

# Billboard

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The International Music-Record Newsweekly

## London's Grand Show to Distribute

LONDON—London Records at a product presentation at Decca Studios here Tuesday (17) attended by American distributors of both London and the London group, wrote a precedential amount of business on the new releases celebrating the company's 20th anniversary. While official totals were unavailable, national sales manager Herb Goldfarb confirmed that the billings were 200 per cent greater than the amount written in 1964, the first time London Records brought its distributors here for a product-showing. Goldfarb also stated the billings were easily the greatest ever racked up by the firm in a single day.

The presentation was based on the theme "20 for 20, Plus One"; that is, 20 albums in various categories, plus "Mantovani's Golden Hits" — considered to be the maestro's hottest package to date. The theme "20 for 20" signifies one album for each of London's 20 years as a record company in the United States. Goldfarb noted that the product reflected the company's emphasis on quality

and selectivity, as opposed to mere quantitative production. "When you get a record on the London label," he stated, "you can be sure it has been given much thought . . . and you will get mileage out of it."

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## Mercury Opens Memphis Office

CHICAGO — Mercury Records Corp., in line with a year-long development program in the rhythm and blues field, will soon open a recording office in Memphis.

After an extensive survey, Mercury made the decision to rent the facilities of Hi Records Co. and will set up business offices at National Artist Attractions in the Holiday Towers at 6 Danny Thomas Boulevard. Co-ordinating the signing of artists and selection of material for the operation will be Mercury's Nashville staffers, Jerry Kennedy and Roy Dea. They will

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## MEET MONTY THE MAN AT CONVENTION

LONDON—Mantovani's dramatic introduction to the distributors during the London records product meeting at British Decca's studios here Tuesday (17) was a highlight of the all-day sessions. Film slides of album covers of new releases segued into a live action 16mm. film devoted to Mantovani's U. S. tours. The film, narrated by London national sales manager Herb Goldfarb, stressed the maestro's 10 successful U. S. tours which continue to pay off in increased LP sales. He has appeared before 2,500,000 people.

After the film ended, Mantovani received a standing ovation from the distributors. Goldfarb told distributors that in Mantovani's 20 years on London, he sold 20 million units, is responsible for \$75 million in sales, and has been awarded six gold records under RIAA certification.

Mantovani's 20th year with London will be heralded by a special section in Billboard (Feb. 11).

## Decca Decks LP's In Super Styles

By MIKE GROSS

NEW YORK—Soundtrack albums, original Broadway cast sets and special project LP's have been blueprinted for a new look by Decca Records. The new look will consist of

deluxe packaging with special souvenir booklet inserts, a precedential budget outlay for advertising and promotion, and, in all probability, an upped price range. Decca has set up a "1500 Deluxe Album" series for these packages.

Decca's emphasis on the soundtrack and original Broadway cast albums stems from its ties with MCA, Inc. and Universal Pictures which will make the movie and theater properties available to record division. Increased activity in both stage and screen is expected from the parent company.

The new series will be kicked off next month with two soundtrack sets, "Thoroughly Modern Millie" and "The Countess From Hong Kong." The initial Decca pitch, however, will be on "Thoroughly Modern Millie." The album features Julie Andrews singing for the first time since "The Sound of Music" LP on RCA Victor. "The Sound of Music" album has been on Billboard's "Top LP's" chart for the past 98 weeks. Also featured in the "Thoroughly Modern Mil-

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## Key Record Men Invade S. R. Fest

By GERMANO RUSCITTO

SAN REMO—Key figures of the world's business are converging here for the 17th San Remo Festival of Italian Song which opens Thursday (26).

The 30 competing songs will be sung in Thursday and Friday evening heats. Fourteen winners will sing at the Saturday (Feb. 4) night final. In all, 58 singers or groups will take part: 39 Italian, 4 British, 5 French, 8 American, 1 Polish and 1 Spanish.

Companies most represented are CGD with Italian singers and 4 non-Italian; Ricordi (5 and 2); RCA-Italiana (5 and 1);

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The bizarre make-up used by the members of the Dr. West Medicine Show and Junk Band is strictly in keeping with their interpretation of the mod look and further emphasizes their uniqueness as musicians. Their first single on the Go Go label, "The Egg Plant That Ate Chicago," became a national best-seller and now their album of the same title is heading towards the national charts. The label is distributed by Epic Records. (Advertisement)

## Mfr. Interest Big In Europe: Muntz

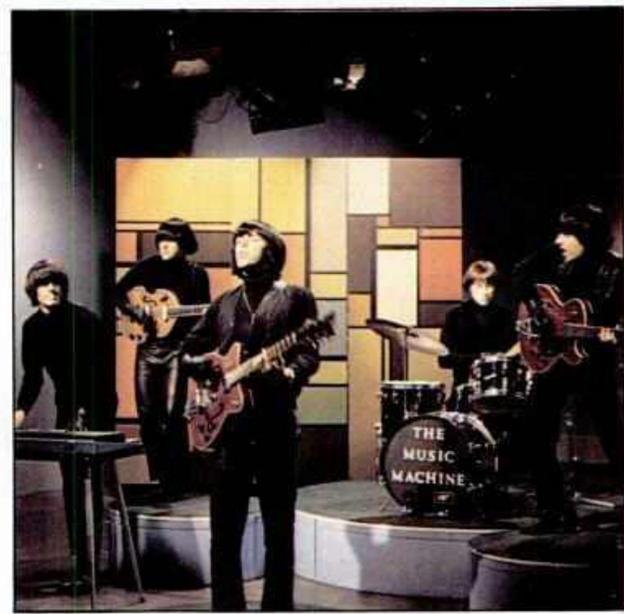
LONDON—There is considerable European manufacturer interest in 4 and 8-track cartridge systems. This was made clear by the reception given to Ron Gordon, Muntz Stereo-Pak's international division director, in the first stages of his seven-week, eight-country exploratory tour.

In London, Gordon talked with Louis Benjamin, managing director of Pye Records, and Hubert Hughes, who heads special projects at EMI Records. Gordon described both talks as "very promising."

He also met representatives of such equipment manufacturers as Telefunson and Radiomobile, and also discussed British launching of cartridge systems with Kodak. Though concentration on the Fidepac system, Gordon was also showing compatible 4 and 8-track playback equipment.

Gordon cut short his visit to London at the request of Gerry Oord, head of Bovema, EMI affiliate in Holland, and a key European record figure. The Philips musicassette system, currently sweeping the tape-pack market in Europe, was, of course, developed in Holland by Philips. Gordon had originally intended visiting Amsterdam at the end of his current European swing.

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The Music Machine strikes again! Their new hit, "The People in Me," backed with "Masculine Intuition," on Original Sound Records, tops "Talk Talk," their latest chart item. The Machine is currently on tour in the South and along the Eastern Seaboard, promoting their hot-selling LP, "Turn On the Music Machine," #5015—8875 Stereo. (Advertisement)

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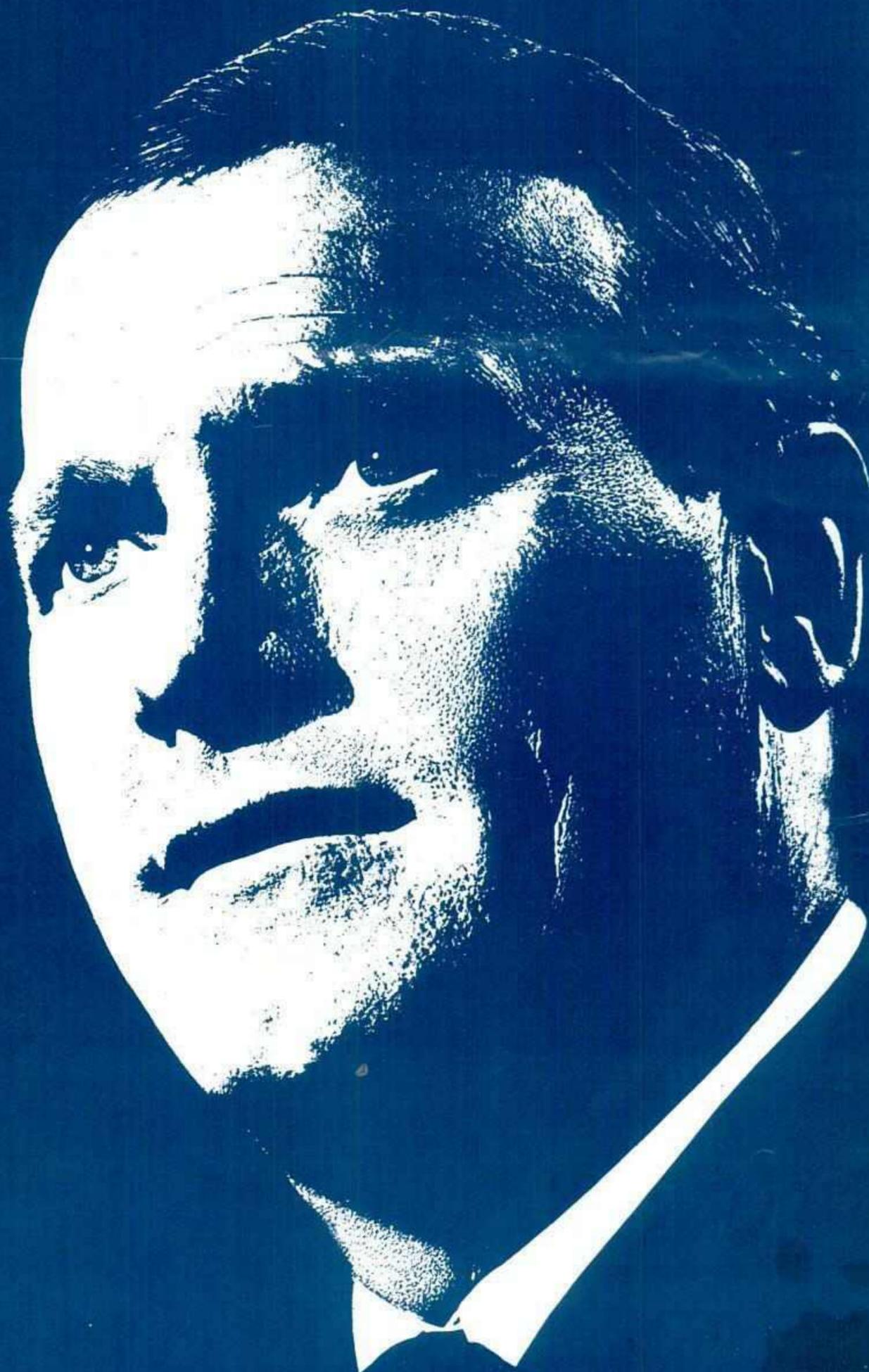
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## Sands Gets Delay of Trial

LOS ANGELES—A continuance until Feb. 13 was granted Marks Sands for the start of his trial on a Federal bribery charge while he was controller of Vee Jay Records. The postponement was granted to enable Sands' new counsel, Paul Caruso, to prepare his case. The trial was originally set for Jan. 16.

Sands is accused of giving a color TV set in Chicago to Anthony Vasile, an Internal Revenue Service agent, allegedly to halt his reporting Federal excise taxes owned by the label.

Vasile has already pleaded guilty to three of the four government charges. Sands was granted a change of venue, thus the case will be heard in Los Angeles.

## 'TIFFANY' SCORE PLUGS AWAY —ON RECORDS

NEW YORK — Buddy Robbins is keeping alive Bob Merrill's score for "Breakfast at Tiffany's" even though the musical folded before its Broadway opening last month. Robbins, who heads Merrill Music, set recordings of "I've Got a Penny," with Eydie Gorme on Columbia Records and Lana Cantrell on RCA Victor; "Cia Compari," with Robert Goulet on Columbia, and "Holly Golly," with Will Bronson on Solid State. "Travellin'," another song from the score, is featured by Dinah Shore in her current act at the Waldorf-Astoria Hotel here.

## Capitol Adding a New Dimension: Puts 4-D Film Process in Orbit

LOS ANGELES — Following enthusiastic reception to a test, Capitol has begun financing a film process.

The first indication that Capitol was becoming a "film angel" was reported exclusively in the May 21, 1966, Billboard. Writer Arch Oboler, who maintains a joint venture with the label in the project, said the two parties decided to withhold all public announcements for the new process, called "space vision," until after the film was field-tested. For the past several weeks a film called "The Bubble," starring Michael Johnny Desmond, has been playing at the Woods Theater in Chicago. Based on good box-

office, Oboler, writer-producer-director, and Alan Livingston, Capitol's president, decided the time was ripe last Tuesday to reveal their collaboration.

Oboler said he started working on a four-dimensional film process 13 years ago with Robert Bernier, a retired Army colonel. Oboler came to Livingston for financial backing, because "Alan is unspoiled by yesterday's prejudices."

### Removes Objects

The significant feature of the 4-D process is the camera's ability to remove objects from the screen and float them over the audience's head. At a special press screening the effect was given of a tray of beer glasses floating over the audience's heads. Neither the acting nor the sets matched the dimension effects.

The 4-D process, using Capitol's finances, reportedly about \$500,000, is achieved with a specially designed lens which fits into regular motion picture cameras. Previous 3-D processes used two cameras and two films and two projectors in the theater. The 4-D system works with one film and existing theater projectors with only a special prism placed over the projecting lens.

Oboler and Capitol are distributing the film and share in percentages from showings and also from leasing of the 4-D lens. The science-fiction film will open in Detroit next Wednesday (1) and in New York Feb. 8 at the Astor Theater.

When contacted by Billboard in May of 1966 about reports that Capitol was financing a new dimensional film, Livingston commented: "You can say we are financing the development of a new process." The 4-D process requires Polaroid glasses which present a different image for each eye which are mixed together in the viewer's brain. The 4-D lens has horizontal and vertical shutters which separate the picture in normal viewing. The glasses provide a "binocular effect"—separating the images in the viewer's eyes. Livingston said the reason the company went into the venture was because of its belief that the one-lens-one-camera 4-D concept solved many of the problems associated with previous 3-D systems. Oboler said cost of the development of the lens was \$1 million; the initial film's budget was also \$1 million. Oboler is planning a "straight play" for the spring in the process.

## 'Response Tremendous' as 290 Companies Sign in for MIDEM

By MIKE HENNESSEY

PARIS—The world's first International Record and Song Publishing Market which opens for six days beginning Monday (30) at Cannes will bring together the biggest assembly of international music business people and recording artists.

At press time 290 companies had subscribed to be represented at the MIDEM and practically all available office accommodation in the Palais des Festivals had been booked.

Organizer Bernard Chevry said: "The response has been tremendous and it proves beyond any doubt that there was

a need in the music business for an annual event of this kind. The reaction has surpassed my expectations.

"I understand that many publishers have commissioned songs especially for the MIDEM. And for the evening galas there will be a very strong contingent of international talent."

The six days of the MIDEM will be televised by the ORTF, the French state radio and TV organization, and the market will be the subject of many TV and radio programs.

In addition, Dr. Dieter Ibach, director general of Telefilm Saar GMBH, will take advantage of the large gathering

of international artists to film 10 TV shows for eventual distribution in the U. S.

More than 1,000 persons from 22 countries will "Meet at the MIDEM," among them many company presidents and top executives. Representation at the market of British publishing companies has been stimulated by the decision of the Board of Trade to pay for the cost of their stands as a boost to British song exports.

The evening galas which will be held in the Grand Salle des Ambassadeurs of the Cannes Casino from 9:30 to 11 p.m. each day, have been allocated as follows:

**Monday, Jan. 30. EMI—Pathe Marconi**

**Conductor:** Bernard Gerard. **Artists:** Vic Dana, Florent, Jennifer, Guy Bontempelli, Jean-Claude Annoux, Tereza, George Chelon, Peter and Gordon, Paul Jones.

**Tuesday, Jan. 31. Discos Vergara and Discos Epiko**

**Artists:** Jose Guardiola, Grupo Los No, Tete Montoliu, Ella and Fleda, Guillem, D'Esak, Mariluz.

**Ariston**  
**Artists:** Ornella Vanoni, Bruno Lauzi, Leonardo, Anna Identici.  
**Wednesday, Feb. 1: Vogue-Pye**

**Conductor:** Jean-Daniel Mercier. **Artists:** Petula Clark, Sandie Shaw, Francoise Hardy, Antoine, Jacques Dutronc, Pierre Perret, Udo Jurgens, Geno Washington and the Ram Jam Band, Nini Rosso, Aimable, Michel Paje, Les Charlots, Gerard Calvi, Georges Brummel, Cleo, Liz Sarian.

**Thursday, Feb. 2: CBS**

**Conductor:** Caravelli. **Artists:** Les Compagnons de la Chanson, Gigliola Cinquetti, Joe Dassin, Roberto Carlos, Georgie Fame, Patrick Abrial, Minouche Barcelli, Peret, Donovan.

**Friday, Feb. 3: Barclay**

**Conductor:** Paul Mauriat. **Artists:** Not definite.

On Saturday, Feb. 4, the final day of the MIDEM, the MIDEM national and international trophies will be presented to top selling record stars, at a special evening gala. The national trophies will be presented to the artists who between July 1, 1965 and June 30, 1966 sold the biggest number of records in their respective countries.

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## 1st Records for RSI Italiano Subscribers

NEW YORK — RSI Italiano is ready with the first shipment to subscribers of the top 10 new records creating action in Italy. The selection is made by Germano Ruscitto, Billboard's director of Italian operations.

The subscribers to RSI Italiano include record companies and music publishers who review the records and songs for their value in their particular market. RSI Italiano also supplies the English translation to the Italian lyrics and information as to where licensing arrangements are to be made.

Following is a list of the 10 records selected for January shipment:

Comincia L'Amore  
Chi Piu' Di Me  
By Dino (ARC/RCA-Italiana)  
La Montanara

## 'Double Trouble' Poses Threat to Country Tours

NEW YORK — The oversaturation of shows and overpricing of talent are two threats to country personal appearance tours, according to Marty Klein, director of concerts and personal appearances for Gerald W. Purcell Associates, a leading promoter of country and other shows. Klein finds that audiences are becoming more sophisticated and are willing to pay more for quality. But many country artists are charging so much that promoters stand to lose rather than make money.

Klein said other major changes are the growth of a hard core of country music fans in the northeast and the development of college campuses as tour locations. For example, Purcell is promoting Eddy Arn-

(Continued on page 60)

Olympia Melody  
By Nini Rosso (Durium)  
Quella Che Sa Piangere Verro'

By Gene Pitney (CGD-Musicor)  
Serenella

Non C'E' Piu' Niente Da Fare  
By Bobby Solo (Ricordi)

La Zanzara  
Perche' Due Non Fa Tre  
By Rita Pavone (RCA-Italiana)

Serenata  
Come Adriano

By Don Backy (Clan)  
Chitarra Contro La Guerra

Che Ragioni Come Te  
By Umberto (Saar)

Uno in Piu'  
Non Buttarmi Giu'

By Ricky Maiocchi (CBS-Italiana)

Tutti Vanno Via  
Lei Tornera'

By Beppe Cardile (Durium)

Le Pigne in Testa  
Una Minigonna

By Gli Scooters (Saar)

## April-Blackwood's Rosner Off to Europe

NEW YORK—David Rosner, professional manager of the April-Blackwood music companies, is on a quickie European junket to take in the San Remo Festival and the MIDEM conference in Cannes. He's also scheduled for a two-day stop-off in London before taking off for his home base around Feb. 4.

## SPECIAL - INSERT ON SAN REMO

NEW YORK—In addition to the regular coverage of the San Remo Festival, the Feb. 4 issue of Billboard will feature a special "San Remo Spotlight" insert.

## Gabler Feted on 25th Year As Decca A&R Director

NEW YORK — The music-record industry salute to Milt Gabler on his 25th anniversary as artist and repertoire director of Decca Records drew a capacity crowd of 285 to the Hotel St. Regis Roof here last Friday (20). More than 200 requesting places at the luncheon had to be turned away.

Speakers were Leonard W. Schneider, Decca executive vice-president; Stanley Adams, president of ASCAP; Bob Sour, president of BMI; Mitch Miller, Father O'Connor, Steve Sholes,

Joe Csida, Sy Oliver, and Chubby Goldfarb, among others. In addition, tapes cut by artists unable to attend the celebration were played to the St. Regis audience. Among the artists represented on tape were Fred Waring, Brenda Lee, Sammy Kaye, Lawrence Welk and Guy Lombardo. Keynote of the salute was Louis Armstrong's rendition of "Hello, Milt," a parody of his "Hello Dolly" hit.

An expanded report on the Gabler salute will appear in the Feb. 4 issue of Billboard.

## KBLA Trims Hours And Staff in Shakeup

LOS ANGELES — KBLA, which has just begun gaining rating points with its aggressive promotions and contests, has been shaken by a trimming of staff and operating hours. The Burbank station is switching from a 24-hour contemporary music policy to a sunrise to midnight operation, releasing the sales staff and reducing promotional activities.

KBLA's unsuccessful bid to carve a distinct niche for itself in this competitive station market, has apparently resulted in the cutbacks. General manager Duffy Blabon left Friday after little more than a year

with the station. Robert McWhirter, president of George Cameron Communications, the owner of the outlet, has moved in as interim KBLA chief executive.

The station, which gained a power boost two years ago, had hired some big guns from other rockers, notably Bob Hudson, from KRLA, Roger Christain formerly of KFWB and Dave Diamond, ex-KHJ. The programming remains top 40.

In July 1965, the station fired all its voices and went into a taped rock format. Five months later, it went live again, hiring a number of DJ's including Christain and Diamond.

# Epstein Is Expanding Empire

LONDON — Beatles' manager Brian Epstein has extended his empire still further to take in more record acts, a British record outlet and a new European agency. Epstein's latest acquisitions are the result of the amalgamation of his NEMS enterprises and the Robert Stigwood organization.

