, with the remainder of the show dedicated to local news and entertainment. The sta
tion's slogan is "The station that you can't stand to love and can't stand to hate!"


**DAYTON SPOTLIGHT**

AIDS Young Talent

DAYTON, Ohio—WING, a 24-hour Hot 100 format sta
tion, now appears to be on two factors—an expanded playlist and boosting local rec
ord tastemakers. For "a long time," said program
director Jerry Kaye, "the station has been playing ad
voked locally produced records. But there are between 200 and 500 bands in the area
and a lot are cutting records. So we decided to give the
better local groups record exposure by placing their rec
ords on the bottom of our surveys." This has created a lot of listener excitement, said Kaye.
The feature, titled the "Day
ton Spotlight," is "good for young talent who really need a push. The record chosen will get as
many
plays as the record from a famous
group was last week by Brenda Lee, 'The Love of My Life Now.'" Music director Mark Scott
said that another very hot local group was the X-Caltens with "Hang It Uph." The record in
clude to be "launched from an old
station..." "Then You Can Tell Me Good
bye" got their first break on the station, and
"the station has all the talent. We're not happenin
g all over, the station said. Other groups in
clude to be "launched from WING include the
Music Explosion with "Little
Black Egg" and the Night Crawler on Kapp Records. WING's playlist in July from 30 records to
40, plus "as many as possible to be before the mar
ket is being serviced by us." This increase to high as 20 extra..." no limit, he said. The reason for the extra 30..." as many as possible to be before the market is being serviced by us."


**BLAVAT SHIFTS SHOW OVER TO WMIL-TV**

PHILADELPHIA — TV per
sonality Jerry Blavat is shifting his bandstand show over to WMIL-TV and will launch his new show, with an hour prime time live color rec
ording, starting tomorrow night. Blavat is one of the biggest stars in the market, and the show is expected to be a huge hit. The show will be carried on the Triangle network, and will also air on WJAC-TV in Altoona, WQLT in Scranton, and WYIP in Wilkes-Barre.

**WNYW LIST IS EXPANDED**

PENSACOLA, Fla.—WNYW beaming 1,000 watts, has just expanded its playlist from 40..." WNYW has adopted a "hip, hop, pop" format since August 1962 and is highly profitable, according to manager Robert W. Taylor.

**WLRB IN BOOST**

NEW YORK—The r & b sta
tion WLRB will go on the air this month with new tower and transmission. The new Lynhur
n, N. J. transmitter will boost the station's power from 1,000 watts to 10,000 watts.


**WOR-FM GETS SPOT ACTION**

NEW YORK—At least two major record companies have been using the importance of New York FM stereo stations to promote their cutting record sales. Columbia Records recently bought satur
ation out for Rolling Stones new albums—"Parleys, Sage, Rose
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THE NEW ASCAP BIOGRAPHICAL DICTIONARY.

The American Society of Composers, Authors and Publishers present a newly revised Third Edition of the ASCAP BIOGRAPHICAL DICTIONARY.

This unique, fact-packed book highlights the careers and achievements of some 5,238 writer-members of the world’s largest association of music creators. In addition, there is a complete listing of all publisher-members.

This handsomely bound reference book of the outstanding music men and women of our nation is of invaluable help to all those interested in the development of musical programs for any medium of entertainment.

The book may be purchased for $5.25 including mailing costs.

American Society of Composers, Authors and Publishers
575 Madison Avenue, New York, New York 10022.

ASCAP, 575 Madison Avenue, New York, New York 10022
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Enclosed is my check (or money order) in the amount of $.

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ADDRESS: ________________________________________
CITY: ____________________________________________
STATE: _______ ZIP: ___________
Strong? Man...

What do you do when your last single is so strong it won't die... do you just sit there and wait for it to get at least weak?

Not TIM ROSE.

'I'm Gonna Be Strong'

On COLUMBIA RECORDS
Where the STRONG action is...
London Initial Stereo Treasury Series a Bargain in Treasures

NEW YORK—London’s new low price line, the London Stereo Treasury Series, is being launched this week with an impressive lineup of outstanding recordings by some of the top conductors of the stereo era. While only one of the initial 15 titles has not previously been issued here, there will be more new material later. Among the list are British titles by Sir Ernest Ansermet, Josef Krips, Fritz Reiner, Rafael Kubelik, George Seroff and Sir Adrian Boult.

The largely instrumental line feature of these new titles is symphonic and ballet music in its first use. Utilizing only stereo processing, these recently waxed in stereo, mastering in England, resulted in an excellent sound, comparable to regular-priced London ffrr product.

Leading off the list is the only package of the first group, a first-rate performance of the Vienna Philharmonic of the “Symphony No. 6,” with Maestro Leopold Maier, head of the Vienna Philharmonic. Long considered one of the fine performances of this symphony, this release more than lives up to expectations in all respects, including performance and stereo sound.

Casado Dies in Madrid

MADRID — Gaspar Casado, internationally known cellist and composer, died of a heart attack in a hotel here on Christmas Eve. He was 69. A former pupil of Pablo Casals, his fellow Catalan, Casado split with the maestro after Casado continued to play in Spain, Italy and Germany during World War II.

Casado made his American debut in 1936 with the Philadelphia Orchestra and Mr. John Barbirolli at Carnegie Hall. He also played under Lammoureux, Furtwangler, Henschel, Weingartner, Wood and Arbos. His compositions included “Rusponi Catalana,” three quartets, a trio of violin, piano and cello, and a number of smaller pieces. He also made transcriptions of several works composed for other instruments.

He specialized in chamber music in later years. During his career, he played with such artists as Yehudi Menuhin, Artur Rubinstein and Harold Bauer. His available solo recordings are on the London ffrr label.

(Continued on page 31)

3 Col. Albums Will Mark Casals 90th

SAN JUAN, P. R.—The 90th birthday of cellist Pablo Casals was celebrated here last Thursday (29) with celebration at the governor’s mansion, La Fortaleza. In connection with the observance, Columbia Records is issuing three special albums in its Music from Mariboro series later this month. One features songs written by the artist, while the other two have him conducting the Mariboro Festival Orchestra.

Violinist Isaac Stern, who represented Mayor John Lindsay of New York, presented Casals with a Handel Medalion. A formal reception and ceremonies followed a surprise concert during which Mieczyslaw Horowitz, Eugene Istomin, Alexander Schneider, Rudolf Serkin and Stern were the featured soloists. Casals conducted the orchestra in works of Händel, Mozart and Beethoven.

Wagner Fest on As Scheduled

BAYREUTH — The Bayreuth Richard Wagner Festival management announced Thursday that Wagner’s opera “ Valkyrie” will be presented as scheduled in 1967 despite the death of Wieland Wagner.

Wieland Wagner’s work at the head of the festival management will be taken over by his brother, Wolfgang, and his widow, Gertrude. Wolfgang will stage a new production of Lohengrin, with Rudolph Kemmler conducting.

Karl Boehm will conduct the first and second performances of the complete “Ring of the Nibelung,” Othmar Seifert the third. Three Wagner operas are to be conducted by Pierre Boulez and Tannhauser by Christof von Dohmanny.

Gertrude Wagner will carry on Wieland’s work at Bayreuth with the choreographic sector in which he interested him. At present, Miss Wagner is helping to stage Salome by Richard Strauss in Geneva in preparation created by Wieland before his death in October.

The premiere of the Geneva production will be Jan. 14.

(Continued on page 31)

Classical Notes

Cecil Davis debuts at the Metropolitan Opera Jan. 25, conducting the new production of Britten’s “ Peter Grimes.” The cast will include Lucine Amara, Lilli Lohman, Jon Vickers and Gerald Evans. Regina Resnik will appear in the Chicago Symphony, performing the solo in Mahler’s “Symphony No. 3” in a March concert. Serata’s “Concerto for Piano and Orchestra” will be played Thursday (5) in Flushing, N.Y. The program will be repeated on Saturday (7). Frankfurth’s “Concerto for Piano and Orchestra” will also be played Thursday (5).

(Continued on page 31)

Heinrich Steffan plays a favored role at Carnegie Hall. Columbia Records plans to release an album of the concert early this year. Steffan played two sold-out houses, giving three encores at each.

30

HANNY STEFFAK listens as conductor Charles Mackerras stresses an intense passage during a recording session of Gluck’s “Orfeo ed Euridice” at the Vanguard recording studios in Vienna. Miss Steffak sings Amore in the two LP Back Pack package, which also features Maureen Forrester, Decca and Wanda Fischer-Brandford and Eva Marton.

The musicians are members of the Vienna State Opera Orchestra.

31

HELSINKI WILL TOUR THE U.S.

HELSINKI !—The American tour of the Helsinki Philharmonic will begin in February 1968 under the aegis of the Judd, Kiss and Dahlgren Division of Columbia Artists Management. Under the direction of Forma Pauhala, will be the American premiere of a composition by Juha Nuhari, winner of the cello competition in last year’s Helsinki contest in Moscow, will be soloist. Vladimír Horovitz plays before a packed house at Carnegie Hall. Columbia Records plans to release an album of the concert early this year. Horovitz played two sold-out houses, giving three encores at each.
London Initial Stereo Treasury
Series a Bargain in Treasures

Rounding out this interesting pressing are Charles Avignon's "Concerto No. 13 in D for Strings" and "The Temptress." Two real gems of the ballet world are now available with Ernest Ansermet conducting the La Suisse Romande. One is the "Polnische Suite" paired with "The Emperor Waltz." This is the "Song of the Nightingale" on a Strauss overture. Founded on original recordings by Pergolesi, the ballet suite is a stunner as is the Flip Pendleton orchestra.

The other first-class Ansermet contribution is Marcel de Falla's "El Amor Brujo" with its famous "Ritual Fire Dance," paired with Falla's other opera "El Retablo de Maese Pedro" (Master Peter's Puppet Show) with Aragony ruing in another top job in this Don Quixote story, this time leading the National Orchestra of Spain. The competent soloists are Raimunda Torres, Julia Bermejo and others.

Martinson expertly conducts the Paris Conservatory Orchestra in the Adolphe and while Selli conducts the Israel Philharmonic in the Roman-Rei- na:"La Boutique Fantas- que" to complete the full-length ballet program. Unfortunately, however, the latter LP is Duch's well-known "Sourcerer's Apprentice." The last two pressings also feature dance melodies, including a Johann Strauss collection by Kipnis, Martinelli and Philharmonic. "The Emperor Waltz" has never sounded better. Also included is one of Tchaikovsky's "Waltzes," "Waltz From the South." "A Night in Venice" is completed by Josef Strauss and "The Blue Danube Waltz," both the selection. At last the orchestra, under the direction of Pendleton and Dr. Dormant, has given us a wide range of dance music. At a $2.49 list, the Stereo Treasury Series is quite a bargain, well able to compete for the budget dollar. London's next entry, the Stereo Opera Series, is eagerly awaited.

FRED KIRBY
"She's"

Single record #55939

Goin' steady with

Del Shannon

And headin' for the charts

Produced and written by Tommy Boyce and Bobby Hart
SPECIAL MERIT PICKS

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

CLASSICAL SPECIAL MERIT

MANDEL: KERKES (Highlights)
Various Artists/Vienna Radio Orchestra (Petersheim), Westminster: XWPI-19115 (M; $7.95/7.95) (1)

A well-chosen group of 12 selections from Westminster's complete "Mandelsatz" (Kerkes) realized by the experienced conductor and Munich Philharmonic, with a distinguished featheing of](1)

CLASSICAL SPECIAL MERIT

MENDELSSOHN: CHAMBER MUSIC, Vol. I (3 LPs)

J. S. BACH, KEYBOARD MUSIC, Vol. IV (3 LPs)


LOW PRICE CLASSICAL

FRANZ COCCALE: FAVORITE OVERVUES

Royal Philharmonic (Bechstein). Pickwick: 120 PC 4202. $3.98. 3 LPs

Royal Philharmonic (Gosson). Pickwick: 123 PC 4203. $3.98. 3 LPs

MÜLLER-KIRCHNER: "PICTURES OF AN EXHIBITION"/RAVEL: "RÊVÊLÉS"

Mossorovsky: RCA Victor PRM-3754 (M). LPS 3754 (3) (755-03754-3; 755-03754-3)

"I DO! I DO!"

Original Cast, RCA Victor LOC 1171 (M; LSO 1171 (5) (755-01171-3; 755-01171-3)

WHISPER...

Jocelyn Wilson, Brunswick BL 54122 (M; BL 754122 (5) (232-54122-3; 232-54122-3)

DOUBLE TROUBLE...

Sam & Dave, Stax 712 (M; T12 5 (5; 833-00170-3; 833-00170-3

SEE REVERSE SIDE FOR TITLE...

Jim Kurskin & the Jug Band, Vanguard TVS 9224 (M; TVO 9224 (5; 100-7924-3; 100-7924-3

(Continued on page 39)

THE HORN MEETS "THE HORNET"

Al Hirt, RCA Victor LPM-3716 (M; LSP 3716 (5) (775-02716-3; 775-02716-3

WINCHESTER CATHEDRAL...

Palm Beach Band Boys, RCA Victor LPM-3734 (M; LPS 3734 (3) (775-03734-3; 775-03734-3)

IF I WERE A CARPENTER...

Bobbi Darin, Atlantic 8135 (M; SD 8135 (5) (190-08135-3; 190-08135-3

BOOTS WITH STRINGS...

Berta Randolph, Monument MLM 8066 (M; SLP 18066 (5) (675-09666-3; 675-18066-3

LOW PRICE CLASSICAL

SPECIAL MERIT

MOUSORGSKY: "PICTURES OF AN EXHIBITION"/RAVEL: "RÊVÊLÉS"

JOSEPH HEINEKING: "PICTURES OF AN EXHIBITION"/RAVEL: "RÊVÊLÉS"

(Continued on page 39)

Attention all writers and publishers!

Are you losing performance fees by not joining ASCAP?

The increased—and quicker—payments made by ASCAP to its members have caused many writers and publishers to take a second look at their performance royalties.

ASCAP is a non-profit association run by and for its members—who write and publish in every field of music. ASCAP's principal purpose is to assure writers and publishers of music that they will receive equal treatment and full compensation for the performance of their works.

If you want more information about your state in performing rights and the advantages of ASCAP membership, call the Society's Membership Department in New York at MURRAY HILL 8-8800, in Beverly Hills at 273-6022, and in Nashville at 254-1386.

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

WRITERS: Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published.

PUBLISHERS: Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assures the financial risk involved in the normal publication of musical works.

STANLEY ADAMS, President

American Society of Composers, Authors & Publishers

S.P. 3 Madison Avenue, New York, New York 10022

JANUARY 7, 1967, BILLBOARD
TELEVISIONS NEWEST SENSATION
THE DIS·ADVANTAGES OF B/W THE DATING GAME
THE BRASS RING
FEATURING PHIL BODNER
D-4065 [DUNHILL]
1966 Vintage Year for Germany

*Continued from page 1*

over the preceding year, annualized at $2.9 million records against 10.8 million for 1965. These gains were seen during the period January through October.

German disk executives were encouraged that singles sales not only held up well but showed a slight gain over 1965—from 19.2 million records to 20.6 million, a gain of about 2 per cent.

The German disk industry in 1966 showed significant development along lines familiar to the American industry, and the forecast is for a continuation of this development in 1967. The major German disk market is the LP. But, as in the U.S., German record companies are discovering that there is not one but there are two LP markets—and both are equally rewarding.

**Budget LP**

This has been the year not only of the LP in West Germany but also the year of the budget LP. For the first time, all major German disk companies have introduced and pushed the sale of budget LP's (most of them priced at $2.45).

The German record companies have discovered that there is a large market for budget LP's and one which does not inhhite budget LP's to compete for price-conscious LP's. All German disk firms report that they have been able to increase the sale of regular-price LP's while simultaneously posting big sales with budget LP's.

A spectacular example in this field is Der Wireless Rundfunk Gander's Volks- platte selling at $2.45. The Volkspatje sold 400,000 copies since being introduced last September. These booming sales have not damped the sale of Electrola's regular-price LP repertoire, which showed substantial gains as well in 1966.

**Been Good Year**

Electrola's sales chief, Wulf Fred Jung, looks for another good year in 1967. While the German economy shows signs of leveling off from the hectic boom of recent years, Jung believes that the German disk business has achieved sufficient momentum to carry on to at least a steady year in the gains of the year ahead.

Jung points out that records are not necessarily-price leaders and that the downturn in the record sales in the current business cycle is likely to cause industries are no sure guide for developments in the disk industry.

Jung forecasts a sales increase from 3 to 5 per cent. Teldor's sales director, Artur Waizenegger, is similarly optimistic. He believes that the thrust achieved by the German disk companies in recent years will continue to press them to further, if modest, gains next year, and that the disk business will continue, he says, as a whole. Waizenegger looks for continued gains on the LP market, but he believes it is important that singles sales also increase. What will be the trend of the LP and a tendency on the part of some the LP and a tendency on the part of some

(Collapsed on page 41)

German Phono Assn. Acquires Publication

HAMBURG-The trade magazine "Music" has been bought by the German record industry through Joachim Viedeheart, director of the German Photographic Association. The Hamburg-based publication will be called "Schallplatten," and will appear in a different format.

The editor will be Just Pinch, the present publisher. Other staff will be Brigitte Weckelmann (pol. Dr.), Hans Koelsch (classical) and Siegfried Schmidt-Jons (jazz), Christian Torsell, a former German Billboard correspondent, will handle the record releases section. "Schallplatten" will have 52 pages. Present circulation is estimated to be around 4,000. With its new format, "Schallplatten," and large page-size, "Music" was launched in September 1965, as a competitor to "Musikmagazin," published in Munich.

Independent music magazines oriented at various aspects of the music business.

They include "Leg Auf" and "PF Journal," two promotion papers circulated through record dealers, "Phono-Forum" specializing in classical music, and "Automatenmagazin" and "Musik-Informationen" with both concentrating on the coin-operated section.

Though the boom is over, several teen-age publications are flourishing. Leader is "Braun" (peak circulation 950,000). "Music" is owned by the German newspaper magnate Axel Springer. The new "OK" chief editor is Gunter Arndt, a former Telede press officer and TV producer.

General magazines like "Sterne," "Neue Revue" and "Quick," selling in millions, devote regular pages to pop music. More than 40 daily newspapers also publish weekly pages on pop gossip, features or reviews.

11% Sales Spike: Spurs RCA Mex.