Under the deal, Stigwood becomes joint managing director of NEMS with Epstein, who is also chairman. NEMS will be involved in all Stigwood's management deals which include such artists as the Cream, Oscar and Lord Sutch, and will also by the agency for other acts including the Who, the Merseys and Crispian St. Peters. Stigwood will still continue to act personally as manager and agent for the artists he has handled, and Epstein stressed that he will continue to manage the Beatles, Cilla Black and others

signed to him personally.

The new tie-up means that Epstein also acquires rights to Stigwood's record outlet, Reaction, which Polydor presses, distributes and promotes. Stigwood holds the label for Polydor, however, and all disks on Reaction carry a monogram logo with his initials. There are no plans to transfer existing NEMS recording acts to Reaction, but future talent acquired by the enlarged agency may well be put on the label.

A key aspect of the deal is that NEMS now controls the newly formed Hamburg-based agency Stigwood-Yaskiel International, which is being run by Laurence Yaskiel, formerly with Deutsche Vogue. International manager of the new agency will be Peter Knight, who recently quit Pye's international department.

The Hamburg office will ar-

range all bookings for NEMS' artists in Germany, Austria and Switzerland. It is planned later to open an office in France, Stigwood revealed. The international company has already formed two publishing companies, Rudolf-Slezak Musikverlag and Aufiedersehn-Musik, which former Aberbach executive Rudi Slezak will head.

HAMBURG—The new Stigwood-Yaskiel international firm has made a nonexclusive pact with German Polydor to advise on release and promote foreign license repertoire. This includes material from Kama Sutra, MGM-Verve and UA.

## Copyright Bill Re-Introduced

WASHINGTON — Rep. Emanuel Celler (D., N. Y.), chairman of the House Judiciary Committee, has re-introduced the amended copyright revision bill of the 89th Congress. The House bill (now H.R. 2512) makes no changes beyond minor corrections in the previous revision bill (H.R. 4347), and extends effective date two years from the previous bill's Jan. 1, 1968. (Special provision is made for copyrights already in renewal terms or under contractual arrangements as of the new effective date.)

Staffers of the House Copyrights Subcommittee, which is not yet officially organized for business, do not expect any further revision hearings to be (Continued on page 77)

## Mancini Working On 2 Film Scores

HOLLYWOOD—Henry Mancini is composing the scores of two films, which are slated for summer release. RCA Victor albums of Mancini conducting music from the two films, "Two for the Road," which stars Audrey Hepburn and Albert Finney, and "Peter Gunn," will be issued when the pictures are released. Mancini won his first Record Industry Association of America gold record for the album of music from the "Peter Gunn" TV series.

# Rearmament Group in New 'Movement': Form a Label

LOS ANGELES—The Moral Rearmament movement has formed its own record label, Pace, and hired Don Blocker to run the operation. Blocker's agreement with the patriotic organization is for his services as an independent consultant.

The decision to form a record subsidiary follows the successful sale of a premium album offered in conjunction with the recent television special "Up With People," which played on independent stations throughout the nation. Blocker said 750,000 copies of an "Up With People" LP were sold through Schick, the show's sponsor.

First act on Pace is the Colwell Brothers, vocal trio singing "What Color is God's Skin" backed with "Freedom Isn't Free." Brian Ross, rock 'n' roll producer, a&red the session

which used 60 supporting voices and musicians. The intention is to spring acts touring with the Rearmament show for the disk wing, not necessarily go talent hunting. Blocker will handle national distribution, promotion and a&r co-ordination.

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# Billboard

INTERNATIONAL MUSIC-RECORD NEWSWEEKLY

Radio-TV Programming Coin Machine Operating  
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# Jubilee Keeps the Faith and Inks Rep. Powell as Artist

NEW YORK—Jubilee Records has spirited away the recording contract of Harlem minister and U. S. Congressman Adam Clayton Powell and will release the album—"Keep the Faith, Baby"—this week. Many other labels were in the bidding for the controversial Negro Congressman. Last week it was being heralded by national publicity in the press. Powell's royalties are slated to be used primarily to pay off the recent court judgment against him.

Powell, for once, will be facing a record business type of backlash. Red Schwartz, national promotion director of Roulette Records, came up last week with 3,000 copies of an album—"The Gospel in Words and Music"—put out about six years ago. The LP failed to sell and had been gathering

dust in a warehouse. This particular LP featured sermonettes by Powell as well as solos by Joe Williams and music by the Stamps-Baxter Quartet.

The Jubilee album is a spoken word LP, and Powell says, "It represents a distillation of my philosophy of life on everything from religion, politics, race relations, world affairs, war, and mankind. To people everywhere, this is my message. This is Adam Clayton Powell." The label has signed Powell to an exclusive five-year contract. Part of the proceeds from the LP will be donated to the National Back Powell Committee to raise funds for Powell's fight to retain his Congressional seat. Powell advocates in one part of the LP that instead of "burn, baby, burn," Negroes should "learn, baby, learn" in order to "earn, baby, earn."



# The Peanut Butter Conspiracy is Spreading.



Where we spread the action on thick. On COLUMBIA RECORDS



# Coast Kama Sutra Rolls in High

LOS ANGELES — Having established a beachhead here in December, Kama Sutra will now begin sending in its troops from New York to create records for its own label and for outside clients.

Bob Krasnow, West Coast office head, said the contemporary production firm has been huddling with Liberty and 20th Century-Fox Records anent pro-

ducing records for their labels. "We'll set up production deals for their hit artists," Krasnow said. Erik Jacobson, a freelance producer, has been cutting the Sopwith Camel here. He cuts the Lovin' Spoonful in New York.

Within the next two months, Artie Ripp, Vinnie Poncis and Pete Anders will fly here from New York to get acquainted

with Coast-based producers and become familiar with acts working in the LA market.

Krasnow says the company will bring out its writing-producing teams on a rotation basis. The KS concept is patterned on United Artists Pictures, which finances a producer and gives him free rein in developing his product.

(Continued on page 10)



AT EPIC RECORDS' sales meeting last week in Miami Beach: Left, Leonard S. Levy, Epic's vice-president, addresses promotion men and sales executives. Right, at the opening promotion seminar, the seated speaker is Jimmy Gordon, promotion manager of Marnel in Maryland; Mort Hoffman, Epic's director of marketing, front right, and at podium, John Mahan, Epic's West Coast Regional manager.

## Court Rejects KIXI Appeal

SEATTLE — The United States Court of Appeals for the 9th Circuit has upheld a 1964 federal court decision against radio station KIXI awarding damages of \$250 for each copyright infringement and enjoining further infringements. KIXI contended that there were violations by ASCAP of federal and Washington State antitrust laws.

The court held that ASCAP's activities did not represent a combination in restraint of trade. It also noted that KIXI had several options open to it. The decision said, "Instead, appellant (KIXI) chose the fifth option. Appellant never obtained any license. It never sought to deal with anyone. It continued its unconscionable conduct in unlawfully appropriating appellants' property without cause and without justification." The court also found that ASCAP had complied with filing requirements of the Washington State statute and acted properly in suing the broadcaster, who could have obtained the necessary licenses.

## Roker, Montague Form Company

LOS ANGELES—Tag Ltd. Records, Jamo Recording Studios and Tag Ltd. Productions have been formed by Rennie Roker, former Minit Records promotion director, and KGFJ disk jockey Montague.

The company's first single, a Latin blues instrumental, was being cut last week by a Cuban musician called Willie Baby. The duo plans producing masters for their own company as well as custom jobs.

Prior to forming their own company, Roker and Montague produced "Grits and Cornbread" by the Soul Runners for Fred Smith's No-Soul label. The single has begun making some sales-noise in the East and Midwest, according to Roker.

## Executive Turntable

Mike Sloman has been appointed to the newly created post of European representative for Decca Records. Sloman's duties will encompass liaison between the Decca label in the U. S. and



SLOMAN

European producers in the acquisition of masters, talent and projects for release on the Decca and Coral labels throughout the world. Sloman, who will headquarter in London at the offices of MCA Artists, Ltd., will make periodic trips to the Continent. Before taking the Decca assignment, Sloman was in charge of Liberty Records' European operations. He had also been affiliated with British Decca as manager of their Italian Division, and then branching out into promotional duties covering England, Germany, Italy and Luxembourg.

\*\*\*

Irv Kessler, Liberty's credit manager, has been given the additional responsibility of manufacturing director. In addition, he will be responsible for the company's two disk pressing plants and its tape duplicating facility in Omaha. . . . Joe Sill has joined the West Coast professional staff of the Big 3 Music Corp. (Robbins-Feist-Miller). Sill previously was with the Screen Gems-Columbia music organization. He will work with Hy Kanter and Eddie MacHarg in general record exploitation, disk jockey contact and will specialize in the promotion of the Big 3's pop catalog. . . . Bill Thomas has been named promotion coordinator for the Vincent Youmans Co. and Scope Music, reporting to Bob Lissauer, vice-president and general manager. A native of Wales, he attended Columbia University and had been with Hodge Podge Enterprises and Ebsco Industries.

\*\*\*

Bob Montgomery has been named Nashville a&r director for United Artists Records, succeeding Kelso Herston. Before



MONTGOMERY

joining United Artists, Montgomery was associated with Acuff-Rose Music as a songwriter and producer. He also has been an independent producer and writer. Montgomery will report directly to Michael Stewart, UA president. . . .

Eddie Deane has been named national promotion manager for United Artists publishing companies. He will report to Murray Deutch, executive vice-president of the UA publishing division. A veteran of 17 years in the music industry, he has had more than 100 of his songs recorded, including the recent Mike Douglas hit, "The Men in My Little Girl's Life." . . . Chuck Chellman has been named country promotion man for Kapp Records. He will work out of Nashville and report to Paul Cohen, Nashville a&r director, and Gene Armond, national promotion director. Chellman had been vice-president and marketing and promotion director with Monument Records and had held similar posts with Decca and Starday.

\*\*\*

Frank Emanuel has been named director of the new international division of TelePro Industries, Inc. Sales and administrative headquarters will be located at the firm's Cherry Hill Industrial Center. Emanuel has been with TelePro and its prede-

## ATCA HOLDS CARTRIDGE PARLEY IN LATE SPRING

NEW YORK—A four-day tape cartridge convention is being planned for late spring by the American Tape Cartridge Association. Creators Corp. has been appointed the 1967 convention management and control company, according to Ray Rand, newly appointed association executive director. Rand will make detailed announcements of the convention location and dates as well as exhibitors and membership applications in subsequent issues of Billboard.

Inquiries already have been received and negotiations begun from major companies of the music, consumer transportation, photographic and electronics industries. Seminar workshops on all phases of the cartridge industry will be conducted by recognized specialists. Workshops will be tailored to accommodate association members and non-members. Applications for registration and participation will be announced and sent to the industry in the next 10 days. Closing date for all participants and exhibitors is tentatively scheduled for March 10.

## Chicago's 'Inferno' KOs Hall, Concert Business

CHICAGO—The convention and concert business here was hit hard last Monday (16) as McCormick Place was razed by fire. (See photo in coin machine section.)

The massive lake-front exhibition hall served both as the world's biggest convention facility and Chicago's most-booked pop concert site. (Arie Crown Theater, seating 5,000, is located at one end of the three-block-long structure.)

The \$150 million blaze completely destroyed the exhibit hall, but at press time there were reports that Arie Crown Theater could be salvaged and might be in service by next summer.

The fire interrupted seven Arie Crown Theater performances by Herb Alpert and the Tijuana Brass. The Brass had been booked by Franklin Fried Triangle Theatrical Productions. Fried made hasty arrangements for completion of the concert

series at the Civic Opera House. The switch resulted in minimal crowd loss. According to Triangle's Dick Gassen, 3,628 tickets were sold for the Monday night Arie Crown Theater performance and 3,417 showed up at the Opera House.

No Loss

"We'll sustain no loss on these concerts," Gassen said. "Alpert has been wonderful. Had we not been able to continue the concerts, he would have accepted payment on a pro-rated basis, even though the customary contract leaves us liable in cases such as this."

The fate of Triangle's third annual "Summer of Stars" concert series, which brings an unbroken stream of recording talent to air-conditioned McCormick Place during the hot tourist months, remains undecided. If the theater is back in service by early summer, as some expect, the series will go on. If not, Fried will seek other facilities. It is not likely that the series will be cancelled.

The 4 Seasons were set for the Arie Crown Theater this past Friday and Saturday at the International Amphitheater, a vast exhibition complex embracing a large arena on the South Side.

Fried said that the Trini Lopez Show, which he had booked for Arie Crown Theater April 28-29, will be staged in Medinah Temple, a spacious auditorium on the near North Side. Fried will be forced to find alternate facilities for the Animals, set for Mar. 11 at McCormick Place; Theodore Bikel, May 6; Paul Revere and the Raiders, May 26-28.

## 5 CAP. SINGLES MAKE RIAA

LOS ANGELES—Of a total of 23 singles certified as gold records by the RIAA, Capitol reports having five—four by the top British import—the Beatles and one by its top domestic act, the Beach Boys.

Beatles singles were "We Can Work It Out," "Nowhere Man," "Paperback Writer," and "Yellow Submarine." The Beach Boys first ever gold single was "Good Vibrations."

cessor companies for 11 years. In his new post, he will be responsible for the export of players and 4 and 8-track tape CARtridges as well as critical parts and sub-assemblies. He also will handle the licensing of foreign firms for local production, assembly and sales. His division will act as technical advisor to companies outside the United States that manufacture or market TelePro cartridge products. Emanuel will report directly to William Mulcahy, TelePro president.

\*\*\*

T. E. Fullmer has resigned as vice-president-general manager of Western One-Stops after seven years. The firm is Oakland-based. . . . Siegfried E. Loch has been named Liberty's German representative. He was previously with German Philip in a&r and with Electrola as import sales promotion man. He will produce German language disks, plan tours for U. S. artists and oversee all publishing interests in conjunction with the label's licensee, Chappell G.M.B.H.

\*\*\*

David B. Sontag, an executive with Ashley-Famous Agency has resigned to become executive producer of the Overmyer Network's new "Las Vegas Show." He will produce the two-hour, five-day-a-week late evening TV shows from Las Vegas. They are scheduled to start April 3 on more than 130 TV stations.



# 5 Stone Smashes!!

**Solomon Burke**

**Keep A Light In The  
Window Till I Come Home**

Atlantic 2378

---

**Don Covay**

**Shingaling '67**

Atlantic 2375

---

**King Curtis**

**Something On Your Mind**

Atco 6457

---

**Carla Thomas**

**Something Good**

Stax 207

---

**Eddie Floyd**

**Raise Your Hand**

Stax 208

---

# London's Grand Distribs Show

• Continued from page 1

The sales chief noted that the new product was being backed by an extensive promotion campaign, including advertising and point-of-sale material of all types. In addition, he informed the distributors that the company had strengthened its promotional personnel set-up to ensure the greatest follow-through on new product. Much of this, he said, is behind-the-scenes promotion, such as contacting music critics.

## Classical Product

The classical product includes seven items encompassing opera, vocal, symphonic and instrumental repertoire. The two major items here are London's first-ever recording of "Faust," by a fantastically strong battery of stars: Joan Sutherland, Franco Corelli and Nicolai Ghiaurov. The second is Mahler's "Das Lied von der Erde," by James King, Dietrich Fischer-Dieskau and the Vienna Philharmonic conducted by Leonard Bernstein. Terry McEwen, director of the classical division, told the distributors that London has assumed in the classical market the primary position it held when LP and stereo were introduced. He noted strong action in Billboard's charts and the acquisition of awards in various countries and added: "Nobody is making product like we are. The secret of this great product is in this (the studio). We can get the sound off the tape and onto the records."

Other classical product in the release includes "Peter Grimes Highlights," recorded by Benjamin Britten and the Chorus and Orchestra of the Royal Opera House, with soloists; an Ernest Ansermet package of Haydn's "Symphony No. 22 in E Flat Major" and "Symphony No. 20 in C Major"; Beethoven's "Eroica," by the Vienna Philharmonic conducted by Hans

Schmidt-Isserstedt; Lorin Maazel with the Vienna Philharmonic in two Sibelius works, and pianist Vladimir Ashkenazy doing a package of Schubert compositions.

## Phase 4

Marty Wargo, director of administration, introduced the Phase 4 product and noted: "We go into 1967 as the No. 1 company in the sound field. He added that London had taken a gamble in this field by forsaking mono and concentrating on stereo. "We won," he said, pointing out that many of the initial packages in the catalog of more than 200 were increasing in sales. Tony D'Amato stated that the Phase 4 release reflects in miniature the broad range of the catalog—offering something for everyone.

Included are an album of bullfight music by Roger Laredo; Ronnie Aldrich and his two pianos; an album by Ted Heath and Edmundo Ros, a Stanley Black package capturing the spirit and color of France. The Phase 4 concert series packages include a Stokowski recording of compositions from "The Ring of the Niebelung," Antal Dorati in an album of Strauss waltzes, and a Puccini spectacular by Camarata and the Kingsway Symphony with selections from the various operas.

Dealers will receive a free demonstration LP for in-store Phase 4 release.

## Teen Scene

Product under the general category of the teen scene totaled six packages, which include three from Hi Records with the Memphis sound.

This product leads off with the Rolling Stones' new package, "Between the Buttons," which will be available Monday (23) in the States. This is expected to be a blockbuster. The Stones' last five LP's received RIAA certification. Another

London package is "The Blues Breakers," with John Mayall and Eric Clapton, considered a sleeper. And the Big Parrot LP for the London group is Tom Jones' "Green Green Grass of Home," which comes on the heels of the phenomenal Tom Jones single.

## Hi Records

Walt Maguire, director of pop a&r and singles sales, in presenting the Memphis sound albums of Hi, noted that London has had an eight-year association with Joe Cuoghi's label, and a deal for another five-year period has just been signed. He also stated that Charlie Rich has been added to the Hi artist roster and that additional promotional personnel had joined that staff, including Dave Marshall and Jerry Hoff for the East and West Coasts.

The presentation of Hi product was highlighted by the appearance of Sandy Stewart who demonstrated the danceability of the blues-drenched material. The Hi packages include one by Bill Black, one by Willie Mitchell and one by Ace Cannon. Maguire also detailed information on singles by such artists as Cat Stevens, the More, Margaret Whiting, and others.

## D. H. Toller-Bond

D. H. Toller-Bond, London Record's president, summed up by terming the Tuesday activities a "fabulous product presentation." He added, "We are gratified with the work of the personnel at the Decca studios." Slides, films and addresses by such talents as Mantovani, Eric Rodgers, Stanley Black, Roger Laredo, Camarata and Frank Chacksfield enlivened the proceedings.

## Promotion

The promotional drive includes airplay disks, in-store



A GENERAL SHOT of the many visitors to the London Records convention held in London last week. The scene here was at the presentation of London Records' spring program in British Decca's Maida Vale studios, where most of the Phase Four stereo and other product are recorded.



ON THE PODIUM at one of the sessions at London Records' convention in London last week. Left to right: Marty Wargo, London Records, Inc., New York; D. H. Toller-Bond, president, London Records; Tony D'Amato, Decca Records, Ltd., London, and Frank Chacksfield, Decca artist.

and window displays, ad mats for use with dealer local newspaper advertising and an extensive campaign of national advertising in trade papers and

such consumer publications as Time, High Fidelity, Playboy, Esquire, McCall's, Saturday Review, New Yorker and Hi-Fi Stereo Review.

# London's Galas in Old Tradition

LONDON—A formal banquet given by Decca, Ltd. board chairman Sir Edward Lewis and Lady Lewis climaxed a series of galas which dazzled the 140 U. S. guests here attending London Records' 20th anniversary celebration. The banquet was attended by approximately 350 persons, including London Records and London Group distributors and their wives, Decca, Ltd., artists and executives, members of the British peerage and other dignitaries.

Other outstanding events of the week included a reception and dinner in the members' dining room of the House of Commons Monday (16) given by Richard Hornby, Parliament member.

Decca, Ltd.'s artists gave a "Golden Dinner" for the distributors, at the Dorchester Hotel Tuesday (17). The evening's printed program simulated a gold record and carried the inscription, "Please accept this gold disk to commemorate your millions of sales of our records." This was signed by Ronnie Aldrich, Stanley Black, Frank Chacksfield, Bob Farnon, Ted Heath, Roger Laredo, Mantovani, Edmundo Ros, Eric Rogers and Roland Shaw.

## Served in Style

On the following evening, the visitors were entertained in the Elizabethan rooms of the Gore Hotel, where song, food and drink were dished up in the style of Old England, and then as contrast, the guests were taken to a discotheque as evidence that London really

swings. During the week, wives were entertained with organized sightseeing tours.

At Sir Edward's Thursday night banquet, the Decca chairman's address was marked by his characteristic crackling wit as he recounted his early days in the record business on both sides of the Atlantic. He opened his comments by thanking the distributors for the orders they signed following Tuesday's product presentation, saying, "You did your duty nobly on Tuesday."

He noted with gratitude the outstanding job being done by London Records president D. H. Toller-Bond and his staff in New York saying, "They have done a fantastic job, and we are lucky to have such personnel."

## Recalls Era

With a mixture of sentiment, a sense of history and wit he recalled the era when America Decca was founded in a slum warehouse in New York, and similarly, 20 years ago, when London Records was founded. He said, "We proved you can sell English records in the U. S. There is no difference fundamentally in the reactions of the British and American people." Nobody could have had a better experience in Anglo-American relations than we have had."

He recalled the launching of frrr, and said that the LP record was the making of London Records. He displayed his usual gift of memory by reciting artists and titles of early hits, complete with record number. He also recalled the names of his early American distributors,

some of whom were at the banquet. Among those mentioned were George McDuff, Al Lieberman, Jimmy Martin, Bill Davis, Bob Hausfater, Lou Sebok and the Hartstone Brothers.

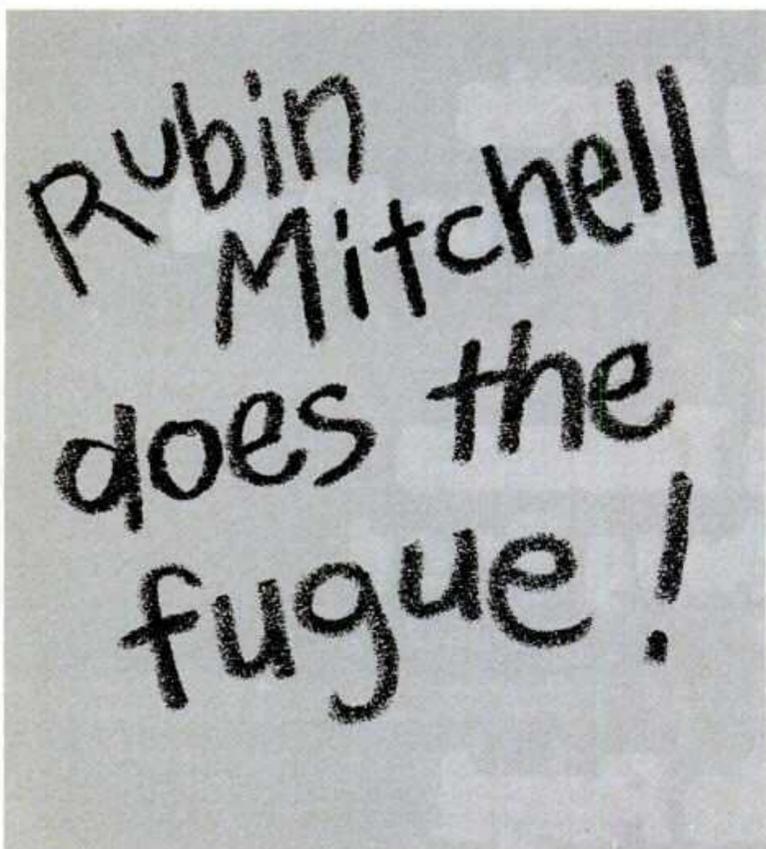
He then introduced George Hartstone, referring to him as our "Hunting distributor," in recognition of Hartstone's avid pursuit of his fox-hunting hobby. Hartstone in answering a toast to the distributors said, "Coming here is like returning to an old friend, London and England—a feeling which started in 1964." Hartstone noted Sir Edward's contribution to the world of entertainment and records, and to the American record business. He pointed out that it was Sir Edward who helped revive the American business in a period of doldrums.

Sir Edward presented a gold record to Tom Jones for his "The Green Green Grass of Home," million seller in Britain.

## Loma Moves A&R Direction to N. Y.

LOS ANGELES—A shift in a&r direction from Burbank to New York has been ordered for Loma Records, the rhythm-rock subsidiary of Warner Bros. Records. Named a&r director is Jerry Ragovoy, who replaces Russ Regan, now UNI Records promotion director.

Ragovoy will launch an artist acquisition drive from WB's Manhattan office. He has been a producer with WB for the past nine months. Assisting Ragovoy will be George Lee, Eastern operations vice-president.



(The Rubin Mitchell Era Begins Feb. 13)



**New soundstorm blowin'  
in from San Francisco.  
Be prepared for  
BLACKBURN and SNOW!**

**Electrifying on their  
first Verve release  
STRANGER IN  
A STRANGE LAND**

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Additional Music  
News On  
Pages 58 and 59

# Decca Decks LP's In Super Styles

• Continued from page 1

lie" album is Carol Channing, who last scored on records with

the original Broadway cast album of "Hello, Dolly!" also on RCA Victor.

The background score for "Millie" was written by Elmer Bernstein; Andre Previn scored the musical numbers, and Sammy Cahn and James Van Heusen wrote the title song and "The Tapioca," one of the key numbers in the film.

### Other Players

Other top players in the movie are Mary Tyler Moore, James Fox, John Gavin and Beatrice Lillie.

In addition to the regular LP, Decca is also issuing the soundtrack simultaneously on Stereo-8 and 4-track tape cartridges.

The budget for consumer and trade advertising will be one of the largest ever laid out for a soundtrack package by Decca. The label will also work closely with distributors and dealers to support the campaign. Special screening will be set up in key areas around the country; maximum radio coverage will be supplied including an open-end interview with Julie Andrews; and special window and in-store displays will be offered dealers.

A similar promotion push is now being laid out for "The Countess From Hong Kong" album. The picture, produced and directed by Charlie Chaplin, also has a score written by Chaplin, who had a click as a composer several years ago with his theme for "Limelight." The film, which will have its New York premiere in mid-March, stars Sophia Loren and Marlon Brando.

## Kama Sutra Rolls in High

• Continued from page 6

KS hopes to emulate this thinking by signing a&r men with ideas and acts, financing their labors and distributing their products.

So far, KS has no production deals with any Coast firm. But Krasnow envisions two such deals based on "selective" choice. The firm already cuts records for MGM, UA, Kapp and Columbia. Krasnow says the major labels tend to "bog down" creative a&r men with administrative demands. The KS free-wheeling concept is to give the right a&r man the money and ask that he deliver his best efforts, unencumbered by time deadlines.

### Edwards Sessions

In addition to the Sopwith Camel, actor-singer Vince Edwards was cut here (by Artie Ripp) and these two sessions will shortly be looked upon as the firm's initial Coast efforts.

In line with its expanding operation, the local office will take over an entire floor of office at 7122 Sunset Boulevard in March.

The firm is also planning publishing expansion and will open an office for its Kama Sutra Music in line with this move. Krasnow also revealed he is negotiating to buy two publishing firms, one locally the other in San Francisco.

# Market Quotations

(As of Noon Thursday, Jan. 19, 1967)

NAME	65-66		Week's Vol. in 100's	Week's High Low		Week's Close	Net Change
	High	Low		High	Low		
American Broadcasting	93½	62	879	93½	76½	79	-10½
Admiral	55½	28½	2414	34	28¾	32¾	+3½
Ampex	28½	17	5373	28½	25¼	27½	+2½
Audio Devices	41¼	17	169	24¼	22	23¼	+ ½
Automatic Radio	7¾	2¾	151	4¾	3½	4½	+ ¾
Automatic Retailer Assoc.	57¼	42½	116	57¼	55¼	56½	+1¾
Cameo Parkway	4¾	1¾	36	2¾	2¼	2¼	+ ½
Canteen Corp.	36¾	18¼	402	26¾	24¾	26¼	+1¼
CBS	68	42	605	68	64¼	65½	Unchg.
Columbia Pic.	39¾	22½	129	34¼	33½	33½	- ¾
Walt Disney	90¾	40¾	622	90¾	78½	89	+8
EMI	5¾	3¾	395	3¾	3½	3¾	+ ½
General Electric	120	80	1363	89¾	85¼	88¾	+2
Handleman	22½	13¾	84	22½	19½	22¾	+3¼
MCA	61¾	28¼	292	42¾	39¼	40¾	+1½
Metromedia	55¾	25	194	45	41¾	45	+2½
MGM	39¾	24½	511	35	32¼	33¼	-1
Motorola	233½	90	1498	108¾	96½	104½	+6½
RCA	62¼	36¾	2427	47½	43	46¼	+1¾
Seeburg	32¾	11¾	565	17¾	15¾	16¾	+1
Tel-A-Sign	5¾	1¾	78	2¾	1¾	2	Unchg.
3M	86¾	61	1240	80¾	78	79¼	- ¾
20th Century	38½	25¾	799	35¾	34¾	34¾	+ ¾
U-A	32¾	21¼	1695	31¾	29½	30¾	+1
WB	19½	11¾	504	18½	16¾	17¾	+1
Wurlitzer	24½	15½	78	21¼	19¾	21¾	+2
Zenith	87¾	46½	2081	58¾	52¼	57¾	+5¾

### OVER THE COUNTER\*

Week's High Low Week's Close

(As of Noon Thursday, Jan. 19, 1967)

Dextra Corp.	2	1¾	1-15/16
GAC	4¼	3¾	4¾
Jubilee Ind.	4	3	4
Lear Jet	22¾	15½	22¾
Mills Music	22½	21½	22½
Pickwick Inter.	7¾	6½	7¼
Telepro Ind.	4¾	4	4½

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

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

# Merc. R&B Plan: Office in Memphis

• Continued from page 1

make routine weekly visits to Memphis.

Mercury rented Hi's facilities recently and has already begun the move into the Tennessee city. In the short run, Mercury plans to record male, female and group acts in the rented studio. Long-range plans call for construction of Mercury studios in Memphis.

Ray Brown, owner of National Artists and a former Memphis deejay, will be Mercury's a&r man-in-residence in Memphis. Brown formed National Artists eight years ago to handle the bookings of such artists as the Daytonas, Jerry Lee

Lewis, Willie Mitchell, Gene Simmons, Ace Cannon, the Gentrys and Bobby Wood.

Other cities, including Houston, were under consideration by Mercury. The factor that reportedly swayed Mercury in favor of Memphis was the great productivity of writers in that town turning out the type material Mercury Vice-President Charles Fach (record product) is seeking. Also present in good supply are artists and studio musicians skilled in the genre. For example, in a recent session at the Hi studios, Mercury used locals Reggie Young, Tommy Cogbill, Sammy Creason, Mike Leach and the Willie Mitchell band.

## 'Music' Follow-Up Scores

NEW YORK—Music business attorneys Sidney Shemel and M. William Krasilovsky have come up with a helpful follow-up to their successful guide to the industry, "This Business of Music," with "More About This Business of Music." The new book covers four aspects of the business not handled in the first volume. The new topics are: "Serious Music," "Background Music & Transcriptions," "Tape and Tape Cartridges" and "Production & Sale of Printed Music."

The book also contains 27 appendixes of sample agree-

ments, licenses, copyright statutes and regulations, and other items of value covering the many complex factors of the industry.

It is a must companion piece to the first volume which is now in its second printing. Lee Zhitto, Billboard's editor in chief, edited the new volume which is priced at \$6.95.

MIKE GROSS

when answering ads . . .  
Say You Saw It in  
Billboard

JANUARY 28, 1967, BILLBOARD

Oct. 14  
This is a you won't  
believe it day. Me and  
Viki got a contract with  
Columbia!!! Our name is  
Smokey and his sister.  
Found a pad. Buds want  
to do it. If I needed someone.  
Chambers gonna sing make  
you so proud. Been raining  
for 2 days (beautiful)  
everything groovy. Seems  
like all will turn out after  
all. Love everything tonight.  
Thank you life.  
Here's Hopin

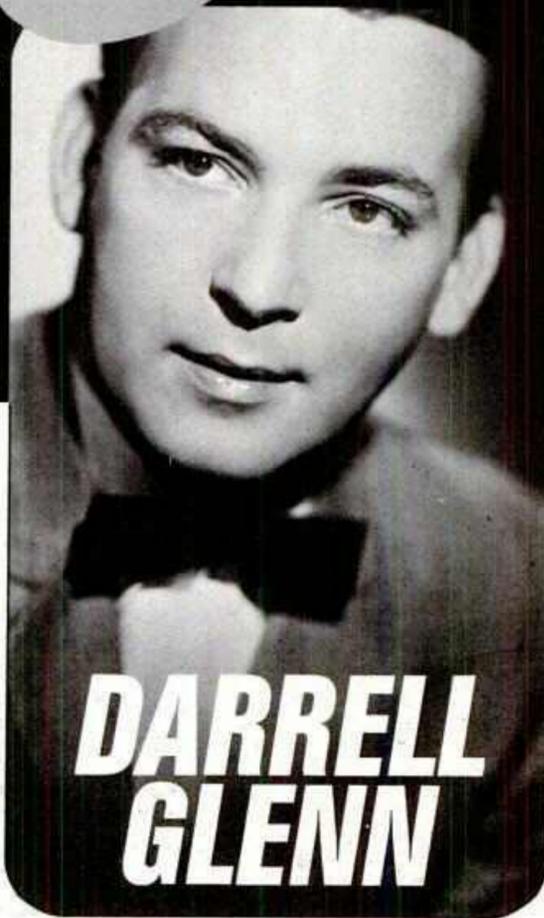


(The Rubin Mitchell Era Begins Feb. 13)



A STAR SINGLE IS BORN!

# 'BORN IN ST. LOUIS'



**DARRELL  
GLENN**

Chicago, Philadelphia,  
Milwaukee, Nashville, Denver,  
Memphis and Columbus are  
marking the happy event with  
picks—and your town is going  
to be next!

Where hits are a labor of love.  
On **COLUMBIA RECORDS** 

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ADVERTISEMENT  
**TAPE CARTRIDGE TIPS**

by Larry Finley

DATELINE . . . ACAPULCO, MEXICO

Last week we stopped at the Dallas/Fort Worth airport en route to Mexico City from New York. The purpose of our stop-over was to chat with George Slaughter, president of Texas Tape Cartridge Corporation—the warehouse and billing facility for ITCC which offers over-night delivery to distributors in Texas, Oklahoma and Louisiana. George was most enthusiastic about the movement of stereo tape cartridges off of the dealers' shelves. He also said that December almost doubled his projection of business.

After our visit, we left for Mexico City and discovered there that the automobile stereo concept has truly reached our good Latin American friends.

There are three duplicators in operation. We also visited a fourth duplicator, Stereo-Jet of Mexico, which is just completing one of the most beautiful operations we have ever seen. Bob Lang of Lang Electronics (New York City) and John French were both there to supervise the installation. Stereo-Jet has also been licensed by several of the more important U. S. record labels for four and eight-track duplication. In addition to cartridges, Stereo will have a full line of eight and four track stereo sets which they plan to manufacture.

Another manufacturer, Orfeon, operating under license from Motorola, has started production on an eight-track play-back unit. We were told that they will be making delivery to Ford and Chrysler in Mexico by February 15th, so that the eight-track unit will be optional equipment for Ford and Chrysler products manufactured in Mexico.

(This last item is most significant as, undoubtedly, eight track will rapidly overcome the four-track field in Mexico!)

A visit to several retail establishments in Mexico City showed that cartridges manufactured in Mexico City were retailing at \$8.00 and that cartridges manufactured in the United States were retailing at \$10.00.

A big surprise came when we drove from Mexico City to Cuernavaca. Our guide's car was equipped with a stereo set and we were immediately surrounded with stereo music and the Mexican version of "Herb Alpert and The Tijuana Brass." Incidentally, one of the most played records on radio stations in Mexico City is A&M's Baja Marimba Band. In Cuernavaca, both four and eight track stereo tape cartridges, either the Mexican made or American made, retail for \$12.00. In Taxco, the Mexican-made cartridges retail at \$10.00 and the American at \$12.00.

Arriving in Acapulco, Manuel Chavez, manager of the El Presidente Hotel, advised us that many of his friends have stereo tape decks in their cars and that Mexican cartridges were available there at \$8.00 and the American cartridges at \$14.50.

There is no question that the stereo tape cartridge business is fast becoming an international business!

# TAPE CARtridge

## Cap. Distributing to Handle 8-Track Player-Phonograph

LOS ANGELES—A combination 8-track cartridge player-phonograph with accompanying speakers, retailing for \$279.95,

has been added to the equipment line handled by Capitol Distributing Corp.

Called the Grand Prix, model CC-890, the unit encompasses a cartridge player manufactured by Symphonic Electronics of New York, a Garrard turntable, Symphonic speakers and Motorola parts in the power system. A charcoal-tinted dust cover is provided for the turntable.

While the speakers are detachable, the turntable-cartridge player is housed in the same walnut veneer cabinet. An input jack in the rear of the cabinet provides for hooking in an FM radio, a reel-to-reel tape machine or stereo earphones.

The equipment was first tested in select markets, with consumers queried about the performance of the solid-state equipment. Three major electronics distributors purchasing the unit for dealers are Kramer Electronics, Boston; Michigan Mobile, Detroit, and Eastern Record Distributors.

The unit is the most expensive phonograph-cartridge combination offered by CRDC. A program selector for 8-track cartridges is built in the unit.

## Tenna's Home Unit 'Eliminates Cross-Tracking'

CHICAGO — Tenna Corp., Cleveland, has released some information about its home application tape cartridge player slated for introduction in February. The unit, a compatible 4 and 8-track type, will incorporate, for the first time, design which, according to Tenna sales and product manager Don W. Slack, "eliminates the possibility of cross-tracking."

The company will introduce two models, both solid state. One is a plug-in deck for existing systems; the other is a self-contained unit with two outboard speakers.

Tenna is currently pursuing two lines of distribution. Howard Gross, recently of TelePro Industries, is establishing distribution in the music field with home electronics, appliance and record outlets. The company also goes directly to automotive dealers.

## Lloyd's to Issue Portable Player

LOS ANGELES — Lloyd's plans releasing a \$49 battery powered cassette portable tape player in May, following the re-

## ITCC Files Action Vs. TelePro in N. J.

CAMDEN, N. J. — International Tape Cartridge Corp. of New York has filed action against TelePro Industries, asking the Superior Court of New Jersey to order the firm to show cause why it should not be adjudged insolvent. The show cause order asks TelePro also to show why a statutory receiver should not be appointed for the creditors and stockholders of the firm.

In a complaint also filed in the Camden court, Larry Finley, president of ITCC, said that TelePro owed ITCC \$42,425.49 "based on goods sold and delivered."

William F. Mulcahy, president of TelePro, in an answer filed in Superior Court against the complaint, said: "My company, TelePro, disputes the amount of the account alleged by ITCC and has set-offs against ITCC by way of accounts on which ITCC is obligated . . . and credits for merchandise returned." Mulcahy said the amount owed is only \$11,783.04.

He also referred to a patent infringement suit TelePro now has pending against Audio Devices which he claims has an interest in ITCC.

TelePro claims total assets of \$3,897,078.92, with total current liabilities of \$2,088,921.27. The court paper also reported net sales for TelePro in 1965 of \$2,948,000 and \$4,747,000 in 1966. Mulcahy denies any reason for the ITCC action.

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## Mfrs.' Interest High In Europe: Muntz

• Continued from page 1

In Haarlem, Oord and Gordon discussed possible co-operation in the Dutch marketing of

## Audio Electronic Expansion Move

LOS ANGELES — Audio Electronics, manufacturer of blank tape loaded CARtridges, has moved to 7305 Van Nuys Boulevard, Van Nuys, Calif. The three-year-old firm uses an electronically controlled winding machine in its loading operation, designed by president Shelly Howard.

The firm also manufactures custom recording equipment to transfer sound off master tapes and recordings for cartridges. In broadening its base, the company is a Western States Ampex cartridge tape distributor for such lines as MGM, London and A&M and also distributes the Amberg cartridge carrying case.

Due for release within 30 days is the cartridge availability of the Audio Book Library. This collection consists of famous literary works narrated by Hollywood personalities. Retail price for cartridges will be \$6.95. Some of the works and actors involved include "Treasure Island," "The Wizard of Oz," "The Bible," "Sherlock Holmes"; Ronald Coleman, Jeff Chandler, Raymond Massey and Marvin Miller.

cartridges. Later Oord said, "No firm deal was reached but we established a promising mutual confidence." Gordon was taking suggestions back to the Muntz Californian headquarters which could lead to a firm deal, the Bovema chief added.

Muntz appears to have made most progress so far in Paris. Gordon said he reached provisional agreement with Barclay and Vogue to make their repertoire available. He also had several favorable discussions with the EMI affiliate, Pathe-Marconi.

Gordon found interest from two equipment firms, Pizon Bros. and Sonolor, anxious to manufacture players. He felt playback equipment would be part imported, at first, probably from Japan. All mechanical components would be assembled with European electronic equipment being added.

### Optimistic

He was optimistic that France would provide a base for duplicating cartridges for distribution throughout the Common Market. Gordon noted a feeling among French record producers favoring Muntz cartridge equipment rather than the Philips cassette system which, in much of its promotion, had been linked with a recording machine.

The Muntz executive moved on to Italy and later planned swings through Spain, Switzerland, Germany and Sweden before returning to the U. S. via London.

lease of four compatible CAR-tridge machines, three geared for home use.

The cassette machine will be the company's first in that configuration. The Lloyd's line of electronic equipment has previously covered reel-to-reel tape players.

The firm's compatible car player goes for \$100 at retail. A compatible table model console with AM-FM radio sells for \$149. There is also a \$99 compatible and a \$79.95 compatible unit without speakers.