MEXICO CITY—An 11 per cent sales increase for RCA Victor Mexicanas in 1966, in spite of a second-quarter general slump and a mid-year price increase, has spurred executives to intensify the policies initiated during the year.

The only Mexican record company with regional sales offices, RCA put additional muscle into five-man, one-supervisor sales centers in Guadalajara and Monterrey as well as beefing up the sales force in the capital.

Louis Cortzilano, president, said: "The sales force represents 32 per cent of our sales. Nationwide. Mexico City accounts for 52 per cent of sales with the rest of the nation taking in the other 48 per cent."

One of the most important changes made during the year was the move from relying on catalog to an aggressive search for talent. Young artist journalists here as well as "talent scouts" on a freelance basis, throughout the nation have brought in such new groups as La Compania Universitaria de la Laguna, Los Comanches, Los Correos del Toreo Chico, Las Hermanas Jimenez, Hermanas Cueva and Los Tres Con Ella. Last year, the group did a disk in English.

Promotes Talent

All new talent receives promotion on TV shows which RCA co-sponsors, national tours and build-ups.

Most successful records during the year include the run-away smash, "Strangers in the Night" by Marco Antonio Muni, original soundtrack of "The Sound of Music," a Brass Rings EP, sales by the Rodilla Tapalultis, "Bello del Ano" by Pablo Beltran Ruiz and his orchestra, and such Walt Disney records as "Mary Poppins."

RCA Victor Mexicanas has no distributors nor rack (Continued on page 41)

France '66: EP's Dip; Classical Up

*Continued from page 1*

works made in November is reported at $1.5 million, a figure at a significant pace. A selling idea which is proving successful and will be employed more widely in 1967 is the coffin or box method. Each box contains three or four records by one particular artist or different groups. These boxes are being utilized in both pop and classical music by Voxage and Philips respectively.

**French Classic**

CBS classical musicals were stimulated by a new sleeve format under a Great Interpretations Series title. Arranged especially for Festival tour for foreign visitors. The Finnish Radio Service will also take part.

After the 1966 festival, several foreign publishing companies expressed an interest in entering this market. Derek Boulton's British company is seeking the rights for "Hiroshima Mon Amour," which British singer Sheila Southern performed in the festival.

COL., MELODIA TO MAKE SPOT SONGFEST SCENE

WARSZAW—American Columbia and Russian Melodia are the first two record companies announcing participation in the seventh Spot Song Festival. Poland's leading pop music event, it takes place between Aug. 17 and 20 at Sopot.

Sopot is a resort town on the coast of Western Poland, Britain, Canada, Mexico, Switzerland, Libya, Israel, San Marino and Malta. The number of participating countries has now reached 16.

CBS has appointed as a host of honor by the organizing committee, and Orbitis, the Polish tourist office, is arranging special Festival tours for foreign visitors. The Finnish Radio Service will also take part.

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**CUANDO CALIENTA EL SOL...**

...has been recorded for the 714th time!

*Why?*

Because the publisher is ALBERTO CARISH.

Hits published by Carish have spread from Italy throughout the world.

Why not assign your catalog to Alberto Carish?

EDIZIONI SOUTHERN MUSIC SRL

Piazza Portori 2—Milan, Italy. Tel. 895-822

GEORGE ALEXANDER, new director general of EMI Italiana, confers with his predecessor, Francois Minchin, at a cocktail party at Hotel Principe & Savoia in Milan.

JANUARY 7, 1967, BILLBOARD
EMI’s Finland & Norway Branches Handle Prestige

HELSINKI — EMI affiliates in Finland and Norway will handle the American Prestige catalog in their territories following a deal concluded by Kurt Mikkelson, recording director of Skandinavisk Grammophon A/S here. Previously, representation of Prestige was through the British firm, Transatlantic.

The changeover became effective Sunday (1). Søset will continue handling Prestige in Sweden, but the label is now being marketed by EMI licenses Westerland in Finland and Carl M. Iversen in Norway. EMI affiliates in Scandinavia will continue representing Disneyland disk product, following renewal of the contract with the Disneyland London office.

Local language versions of “Snow White” and “ Winnie the Pooh,” using the original musical backing tracks, have been recorded and released in Finland and Denmark. The Disney “Mary Poppins” film soundtrack LP will remain on the HMV label.

3 Execs Form Record Firm

COLOGNE—A new record company is being formed in suburban Forsbach by three leading figures in the German record industry.

They are producer Heinz Gietz, Gunther Ilgner, and Rolf Engleder. All three formerly were with Electrola.

The new firm will begin operating in January. Its program calls for a minimum of 12 singles a year together with what is promised as an “imposing series of LP’s” of top-flight entertainment music.

Gietz will be chief of production, assisted by Wolfgang Hirschmann. The new firm has already created a studio and established office space in Forsbach.

From The Music Capitals of the World

BRUSSELS

Andersen and Beechwood have signed an agreement with Eddie Farnol of Paris for the exclusive publishing rights to Dick Rivers songs in Belgium and Holland. Andersen and Beechwood also has exclusive Belgian rights for “Sag mir Wie” and “Lulu Das Haupt Glauben” by Udo Jürgens, and Dutch and Belgian rights for “Cherish” by the Association.

Felix Faeq, World Music and Palette Records general manager, has completed a two-week business trip in North America, visiting Montreal, Toronto and New York. At his Zodiac Music outlet office in New York, Faeq talked with several leading American music executives, including Dave Kapp.

Jerry Blaine (Jehoah), Howie Richmond (Trio), Sid Chiantia (Loud) and Irwin Robinson (Screen Gems), as president of the Authors Rights Society Sognali, Faeq met Rosalie Miller of the American Mechanical Rights Agency (AMRA) and music business attorneys Harold Orenstein and Allan Aren, Roland Klauser, World Music and Palette assistant manager, has also completed business visits to the West Coast, Nashville and New York.

Britain’s Tom Jones (Decca), Cat Stevens (Dewax), the Small Faces (Decca), Beverley (Dewax) and Spain’s Los Bravos (Barclay) spent three days at Knokke starring in a telerecording of a major New Year’s Eve show screened by

arette, Butter

Conspiracy is Spreading

Record Sales In Mexico

MEXICO CITY — Following is an estimate of the total sales of records in Mexico in 1966. While not precise (this is impossible in Mexico), the table is close enough to give an accurate appraisal of the market. The information was secured from a reliable industry source.

RPM Type Total

78

Single 4,200,000

45

Ex. Play 4,750,000

33

Economy 2,000,000

33

Standard 2,200,000

33

Imported 250,000
PATTI PAGE listens to a playback of "Didn't I" in German. She recorded "At Most Persuaded" in German for CBS Schallplatten while in Germany last month.

Palladium Back Live; Boon to Act Exposure

LONDON—A major promotion source for new records has become available following the closing of the popular but financially unprofitable Palladium in February. The Palladium has been held up as a major showcase for international talent, carrying it over to the U.S. to promote sales. Last summer the program was done in concert form, with the first part recorded in the studio and the second part broadcast live. The switch killed the weekly program as a promotion opportunity, particularly for the U.S.

But now that the TV show is recorded in its original form, managers are seizing the new opportunity to promote their artists, and this should help the American comeback in the British record market, which is suffering a slump due to the end of the American invasion and the threat of the Beatles. The Palladium program, which ran from May 22 to July 31, is scheduled to go into production again next month.

The Palladium's return to London comes at a time when the British record market is in need of a new promotion source. The Palladium program, which ran from May 22 to July 31, is scheduled to go into production again next month. The return of the program is expected to boost sales and help promote new artists.

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**HITS OF THE WORLD**

**ARGENTINA**

"Dones" local origin

This Last Week

1. **A MAN AND A WOMAN** - Osvaldo Paredes (CBS)
2. **Sorry** - Francisco Lombrana (CBS)
3. **DON'T WANT TO BE ALONE** - Nilsson (CBS)
4. **TEENAGE GLOOM** - Silvio Rodriguez (CBS)
5. **NO ME IMPORTA** - Vicente Fuentes (CBS)

**AUSTRALIA**

"Dones" local origin

This Last Week

1. **I'M GONNA STAY ON MY MIND** - Eric Clapton (CBS)
2. **SORRY** - Eric Clapton (CBS)
3. **GREEN GREEN GRASS** - Don MacLeod (CBS)
4. **NO MILK TODAY** - John Lennon (CBS)
5. **SHADOW** - John Lennon (CBS)
6. **PARIS EN COLEUR** - Mireille Mathieu (CBS)
7. **NOIR** - Mireille Mathieu (CBS)
8. **DOCTOR JIVAGO** - Mireille Mathieu (CBS)
9. **SUBLIME** - Mireille Mathieu (CBS)
10. **EVER LOVING MAN** - Mireille Mathieu (CBS)

**DENMARK**

"Dones" local origin

This Last Week

1. **LANDSKYR** - Bjorn & The Others (CBS)
2. **LITTLE MAN** - Sonny and Cher (CBS)
3. **YELLOW SUBMARINE** - The Beatles (CBS)
4. **HAVE YOU SEEN YOUR MOTHER, MADAM?** - The Beatles (CBS)

**FRANCE**

"Dones" local origin

This Last Week

1. **PLAY BOYS** - Jacques Dutronc (CBS)
2. **THE BOXER** - Johnny Hallyday (CBS)
3. **PARIS EN COLEUR** - Mireille Mathieu (CBS)
4. **NOIR** - Mireille Mathieu (CBS)
5. **DOCTOR JIVAGO** - Mireille Mathieu (CBS)
6. **SUBLIME** - Mireille Mathieu (CBS)
7. **EVER LOVING MAN** - Mireille Mathieu (CBS)