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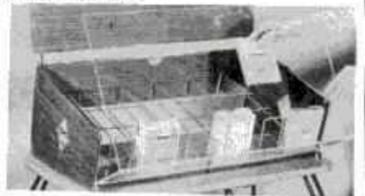
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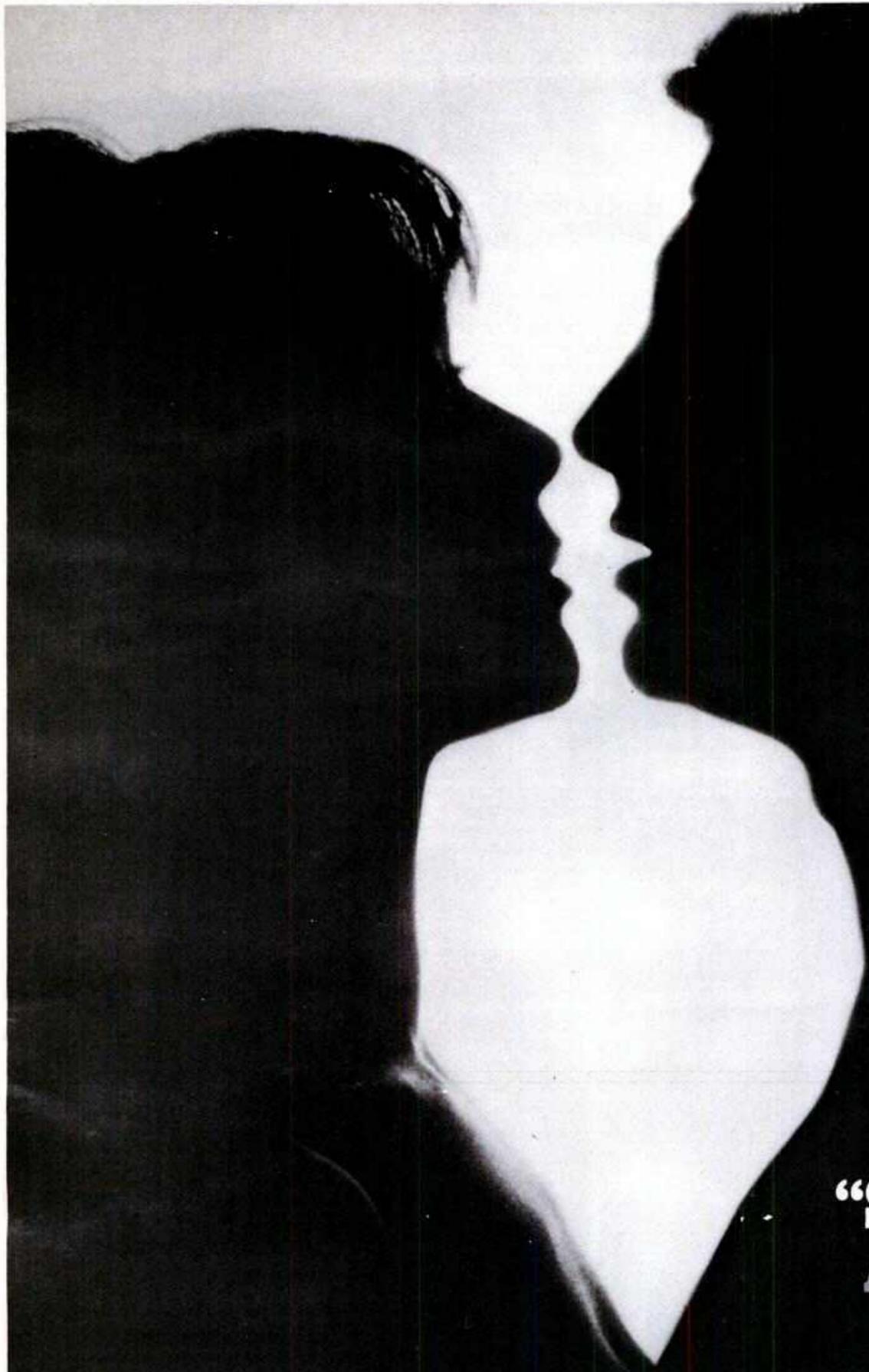
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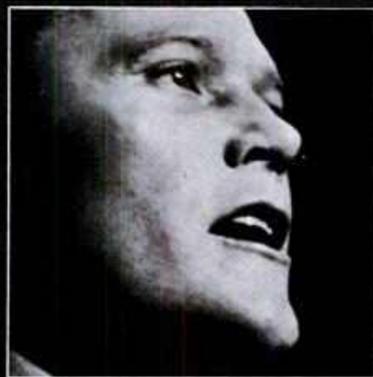


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## TAPE CARTRIDGE

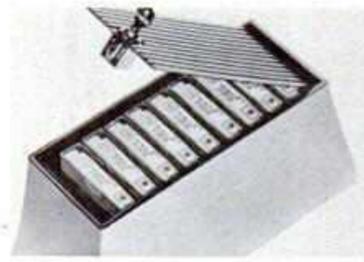
### Liberty Sees a Wide Retail Distribution for Cartridges

LOS ANGELES — Tape CARtridges are an entertainment commodity which will end up in many retail outlets from regular music stores to

camera shops and auto accessory stores. This is the picture as seen by Lee Mendell, Liberty Stereo-Tape's general manager, who believes that by

staying within established record distribution patterns, Liberty will gain stronger footholds in the field.

While Mendell sees auto outlets as valuable new sales additions, he nonetheless feels that cartridges are not the right product for auto accessory distributors. There are auto accessory stores which are selling cartridges, with the Western Auto chain pointed out as an outlet. "We spent a great amount of time examining the auto distribution field," Mendell said, "and we felt we could not go this route. Music distributors create product and we must never forget this."



A NEW CONSOLE CARTRIDGE has been introduced by A.R.C. Electronics of Paramount, Calif. Designed for foreign and domestic automobiles, it holds up to nine stereo tape cartridges.

### Dubbings Gets Rights to Vox

NEW YORK — Dubbings Electronics, Inc., of Copiague, L. I., has acquired tape rights to material from the Vox Productions catalog. This material will be released by Dubbings in all prerecorded tape, forms including 4 and 8-track cartridges and Norelco type cassettes.

Dubbings says it plans to release 100 selections during 1967. This move represents the first major classical catalog made available in all forms and Dubbings plans heavy promotion to introduce the material in both this country and Europe. Dubbings and Vox will be selling the cassettes and cartridges, Dubbing through its photo and auto parts field, and Vox within its normal distribution channels.

working on clearing a pattern of payment to creditors.

The most valuable items in the auction were the duplicating machines, including Ampex 2-track and 4-track mastering consoles, a Sony stereo recorder and a bank of duplicating slaves.

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### GRT Gets 2 Viva LP's

BLOOMFIELD, N. J.—General Recorded Tape has acquired rights for two Viva Records LP's.

Cartridges will be manufactured from Viva Records' "Rhapsodies for Young Lovers" by the Midnight String Quartet and the Rudy Vallee LP, "Hi-Ho Everybody." The two cartridges will be released in February, according to GRT and Viva Records.

Viva Records noted that the Midnight String Quartet disk has sold more than 81,000 in the New England-New York-Northern New Jersey areas. The Vallee album, just starting to move, has reached 4,500 sales.

### Autostereo Properties Auctioned

LOS ANGELES — Three-year old Autostereo last Monday (16) went up to public auction, and all the physical properties of the first automotive tape cartridge company on the West Coast were sold.

Autostereo suspended operations last summer with its inventory of equipment and playback machines-cartridges running around \$250,000. The Credit Managers Association of Southern California has been

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10A-519.....	RUDY VALLEE	Hi-Ho Everybody	Viva
10A-520.....	BOBBY HEBB	Sunny	Philips
11C-109.....	THE RAY VENTURA SINGERS	Sing Along in French	Everest
12A-237.....	THE ASSOCIATION	Renaissance	Valiant
14C-499.....	RAY WRIGHT ORCHESTRA	Gold on Silk	Everest
14C-501.....	POLIAKIN	Irving Berlin—Great Man of American Music	Everest
14A-532.....	ANDRE PREVIN/DAVID ROSE	Like Blue	MGM
14A-549.....	BOOTS RANDOLPH	Boots With Strings	Monument
14A-531.....	DOC SEVERINSEN	High Wide & Wonderful	Command
16C-172.....	RUSS MORGAN	Dance Along With Russ Morgan	Everest
16A-174.....	HAPPY LOUIE	Red Hot Polkas	MGM
21A-438.....	QUESTION MARK AND THE MYSTERIANS	96 Years	Cameo
21A-441.....	SAM THE SHAM & THE PHAROHS	Li'l Red Riding Hood	MGM
21A-442.....	THE BUTTERFIELD BLUES BAND	East-West	Elektra
26A-406.....	DUKE ELLINGTON & JOHN COLTRANE	Music to Listen to Barney Kessel By	Impulse Contemporary Records
26A-412.....	BARNEY KESSEL	A Bowl of Soul	Loma
26A-414.....	RICHARD (GROOVE) HOLMES	The Wild Side of Life	Starday
54B-244.....	THE WILLIS BROTHERS	Webb Pierce Sings 4-Star Country Favorites	Everest Contemporary Records
54C-245.....	WEBB PIERCE	Highlights From George Frideric Handel's Rodelinda	Reprise
66A-213.....	VICTOR FELDMAN		Westminster
4RA-6180.....	SOUNDTRACK		
4RA-6227.....	CHARLES AZNAVOUR		
T9C-118TA.....	TERESA STITCH-RANDALL, MAUREEN FORRESTER, ALEXANDER YOUNG AND THE VIENNA RADIO ORCHESTRA, conducted by BRIAN PRIESTMAN, with MARTIN ISEPP, harpsichord		



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# SPOTLIGHT SINGLES

Number of Singles Reviewed This Week, 115—Last Week, 137

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

## POP SPOTLIGHTS

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

**DONOVAN—EPISTLE TO DIPPY** (Prod. by Mickie Most (Writer: Leitch) (Peer Int'l/Hi-Count, BMI) —Mark this up as Donovan's third smash hit in a row. His usual first rate performance of clever lyric material should carry it straight to the top. Flip: "Preachin' Love" (Peer Int'l/Hi-Count, BMI). **Epic 10127**

**MITCH RYDER & THE DETROIT WHEELS—SOCK IT TO ME—BABY!** (Prod. by Bob Crewe) (Writers: Crewe-Brown) (Saturday, BMI)—Hot on the heels of the "Devil With a Blue Dress" hit, the Detroit group comes up with a solid rock number which should equal the former's success. First rate Bob Crewe production. Flip: "I Never Had It Better" (Saturday, BMI). **New Voice 820**

**WILSON PICKETT—EVERYBODY NEEDS SOMEBODY TO LOVE** (Prod. by Jerry Wexler & Rick Hall) (Writers: Berns-Burke-Wexler) (Keetch, Caesar & Dino, BMI)—Pickett's winning streak should continue to grow with this exciting rocker that will quickly replace his "Mustang Sally" on the Hot 100. Flip: "Nothing You Can Do" (Pronto, BMI). **Atlantic 2381**

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

**LEE DORSEY—RAIN RAIN GO AWAY** (Prod. by Allen Toussaint & Marshall E. Schorn) (Writer: Toussaint) (Marsaint, BMI)—Right in the groove of his "Holy Cow" and "Coal Mine" hits, is this pulsating rhythm rocker which should bring Dorsey back onto the Hot 100 in a hurry. Flip: "Gotta Find a Job" (Marsaint, BMI). **Amy 974**

**JACKIE WILSON—JUST BE SINCERE** (Prod. by Carl Davis) (Writers: Reed-Reed-Wright) (Jalynne/BRC, BMI)—Following up the tremendous success of "Whispers," Wilson offers a powerful performance of a strong rhythm ballad. Culled from his current hit LP, it should blast into the Hot 100 with impact. Flip: "I Don't Want to Lose You" (Jalynne/BRC, BMI). **Brunswick 55309**

**THE CRITTERS—MARRYIN' KIND OF LOVE** (Prod. by Kama Sutra Prod.) (Writers: Andreoli-Poncica-Pomus) (Kama Sutra/Rumbalero, BMI)—Smooth vocal treatment and smart arrangement of a good new number should bring the group back to the charts in short order, and keep their chain of hits unbroken. Flip: "New York Bound" (Kama Sutra, BMI). **Kapp 805**

**JR. WALKER & THE ALL STARS—PUCKER UP BUTTERCUP** (Prod. by H. Fuqua & J. Bristol) (Writers: Fuqua-Bristol-Coggins) (Jobete, BMI)—Clever lyrics and groovy rock treatment of this hot rock item is sure to keep the All Stars active on the Hot 100. Powerful Jr. Walker vocal delivery. Flip: "Anyway You Wanna" (Jobete, BMI). **Soul 35030**

**RAMSEY LEWIS—ONE, TWO, THREE** (Prod. by E. Edwards) (Writers: Madara-White-Borisoff) (Double Diamond, BMI)—Strong Latin dance beat and outstanding piano work by Lewis make this revival of the Len Barry smash a hot chart contender. **Cadet 5556**

**\*MEL CARTER—AS TIME GOES BY** (Prod. by Dick Peirce) (Writer: Hupfield) (Harms, ASCAP)—The mellow voice of Mel Carter brings the great old standard up to date via this first rate Dick Peirce production. Headed straight for the Hot 100. Flip: "Look to the Rainbow" (Players, ASCAP). **Imperial 66228**

**EDDIE FLOYD—RAISE YOUR HAND** (Prod. by Staff) (Writers: Cropper-Floyd-Isbell) (East, BMI)—Floyd made his mark on the Hot 100 and r&b charts with his "Knock on Wood" success, and he should ensure his position there with this solid rock follow-up. Flip: "I've Just Been Feeling Bad" (East, BMI). **Stax 208**

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

**THE SANDPIPER—For Baby** (Cherry Lane, ASCAP). **A&M 835**  
**JOHNNY MATHIS—Saturday Sunshine** (U. S. Songs, ASCAP). **MERCURY 72653**  
**HARRY BELAFONTE—Hurry Sundown** (Chappell, ASCAP). **RCA VICTOR 9075**  
**DAVE DEE, DOZY, BEAKY, MICH & TICH—Save Me** (Spectorious, BMI). **FONTANA 1549**

**JOHNNY RIVERS—BABY, I NEED YOUR LOVIN'** (Prod. by Lou Adler) (Writers: Holland-Dozier-Holland) (Jobete, BMI)—Rivers brings the Four Tops' smash up to date with a smooth vocal interpretation. Hot follow up to his "Poor Side of Town" hit. Flip: "Gettin' Ready for Tomorrow" (Rivers, BMI). **Imperial 66227**

**TOMMY JAMES & THE SHONDELLS—I THINK WE'RE ALONE NOW** (Prod. by Cordell-Gentry) (Writer: Cordell) (Patricia, BMI)—The "Hanky Panky" group has another hot chart contender in this easy rhythm number with good teen slanted lyric. Good vocal workout and top Jimmy Wisner arrangement. Flip: "Gone, Gone, Gone" (Macarthur, BMI). **Roulette 4720**

**THE TURTLES—HAPPY TOGETHER** (Prod. by Joe Wissert) (Writers: Bonner-Gordon) (Chardon, BMI)—Group scored high with their "It Ain't Me, Babe" and this groovy folk-oriented item could repeat that success. Joe Wissert's production is tops. Flip: "Like the Seasons" (Ishmael, BMI). **White Whale 244**

**BILLY STEWART—EVERYDAY I HAVE THE BLUES** (Prod. by Billy Davis) (Writer: Chapman) (Arc, BMI)—Stewart changes pace from his "Summertime" and "Secret Love" hits with this excitement-filled updating of the old Joe Williams-Count Basie smash. Will be big in both pop and r&b markets. **Chess 1991**

**TERRY KNIGHT & THE PACK—THIS PRECIOUS TIME** (Prod. by P. F. Sloan) (Writers: Sloan-Barri) (Trousdale, BMI)—One of the groups strongest entries to date is this solid treatment of an outstanding P. F. Sloan-Steve Barri number. Should rapidly surpass the success of their "I Who Have Nothing" hit. Flip: "Love, Love, Love, Love, Love" (Cameo-Parkway/Ann Arbor, BMI). **Lucky Eleven 235**

**\*THE BAJA MARIMBA BAND—CRY OF THE WILD GOOSE** (Prod. by Herb Alpert & Jerry Moss) (Writer: Gilkyson) (American, BMI)—The Baja Marimba Band rides again with this exciting rhythm arrangement of the Frankie Laine classic. Hot follow-up to their "Ghost Riders" hit. Flip: "Spanish Moss" (Almo, ASCAP). **A&M 833**

**\*VERA LYNN—IT HURTS TO SAY GOODBYE** (Prod. by Harry Lewis) (Writers: Gold-Goland) (United Artists, ASCAP)—Too long absent from the charts, Miss Lynn makes a great comeback with this beautiful Jack Gold-Arnold Goland ballad. Middle-of-the-road stations will start this one rolling. Flip: "In the Snow" (Acuff-Rose, BMI). **United Artists 50119**

**WAYNE FONTANA—PAMELA, PAMELA** (Writer: Gouldman) (Manken)—Fontana offers one of his most powerful and commercially potent entries to date. Unusual arrangement is enlivened by a haunting organ backing. Watch this one! Flip: "Something Keeps Calling Me Back" (Kennedy Street). **MGM 13661**

**GARY & THE HORNETS—KIND OF HUSH** (Prod. by Lou Reizner) (Writers: Stephens-Reed) (Donna, Ltd.)—The talented youngsters (ranging in age from 7 to 14) turn in a first rate performance of this Geoff Stephens (of "Winchester Cathedral" fame) rocker, which should enjoy healthy chart activity. Flip: "That's All for Now, Sugar Baby" (Southern, ASCAP). **Smash 2078**

**THE TAMS—I'VE BEEN HURT** (Prod. by Joe South) (Writer: Whitley) (Low-Twi, BMI)—The Tams make their bid for Hot 100 honors with this rock item produced by Joe South. Good vocal workout and string arrangement add to its potential. Flip: "Carrying On" (Lowery, BMI). **ABC 10741**

**THE MINDBENDERS—I Want Her, She Wants Me** (Mainstay, BMI). **FONTANA 1571**  
**TONY MARTIN—Theme From "The Sand Pebbles"** (Hastings, BMI). **DUNHILL 4073**  
**BOBBI MARTIN—Anytime** (Hill & Range, BMI). **CORAL 62512**

## COUNTRY SPOTLIGHTS

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

**EDDY ARNOLD—LONELY AGAIN** (Prod. by Chet Atkins) (Writer: Chapel) (4 Star, BMI)—Make room at the top of the country charts, and reserve a place on the Hot 100 for Arnold's fine interpretation of a beautiful Jean Chapel ballad. Flip: "Love on My Mind" (Twin Forks, BMI). **RCA Victor 9080**

**KITTY WELLS—LOVE MAKES THE WORLD GO AROUND** (Writer: Anglin) (Wells, BMI)—Kitty Wells has another smash in this top Jim Anglin rhythm number with a meaningful lyric, which she delivers in fine style. Flip: "I'm Just Not Smart" (Wells, BMI). **Decca 32088**

**MARTY ROBBINS—NO TEARS MILADY** (Prod. by Don Law & Frank Jones) (Writer: Robbins) (Mojave/Noma, BMI)—Robbins has a strong follow-up to his "Mr. Shorty" success in this smooth country rocker, which he penned. Could be one of his biggest in country and pop markets. Flip: "Fly Butterfly Fly" (Mariposa, BMI). **Columbia 43845**

**FRANK IFIELD—A STRANGER TO ME** (Prod. by Wesley Rose) (Writer: Gibson) (Acuff-Rose, BMI)—Ifield's "Call Her Your Sweetheart" did well on the country charts, and his reading of this plaintive Don Gibson ballad should surpass his former hit. Flip: "I Remember You" (Paramount, ASCAP). **Hickory 1435**

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

**TOMMY COLLINS—Birmingham** (Seashell, BMI). **COLUMBIA 43972**  
**MEL TILLIS—Life Turned Her That Way** (Wilderness, BMI). **KAPP 804**  
**REB ALLEN—Change Me** (Central Songs, BMI). **WARNER BROS. 5891**  
**ARCHIE CAMPBELL—The Cockfight** (Ly-Rann, BMI). **RCA VICTOR 9081**  
**THE HOMESTEADERS—It's a Woman** (Mimosa, BMI). **LITTLE DARLIN' 0018**  
**JUSTIN TUBB—But Wait There's More** (Tree, BMI). **RCA VICTOR 9082**  
**BILL HOWARD—She Burnt the Roadside Tavern Down** (Forrest Hills, BMI). **DECCA 32089**  
**JOHNNY DUNCAN—Looking for Someone Lonely** (Seashell, BMI). **COLUMBIA 43988**  
**SMOKEY STOVER—Too Many Things Going My Way** (Knob Hill, BMI). **COLUMBIA 43968**  
**RAY SANDERS—Bring Around Rosie** (Laredo, BMI). **BUDDY 130**  
**DON ADAMS—Two of the Usual** (Pamper, BMI). **JACK O' DIAMONDS 1002**

## R&B SPOTLIGHTS

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

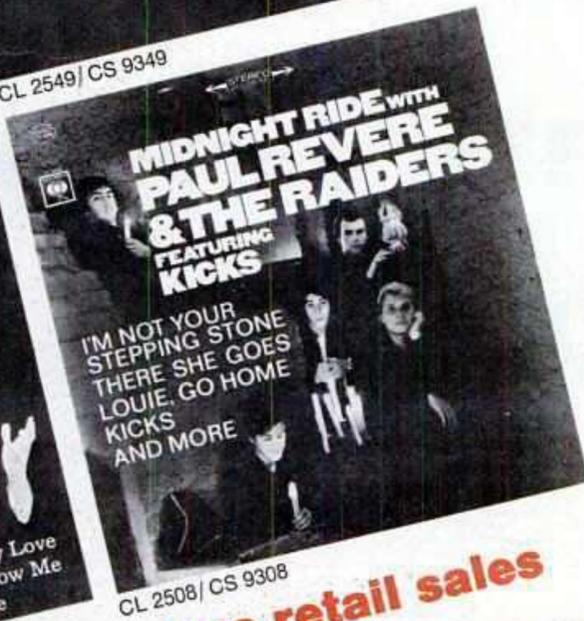
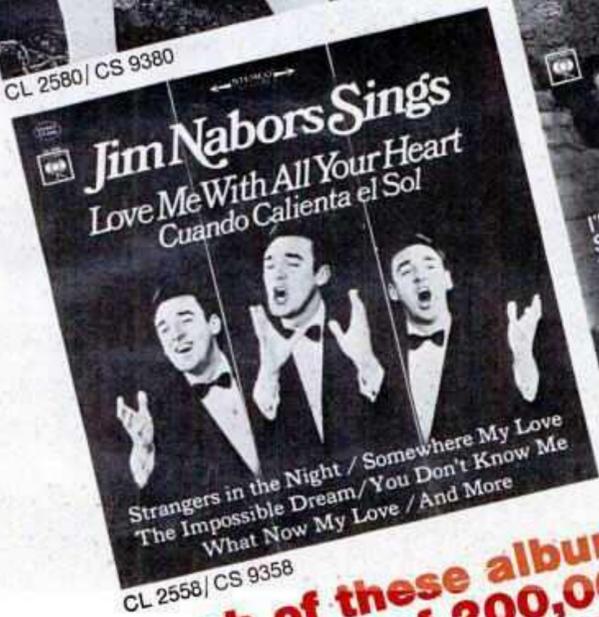
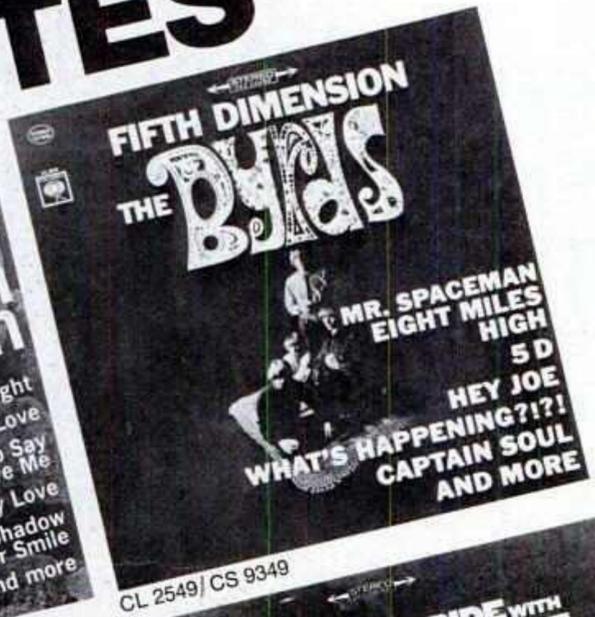
### NO R&B SPOTLIGHTS THIS WEEK