**JAPAN**

"Dones" local origin

This Last Week

1. **YUME WA YORI HIRAKU** - The Beatles (CBS)
2. **VUSHANA NAIHURI** - The Beatles (CBS)
3. **YANAGASE BLUES** - The Beatles (CBS)

**SINGAPORE**

"Dones" local origin

This Last Week

1. **NO MILK TODAY** - Herma's Orchester (CBS)
2. **STOP, STOP** - Herma's Orchester (CBS)
3. **LONELY HEART** - Herma's Orchester (CBS)
4. **LONELY STREET** - Herma's Orchester (CBS)
5. **SUMMER IN THE CITY** - Herma's Orchester (CBS)

**MALAYSIA**

"Dones" local origin

This Last Week

1. **NEVER** - Herma's Orchester (CBS)
2. **TAPASPO** - Herma's Orchester (CBS)
3. **DANCE** - Herma's Orchester (CBS)
4. **LONELY STREET** - Herma's Orchester (CBS)

**MEXICO**

"Dones" local origin

This Last Week

1. **BRAHMS** - Tony Manta (CBS)
2. **SINFONIA DE AMOR** - Tony Manta (CBS)
3. **ME BEM (My Swet)** - Tony Manta (CBS)
4. **SUBMARINE** - Tony Manta (CBS)

**NORWAY**

"Dones" local origin

This Last Week

1. **THUNDER ROAD** - Tony Manta (CBS)
2. **SAY** - Tony Manta (CBS)
3. **ME BEM (My Swet)** - Tony Manta (CBS)
4. **SUBMARINE** - Tony Manta (CBS)

**SOUTH AFRICA**

"Dones" local origin

This Last Week

1. **UNEL** - Tony Manta (CBS)
2. **ME BEM (My Swet)** - Tony Manta (CBS)
3. **SUBMARINE** - Tony Manta (CBS)

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3. **YELLOW SUBMARINE** - The Beatles (CBS)
4. **HAVE YOU SEEN YOUR MOTHER, MADAM?** - The Beatles (CBS)
5. **IN THE NIGHT** - Frank Sinatra (CBS)
6. **ECLIPSE** - Frank Sinatra (CBS)
7. **WITH A GIRL LIKE YOU** - Frank Sinatra (CBS)
8. **DISTANT DRUMS** - Frank Sinatra (CBS)
9. **LANDSLIDE** - Frank Sinatra (CBS)
10. **EVER LOVING MAN** - Frank Sinatra (CBS)

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GOSPEL MUSIC

Hess, Imperials Signed, Jake Inks Joe Moscheo, 2

NASHVILLE — Jake Hess and the Imperials signed a three-year exclusive recording pact with Heart Warming Records this week, in the midst of startling personnel and audio changes in the group.

One of the major changes is the addition of Joe Moscheo, formerly of the Prophets, to the Imperials. Moscheo will provide the piano accompaniment for the quartet, filling the position vacated by Henry Slaughter, who left the tour to direct a choir in a local church.

Hess has added two more musicians, Larry Benson and Dave Matthews to the Imperials bringing the group total to seven members. Along with the piano, Hess hopes to tour with a combo organ, guitar, claviola, electric bass and drums, with Benson and Matthews shifting instruments to provide a more sophisticated background to the gospel singing.

The new look, new sound Imperials are rehearsing their newest members prior to the January concert tour that will take them cross-country, culminating in the "Quartet Festival of Music" in Long Beach, Calif., Jan. 20-22. Hess is striving for a more marketable sound, one which he hopes will appeal to college-level people, resulting in more potential bookings and concert dates. The Imperials played two colleges on their last tour, Central Baptist College in Conway, Mich., and Huntington College in Indiana.

The initial record release by the new group is tentatively slated for early February, according to Heart Warming.

WGUN's GM Show Into 16th Year

ATLANTA — "Suppertime," the oldest and most popular gospel music program in the Southeast, begins its 16th year of broadcasting over WGUN Radio Jan. 2.

Wes Gilmer, "Suppertime's" host, will return for his third year as program emcee.

Quartet Sing to Coast on 20-22

NASHVILLE — Polly Grimes Gospel Concerts is sponsoring the annual "Quartet Festival of Music" in Long Beach, Calif., Jan. 20-22. The festival is a first for West Coast gospel music. Except for the National Quartet Convention held in Memphis each year, this is the only three consecutive days of gospel music singing in the country.

Miss Grimes has booked the Imperials, Stamps Quartet, Statesmen and the Blackwood Brothers to headline the concert. A Sunday morning worship service conducted by Rev. Hovie Lister will climax the event.

Speer Family on Jubilee Show

NASHVILLE — Nashville's Singing Speer Family was the guest group recently for a five-hour taping session of the "Gospel Singing Jubilee" television series.

The show, filmed at WSIX-TV here, is under the supervision of J. G. Whitley, gospel music producer from Pensacola, Fla. Les Bradley, manager of the Florida Boys Quartet, acts as talent co-coordinator for the program.

Each session of the show features a guest group in addition to the regulars on the telecast, the Florida Boys, the Dixie Echoes with Hal Kennedy and the Happy Gospel Family. The gospel music show is syndicated throughout the U.S.

Pathway Sales Hit New High

CLEVELAND, Tenn. — Pathway Press, gospel music distributor, experienced a 65 per cent increase in sales last quarter compared with the same period last year, according to H. Bernard Dixon, general sales manager.

Dixon said the remarkable sales boost was partly due to the expansion of Pathway's sales force under the direction of Norman Smiddy, sales manager. This expansion, coupled with an emphasis on a wider distribution through rack jobbers, has led Pathway executives to project an anticipated sales increase in the first quarter of 1967 of 75 per cent.

The company publishes religious books and music, and distributes gospel recordings exclusively on Sing, Skylite, Temple and Worship labels.

Gospel Music!}

THE EXCITING SOUNDS OF THE SMOKY CATLIN TRIO SRLP 6052 SSSL 6052

J. D. SUMNER AND THE INCOMPARABLE STAMPS QUARTET SRLP 6048 SSSL 6048

DORIS AKERS FROM THE MINISTERS WLP 853 SSLP 853

THE SPEER FAMILY, Nashville's famous gospel singing group, has a new look this year. Mrs. B. T. (Mom) Speer, center, has rejoined the group and the Spears have added tenor Harold Lane, rear center. Other members of the group are, l. to r. front, Faye Speer, Ann Saunders and rear, Brock and Ben Speer.

Quality First! at Queen City Album Company

A COMPLETE PRESTIGE RECORD PACKAGE
- Mastering - Printing - Labels - Art-Design - Record Pressing - Printing and Fabricating of Jackets - Quality Control - Process

Large Selection of Stock Jackets
Write for complete illustrated catalog of prices and designs

QUEEN CITY ALBUM CO. — 2282 Spring Grove Ave.
Cincinnati, Ohio 45226

JANUARY 7, 1967, BILLBOARD
German Vintage

Continued from page 36

German disk executives to downgrade the single to the youth and jock box market. Walzinger believes that the jock format is in the best interest of the industry.

Aribi Optimistic

Also optimistic is Aribi's international marketing manager, Erich Ehrlke. His sanguine appearance is solidly based on the impressive gains scored by Aribi in 1966 with the Melodia-arecord. At year-end, Aribi had sold around 100 LP's under the Melodia-European with top artists from five different countries. Aribi signed a number of top recording artists to exclusive two-album contracts, including Peter Alexander and Renee on its own label. Aribi also negotiated a production program scheduled for 1967.

Aribi record companies posted moderate export gains last year, exports rising from 8 mil-

JANUARY 7, 1967, BILLBOARD

Yesterday's Country Hits

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

POP SINGLES—2 Years Ago


POP SINGLES—10 Years Ago


From The Music Capital of the World Continued from page 38

Philips artists will be featured on NBC-TV's "Today" show on Wednesday (11). Woody Herman and his band will be on Jan. 12, George Kirby currently tours with the Navy band at the American Hotel, San Juan, Puerto Rico, 260 miles from the Greater New York United Cerebral Palsy Telethon. A disc release cast over WOR-TV (Jan. 28-29).

Stockholm

Sven Lindmark, publisher of Swedish gramophone and record association magazine Vinnysan, has opened a new magazine, "Vinyl," to be published six times a year at the annual convention of Association of Country Fair Owners in Nashville. The magazine is being designed by David Clark set for a nation-wide tour of country fairs beginning in March.

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COUNTRY MUSIC

MFM Sets '67 Dates

NASHVILLE — The Masters Festival of Music, a much sought-after concert series, will limit its 1967 bookings to 25 dates, according to MFM's business manager, X. Crosse. The series, which stars Chet Atkins, Boots Randolph and Floyd Cramer, played to 30 sellout crowds last year.

Termed by critics as "the best musical performers to come out of Nashville," the threesome plays all types of music, from pop-country, folk and jazz to semi-classical, attracting a cosmopolitan audience wherever they appear. Their popularity is apparent when one considers that Crosse annually "turns down approximately $500,000 worth of dates we could have sold out if we had a free schedule." All three performers have separate careers that keep them from booking more than 25-30 dates per year.

In order to expose the trio to a wider audience without conflicting with their careers, Crosse has booked them on such TV shows as Lawrence Welk and Jimmy Dean, and is considering several others. A TV spectacular featuring the MFM may also be in the offing.

One of the trio's most exciting dates this year will be in Madison, Wis., when they inaugurate the city's $5 million Dane County Coliseum, which seats 10,000, in the arena's opening show April 3.

Crosse says that the trio is playing many of its dates in towns for the second and third times, proving that the MFM's popularity is certainly not waning. The group changes its show and material every six months and is currently in rehearsal for the 1967 bookings.

Theatrical, who is the Nashville chief of RCA Victor Records, heads all of theader work for the label in Music City, and is an important artist of Victor and he is currently on the LP charts with his "From Nashville With Love." Atkins has long been recognized as the leading guitarist in Music City, earning him the sobriquet "Mr. Guitar."

Boots Randolph, one of music's best-known records for Monument Records and landed on all the charts with his smash hit "Yakety Sax." Randolph has a new sound out in his latest LP, featuring "Some New Things." Floyd Cramer, best known for the "country" piano sounds he produces, appears in many Nashville recording sessions in this capacity, as well as being a recording artist in his own right.

By HERB WOOD

Roy Drusky was the victim of thieves with a decidedly un-christmas spirit Thursday (20), losing $4,500 worth of guitars, costumes and other gear to the unknown cowboys who broke into Roy's equipment trailer. Drusky had to appear on Porter Wagoner's TV in civil gear... Country music visits the Cape Zone Feb. 1-5 in the person of Red Sovine and the Duke of Paducah, veteran country performers. Webb Pierce and Sonny Dare West, Del Reeves, Bobby Lord and Ernie Ashworth are booked New Year's Day at the Masonic Hall, Davenport, ln. A great package to receive those day-after-the-night-before blues... Jack Clement is expanding his publishing firm with the addition of M. C. Cavender as assistant manager of Jack Music... Dallas Fraser is in Nashville Jan. 9 for a single session. The Capitol recording capital, also a top-notch composer, enjoy the top-dollar spot with Jack Greene's version of "There Goes My Everything," which Dallas penned... Buck Owens has another hard-hitting single in his listet, "Where Does the Good Times Go," released last week... Another Top Capitol artist, Sonny James, into the studio for his new album, "Of Country, For Country," the results of the sessions will be released in late January... RCA Victor's biggest, the teeny-bopper, with another excellent offering by Colgems and NBC-TV's star attraction, the Monkees Jan. 1... WDKA-AM, radio, leading trend outlet in town, sponsored the event... Mary Madison's recording debut on Hank Snow's Silver Star Records, "A Mountain of Love," bw "I Didn't Steal Him From You," getting strong airplay in Canada and in some U. S. markets, according to label head Troy Marty... Veteran performer Archie Campbell showing his youth with his current "You Can Never Wear a Rose."... His album "Red, White, and Blue," Bob Linnauer, vice-president and general manager of Vincent Youmans Music Co., has been made an honorary citizen of Tennessee by outgoing governor Frank Clement.

Wyles' musical talents are solid enough to stand on their own merits, without exploiting the singer's full-time career and heroic background. Wyles sings "Follow Me," a controversial song challenging U. S. draft dodgers to join him in Vietnam, b/w "The Reporter of Wars" for his record debut. The singing soldier found the theme for his country music-style song an officer candidate at OCS in Fort Benning, Ga. Wyles was chosen to model for the fort's new famous "Follow Me" statute depicting a solder leading his men into combat. The flip side is a tribute to the courageous journalists and photographers covering the Vietnam war.
Buck Owens
and the Buckaroos
WHERE DOES THE GOOD TIMES GO
b/w The Way That I Love You
C&W's Number 1 man has another Number 1 song, "Where Does The Good Times Go"—written, arranged, played and sung in the style that makes Buck (The Tiger) Owens a weekly fixture on the charts. The all-country flip side is also from the Owens pen.
Personal Management: Jack McFadden, 1904 Trustman, Bakersfield, Calif. • FA 7-7201
5798
JIM REEVES

“I WON’T COME IN
WHILE HE’S THERE”

c/w “Maureen” #9057

Two soft ballads, sung in Jim’s warm and
mellow style, will create a strong consumer response
in the pop and country markets.

RCA VICTOR

© RCA The most trusted name in sound
Isn’t that what his-name playing the Hohner whatchamacallit?

It’s not a whatchamacallit kid in the middle is playing. It’s a Hohner Harmonica. And it’s not what’s-name, the boy wrestler. It’s Johnny Morley, from Freeport High School. Which just to go show you that Hohner makes a musical instrument for everybody. Even the kind of people you’d least expect to see playing one. Like Arthur Laato. The ticket broker, not the trumpeter. Arthur taught himself to play the Melodica one night. Now they ask him to play at parties. And Vinnie Panetta, the maitre de in the fancy jacket. Vinnie never even invited to costume parties before. Now he gets coaxed to play at them. By Lach, Beethoven and Beale music all sound great on his Hohner Cumbiet.

And Bob Bramer on accordion. And Anna Bella Wahtone on the Contessa guitar. And Ronald Stone on the Sonor drums.

None of them are professional musicians. They just felt—like a lot of people—that they could make music if they tried. So they tried.

M. Hohner, Inc., Hicksville, N.Y.
**Theme for 66th Music Show: ‘Hard Sell in Soft Economy’**

CHICAGO—The theme of the 66th Music Show will be hard sell to compensate for any general economic decline, said William R. Gard, executive vice president of the National Association of Music Merchants, sponsors of the annual summer event here.

"Hard Sell in Soft Economy" is the catchy phrase selected to denote the show theme.

A "hard sell" is described in the Bureau of the Census as a critical phase of marketing. Gard said that since recent economic indicators pointing to an easing off of business levels, it would seem quite prudent and precautionary for the music industry to think ahead to sell future business but also to set a strategy for tomorrow to assure that it will continue to capitalize on a major segment of America's leisure-time and educational income.

### Sales Saturation

Gard said that the 1967 show will concentrate on methods of sales saturation of the market, from schools and studios to all types of retail outlets. "The music industry has in the past decade broken out of conventional selling patterns to penetrate into non-retailing and expand the sales vistas of music merchants," the NAMM official said. "We have grown tremendously, far exceeding the percentages of other industries, and if we are to continue these gains, the music industry must stay in touch with fresh merchandising ideas as well as revolutionary new products. The big annual trade show will again this year as in the past provide a forum where these new concepts can best be introduced to the nation's music merchants.

### New Session

Seminars and business sessions at the show will follow the general theme, Gard said, both in specific selling techniques as well as management direction. "A new business session at the 1967 show will be devoted entirely to discussion of record retailing as a result of a special recommendation by Greeting at last year's Music Show.

"We are on the threshold of becoming a retail music business," Gard said. "There is no reason why the musical instrument industry cannot pass that mark in annual retail sales very soon and marry itself not to the kind of aggressive, alert selling which has marked the past decade, but on a smooth, bountiful boom economy."

Gard pointed out that music has become a necessity rather than a luxury in America, and even in the economy the show has, slightly, "the music industry's selling of the past decade should continue to reap rich dividends in coming months and years."

"And the higher standards of education which have become a part of the American way will also guarantee that music education is as much a part of schooling as the three Rs. We have reached the point where one out of every six grade school children takes instruction on a musical instrument—four times what it was ten years ago. If we can but double the efforts of studying musical instruments in the next decade, our industry will be assured of a bright and prosperous future," Gard said.

Gard suggested that music has become the nation's most popular entertainment, with Americans devoting more time than ever to listening to and playing music than to reading.
24 New Phonographs, Radios From Admiral

radio, nine table radios, two console stereo/radio phonographs and two portable phonograph models have just been introduced by the Admiral Corp. The models are: Carefree Mid-Range FM at $9.95 suggested list; Constellation, a 10-transistor AM radio, portable on a nine-volt battery pack, at $11.95 list.

The 1967 stereo line additions: Engediment (YNS850), four speakers, dual-channel amplifier, FM/AM radio and Admiral's new automatic record changer at a suggested range of $118-151.95, and Brookstone (YN581) with same features as Edgemont plus FM stereo radio, solid-state dual-channel amplifier and transistor/match-cartridge cartridge with stereo fashion at a suggested list price of $189-95.

And the portable phonographs: Entumy (YN141SC), monaural, all-transistor with built-in four-speed Admiral-built automatic record changer with adapter for 45 r.p.m. records at $59.95, and Florence (YN172TC), solid-state stereo with tilt-out four-speed record changer and two 51-inch speakers in hinged, removable enclosures at a suggested list price of $149.95.

Kay Musical Instrument Co. in Freis

1945 Kay brought out the revolutionary five-string bass, the brain child of jazz musician Chubby Jackson.

Sidney M. Kaiz, head of which Kay company in 1955, Kaiz served as president with his resignation last year. The company had been acquired by Seeburg in 1963 before the resignation of former W. K. Keyworth, who has been with Kay since 1948. All Metal Instruments, a musical instrument business in 30 years. Robert E. Lynch is sales manager.

Old World

Kay,'s headquarters and production facilities, where occupied in February 1966, to be more than 100,000 square feet structure on 7½ acres. The company employs some 600 persons.