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

**CHUCK JACKSON & MAXINE BROWN—Hold On, I'm Coming** (Pronto/East, BMI). **WAND 1148**  
**JUNIOR PARKER—You Can Make It If You Try** (Conrad/Babb, BMI). **MERCURY 72651**  
**JACKIE PAINE—No Puppy Love** (Crazy Cajun, BMI). **JETSTREAM 729**  
**LUTHER INGRAM—If It's All the Same to You, Babe** (Pronto/Ala/King Brianbert, BMI). **HIG 698**  
**THE BOOGIE KINGS—Philly Walk** (Red Stick, BMI). **PAULA 260**  
**T-BONE WALKER—She's a Hit** (Crazy Cajun, BMI). **JETSTREAM 730**  
**RICKY ALLEN—It's a Mess I Tell You** (Fairshake, BMI). **BRIGHT STAR 150**  
**BOBBY SHEEN—I Shook the World** (Metric, BMI). **CAPITOL 5827**

**LENNY WELCH—Since I Fell for You** (Advanced, ASCAP). **COLUMBIA 44007**  
**THE DEL SATINS—Love, Hate, Revenge** (Sea-Lark, BMI). **DIAMOND 216**  
**BILLY JOE ROYAL—Everything Turned Blue** (Low-Twi, BMI). **COLUMBIA 44003**  
**GARY MARSHALL—This Year** (Witmark, ASCAP). **RCA VICTOR 9083**  
**THE VEJTABLES—Shadows** (Guard, BMI). **UPTOWN 741**  
**THE DOUGHBOYS—Rhoda Mendelbaum** (Tender, Tunes BMI). **BELL 662**  
**THE RAINY DAY FRIENDS—Away to Some Other World** (Retlaw, BMI). **WORLD PACIFIC 77862**  
**THE TREND—Boyzfriends and Girlfriends** (Screen Gems-Columbia, BMI). **FONTANA 1545**  
**THE COLWELL BROTHERS—What Color Is God's Skin** (Moral Re-Armament, ASCAP). **PAGE 330**  
**JOSE FELICIANO—Theme From "The Sand Pebbles"** (Hastings, BMI). **RCA VICTOR 9085**  
**THE SERGIO MENDES TRIO—One Note Samba** (Duchess, BMI). **TOWER 4259**  
**RALPH CARMICHAEL & HIS ORK—Via Veneto** (Cavalcade/Outfield, ASCAP). **KAPP 798**  
**KOO KREW—Wet and Wild** (United Artists, ASCAP). **ASCOT 2225**  
**LEROY HOLMES & HIS ORK—A Fistful of Dollars** (South Mountain, BMI). **UNITED ARTISTS 50117**  
**PETE KLINT QUINTET—This Day** (Screen Gems-Columbia, BMI). **IGL 127**  
**THE PUPPETS—Theme From "Funeral in Berlin"** (Famous, ASCAP). **RCA VICTOR 9086**  
**CHUCK RAGEL—Can't Get You Out of My Heart** (Sage, ASCAP). **ARCO 6620**

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and Try To Find Yourself Another Man and  
You've Lost That Loving Feeling and Just Once  
In My Life and Ebb Tide and Hung On You and  
Soul And Inspiration and He and Go Ahead  
And Cry and On This Side Of Goodbye and now

# Along Came Jones The Righteous Brothers

VK-10479

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SAYIN' SOMETHIN'



(V/V6-5010)\*



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\* Also Available on Ampex Tape

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HOT 100

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

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

Table with columns: THIS WEEK, Wk. Ago, Wk. Ago, Wk. Ago, TITLE, Artist (Producer), Label & Number, Weeks on Chart. Includes songs like 'I'm a Believer', 'Tell It Like It Is', 'Snoopy vs. the Red Baron'.

Table with columns: 19, 9, 6, 32, 36, 40, 45, 58, 72, 37, 37, 42, 69, 94, 48, 59, 78, 57, 67, 82, 52, 63, 80, 40, 46, 53, 29, 30, 33, 27, 13, 10, 78, 46, 48, 49, 53, 64, 67, 61, 68, 88, 49, 49, 59, 62, 81, 96, 51, 51, 65, 76, 71, 95, 54, 56, 61, 70, 87, 56, 57, 57, 66, 76, 84, 60, 69, 79, 59, 62, 71, 84, 100, 76, 86, 82, 74, 82, 85, 67, 79, 68, 70, 70, 63, 66, 72, 19, 9, 6, 32, 36, 40, 45, 58, 72, 37, 37, 42, 69, 94, 48, 59, 78, 57, 67, 82, 52, 63, 80, 40, 46, 53, 29, 30, 33, 27, 13, 10, 78, 46, 48, 49, 53, 64, 67, 61, 68, 88, 49, 49, 59, 62, 81, 96, 51, 51, 65, 76, 71, 95, 54, 56, 61, 70, 87, 56, 57, 57, 66, 76, 84, 60, 69, 79, 59, 62, 71, 84, 100, 76, 86, 82, 74, 82, 85, 67, 79, 68, 70, 70, 63, 66, 72.

Table with columns: 66, 97, 79, 80, 87, 86, 88, 91, 77, 78, 81, 75, 75, 73, 81, 85, 98, 81, 85, 98, 80, 90, 95, 96, 80, 90, 95, 96, 89, 99, 95, 88, 92, 100, 94, 100, 90, 91, 96, 92, 93, 97, 90, 92, 98, 98, 99, 99, 98, 98, 99, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135. Includes songs like 'You Got to Me', 'The Hunter Gets Captured by the Game', 'Wish You Didn't Have to Go'.

HOT 100—A TO Z—(Publisher-Licensee)

BUBBLING UNDER THE HOT 100

Table listing songs and artists starting with 'A' through 'Z'.

Table listing songs and artists starting with 'A' through 'Z'.

Table listing songs and artists starting with 'A' through 'Z'.

Table listing songs and artists starting with 'A' through 'Z'.

In  
your  
charts,  
you  
know  
we're  
right.



**We were right about  
Roger Williams' new  
single, "Sunrise, Sunset."  
It's a hit!** (K-801, b/w "Edelweiss")



**We were right about  
Jack Jones' new  
single, "Lady."  
It's a hit!** (K-800, b/w "Afraid to Love")

**Kapp Records**



This ad cost "Pinkie" Pinkston \$5.00.

RECORD PROMOTION BY "PINKIE"  
Pinkston, 5-State coverage, 1 record,  
\$30. Write or call: 2338 N. Seminary,  
Chicago. (312) 327-1754.

It gained him \$1,595.

"Pinkie" Pinkston, record & song promoter, songwriter and recording artist, paid us \$5.00 to run the above ad in the June 18, 1966 issue of Billboard.

The ad, which appeared in the Classified Mart under the heading "Promotional Services," pulled a lot of inquiries and landed "Pinkie" 5 good accounts (whose names he will gladly furnish on request) worth \$1,600 in first-time business.

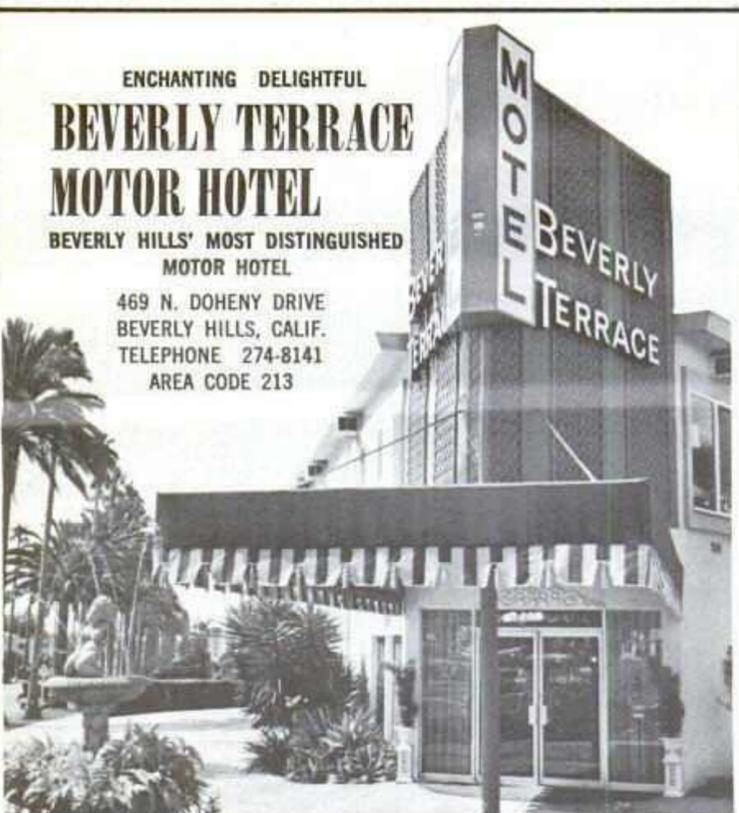
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"Pinkie" Pinkston  
"Pinkie" Pinkston Record Promotions  
650 Arlington Place  
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(312) 327-1754

But, if you do take our word for it, send your classified ad order to:

Billboard Classified Mart  
188 West Randolph Street  
Chicago, Ill. 60601

P.S. You'll find classified ad rates on page 68 of this issue.



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**BEVERLY TERRACE**  
**MOTOR HOTEL**  
BEVERLY HILLS' MOST DISTINGUISHED  
MOTOR HOTEL  
469 N. DOHENY DRIVE  
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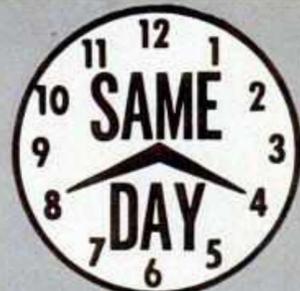
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# Billboard TOP 40 EASY LISTENING

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

THIS WEEK	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	Wks. On Chart							
1	1	2	3	SUGAR TOWN		Nancy Sinatra, Reprise 0527 (Criterion, ASCAP)																																		9								
2	2	3	6	WISH ME A RAINBOW		Gunter Kallmann Chorus, 4 Corners of the World (Famous, ASCAP)																																				10						
3	8	11	13	MY CUP RUNNETH OVER		Ed Ames, RCA Victor 9002 (Chappell, ASCAP)																																				9						
4	9	14	22	MUSIC TO WATCH GIRLS BY		Bob Crewe Generation, Dyno Voice 229 (SCP, ASCAP)																																						5				
5	3	1	1	THAT'S LIFE		Frank Sinatra, Reprise 0531 (Four Star, BMI)																																						11				
6	4	5	8	GALLANT MEN		Senator Everett McKinley Dirksen, Capitol 5805 (Chappell, ASCAP)																																						7				
7	6	6	7	HAWAII (Main Title)		Henry Mancini, His Ork & Chorus, RCA Victor 0951 (United Artists, ASCAP)																																						16				
8	5	4	2	MAME		Herb Alpert & the Tijuana Brass A&M 823 (Mercury, ASCAP)																																						10				
9	7	8	9	(Open Up the Door) LET THE GOOD TIMES IN		Dean Martin, Reprise 0538 (Smooth, BMI)																																								8		
10	10	12	17	COLOR MY WORLD		Petula Clark, Warner Bros. 5882 (Northern, ASCAP)																																								6		
11	12	13	15	CONSTANT RAIN		Sergio Mendes & Brasil '66, A&M 825 (Peer International, BMI)																																								6		
12	14	15	18	IF YOU GO AWAY		Damito Jo, Epic 10061 (Marks, BMI)																																								9		
13	19	23	30	ALL		James Darren, Warner Bros. 5874 (Marks, BMI)																																								8		
14	18	20	26	WHAT MAKES IT HAPPEN		Tony Bennett, Columbia 43954 (Shapiro-Bernstein, ASCAP)																																								4		
15	16	16	19	ANYONE CAN MOVE A MOUNTAIN		Harry Simeone Chorale, Columbia 43926 (St. Nicholas & Videocraft, Ltd., ASCAP)																																										7
16	17	18	21	TINY BUBBLES		Don Ho, Reprise 0570 (Granite, ASCAP)																																								9		
17	21	28	—	LADY		Jack Jones, Kapp 800 (Roosevelt, BMI)																																										3
18	20	25	27	DOMINIQUE		Tony Sandler & Ralph Young, Capitol 5795 (General, ASCAP)																																								7		
19	15	10	5	WINCHESTER CATHEDRAL		New Vaudeville Band, Fontana 1562 (Southern, ASCAP)																																								12		
20	30	34	38	SWEET MARIA		Billy Vaughn Singers, Dot 16985 (Roosevelt, BMI)																																										4
21	11	9	10	A MAN AND A WOMAN		Tomiko Jones & Herbie Mann, Atlantic 2362 (Northern, ASCAP)																																										14
22	13	7	4	GHOST RIDERS IN THE SKY		Baja Marimba Band, A&M 824 (Mercury, ASCAP)																																										10
23	34	40	—	I'LL TAKE GOOD CARE OF YOUR CARES		Frankie Laine, ABC 10891 (Romick, ASCAP)																																										3
24	39	—	—	SUNRISE, SUNSET		Roger Williams, Kapp 801 (Sunbeam, BMI)																																										2
25	—	—	—	GEORGY GIRL		Seekers, Capitol 5756 (Chappell, ASCAP)																																										1
26	—	—	—	GREEN, GREEN GRASS OF HOME		Tom Jones, Parrot 40009 (Tree, BMI)																																										1
27	31	—	—	LIFE IS GROOVY		United States Double Quartet (Tokans-Kirby Stone Four), B. T. Puppy 524 (April, BMI)																																										2
28	26	31	36	WALK WITH FAITH IN YOUR HEART		Bachelors, London 20018 (Tea Pea, ASCAP)																																										5
29	25	32	34	I'M GONNA SIT RIGHT DOWN & WRITE MYSELF A LETTER		Palm Beach Band Boys, RCA Victor 9026 (Ahlert/Warlock, ASCAP)																																										5
30	35	36	—	OUR WINTER LOVE		Lettermen, Capitol 5813 (Cramart, BMI)																																										3
31	24	26	31	A MAN AND A WOMAN		Ferrante & Teicher, United Artists 50101 (Northern, ASCAP)																																										8
32	—	—	—	DADDY'S LITTLE GIRL		Al Martino, Capitol 5925 (Cherio, BMI)																																										1
33	—	—	—	PEOPLE LIKE YOU		Eddie Fisher, RCA Victor 9070 (Foist, ASCAP)																																										1
34	36	37	37	KISS TOMORROW GOODBYE		Jane Morgan, Epic 10113 (Camilla, BMI)																																										5
35	38	39	39	KISS TOMORROW GOODBYE		Lainie Kazan, MGM 13637 (Camilla, BMI)																																										5
36	40	—	—	MUSIC TO WATCH GIRLS BY		Al Hirt, RCA Victor 9060 (SCP, ASCAP)																																										2
37	37	38	—	HURRY SUNDOWN		Peter, Paul & Mary, Warner Bros. 5883 (Northern, ASCAP)																																										3
38	28	30	33	THE SHADOW OF YOUR SMILE		Boots Randolph, Monument 976 (Miller, ASCAP)																																										6
39	—	—	—	GONNA GET ALONG WITHOUT YA' NOW		Trini Lopez, Reprise 0547 (Reliance, ASCAP)																																										1
40	—	—	—	DIS-ADVANTAGES OF YOU		Brass Ring, Dunhill 4065 (Scott, ASCAP)																																										1



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OUR GUARANTEE . . . orders for diamond and sapphire needles, Power Points®, cartridges, spindles, tape and accessories are shipped from our central Mid-West location (near Chicago) the same day order is received . . . and at direct to-you low prices.

Save delay—write for Pfanstiehl's self-mailer order forms now.

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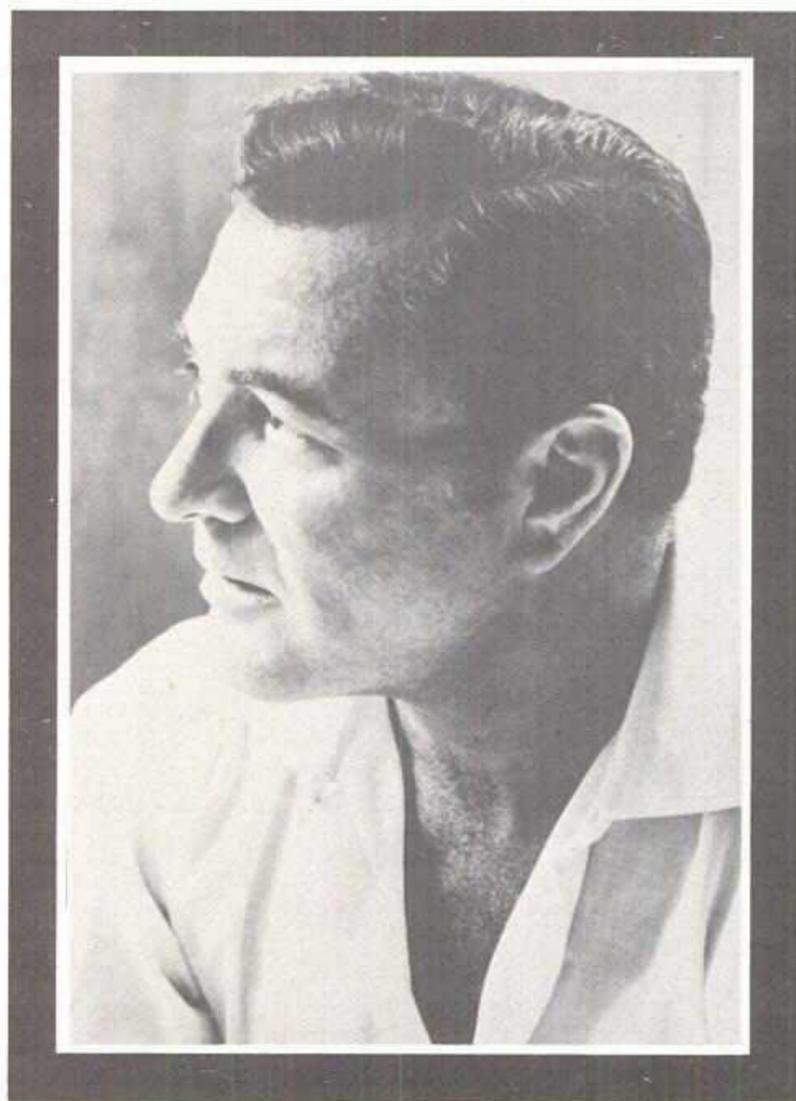
### WATCH YOUR DIET

A diet rich in saturated fats and cholesterol increases your chances of heart attack.



YOU'VE NEVER  
REALLY HEARD  
TONY MARTIN  
UNTIL DUNHILL  
THEME FROM  
"THE SAND PEBBLES"  
(AND WE WERE LOVERS)

B/W THIS YEAR  
D-4073



DUNHILL

DUNHILL RECORDS INC. / NEW YORK-BEVERLY HILLS / A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y. / MADE IN U.S.A.

# RADIO-TV programming

## 'Conversational Excitement' Key To WSAI Disks Influence Title

By CLAUDE HALL

CINCINNATI—By talking to the big name record artists—the Four Seasons, the Righteous Brothers, the Monkees, the Beatles—Dave Reinhart has created a fantastic radio audience here. He does this through taped interviews, a big part of his show. And the result is that the evening personality on WSAI has captured Billboard's Radio Response Ratings survey

for being the major influence on sales of singles records. This, in effect, indicates Reinhart's ability to reach a large audience of teens and young adults, as well as power to convince them to buy product.

WSAI again led the area—the nation's 17th largest radio market—with 51 per cent of the votes in ability to influence sales of singles records. Voting were record dealers, distributors, one-stop operators, and

local and national record company executives. Reinhart had 41 per cent of the votes to lead all deejays in influencing sales of singles; he was followed by WSAI's Tom Kennington with 32 per cent and WSAI's Roy Cooper with 15 per cent.

Kennington, program director of the Hot 100 format station, attributed a lot of the success of the station to the "Conversational excitement" created by the deejays. "We don't scream at the listeners, we present things in a friendly way. People comment that they don't just listen to WSAI, but listen with."

WSAI has been waging fierce competition against WKRC, the Easy Listening station, for audience ratings and "we're doing better every month," said Kennington.

He felt that if a station is  
(Continued on page 30)



MARTY WEKSER, music director of WWRL, New York r&b station, holds a plaque presented to him by Date Records in appreciation of breaking "Let's Fall in Love" by Peaches and Herb. From left, Mitch Manning, Date's eastern regional promotion manager; independent producer David Kapralik; Wekser, and Nick Cortale, Date's New York promotion man.

## Double Plays Behind KDON's Leadership

SALINAS, Calif.—The "more music" policy can work wonders, believes KDON, which switched to a Hot 100 format Jan. 15, 1966, and has been a leader in the market ever since.

Jack Daniels, program director, has devised a format which, as a standard policy 24 hours a day, includes six double plays per hour. "This enables us to play 12 records throughout the hour without any commercial between pairs. The only separation between the pairs is a jingle: 'KDON plays more hits.' The interesting part of this format," he said, "is that it still does not interfere with our commercial load of 18 units per hour."

The double play of records, Daniels admits, is not new to programming, "but I believe here at KDON we are using it as effectively as anyone."

The double-play policy is

used at KHJ, Los Angeles (No. 1 in the market at present) at the rate of three per hour; the KHJ policy was outlined by programming consultant Bill Drake. Daniels once worked for Drake.

### WAIL-TV 'Stars' Starts 17th Year

ATLANTA—Georgia's showcase for young talent—"Stars of Tomorrow" began its 17th season on WAIL-TV Saturday (7). Freddie Miller hosts the show and handles all auditioning for talent. Among those who gained important exposure on the show early in their careers were Bill Anderson and Brenda Lee.

### ATCO RELEASES CHICKENMAN

NEW YORK — Highlights from the Chickenman serial on Chicago's WCFL radio, will be released about the end of the month by Atco Records as "The Best of Chickenman." The LP features Dick Orkin, WCFL production manager; actress Jane Roberts, and deejay Jim Runyun. In two months, more than 5,000 copies of a Chickenman LP were sold by WCFL. More than 20,000 copies of the pressing reportedly have been sold throughout the country by radio stations on the Spot label. The serial is now carried by more than 75 stations.

### Drew Quits as WQXI's P.D.

ATLANTA—Paul Drew, program director of the Hot 100 format station to enter the programming consultant business. He said he would probably be relocating in about a month.

Drew has been off the air the past few months; last May Billboard's Radio Response Rating survey of Atlanta showed him as the major deejay influence on sales of singles records. He was then music director and working as an air personality.

### PERSONALITY PROFILE

## Pittsburgh DJ Clark Race Believes Silence Is Golden

PITTSBURGH—In a world full of screaming-type rock 'n' roll disk jockeys, Clark Race is in a different bag. He's never screamed. He doesn't believe screamers last long as a disk jockey. "It's the people who have a personality and can say something that stay around," he said. "The problem is that listeners never really get to know the screamers. Nobody misses them when they're gone."

Race, \$40,000-a-year air personality of KDKA, is a good example of stability. He started with WOKO in Albany, N. Y., in 1954. WINS in New York hired him away, but before he could get on the air, the deejays went on strike. He went to KDKA instead. That was in 1958 and he's been in Pittsburgh since. Evidence that he's a personality-plus can be found in his ratings. The show is No.

1 in Pulse, capturing 58 per cent of the audience on a given night at 8 p.m. In a week's time, it's estimated he reaches about 1.8 million people. Billboard's last Radio Response Rating survey of Pittsburgh showed Race as the major air personality influencing sales of singles records with 43 per cent of the votes—indicating not only a vast audience of teens and young adults, but persuasive ability at influencing them to buy product.

As for having something to say, he does have and it might occasionally create quite a stir with his audience. The Senator Bobby the K satire—"Wild Thing"—record, he played "just as a public service. But I told listeners that I personally felt it was in very poor taste. I got letters you wouldn't be-  
(Continued on page 28)

## XERB Sharpens R&B Format

By ELIOT TIEGEL

LOS ANGELES — XERB, the "mystery" station of rhythm and blues, bolstered its r&b programming Monday (16) with the addition of three new disk jockeys and more rural blues sounds.

The powerful 50,000-watt station, whose transmitter is 15 miles outside of Tijuana, Mexico, is a complex enigma according to U. S. broadcasting standards. Its first three r&b disk jockeys are known as Wolfman Jack, the Nazz, and Fat Daddy Washington, and, according to Paul Anthony, national sales manager who programs the station, no one will ever learn these three personalities' true names. The move is to create an aura of "curiosity."

Anthony said that his station is permitted under Mexican law to accept money for playing recordings. There is no sponsorship identity required. He said what amounts to "time" on the station and these records are included in the "Soul Monster 45" survey which includes 45 hit singles, more than 10 West Coast breakouts and various blues vocals and blues instrumentals.

All singles for which airtime is bought are recorded in the station's log as commercials, Anthony said. The station maintains a special contract for paid plugs, although Anthony emphasizes he is eager to air new singles and will go out on a limb. He cites 53 singles as having gained initial Coast exposure on XERB which covers 13 Western States and Canada. Anthony leaves the impression that the station is pushing out a bit more than 50,000 watts from its Mexican transmitter site for he has received mail from the USSR and from sailors crossing the Bering Straits.

### Fourth Point

The fourth point which produces an aura of mystery is Anthony's refusal to indicate which shows are done live from the transmitter and which are taped and sent down for broadcast. Anthony claims this information might somehow reveal who the three nicknamed DJ's are. "We're running a

strictly personality radio station," Anthony said, "so by keeping our personalities secret, this enables them to draw money for personal appearances. Part of the game of intrigue is to keep them unidentified."

The fifth and final bit of intrigue, is the station's "Three corporation ownership." Anthony is one third owner in B & L Advertising, which runs and programs the station. The other two partners are Bob Smith, general manager, and Art Hachn, program director. The station is in turn operated by a "corporation in Chicago, which in turn, reports to a Mexican company," Anthony explained. There is additionally an "affiliation with XEG,

100,000 watts in Monterey, Mexico; and XERF, 250,000 watts, in Del Rio, Tex.

While he will not reveal who the three present deejays are, Anthony does reveal that his three new DJ's starting Monday (16) are Larry Daly from New Orleans, Ray Moss (the Boss) from Minneapolis and Johnny Otis from Los Angeles. There are also weekend shows taped by James Brown and Joe Tex.

Wolfman Jack, a raspy voiced character, typifies the backwoods, non-sophisticated XERB sound. Yet this gravelly, hard-to-believe character, who howls in the middle of records, is heard all along the coast of California and reportedly draws strong fan  
(Continued on page 28)

## Corinthian to Host Show at Lawyers' Banquet in D. C.

NEW YORK — Corinthian Broadcasting played host Jan. 20 to a live talent show—a premiere of artists later to debut on a TV special—at the annual banquet of the Federal Communications Bar Association in Washington.

The hour TV special—"Campus Talent"—was launched in 1964 by the company's Indianapolis station, WISH-TV. It proved so successful with the audience that the idea quickly spread to other outlets of Corinthian—KHOW-TV, Houston; KXTV-TV, Sacramento, Calif.; and KOTV-TV, Tulsa. Now, in addition, the show is also carried on other stations in Colorado, Missouri, and Kansas

through Corinthian Special Productions.

Artists for the show are obtained through auditions held on college campuses. Winners are awarded scholarships in the field of music. Eloise Laws, a student of Texas Southern University, is now studying music in New York. She'll be just one of the performers at the banquet in Washington; others will include the Wayside Trio, Webster's New Word, Patricia Wise, Larry Smith, Alice Oglesby, and Jeannie Sheffield. Last year, station executives auditioned more than 2,000 students.

The "Campus Talent" TV show will be shown in prime time later this season.

## WSLR Introduces Monthly

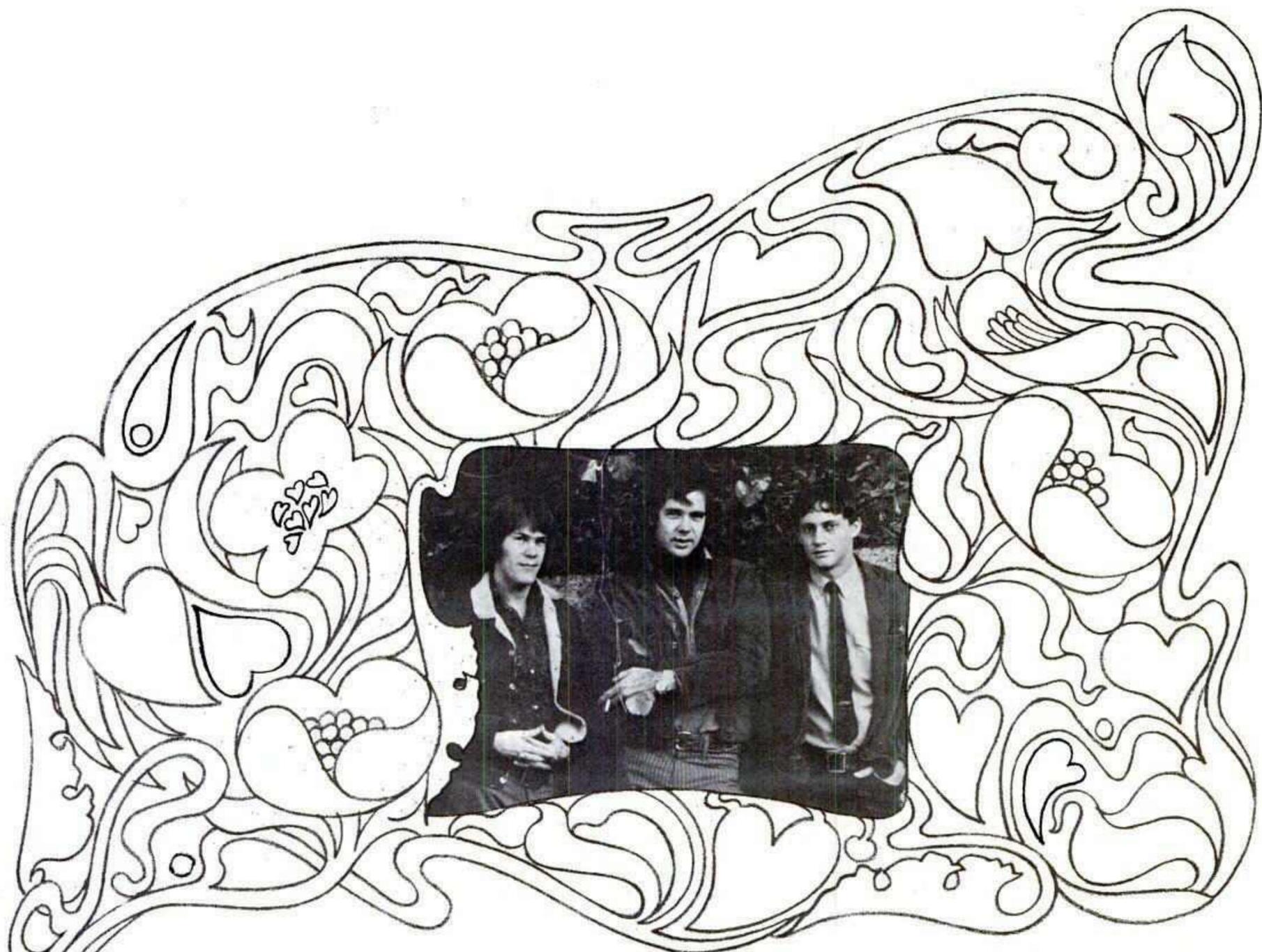
AKRON, Ohio—WSLR, the country music station here, has launched a monthly tabloid newspaper, one of the first country music stations to do this. This type of newspaper has been very popular the past couple of years with Hot 100 format radio stations, who turn them out weekly.

John F. Bayliss, vice-president and general manager is

executive editor; Ken Speck, program manager of the station, is managing editor. "Acceptance and response was overwhelming and we may have to print more than the 10,000 copies of the first issue," Speck said.

Bayliss stated in the first issue that, "We're hopeful that through this monthly publica-  
(Continued on page 30)

# Debut!



The group: **THE HEARTS AND FLOWERS.**  
The song: **"ROCK & ROLL GYPSIES."**  
The sound: **HIT.**

**This great single got an immediate top pick by these experts!**

**Bill Gavin's "Personal Pick"**

**Tempo "Tip"**

**Record World's "Four Star Pick"**

**Ted Randall's Tip Sheet "Daily Double"**

**Behind the Scenes "Pick of the Week"**

**Billboard's "Top 100"**

**Cashbox "Newcomer Pick"**

**How's that for openers?**

**5829 b/w Road to Nowhere**



# Pittsburgh DeeJay Clark Race

Continued from page 24

lieve." He went against the record personally, though "I knew it was going to be a hit."

Race recently did a pilot for an ABC-TV game show but lost out to Lloyd Thaxton. Still, Race would like to break into the TV personality business stronger; he has made appearances on the Merv Griffin show and the "Wild Wild West" series.

One of the reasons he has been so successful as a disk jockey is his interest in all kinds of music. Race was one of the several pop deejays who attended the country music convention in Nashville last Octo-

ber. He said that he used to listen to Ralph Emery, night deejay at WSM, Nashville, and "picked up a lot of hits. Hit records today, in my opinion, are a cross many times between country music and r&b.

"I like the country music people. . . I like the way they write songs. The songs are meaningful, down-to-earth." He said he also liked r&b music and felt the only way any station would be able to knock off KHJ in Los Angeles was through r&b music integrated heavily into a rock 'n' roll format.

Race programs his own show; the station management allows him to pick one record

# 'Sound' for GI's

NEW YORK—The Armed Forces Radio and TV Service will make weekly releases of CBS-FM's "Young Sound" programming, which hinges on good music versions of hit tunes, available to more than 300 overseas radio stations, including 14 in the Vietnam war zone, announced William D. Greene, director of CBS-FM.

a day of his own choice to play. He has received Gold Discs for helping break "Lightnin' Strikes" by Lou Christie and "Snoopy Vs. the Red Baron" by the Royal Guardsmen on Laurie Records. He doesn't do record hops, as a rule, but has a 20-25 minute stagershow he sometimes performs in the Pittsburgh community.

# Vox Jox

By CLAUDE HALL  
Radio-TV Editor

Programming consultant Mike Joseph is working with KBTR, Denver. . . In a contest by WFUN in Miami, the Monkees topped the Beatles 65,153 votes to 37,128 in a 16-day phone and mail competition. . . Robert O. Magruder, formerly general manager of KBAT in San Antonio, has been upped to director of national sales of the Walton Group; regional officer of the Walton Group will be in Dallas.

Clarence Davis has been appointed general manager of KVII and KVII-FM, Amarillo (the station was formerly known by the call letters of KBUY, which the Walton Group has shifted to Fort

Worth to be shouldered by KCUL. WSJB, Hot 100 format station in Jamestown, N. D., like nearly every rock 'n' roll station in the nation, featured a golden oldie blast over the New Year's weekend, only KSJB made most of them "name-it-and-claim-it" records, giving away about 300 of them, said music director Ole Olson.

Hugh Cherry, formerly a country music personality of KFOX in Long Beach, Calif., has joined (Continued on page 28)

# RADIO-TV MART

## RATES

REGULAR CLASSIFIED: 25¢ a word. Minimum: \$5. First line set all caps. DISPLAY CLASSIFIED: 1 inch, \$20. Each additional inch in same ad, \$15. Box rule around ad. FREQUENCY DISCOUNTS: 3 consecutive insertions, 5%; 6 consecutive insertions, 10%; 13 or more consecutive insertions, 15%. BOX NUMBER: 50¢ service charge per insertion. Also allow 10 words (at 25¢ each) for number and address. CLOSING DATE: 5 p.m. Tuesday, 11 days prior to date of issue. PAYMENT MUST ACCOMPANY ALL ORDERS.

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

## HELP WANTED

ANNOUNCER-CHIEF ENGINEER: Immediate opening. Send tape, photo and background to Carl Yates, KSIS AM-FM, Sedalia, Mo.

ANNOUNCER — MORNING MAN needed for top 40 format station in metropolitan market. Good salary for right man plus extra income from upcoming TV operation. Send tape and resume to Larry Grannis, KWIZ, 3101 W. 5th St., Santa Ana, Calif. 92703.

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

## SALES UP 307%

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

## KWIZ

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

## SITUATION WANTED

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

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

ONE OF AMERICA'S BEST-KNOWN DJ's & PD's seeks permanent association with "good people." Also experienced as Manager. Call: (213) 876-6248.

TOP 40 DISK JOCKEY AVAILABLE June 15. Major market experience. Documented audience builder. Funny, fast and gimmicks galore. Wife, 3rd ticket and unbreakable. Wanna tape? Johnny Walker, WNUR, Evanston, Ill.

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

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

## WANTED TO BUY

DJ'S, MOVING TO ANOTHER CITY? Clean house. Cash for your personal LP's and 45's. Call Mr. King, LOeast 7-6310, 15 N. 13th, Philadelphia, Pa. 19107.

# Radio Response Rating

## CINCINNATI, OHIO...4th Cycle JANUARY 28, 1967

### TOP STATIONS

Rank	Call Letters	% of Total Points
★ POP Singles		
1.	WSAI	51%
2.	WUBE	41%
	Others	8%
	(WMOH (Hamilton), WCKY, WLW)	

Rank	Call Letters	% of Total Points
★ POP LP's		
1.	WKRC	50%
2.	WLW	33%
3.	WCKY	17%

Rank	Call Letters	% of Total Points
★ R&B		
1.	WCIN	100%

Rank	Call Letters	% of Total Points
★ JAZZ		
1.	WNOP (Ray Scott)	50% (tie)
1.	WCIN (Dick Pike)	50% (tie)

Rank	Call Letters	% of Total Points
★ COUNTRY		
1.	WZIP-AM-FM	40%
2.	WCLU (Covington, Ky.)	34%
3.	WCNW-AM-FM (Hamilton)	26%

Rank	Call Letters	% of Total Points
★ CONSERVATIVE		
1.	WKRC-FM	89%
	Others	
	(WFPB-FM, WXCL-FM)	

### ★ COMEDY

NOTE: WNOP and WCLU program a cut from Comedy LP's once an hour on all regular shows. WMOH features cuts from Comedy LP's on the Bob Patton Show.

### ★ FOLK

NOTE: No Folk show in Cincinnati area.

Rank	Call Letters	% of Total Points
★ CLASSICAL		
1.	WKRC-FM	100%

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

### TOP DISK JOCKEYS

Rank	Disk Jockey	Call Letters	% of Total Points
★ POP Singles			
1.	Dave Reinhart	WSAI	41%
2.	Tom Kennington	WSAI	32%
3.	Roy Cooper	WSAI	15%
4.	Nick Clooney	WLW	6% (tie)
4.	Bwana Johnny	WUBE	6% (tie)

### ★ MUSIC DIR., PROGRAM DIR., OR LIBRARIAN

(Most co-operative in exposing new records)  
Jerry MacFairlane . . . . . Program Director, WUBE  
Dave Reinhart . . . . . Music Director, WSAI  
Tom Kennington . . . . . Program Director, WSAI

### ★ TOP JOCKEYS (Pop Singles) BY TIME SLOT

Morning . . . . .	Stu Bowers, WSAI
Mid-Morning . . . . .	John Rode, WSAI
Early Afternoon . . . . .	Roy Cooper, WSAI
Traffic Man . . . . .	Tom Kennington, WSAI
Early Evening . . . . .	Robin Walker, WUBE
Late Evening . . . . .	Dave Reinhart, WSAI
All Night . . . . .	Bob White, WSAI

### ★ TOP TV BANDSTAND SHOW

"Bandstand" (Nick Clooney), WLW-TV, Sun., 12-1 p.m.  
"Bob Braun Show" (starting Jan. 23), WLW-TV, Mon.-Fri., 4-5:30 p.m.

### ★ POP LP's

1.	Jerry Thomas	WKRC	54%
2.	Stan Matlock	WKRC	21%
3.	Dave Howe	WCKY	13%
4.	Richard King	WLW	8%
	Others		4%
	(Dick Cousine, WCKY; Dunn & Warner, WLW)		

### ★ PROGRAM DIR., MUSIC DIR. OR LIBRARIAN

(Most co-operative in exposing new LP's)  
DeVon West . . . . . Music Director, WKRC  
Ted McKay . . . . . Program Director, WKRC  
Don Schafer . . . . . Program Director, WCKY

### ★ R&B

1.	Tom Hankerson	WCIN	77%
2.	Bob Hudson	WCIN	15%
3.	Jack Porter	WCIN	8%

### ★ COUNTRY

1.	Brad Melton	WCLU	35%
2.	Budd Stagg	WZIP	29%
3.	Tommy Leslie	WZIP	18%
	Others		18%
	(Bob Tiffen, WZIP; Ken Stevens, WCLU; Ted Richardson, WCNW)		

## STATIONS BY FORMAT

### AM RADIO FREQUENCIES

WKRC	550	WZIP	1050	WMOH	1450
WLW	700	WUBE	1230	WCIN	1480
WNOP	740	WCLU	1320	WCKY	1530
WFPB	910	WSAI	1360	WCNW	1560

### FM RADIO FREQUENCIES

WZIP-FM	92.5	(S) WAEF-FM	98.5	WMOH-FM	103.5
WJBI-FM	94.1	(S) WKRC-FM	101.9	(S) WXCL-FM	105.1
WCNW-FM	94.9			(S) WFPB-FM	105.9

CINCINNATI, OHIO (including Hamilton, Middletown, Ohio; Covington, Newport, Ky.)  
Country's 17th Radio Market (12 AM; 8 FM)

WAEF-FM: ERP 40,000 watts. On the air 20 hrs. Stereo. Music format: Standard (70%) - Pop Standard (20%) - Country (5%) - Jazz (5%). Special programming: "Requestfully Yours," with Rex Dale and Len Putnoff, audience call-in, 9-2 a.m., Fri. "Strictly Dixie," with Rex Dale, Dixieland music, 9-11 p.m., Sun. "Dance Caravan," with Gary Lee, dance to bands, 9-2 a.m., Sat. "Hit Parade," with Fred Fisher, request tunes, 9-10 p.m., Wed. Bill Lorman is director of 3-man news dept. Special equipment: mobile units, walkie-talkies, 5-min. news on the hr. New records selected for air-play by committee of station personnel, gen'l mgr. Record promotion people are seen M-F. Gen'l mgr., Al Fishman. Prog. dir., Shirley Fishman. Send 2 copies of 45's and 2 copies of stereo LP's to Mr. Fishman, 6004 Wiehe Road, Cincinnati, Ohio 45237. Phone: (513) 351-4040.