According to advertising and promotion manager William Sarnoff, "Kay's plant is believed to contain one of the nation's most modern and productive musical facilities. It combines Old World craftsmanship, still recognized in the making of quality fretted musical instruments, with automated techniques.'

In addition to the products mentioned earlier, Kay also now makes a range of electric guitars, basses and cellos with related accessories.

In addition to domestic outlets, Kay has 15 export distributors in 12 foreign countries. Kay also sells mail-order orders from Monterey Ward, which market various models under their own brand names. Kay's U. S. distributors service about 7,000 retail outlets. Company officials say they are becoming increasingly interested in the independent record retailer because of its high-turnover traffic.

Among some 15 manufacturers in the field, Kay considers a quality producer of moderately priced products.

Dealers interested in information about Kay lines may contact Robert E. Lynch, sales manager, Kay Musical Instrument Co., 2201 West Arthur Avenue, Elk Grove Village, Ill. 60007.

FURTHER YOUR EDUCATION

Learn about people by helping people. Give responsible community service as a Red Cross volunteer. YOU CAN HELP TOO.
COIN MACHINE news

Location Idea: Hobby Centers

By EARL PAIGE

ST. PETERSBURG, Fla.—Music Operators of America president James Tolisano, an operator at Clearwater, Fla., is championing miniature racing car centers as great locations for coin operated "Family Hobby Centers." His installation called Mini Cars, situated in the Tyrene Shopping Center, is a model for such outlets.

"Many operators haven't even thought of these slot car centers as good potential locations for equipment," Tolisano states, "and it's a type of location where operators themselves can often create."

"The idea to go in with is that coin operated equipment and slot cars makes a very good marriage," Tolisano stated. "Many of these locations open up in high rent shopping centers and a lot of them have a flourish until the novelty wears off and then they are in danger of folding up," he explained.

Family

"But by stressing to the owner that your equipment will create a whole new idea in the center these places can be completely made over. They can become what I call family hobby centers, which is what happened at Mini Cars here."

"Operators don't have to worry about developing these hobby car centers entirely on their own because they can often approach the distributors and manufacturers, too, and they will find excellent co-operation," Tolisano said. "This is what I mean by creating the location, the operator can put in the machinery."

Tolisano has found that the mini-car idea is something that builds quickly once a start is made. "We had two centers call us in Clearwater after they learned about this St. Petersburg location. I've now got four other centers," he said, adding that while they were not as elaborate as Mini Car, where Tolisano has 25 pieces of equipment, he was putting in from four to nine items in each one.

Older Equipment

"The idea is that your older pieces of equipment find a new home in the hobby centers," said Tolisano, who originally operated in Connecticut before coming to Clearwater. "How many operators have their warehouses full of older equipment?" he asked. "In the case of games, a lot of pieces have been around the route and are just sitting in the shop now."

Tolisano is also in favor of buying good used equipment. "I strongly urge operators to consider adding good pieces of used equipment and to see their distributors," he said. "They should also think in terms of a wider variety of pieces," he added. "I favor a lot of what you might call arcade types because these recreation center locations can be built around the arcade idea," he said.

Tolisano, in giving additional specific tips in securing midget racing games locations, said the operator should go in up to less than a straight 50-50 split.

"Stress the fact that you are offering good service," Tolisano advised. "After all, you are creating a whole family recreation center built around the hobby cars," he said.

Checks

Tolisano also advised weekly checks instead of monthly.

(Continued on page 50)


By EARL PAIGE

HOLYOKE, Mass.—Russell Mawdsley, president of both the Massachusetts Music Operators Association and the older Western Massachusetts Music Guild, announced this week that more than 8,000 new bills have been dumped into the hopper as the State Legislature convened. Mawdsley, who also stated he would not seek re-election, said they haven't been able to fully study all these new proposed laws. It looks like a busy year ahead."

The two associations last year successfully combated a proposal that would have required operators to keep books separate for each coin-operated film, but this year Mawdsley believes "the representations will be the objects of association repeal efforts this year. One law is related to Sunday closing."

"The purpose of our association is to combat this discriminatory legislation and to give us a voice in the general court," Mawdsley emphasized. "Much of this tax is very unfair and the same is true of the licenses in many cities," he said.

(Continued on page 53)

'Freak-Out' Fog Lifts & So Does Video Secrecy

By RAY BRACK

CHICAGO—The year 1967 will be recalled as the year hot times appeared on coin-operated film machines.

It will be recalled that during that year a new character in the coin machine picture, an independent producer of coin-op film shorts, began watching the trade charts like a hawk. As a single edged its way into the top 30 or so he grabbed the act, shot a subject and released it to one of the big machine manufacturers for distribution.

It may be recalled that timeliness replaced titilation as coin-op video's big draw during 1967. This, at least, is what several big companies engaged in the development and/or manufacture of video coin machines hope.

(Continued on page 53)

Pittsburgh One-Stop Provides Jukebox Pick, Review Service

PITTSBURGH—Recently formed Regal One-Stop there has instituted what it believes are unique jukebox-record services.

"We were founded with the primary purpose of service to music operators," said company president Rick Miller. "We now serve operators in six States. And we are making a special effort to provide operators with those special requests which, as you know, are so important in keeping satisfied locations." At the heart of the company's service scheme is the "Regal Reporter," mailed out each week. This sheet lists new releases in main location categories: pop, kids and a go-go, Little LPs, rhythm and blues, country western and jazz and instruments.

In each category Regal lists a "Pick" and one or two "sure shots" for the week. On 10 Oct. 28 sheet, for example, Regal listed as a "sure shot" "Winchester Cathedral" by the New Vaudeville Band and declared

(Continued on page 50)

EDITORIAL

Absurdity of the Year

According to Charles Siragusa, executive director of the Illinois Crime Commission, Chicago, jukeboxes gross $16 million annually in illegal "payola" or the device of the Mafia, and recording artists prefer jukebox to radio exposure. These and other absurd "disclosures" were fed by Siragusa to the papers during 1966, and the dailies dutifully printed them. Even the sadly misused music business laughed at this nonsense. We trust the headlines helped sell Siragusa's new book.

(Continued on page 50)
Pittsburgh 1-Stop Provides Service

in a short review paragraph: "We've discussed this bit in previous Reporters. But its success has been so great that we feel it worthwhile to mention it again. As you of course know, we are exceptionally proud of "Winchester Cathedral," because we picked it far ahead of anyone else." Regal's caprice reviews are succinct and jibebox-oriented. Some examples:
On "Time After Time" by Chris Montez—"A new rendition of the old standard, done in a free and easy manner which is sure to make it a hit in most pop locations."
On "Don't Let the Doorbells Hit You" by Norma Jean—"The title alone will probably get this record enough plays to make it a profitable one.
Miller writes the reviews and puts the sheet together. Other principles in the firm are Don Bray and Art Liberator.
Regal handles a complete line of Little LP's, including those from Seaburg.

CHRISTMAS parties were numerous this year around the coin machine industry firms celebrated. Typical was the annual Hesch employee's party held this year at Gunning's Steak House, a location Hesch's Chicago Advertisers have had 25 years. Hesch is shown with Mrs. Lilian Gunning.

1967 Assn. Roll Call: Aims, Plans, Problems

Out-State, the three county organizations have their own more localized and less pressing problems. The three groups (New York State Operator's Association, the American Coin Guild, Inc., and Rockland County Coin Machine Association) are all working toward an entirely new bill. It won't be No. 707 which Gov. Nelson Rockefeller vetoed last summer; we'll be starting all over again.

The bill is expected to apply to areas outside cities of one million or more and contain two sections: one covering machines operated by operators. It amended the general business law and took from regulations, control, supervision and licensing, and approved the amendment, specifically define an amusement game. One group or state law would have given the New York Department of State the authority to license and regulate machines.

Such a bill has been passed by the State Legislature on three occasions, but each time by Governor Rockefeller, after the organizations put in one year of meetings, has not been decided on another session as yet. Its officers, in addition to Mrs. McCarthy, are Vice-presidents: John Van Wyck, N.Y.; Robert L. Knoblauch, Huddon Falls; George M. Bant, New Chancellor; Thomas H. Joseph Grillo, Rochester; Dave Salter, Media Operating Secretary; J.J. LaHarte, Lake Placid; treasurer; Mac Douglas, Beacon.

In New York City MONY managing director Ron Chiefley said, "The matter of the 5 cent game has never been in the courts now but has been adjudicated. Our other problem had to do with increasing better bases and laws to locations and to the present police department. There are out-of-town jobbers invading the city and selling directly to stores.

These matters will be taken up January 16 when the next meeting at Holiday Inn, 440 W. 37th Street. Officers of the association in addition to Chiefley are President Al Den, Vice-President George Holtzman, Treasurer Phil Ficca, Secretary-Treasurer Gil Soian. Board members include the annual Christmas party of the Westchester Operator's Guild, held at the Westchester Inn, Tarrytown, 1st week January. Officers are President Carl Pajeski, Vice-President-Treasurer Louis Targari, and Secretary Polic.

Also meeting monthly is the Buffalo Coin Machine Association headed by Dave Conrad, Suffern. John Van Wyck, N.Y., and Frank Franco, N.Y., are president and vice-president. Their organization is studying the notion that this association has remained so effective. Van Wyck said, "We're going to be going to the next meeting to be held in the Flushing Theatre to get re-elected."

The Amusement Machine Association

(Continued on page 55)
MAKE MONEY!