WCIN: 5,000 watts day, 500 night. On the air 19 hrs. Rounsville Radio, Inc. Music format: Ethnic-Negro (100%). Special programming: Cincinnati Public High School, football in season. "Cindy Hamilton Show," homemaker show, 10-10:30 a.m., M-F. "Focus on the Issue," with Donald K. Clark, panel, telephone call-in, 9-10 p.m., Wed. 3-man news dept. Special equipment: mobile telephone in news cruiser, 5-min. news on the half-hr., headlines on the hr. Jazz featured regularly on "Dick Pike Show," 10 p.m.-midnight, M-Sat. New records selected for air-play by prog. dir., individual DJ. Station publishes play list weekly. Approximately 3-8 new 45's programmed weekly. Gen'l mgr., Donald K. Clark. Prog. dir., Tom Hankerson. Send copies of 45's and copies of LP's to Mr. Hankerson, 106 Glenwood Avenue, Cincinnati, Ohio 45217. Phone: (513) 281-7180.

WCKY: 50,000 watts. Music format: Pop Standard (50%) - Contemporary (50%). Editorializes daily. Special programming: Cincinnati Reds, Cincinnati Royals, Xavier U. basketball in season. TV outlet: WLW, Channel 10. ABC (Miami, Fla.). Don Herman is director of 6-man news dept. Special equipment: mobile units, walkie-talkies, special equipment to cover news. New records selected for air-play by prog. dir. Record promotion people are seen M-F. Gen'l mgr., Mrs. Jeanette Heinze, Paul Miller. Prog. dir., Don Shafer. Music dir., David Howe. Send 3 copies of 45's and 2 copies of LP's to Mr. Howe, 501 Carew Tower, Cincinnati, Ohio 45202. Phone: (513) 241-6565.

WCLU: 500 watts. Daytimer. Music format: Country (100%). Joe Lomas is director of 2-man news dept. 5-min. news 15 after the hr., headlines. New records selected for air-play by prog. dir., music dir. Station publishes play list weekly. Approximately 20 new LP's programmed weekly. Gen'l mgr., Irv Schwartz. Prog. dir., Brad Melton. Send 4 copies of LP's to Mr. Melton, Box 1641, 1115 First National Bank Bldg., Fourth & E. Walnut Sts., Cincinnati, Ohio 45201. Phone: (606) 581-4950.

WCNW: 5,000 watts. Daytimer. Walter L. Follmer, Inc. Music format: Country (100%). Special programming: Miami U. (Oxford, Ohio) football in season, Xavier High School (Cincinnati, Ohio), sports in season. "Community Bulletin Board," with Kay York, features, M-Sun. "Eve Kenne," Ann Landers' type show, M-F. Dale Rother is director of 2-man news dept. Special equipment: Mobile unit, 5-min. news on the half-hr., extended news 15 min. at 8 a.m., 5 p.m. New records selected for air-play by music dir. Station publishes play list weekly. Record promotion people are seen M-F. Gen'l mgr., Gil Sheppard. Prog. dir., Ted Richardson. Music dir., Mary Hald. Send 4 copies of 45's and 2 copies each Mono & Stereo LP's to Miss Hald,

8686 Michael Lane, Fairfield, Ohio 45014  
Phone: (513) 892-5958 (Hamilton); 241-1560 (Cincinnati).

WCNX-FM: ERP 29,000 watts. On the air 24 hrs. Simulcast with WCNW-AM. Address and other information same as WCNW-AM.

WJBI-FM: ERP 34,000 watts. On the air 24 hrs. Jupiter Broadcasting Co. Music format: Contemporary (100%). Editorializes occasionally. Rod Williams is director of 4-man news dept. Special equipment: mobile unit, 5-min. news on the hr. New records selected for air-play by prog. dir. Approximately 25 new 45's and 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Charles K. Murdock Jr. Prog. dir., Mary Jane Tuttle. Send 2 copies of 45's and 2 copies of LP's to Miss Tuttle, West 8th & Mason Place, Cincinnati, Ohio 45204. Phone: (513) 251-2425.

WKRC: 5,000 watts. On the air 24 hrs. Taft Broadcasting Co. Music format: Pop Standard (90%) - Standard (10%). Editorializes daily. Special programming: University of Cincinnati basketball and football in season. "Will With a Way," with Will Warren, telephone do-it-yourself-handyman, 6:10-7 p.m., M-F. "Party Line," with Dan Young, telephone discussion, 7-8 p.m., M-F. "Kaleidoscope," with Bob Jones, segmented interviews and features, 2-6 p.m., M-Sat. TV-OUTLET: WKRC-TV, Channel 12, ABC. Don Webb is director of 10-man news dept. Special equipment: 2 mobile units shared with TV news dept. 5-min. news on the hr., headlines on the half-hr., extended news for 10 min. at 6, 7, 8 a.m., noon, 5, 6 p.m. New records selected for air-play by music director. Approximately 15 new 45's and 10 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., R. L. Bevington. Prog. dir., Ted McKay. Music dir., DeVon West. Send 3 copies of 45's and 3 copies of LP's to Mr. West, 1906 Highland Avenue, Cincinnati, Ohio 45219. Phone: (513) 421-1750.

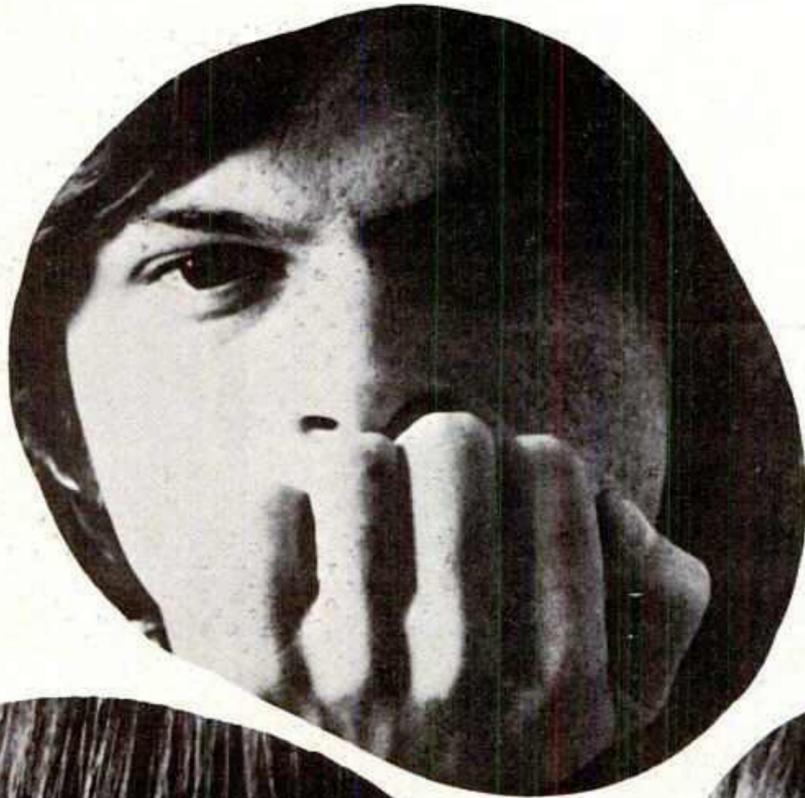
WKRC-FM: ERP 10,500 watts. On the air 24 hrs. Stereo 6-midnight. (18 hrs.) Music format: Standard (40%) - Classical (35%) - Conservative (20%) - Jazz (5%). Simulcast with WKRC 12 mid-6 a.m. Special programming: "Stage Three," with Skitch Henderson, music-interviews, 8-9 p.m., Sun. "Evening at Shepherds," taped from Shepherds' Discotheque (NY), 10-12 midnight, Sat. FM Prog. dir., Ann Brown. Send 1 copy each of 45's and LP's (Stereo) to Miss Brown at the above address.

WLW: 50,000 watts. On the air 24 hrs. NBC affiliate. Avco Broadcasting. Music format: Contemporary (50%) - Pop Standard (50%). Special programming: "Nick Clooney's Good Morning Show," audience participation, 10-11:30 a.m., M-F. "Ruth Lyons' 50-50 Club," audience participation, noon-1:30 p.m., M-F. TV OUTLETS: WLW-TV, Channel 5, NBC. WLW-D, Channel 2, NBC-ABC. WLW-I, Channel 13, ABC. Don Dunkel is director of 31-man news dept. Special equipment: 3 mobile units, helicopter. 5-min. news on the hr., headlines on the half-hr., extended news 6-7 p.m., M-F. New records selected for air-play by prog. dir., mus. dir., libr. Approximately 180 new releases programmed weekly. Record promotion people are seen M-F. Gen'l mgr., J. J. (Steve) Crane. Prog. dir., F (Bill) Erb. Music Lib., Norm Hathaway. Send 2 copies of 45's and 2 copies of LP's to Mr. Hathaway, 140 West 9th Street, Cincinnati, Ohio 45202. Phone: (513) 241-1822.

WMOH: 1,000 watts day, 250 night. On the air 20 hrs. Fort Hamilton Broadcasting. Music format: Contemporary. (Continued on page 28)



The Flower Child . . . a Generation of Seeds.



**THE SEEDS / 'PUSHING TOO HARD' ... GOING NATIONALLY TOP 10 /  
NEXT SINGLE - 'MR. FARMER' ... TOP 10 IN ONE WEEK L.A. / PRODUCED  
BY MARCUS TYBALT FOR BROMPTON PRODUCTIONS. AGENCY  
WILLIAM MORRIS INC. / EXCLUSIVE DIRECTION - LORD TIM HUDSON  
& ED GARNER - BROMPTON PRODUCTIONS. 8355 SUNSET BLVD.,  
SUITE 206, HOLLYWOOD, CALIFORNIA / **THE SEEDS ARE GROWING.****



9165 SUNSET BLVD., HOLLYWOOD 69, CALIF. 275-1108. Cable: CRESREC  
GENE NORMAN, President EST. 1954

# XERB Sharpens R&B Format

• Continued from page 24

mail and moves mail-order products.

Prior to going into r&b programming, XERB was mainly a repository for taped religious shows. These "preacher shows," as Anthony calls them, are being eliminated and, under the new format, will only be heard from 7-9 p.m. Twice an hour in the daytime, the station airs race news from a Los Angeles-based tip sheet and promotes itself as the station "for racing news and rhythm and blues."

Also under the format, Ray Moss from 2-4 a.m. will program funky jazz, with spiritual sounds, following from 4-7 a.m. with Brother Henderson.

Wolfman, who will be on the station one year in February, was originally taped in Minneapolis. Now the voice works in the Los Angeles-Mexico area and the station has begun syndicating his program, which runs from 9 p.m.-2 a.m.

One result of Wolfman's late-night slotting was that KGFJ shifted its top morning man Montague into that nighttime slot. But KGFJ's p.m. power is only 250 watts while XERB outblasts them 600 times and over a wider area.

Whereas in the past Anthony selected all singles for play, a new situation has been devised whereby DJ's will meet Saturdays in Los Angeles to vote on play list records. Anthony says

he contacts 65 stores in the West for their top-selling r&b product.

In addition to KGFJ locally, there are only two other r&b stations in the West: KSOL and KDLA in San Francisco, and XERB is easily heard in their listening regions.

Anthony explains the station is "trying to get back to the basic roots of r&b" because other r&b stations "sound like White top-40 stations." XERB prefers a T-Bone Walker disk to a Motown artists'. Anthony said. But the outlet does play "commercial" r&b disks to snare teen and late-teens. Air promos call the operation the "Big X, Mighty 1090, and 50,000 watts of Soul Power."

## YOUNG SOUND REVIEW

# CBS Gives KNX-FM Outlet A Beat (Big) on Competitors

LOS ANGELES—What CBS has been hesitant to do on its AM stations — play rock 'n' roll—it is doing on its FM outlets through its taped "Young Sound" programming.

This syndicated feature being produced in New York has suddenly turned KNX-FM, the CBS station here, into a sprightly competitor for big-beat honors in a medium which has not gone into top 40 programming but has remained adult-oriented with artists and repertoire.

CBS' "Young Sound" accord-

ing to a promotional announcement from Roger Gallagher, an AM announcer heard between 15-minute music segments, is the "musical link to the life you lead."

The closest KNX came to anything approaching the FM sound was on Rege Cordic's morning show when he first started one year ago and attempted to schedule "chicken rock" disks along with the regular middle of the road styles.

KNX-FM's new sound is highly rhythmic, high instrumental and highly contemporary. During a 45-minute evening period last week, the station aired such titles as "It's Not Unusual," "Rinky Dink," "Something Good," "Cindy," "Message to Michael," "Where Are You Now?" "And I Love Her," "Come a Little Bit Closer," "Day Tripper," "In Crowd" and "Walk Don't Run."

Such artists as Herman's Hermits, Tom Jones, George Martin, Steve Allen, Living Strings, Dusty Springfield, Tony Hatch, Sandy Nelson, Ventures, Doby Gray and Billy Strange were featured.

There are one or two vocals per 15-minute segment, with much of the instrumental sound reminiscent of a Percy Faith date with rhythm. The songs are played once around, and the selections, picked in New York, offer clean interpretations of many previous vocal hits. The pacing is brisk.

ELIOT TIEGEL

## STATIONS BY FORMAT

• Continued from page 26

(75%) Pop Standard (15%) Country (5%) Religious, Farm (5%). Special Programming: Miami University Football and Basketball in season, High school Football, Basketball in season, Cincinnati Reds Baseball in season (night games only). "Judy Perkins Calling," women's discussion show, 11:30 a.m.-noon, M-F. "Trading Post," with Bob Hoffman, audience call-in, 6:15-9:00 a.m., M-Sat. John Bohlen is director of 2-man news dept. Special equipment: mobile unit. 5-min. news on the hr., headlines on the half-hr., extended news three times daily. Cuts from Comedy LP's featured regularly on "Bob Patton Show." New records selected for air-play by committee of station personnel, mus. dir., libr. Station publishes play list weekly. Approximately 17 new 45's and 6 new LP's programmed weekly. Record promotion people are seen M-W. Gen'l mgr., Raymond Motley, Prog. dir., Robert Patton. Send 3 copies of 45's and 1 copy of LP's to Mr. Patton, Second National Bank Building, Hamilton, Ohio 45011. Phone (513) 894-6543.

WMOH-FM: ERP 3,400 watts. On the air 7:00-1:00 a.m. Music format: Same as AM outlet. Simulcast with WMOH 12:30-1:00 p.m., M-Sat., plus occasional sports. Special programming: "Behind the Headlines," with R. K. Scott, commentary and discussion, 7-7:15 p.m., Tues. "Over the Rhine," with Hermann Albers, recorded music of Germany, 5-7:00 p.m., M-Sat., Noon-2:30 p.m., Sun. FM Prog. dir., Robert W. Bullock. Please send 1 copy of LP's to Mr. Bullock. Address and other information the same as WMOH.

WNOP: 1,000 watts. Daytimer. CBS affiliate. Tri-City Broadcasting Co. Music format: Jazz (75%) Standard (25%). Editorializes daily. Special programming: "Ray Scott Show," interviews, 1:15-5:00 p.m., Sat. "Motor Sports Digest," with Bill Brodrick, auto raceways, 12:10-Show," jazz and poetry, 2:00-5:00 p.m., Sun. "Daily Double," horse race results, 3:00-3:05 p.m., M-Sat. "The Finish Line," horse race results, 5:05-5:15 p.m., M-Sat. Walt Harrell is director of 2-man news dept. 10-min. news on the hr. Cuts from Comedy LP's featured regularly on all shows. Jazz featured regularly on all shows. New records selected for air-play by individual DJ. Approximately 6 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Hal Hall, Prog. dir., Ray Scott. Send 2 copies of 45's and 3 copies of LP's to Mr. Scott, 606 Monmouth St., Newport, Ky. 41071. Phone: (606) 581-7100.

WPFB: 1,000 watts. On the air 24 hrs. WPFB, Inc. Music format: Contem-

porary (25%) Country (25%) Pop Standard (10%). Special programming: Middletown High School Football and Basketball in season, Fenwick High School Football and Basketball in season, Miami U. Xavier U sports in season. "Gerri Hart Show," variety, 10-11:00 a.m., M-F. "Let's Talk," with Jim McClain, audience call-in, 8:30-9:45 a.m., M-F. "Where Are We?" with Jim McClain, quiz, 11:35-12:00 noon, M-F. Bob Cordray is director of 3-man news dept. Special equipment: mobile units. 5-min. news varied times, headlines at varied times, extended news twice daily. New records selected for air-play by lib., individual DJ. Station publishes play list weekly. Record promotion people are seen M-F. Gen'l mgr., Bill Hart, Prog. dir., Stan Reed Jr. Send 2 copies of 45's and 1 copy each of Mono & Stereo LP's to Record Librarian, Central Ave., Middletown, Ohio 45042. Phone: (513) 422-3625.

WFPB-FM: ERP 57,000 watts. On the air 24 hrs. Stereo. 7:00 p.m.-7:00 a.m. Music format: Conservative (100%). Simulcast with WFPB 7:45-8:15 a.m., 5-6:00 p.m., 1-5:00 a.m. Send 1 copy each of Mono and Stereo LP's to Record Librarian. Address and other information the same as WFPB.

WSAI: 5,000 watts. On the air 24 hrs. Jupiter Broadcasting. Music format: Contemporary (100%). Editorializes occasionally. Special programming: "Public Affairs," with Rod Williams, interviews, 8-8:30, Sun. "Jane Recommends" with Jane Lynn, women's news, 9-12:00, M-Sat. (part of newscast). "Sound-Off," with Roy Cooper, audience call-in, 9:00 p.m.-midnight, Sun. Rod Williams is director of 4-man news dept. Special equipment: mobile units, walkie-talkies. 5-min. news at 55 past the hr., headlines on the half-hr. New Records selected for air-play by prog. dir., mus. dir. Station publishes play list weekly. Approximately 8-10 new 45's and no new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Charlie Murdock, Prog. dir., Tom Kennington. Mus. dir., Dave Reinhardt. Send 3 copies of 45's and 1 copy of LP's to Mr. Reinhardt, 8th & Matson Place, Cincinnati, Ohio 45204. Phone: (513) 251-5700.

WUBE: 1,000 watts. On the air 24 hrs. Seattle, Portland & Spokane Radio. Music format: Contemporary (100%). WUBE-AM commenced operations on Jan. 15, 1966, on the frequency formerly assigned to WCPO-AM. The frequency was bought by Seattle, Portland and Spokane Radio, which is owned by Danny Kaye and Lester M. Smith. They established WUBE as a completely new station, which bears

no relation to its predecessor. Station editorializes occasionally. Special programming: "Project Probe," with Jack Baker, interviews, 11:30 p.m.-midnight, Sun. Jack Baker is director of 2-man news dept. Special equipment: mobile unit. 5-min. news at 20 before the hr., headlines at 20 after the hr. New records selected for air-play by prog. dir. Station publishes play list weekly. Record promotion people are seen M. and Tues. Gen'l mgr., Lester M. Smith. Prog. dir., Jerry O. MacFarlane. Send 4 copies of 45's and 2 copies of LP's to Mr. MacFarlane, 110 Government Place, Cincinnati, Ohio 45202. Phone: (513) 621-6960.

WCXI-FM: ERP 32,000 watts. On the air 6:00 a.m.-Midnight. Music format: Standard (70%) Pop Standard (20%) Servative (10%). FM prog. dir., Charles W. Thomas. Send 2 copies of Stereo LP's to Mr. Thomas at the above address.

WZIP: 1,000 watts. Daytimer. Mutual affiliate. Zanesville Publishing Co. Music format: Country (100%) Editorializes occasionally. Special programming: Ohio State University Football in season, Basketball in season. Denis Grant is director of 1-man news dept. 5-min. news on the hr. New records selected for air-play by committee of station personnel. Station publishes play list weekly. Approximately 10 new 45's and 4 new LP's programmed weekly. Record promotion people are seen M-F. Gen'l mgr., Henry C. Goldman. Prog. dir., Bud Stagg. Send 2 copies of 45's and 2 copies of LP's to Mr. Stagg, Vernon Manor Hotel, 400 Oak Street, Cincinnati, Ohio 45219. Phone: (513) 861-6067.

WZIP-FM: ERP 70,000 watts. Simulcast with WZIP 50% of the time. Special programming: "Joe Pyne Show," talk, 8:00-9:00 p.m., M-F. All other information as above.

# Vox Jox

• Continued from page 26

KGBS, Los Angeles, as its afternoon news personality. Cherry, who started in Nashville as a night personality with WKDA, has been one of the leading forces in country music the past several years. . . . KVOO, the 50,000-watt clear channel station in Tulsa, Okla., has changed its music format, reports program director Jay Jones and no longer needs rock 'n' roll or borderline records. "However, we still need the new contemporary sounds." To P.O. Box 1349.

Pat Brown, formerly with KXYZ, Houston, is now doing announcing for KHTV-TV, Houston.