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...the dependable line of money-makin' music makers
**Pioneer Corp. in Bulk in Big Way With Major Chain Outlets**

CHICAGO — Pioneer Corp., which began in the bulk vending business during 1966 through acquisition of two firms, is now an established operation in the metropolitan Chicago area. According to vice-president Henry F. Barna, Pioneer has set up all types of coin operated gum, tab gum, wrapped gum and nickel, dime and quarter capsule machines primarily in major Northern Illinois chain stores. Pioneer also has on location 12-cent comic book, 2-cent tab card and dime popcorn vendors. “Penny gum machines account for about 80 per cent of our total present volume,” Barna said. Pioneer, located at 2557 W. North Avenue here, was chartered as an Illinois corporation after buying out Pioneer Amusement Co. and National Popcorn, both of which had been in business in Chicago for 18 years. Owners of both firms have retired from the business.

Supplier Disinterest Though Barna is approaching its first anniversary, its buy, Mrs. L. Dawson, reports that surprisingly few suppliers have solicited Pioneer’s business. “It has been only during the past three months that suppliers have come knocking at our door,” Mrs. Dawson said. “We are still not thoroughly covered, as far as top quality merchandising in the capsule field. And I’ve been surprised at the lack of sales aggressiveness of gum machines manufacturers in going after new business. Apparently all are satisfied with the amount of business they have.”

Declared Barna, “Though bulk vending has perhaps seen better days, profit-wise, we are, nevertheless, jumping into the field with both feet. It’s a natural merchandising business that will always have customers, because there will always be kids. It is a business from which one derives great pleasure through continually contributing to the happiness of youngsters.”

**GOODS & SERVICES**

- Bulk, Merchandise
- Food, Drink & Personal Service Vending

**Confection Industry Sees $1.5 Billion During 1967**

CHICAGO — Having sold $1.5 billion worth of confections in wholesale during 1966 to top last year by 5 per cent, the U.S. candy industry expects to move on to $1.545 billion for a 3 per cent increase during 1967.

Projections for both this year and next year have been issued by the National Confectioners Association and are based on a statistical report compiled by the U.S. Department of Commerce.

During 1967 confectionery production is expected to approach 3,723 million pounds. This would be an all-time high, a 3 per cent jump over the anticipated 3,615 million pounds for 1966.

If all comes to pass, next year will be the 10th straight year that the candy industry has broken its sales record; it will be the 12th consecutive year of record production.

**Outlook**

These predictions are part of a standard report just released by Bert Sifers, NCA board chairman. In his outlook for 1967, Sifers picked as factors important to the industry’s healthy economic condition: (1) steady rising disposable personal income, (2) continued growth of the U.S. population, and (3) disposable personal income in the U.S. is said to have risen 8 per cent during the nine months of 1966 compared to the same period in 1965, according to Sifers.

In the 14-to-20 population group, he pointed out, the rate of growth is 3.5 per cent annually, compared to 1.2 per cent in 1965. The 12-month growth for the entire population was 2.5 per cent.

The salutary effect of pumping more dollars into product research, development, marketing, research, packaging, merchandising, promotion and advertising, Sifers said, has been brought on to a great degree by the emergence of the candy field of such giants as Pet Milk Co., Standard Brands, Inc., Beatrice Foods, P. Lorillard Co., U. S. Tobacco Co., Philip Morris, Ltd., and W. R. Grace & Co.

Sifers also noted the NCA’s national public relations programs as a “principal factor contributing to the industry’s growth.” Launched in March 1966, these programs are designed to present the possible values of candy as a wholesome, delicious and convenient energy and fun food, particularly to children and snacks for people of all ages and walks of life.

**Margaret Kelly Has Say on Dime Items**

(In a recent issue, we dealt in detail with the subject of dime merchandise availability. Penny King’s Margaret Kelly has more to say on the topic.)

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January 7, 1967, Billboard
Will the Automat Come Back?

By BRUCE WEBER

LOS ANGELES—The automat, that coin-operated dispensary which revolutionized the restaurant industry by falling on lean times, has a bright future and heavy revenue-producing future.

Although many centers today are in mothballs, the trend to push-button dining is not a thing of the past but rather a source of revenue which must be exploited in the future. The automats of the future may be a major part of the vending industry, state President of the Interstate United Corp., Chicago, the third largest vending company in the United States.

He doesn't believe today's jep-

anced society got tired of "in-

ing out of a machine." "What is needed is to give the automat a vote of confidence and it's merely a mass educational-type program to better indoctrinate the public on the advantages of the machine cafeterias," Van Vlack said.

Con Work

"We're opening the automatics can work successfully—if given the opportunity—in various ways in a variety of businesses," he said. "In California, where many vending avenues are wide open for aggressive exploitation, auto-

mat-styled automated cafe-

terias are found in hospitals, office buildings, factories, schools and even filling stations.

The vintage automat, Van Vlack feels, had mechanical and service drawbacks that an infant vending industry failed to im-

prove. "As a result, the public lost confidence in the automat. Poor mechanical service and the food itself left much to be de-

sired. People begin to panic and lose interest." While Van Vlack feels it will be "about 10 or 15 years before the automat will find a pan-

namic following," the vending industry should continue to pursue "street traffic" sales. "Automat

cafeterias in industry serv-

c to close to 7 million Ameri-

cans daily," he said. "That's too large a market to avoid simply because of an automat failed. "After the public is educated to automatics, those coin-operated machines and automated cafete-

rias," Van Vlack reasons, "the next step will be an enlightened clientele that 'imperious ma-

chines (automat) service' can be worthwhile and time-saving rather than unserviceable and time-

consuming.

Van Vlack recently was in Los Angeles to inspect his company's expansion operations. Inter-

state plans to expand its West Coast operations to take "advantage of the enormous vend-

ings possibilities here."
No trouble. No moving parts. Tormat's memory runs on doughnuts.

Like these:
What goes wrong in most selection systems? The moving parts. Eliminate them and you've eliminated service problems, maintenance costs, and customer ill-will. The Seeburg TORMAT memory system does just that, with a five-year guarantee to back it up.

Instead of moving parts, TORMAT uses scores of tiny, doughnut-shaped memory cores called toroids. These solid "doughnuts" remember selections electronically and pass them on at the proper time. Don't you deserve TORMAT in the phonographs that work for you?

Seeburg — Growth through continuous innovation.
The Seeburg Sales Corporation International Headquarters Chicago 60622
Jukeboxes
ROCK-OLA GP 160, 160 selections, Model 433 (June)
ROCK-OLA GP Imperial, 160 selections, Model 432 (August)
ROCK-OLA Coronado, 160 selections, Model 431 (August)
SEEBURG Showcase, Model SS, 160 selections (September)
ROWE Music Merchant, Model 126, 100 selections (October)
WURLITZER Americans, Model 3111, 100 selections (November)
KIRK ELECTRONICS Minute

Music, cartridge tape jukebox (November)
SEEBURG Automatic Music Stereo Center, console background unit (November)
SEEBURG Completone, twin speaker wall box (December)

Flipper Games
TEACHER'S PET, one-player, Williams (January)
ICE SHOW, one-player, D. Gottlieb (January)
BLUE RIBBON, four-player, Bally (February)

8 BALL, two-player, Williams (February)
FUN CRUISE, one-player, Bally (February)
MASQUERADE, four-player, D. Gottlieb (February)
LITTLE LEAGUE, one-player, Midway (February)

WILD WHEELS, two-player, Bally (March)
TV BASEBALL, two-player, Chicago Coin (March)
FULL HOUSE, six-player, Williams (March)

SEEBURG Automatic Paid Music, SHOW, -a-
DIV. - FLAIR (November)

SUPER -player, Williams (June)
MAYFAIR-killer, one-player, D. Gottlieb (June)
CAMPUS QUEEN, four-player, Bally (June)
KICKER, one-player, Chicago Coin (August)
CROSS TOWN, one-player, D. Gottlieb (September)
HOT LINE, one-player, Williams (September)
LOOT-TH-LOOP, two-player, Bally (October)
ADD-A-BALL, one-player, D. Gottlieb (October)
DANCING LADY, four-player, D. Gottlieb (November)
BIG STRIKE, one-player, Williams (November)
CASANOVA, one or two-player, Williams (November)
RALLY GIRL, one-player, Bally, Nice, France (November)
FUN CRUISE, one-player, Bally (November)
BAZAAR, one-player, Bally (November)

Other Games
GRAND PRIX DRIVER, DuKane Corp., (March)
ELECTRO POOL, U. S-Billiards (April)
CAPTAIN KID, gun game, Midway (October)
SUPER SCOPE, gun game, Chicago Coin (October)
BOOZE BARMETER, counter game, Northwestern Corp. (November)
PUNT & RETURN, counter game, Northwestern Corp. (November)
RACER RIDE, kid ride, All Tech (May)
LITTLE INDI, mini-car game, American Machine & Foundry (October)
AMERICAN SPEEDWAY, mini-car game, American Machine & Foundry (October)
MASTERS OF BALL, skill game, Sheldon, Dickson & Stevens (November)

Bowlers-Shuffle Alleys
CORVETTE, six-player, Chicago Coin (November)
TANGO six-player shuffle alley, Williams (March)
AMAZON, bowler, Williams (March)
BIG BALL BOWLER, Bally (April)
PREMIER, shuffle alley, Midway (April)

PITCH & BAT, one-player, Williams (March)
CENTRAL PARK, one-player, Gottlieb (March)
TOP HAND, one-player, Williams (May)
GOLD RUSH, one-player, Bally (May)
HULL HULLI, two-player, Chicago Coin (May)
A-GAME, four-player, Williams (June)
MAYFAIR-killer, one-player, D. Gottlieb (June)
CAMPUS QUEEN, four-player, Bally (June)
KICKER, one-player, Chicago Coin (August)
CROSS TOWN, one-player, D. Gottlieb (September)
HOT LINE, one-player, Williams (September)
NO GOOD, two-player, Gottlieb (October)
ADD-A-ARM, one-player, Bally (October)
DANCING LADY, four-player, D. Gottlieb (November)
BIG STRIKE, one-player, Williams (November)
CASANOVA, one or two-player, Williams (November)
RALLY GIRL, one-player, Bally, Nice, France (November)
FUN CRUISE, one-player, Bally (November)

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1966 RENEWALS
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And the highest renewal percentage of any coin-music business paper in the world
Proof of Billboard's reader satisfaction

1966 ADVERTISING
UP 36% IN ADVERTISER INVESTMENT
Advertisers invested more in advertisting dollars in Billboard's effectiveness during the first 9 months of 1966 than in any other coin-music business paper in the world
Proof of Billboard's selling power

Leaves Ohio Firm
CINCINNATI — E. N. Allbritten, formerly with Patten International here, recently announced his resignation from the company. Patten International manufactures football match, coin operated pinball, and other coin-operated games. Allbritten said that future plans were indefinite.

Toronto Birth
BIRKHAM, Alta. — A son, Steven E., was born to Mr. and Mrs. Albert E. Birckham here Dec. 7. Toronto is manager of Birmingham Vending CO. He is the second child and has grandparents are Mrs. E. Toronto of Montgomery and Mr. and Mrs. Max Hurvich, Birmingham.

New Vending Firm
PHOENIX, Ariz. — George Aguilar has been named manager of a recently opened firm which will be known as G & A Distributing Co. The firm's address is 9070 West Van Buren here. The company will handle vending equipment.

JANUARY 7, 1967, BILLBOARD
Talk About

EYE-APPEALING

Versatility

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AMERICAN SCENES Six beautiful panoramas present America in all its splendor — enable you to regularly change the appearance of the Americana to attract more attention and play.

Merry Christmas, Happy New Year

HOLIDAY GREETINGS Wurlitzer makes available professionally rendered greeting signs, such as Merry Christmas — St. Pat’s Day — Have a Glorious Fourth of July, etc. — all goodwill builders for any location.

Thanks for your patronage. We appreciate it. Come in again soon.

Joe Doe

SPECIAL MESSAGES This panel is also a perfect place to promote special events, the “waitress of the week,” local sports stars, local scenes or a message from the management.

ELVIS ALBUM COVERS By simply reversing the glassfaced center panel frame, two standard 7” album covers may be inserted in place of the panoramic scene.

WURLITZER AMERICANA

BIG AS ALL OUTDOORS

in Beauty, Sound and Earnings
A POP SPOTLIGHT
A MAN AND A WOMAN
Ferrante & Teicher, United Artists UA 3572 (M); UA 6572 (S).

When a superb collection of film themes is issued in the format of Ferrante & Teicher reworkings, the result can only be superior music. Their latest release, "Born Again" and the bright title tune are a stunning match. Programming and sales spotter is listed in this exciting package.

A POP SPOTLIGHT
NANCY—NATURALLY
Harry Nilsson, Capitol T 2644 (M); ST 3644 (S).

Harry Nilsson's album is the young singer's blue-eyed best. Entitled to be a block- buster. A solid release, this package is loaded with Nilsson's rich voice. The songs are good, but when you listen to "Pinball Wizard," "Your Mother's Here," and the rest, you know what is its ambition. The Nilsson concept is the answer, and Nilsson has a chance. The Nilsson package is the best in the group. A must.

CARRY ON!
Lou Rawls, Capitol T 2652 (M); ST 6525 (S).

The musical Lou Rawls has hit his third hit album in a row with this powerful package. The raw capability is out- shined by quality performances. "Water," his correct hit ("Let's Do It," "You Don't Know""); and the rest of Rawls' current package has the hallmarks of "Water," and are sure to be chart smashes. This one will be the chart with impact and impact to the top in no time.

WARM
The Lennons, Capitol T 2673 (M); ST 2643 (S).

With the spotlight on their new single "You Won't Know," and the recent chart-breaker "Chanson D'Amerique," this trio presents one of their best recorded albums. Well-balanced package that should please the Beatles fans. "Waiting in the Wings," "The Weight," and the rest of the package should please the Beatles fans. The concept of the package could have been more ambitious, and the record is excellent.-Riggsin.

BIG MAYSIBLE GOT A BRAND NEW BAG
Hollywood No 132, STFO 132.

The "Cotton of Dixie" brand new bag is one of the finest packages of her career, generating excitement from start to finish. The program is a well-balanced array of songs, and the recording is excellent. "Take My Hand," and her current hit "He Knows," and the rest of the package. She may not have the power of the other albums, but she has the blues. She has a hit record on her hands, and what is its bargain? "That's the Way to a Woman." If she could bring in both pop and R&B markets.

IT'S ONLY THE GOOD TIMES
Wayne Newton, Capitol T 2693 (M); ST 3675 (S).

Mr. Newton has proved very successful with his past releases, and his latest album, "It's Only the Good Times," is no exception. His past success with "Diva," "That's How it Is," and the rest of his package. The current package "You Don't Have to Be Rich" is here along with a melody treatment of the Oscar Hammerstein classic, "The Man I Love." Let Newton have a chance to be a success. "I Never Knew," and the rest of his package. If he can't sell the album, he'll sell the artist. "Half of the World Away" and the hits here are especially effective.

BILLBOARD SPOTLIGHT PICK
FERRANTE & TEICHER
A MAN AND A WOMAN
United Artists UA 3572 (M); UA 6572 (S).

It's best in class, "Born Again" and the bright title tune are a stunning match. Programming and sales spotter is listed in this exciting package.

UP AND AWAY
The Kingston Wall, WGM 675 (M); WOS 675 (S).

The "Three Leaf clover" group has come up with a new package. It is a package loaded with enthusiasm. They just got out of the studio, and the concept of the package is good. "I Can't Help Myself," and the rest of the package should be a hit. "That's a Boy," and the rest of the package. This well packaged and well worded is a selection album can't miss.

COUNTRY SPOTLIGHT
OPEN UP YOUR HEART
Beck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S).

To kick off the new year, Beck Owens has a sure-fire No. 1 album in this powerful disc that contains three of his recent hits, "Open Up Your Heart," "Longhaired Lady," and "Cowboy." This album should please the fans. "Big Sky," and the rest of the package have won the hearts of the fans. Owens and the Buckaroos are sure to be chart smashes. The album is sure to be heard. "You're Just Like That," and the rest of the package. The album is a selection album can't miss.

CLASSICAL SPOTLIGHT
MOZART: DON GIOVANNI (4-DISC)
Decca/Verdi Arias/New Philharmonic Orch. (Gennaro), Angel DL 3700 (M); DL 3700 (S).

Nicolai Ghiaurov is a challenge to other "Ohio" with a strong interpretative concept combined with vocal skill. This is a monumental release that was done with finesse. Owens and the Buckaroos are sure to be chart smashes. The album is sure to be heard. "You're Just Like That," and the rest of the package. The album is a selection album can't miss.

CLASSICAL SPOTLIGHT
DVORAK: SYMPHONY NO. 8
Deutsche Philharmoniker (Kubelik), DG SLPM 12918 (S).

Dvorak's beautiful "Symphony No. 8" in D major is a chart winner on this classic recording with the Berlin Philharmonic under Karel Ancerl. It has just been received by Deutsche Grammophon. The album is a selection album can't miss.

CLASSICAL SPOTLIGHT
FAULL: EL AMOR BRUJO
Ravel: MASCAGNI: SPAGNOLO
De Los Angeles Philharmonic Orch. (D), M. MacPhail: Philharmonic Orch. (Gallin), Angel DL 3695 (M); S 5596 (S).

Victoria de los Angeles continues to win in this chart winning with the Berlin Philharmonic under Karl Richter. An album that has just been heard by Deutsche Grammophon. The album is a selection album can't miss.

FORRESTER SINGS HANDEL
Maurine Forrester. Westminster; WSP 17114 (M); WSP 17114 (S).

Whether for sale or originally, this Forrester LP is king. She has the voice and it is on record. Her records are still on the charts. She is a very emotional performer. The album is a selection album can't miss.

LOW PRICE CLASSICAL
TCHAIKOVSKY: SYMPHONY NO. 4
Royal Philharmonic (Beecham), Philips/32 PC-4003 (M); SPC. 4003 (S).

The original release on Capitol was a milestone on a budget line, less well known. A new release which Philips' budget line is in first rate.

ABB SPOTLIGHT
J. J. JACKSON. Colpix C 1101 (M); CS 1101 (S).

A new package that should find itself in a top position on this market. It has the hits and top market。

ALBUM REVIEW POLICY
Every album sent to Billboard for review is heard by Billboard's Review Panel, and its opinions are based on the quality of music. More reviews are presented for Spotlight Picks and Special Mark Picks. All other albums are listed in their respective categories.