Jimmy O'Neill has departed KFWB, Los Angeles, for the second time in four years with plans unannounced; he's the first to leave the station since it was bought by Westinghouse.

Bill Calder has switched from WIND, Chicago, to WEMP, another Easy Listening outlet in the city, to fill the 6-10 a.m. slot; Tom Collins, who held the time period, is now sports director. . . . Herb Allen at WKWK, Wheeling, W. Va., has taken over music director chores as well as program director duties.

(Easy) Ed Dunn has resigned as host of the "Ed Dunn Show," an hour variety studio show on WOAI-TV, San Antonio; he left WOAI last year as a radio personality to take over the show and now leaves WOAI-TV to do free-lance radio-TV work. For the time being, the show is being titled "Studio 4" with guest hosts. . . . Joe Bernard is new general manager of KBAT, San Antonio; comes from KFWB, Los Angeles.

Carol Price at WHAW, Weston, W. Va., needs both country music and Hot 100 records. . . . KDWB in Minneapolis has returned its air personalities to the air and Peter May, the 7-midnight DJ set a new world's non-stop music record of 36 records in a row, according to program director Charlie Brown. For some while, the station had a mechanical voice as air personality and the deejays loafed. All of this was, of course, a promotion. Minneapolis has be-

come very competitive in Hot 100 radio lately.

Gary L. Portness at WTBO in Cumberland, Md., has been upped to program director. Congratulations, Gary. . . . Johnny Goyen III is on the air on KIKK, the Houston country station. . . . Gary Alexander, air personality at WFAS, White Plains, N. Y., has been upped to music director but will retain his afternoon drive time show.

Cassius Clay caused a mob scene at KCOH, Houston, when he recently took over the deejay chores for part of the afternoon.

After an absence of eight years from radio, Larry U. Kindle is back in business at KOVX-FM Stereo, Moorhead, Minn. . . . Nat Asch has been named program director of WNEW-FM, New York, the all-female operation in stereo; he was director of special projects for the AM side.

Johnny Shaw, for 15 years with WOBS in Jacksonville, is now at WRCH, Jacksonville, which is now a 24-hour operation by the time you read this. . . . Eric S. Bremner will be general manager of KREM and KREM-FM, Spokane, Wash., effective Feb. 1; he's presently assistant general manager of the outlets. . . . The new mailing address of KTRR is P.O. Box 727, Rolla, Mo. 65401.

Rhett Hamilton Walker, KOL, Seattle, personality, has been named music director of the station; he retains his air duties. . . . Veteran broadcaster Jim McCabe has joined KE, Portland, Ore., has an account executive. . . . Horace McManus has been upped to the new post of director of operations and program development of WAVY, Norfolk, Va.

Murray the K, WOR-FM, New York air personality, has signed with Simon & Schuster to write another book—"Somebody Better Listen."

Frank Merrill Jr., 10693 Saline-Milan Road, Milan, Mich. 48160; collects radio playlists as a hobby; he has charts from 943 different radio stations, but may not have yours. Just for a kick, everybody send him a playlist; he even wants the hand-written ones. . . . Ron Kempff, general manager of WCOG, Greensboro, N. C., has

# KOL-FM Bows Million Sound

SEATTLE — KOL-FM introduced its new "million dollar music sound" format Dec. 27, emphasizing the big hits of the past 20 to 25 years. The new format will include such things as the million-selling version of Billy Eckstine singing "I Apologize," as well as modern material by artists such as Herb Alpert and the Tijuana Brass.

The FM programming is separate 9 a.m. to 9 p.m.; the rest of the time KOL-FM duplicates the AM programming, which is Hot 100 in nature.

# Air Force's 'Blue' Show in Stereo

RANDOLPH AFB, Texas—The U. S. Air Force's Advertising Division is dropping "Serenade in Stereo," which had been produced in stereo for FM stations on a test basis. Instead, the 16-year-old "Serenade in Blue" program will now be produced in stereo as well as mono versions. The Air Force is also distributing the shows now on a quarterly basis rather than monthly. The first new package of 13 programs will be shipped in early March.

been elected vice-president of the Thomas Broadcastings Companies. . . . Don Addison has been appointed program director of KCKW, Lafayette, La.

## Fight them all

High Blood Pressure

Rheumatic Fever

Heart Attack

Stroke

Give Heart Fund



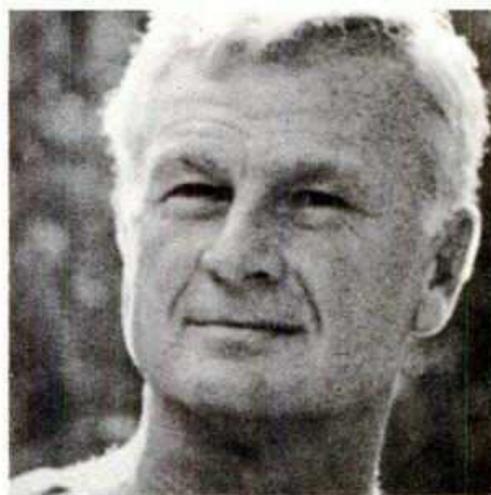
# Eddie Albert has acres of talent:



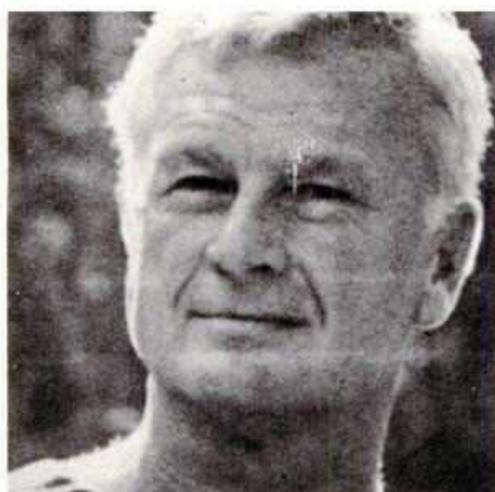
**Actor**



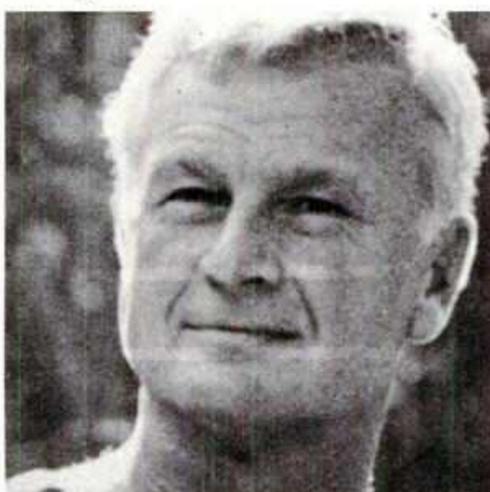
**Kelp diver**



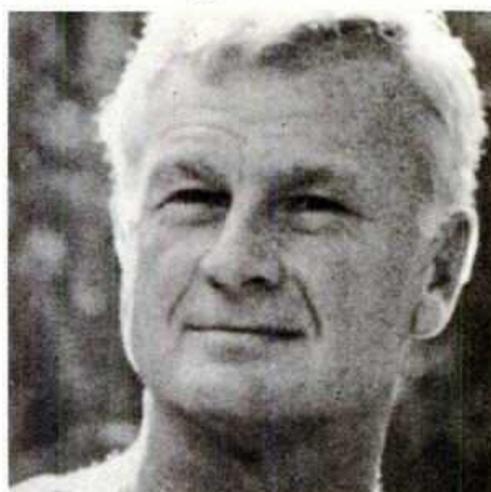
**Stained glass artisan**



**Beekeeper**



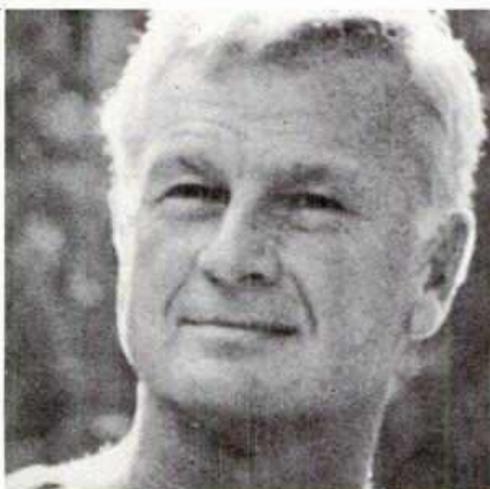
**Circus aerialist**



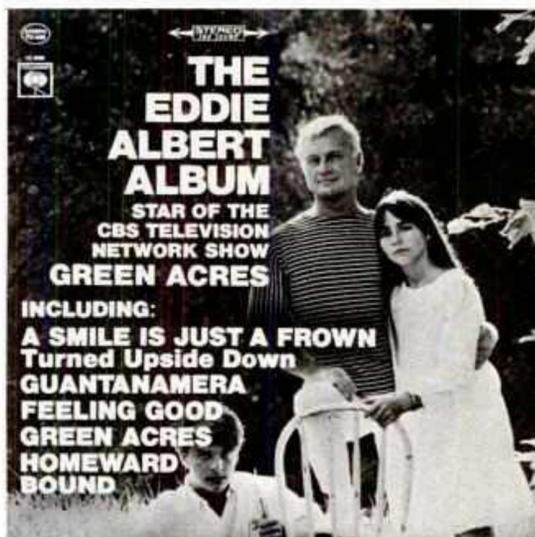
**Wine maker**



**Explorer**



**Inventor**



CL 2599/CS 9399 Stereo

**And now chartmaker  
with a new album. On  
COLUMBIA RECORDS**

'Conversational Excitement' Key

Continued from page 24

programmed tight, the deejays don't have to scream. And I think this is what many Hot 100 stations are missing on—the fact that listeners get tired eventually of screamers. Too, our personalities are entertainers. . . they may not be Bob Hopes, but they have something to say."

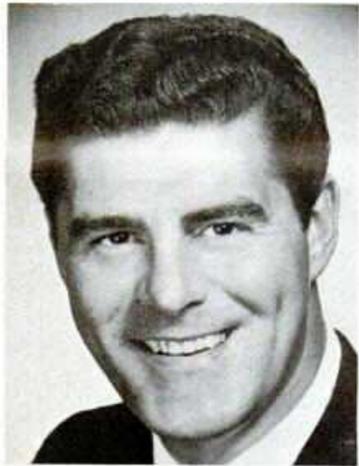
WSAI's playlist varies. The station plays as many records "as are good at the time." This ranges from 30 to 55, Kennington said, and averages out about 45. He claims to be first in the nation to play the Ca-

sinos' "Then You Can Tell Me Goodbye" on Fraternity Records, playing it before it was released.

Reinhart selects the music to be played; Kennington programs it. Reinhart, through phone interviews and taped interviews of artists appearing in the area, inserts more than just his own personality into his shows. He also draws attention by occasional mail-pull gimmicks; for example, the Monkees appeared in the area recently and Reinhart ran an on-the-air promotion giving away autographs, pictures, etc., that drew mail from 15 states, Kennington said.

WPOP GOES WITH PAPER

HARTFORD, Conn.—Radio Station WPOP has introduced the teen newspaper Go to the Hartford area. Bob Paiva of WPOP said stories by the deejays will be featured in the publication, and upcoming editions will include stories prepared by WPOP listeners. WPOP is making Go available free in record stores.



BOB BRAUN, who last week celebrated his 10th year as a personality on WLW and WLW-T, Cincinnati, Monday (23) kicks off his own 90-minute, five-days-a-week color seg, "The Bob Braun Show," on WLW-T. Working opposite Braun on the music, comedy and variety show will be Rosemary Kelly, with further assists from singers Bonnie Lou and Colleen Sharp, and the Frankie Brown band. Braun, who for years conducted the "Bandstand" platter show on WLW and WLW-T, is being replaced on that program by Nick Clooney, who also takes over Braun's duties on the "Good Morning" radio show.

WMOH Ups Its Playlist

HAMILTON, Ohio—WMOH, Hot 100 format radio station, is opening up its playlist. Music director Dave Neidorf said last week that WMOH will now have an expanded and virtually unlimited playlist. "We will concentrate on extras for a longer period of time." The survey will be cut from 50 to 45 records and will be known as the "Action 45" and "will also be a more accurate list of the sales activities in the area." The pick hit of the week will receive concentrated airplay, he said. "We, of course, hope that these changes will help WMOH."

Cape Cod Station

HYANNIS, Mass. — Cape Cod's first FM stereo radio station will launch broadcasting operations in early spring. The station, owned by Cape Codder Edward T. Sullivan, will beam 25,000 watts and will be staffed by Cape Cod personalities.

WSLR Introduces

Continued from page 24

tion we'll keep you better informed with what's going on in the world of country music and, perhaps, better in touch with our "Country Gentlemen." Pictures of the deejays were carried on the cover. Announcement of a Jan. 15 country music concert was carried on the back cover.

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2. They are handled fewer times.
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TOP SELLING R & B SINGLES

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

This Week	Last Week	Title, Artist, Label, No. & Pub.	Weeks on Chart
1	1	TELL IT LIKE IT IS Aaron Neville, Parlo 101 (Oirap, BMI)	9
2	3	STANDING IN THE SHADOWS OF LOVE Four Tops, Motown 1102 (Jobete, BMI)	6
3	8	STAND BY ME Spyder Turner, MGM 13617 (Progressive/Trio/A.D.T., BMI)	6
4	4	TRY A LITTLE TENDERNESS Otis Redding, Volt 141 (Campbell/Connelly/Robbins, ASCAP)	8
5	5	ARE YOU LONELY FOR ME Freddy Scott, Shout 207 (Web IV, BMI)	7
6	2	(I KNOW) I'M LOSING YOU Temptations, Gordy 7057 (Jobete, BMI)	10
7	6	MUSTANG SALLY Wilson Pickett, Atlantic 2365 (Fourteenth Hour, BMI)	9
8	7	YOU GOT ME HUMMIN' Sam & Dave, Stax 204 (Pronto/East, BMI)	8
9	17	TRAMP Lowell Fulson, Kent 456 (Modern, BMI)	4
10	12	MERCY, MERCY, MERCY "Cannonball" Adderley, Capitol 5798 (Zawinul, BMI)	4
11	11	I'VE PASSED THIS WAY BEFORE Jimmy Ruffin, Soul 35027 (Jobete, BMI)	6
12	13	WACK WACK Young Holt Trio, Brunswick 55305 (Yo Ho, BMI)	6
13	10	A PLACE IN THE SUN Stevie Wonder, Tamla 54139 (Stein-Vanstock, ASCAP)	11
14	9	I FOOLED YOU THIS TIME Gene Chandler, Checker 1155 (Cachand-Jalynne, BMI)	12
15	34	BRING IT UP James Brown, King 6071 (Dynatone, BMI)	2
16	15	PAPA WAS TWO Joe Tex, Dial 4051 (Tree, BMI)	6
17	16	HEY, LEROY, YOUR MAMA'S CALLING Jimmy Castor, Smash 2069 (Bogart, BMI)	5
18	14	YOU KEEP ME HANGIN' ON Supremes, Motown 1101 (Jobete, BMI)	12
19	19	BACK IN THE SAME OLD BAG AGAIN Bobby Bland, Duke 412 (Don, BMI)	8
20	24	I'M GONNA MAKE YOU LOVE ME Dee Dee Warwick, Mercury 72638 (Act Three, BMI)	7
21	21	I CAN'T PLEASE YOU Jimmy Robins, Jerhart 207 (Ramhorn, BMI)	3
22	22	LOOK AT GRANNY RUN RUN Howard Tate, Verve 10464 (Ragmar-Rumbalero, BMI)	5
23	18	I'M GONNA MISS YOU Artistics, Brunswick 55301 (Jalynne-BRC, BMI)	10
24	25	YOU NEED CONFIDENCE Van Dykes, Mala 549 (Aim/Cha-Stew, BMI)	4
25	20	IT TEARS ME UP Percy Sledge, Atlantic 2358 (Fame, BMI)	13
26	26	I DIG GIRLS J. J. Jackson, Calla 125 (Meager, BMI)	3
27	33	OOH BABY Bo Diddley, Checker 1158 (Arc, BMI)	2
28	28	96 TEARS Big Maybelle, Rojac 112 (Arguello, BMI)	3
29	29	AT THE PARTY Hector Rivera, Barry 1011 (Twin, BMI)	5
30	31	KARATE Emperors, Mala 543 (Wilson, BMI)	7
31	46	FEEL SO BAD Little Milton, Checker 1162 (Travis, BMI)	2
32	37	MY SPECIAL PRAYER Joe Simon, Sound Stage 7, 2577 (Cape Ann, BMI)	3
33	43	SKATE NOW Lou Courtney, Riverside 4588 (3 Track, BMI)	4
34	41	CROSS OUT SAW Albert King, Stax 201 (Beckie, BMI)	4
35	23	(COME 'ROUND HERE) I'M THE ONE YOU NEED Miracles, Tamla 54140 (Jobete, BMI)	10
36	36	MAN OR MOUSE Junior Parker, Duke 413 (Don, BMI)	6
37	39	GIRLS ARE OUT TO GET YOU Fascinations, Mayfield 7714 (Camad, BMI)	3
38	35	TELL DADDY Clarence Carter, Fame 1010 (Fame, BMI)	4
39	40	TAKE ME FOR A LITTLE WHILE Patti LaBelle & the Bluebelles (Atlantic 2373 (Lollipop, BMI)	3
40	49	SOMETHING GOOD Carla Thomas, Stax 207 (East, BMI)	2
41	50	IT TAKES TWO Marvin Gaye & Kim Weston, Tamla 54141 (Jobete, BMI)	2
42	—	LET'S FALL IN LOVE Peaches & Herb, Date 1523 (Bourne, ASCAP)	1
43	44	SOOKIE SOOKIE Roy Thompson, Okeh 7267 (Cotillion/East, BMI)	3
44	47	ALVIN'S BOO-GA-LOO Alvin Cash & the Registers, Mar-V-Lus 6014 (Vapac, BMI)	7
45	—	I DIG YOU BABY Jerry Butler, Mercury 72648 (Morpine, BMI)	1
46	—	I PREFER YOU Etta James, Cadet 5552 (Arc, BMI)	1
47	48	ANOTHER NIGHT Dionne Warwick, Scepter 12181 (Blue Seas/Jac, BMI)	3
48	—	IT MAY BE WINTER OUTSIDE Felice Taylor, Mustang 3024 (Mariavilla, BMI)	1
49	—	IT'S A MEAN WORLD B. B. King, Kent 458 (Modern, BMI)	1
50	—	DANGER! SHE'S A STRANGER 5 Steps, Windy C 604 (Camad, BMI)	1

TOP SELLING R & B LP's

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

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
1	1	THE TEMPTATIONS GREATEST HITS Gordy 919 (M); 919 (S)	7
2	3	FOUR TOPS LIVE! Motown M 654 (M); S 654 (S)	7
3	4	AWAY WE A GO GO Smokey Robinson & the Miracles, Tamla 271 (M); S 271 (S)	7
4	2	LOU RAWLS SOULIN' Capitol T 2566 (M); ST 2566 (S)	22
5	5	LOU RAWLS LIVE Capitol T 2459 (M); ST 2459 (S)	40
6	8	SUPREMES A' GO-GO Motown MLP 649 (M); SLP 649 (S)	19
7	6	TEQUILA Wes Montgomery, Verve V 8653 (M); V6-8653 (S)	23
8	14	DOUBLE DYNAMITE Sam & Dave, Stax 712 (M); 712 (S)	4
9	9	GETTIN' READY Temptations, Gordy GLP 918 (M); SLP 918 (S)	30
10	7	THE OTIS REDDING DICTIONARY OF SOUL Volt 415 (M); S 415 (S)	11
11	22	WICKED PICKETT Wilson Pickett, Atlantic 8138 (M), SD8138 (S)	3
12	23	DOWN TO EARTH Stevie Wonder, Tamla 272 (M); S 272 (S)	2
13	12	HE'LL BE BACK Players, Minit LP 40006 (M); LP 24006 (S)	11
14	15	WATCH OUT Martha & the Vandellas, Gordy 920 (M), 920 (S)	3
15	17	RAY'S MOODS Ray Charles, His Ork & Chorus, ABC ABC 550 (M); ABCS 550 (S)	18
16	11	THE EXCITING WILSON PICKETT Atlantic 8129 (M); SD 8129 (S)	11
17	10	WARM AND TENDER SOUL Percy Sledge, Atlantic 8132 (M); SD 8132 (S)	11
18	19	WACK WACK Young Holt Trio, Brunswick BL 54121 (M), BL 754121 (S)	3
19	13	WADE IN THE WATER Ramsey Lewis, Cadet LP 774 (M); LPS 774 (S)	22
20	21	WHISPERS Jackie Wilson, Brunswick DL 54122 (M); DL 754122 (S)	5
21	16	SPELLBINDER Gabor Szabo, Impulse A 9123 (M); AS 9123 (S)	5
22	—	CARRYIN' ON! Lou Rawls, Capitol T 2632 (M); ST 2632 (S)	1
23	20	"BUCKET" Jimmy Smith, Blue Note BLP 4235 (M); BST 84235 (S)	9
24	24	I'VE GOT TO DO A LITTLE BIT BETTER Joe Tex, Atlantic 8133 (M); 8133 SD (S)	2
25	25	SOUL SISTER Aretha Franklin, Columbia CL 2521 (M); CS 9321 (S)	1

# WIN

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In case of a tie, the earliest postmark wins.

# Guess the mileage traveled by The Blues Magoos on their chartered whirlwind flying tour to these cities

<b>FRIDAY, JAN. 20</b>	NYC to Boston, Mass. (entire day)	<b>FRIDAY, JAN. 27</b>	St. Louis (all day) (overnight)
<b>SATURDAY, JAN. 21</b>	Boston to Baltimore— Washington DC area	<b>SATURDAY, JAN. 28</b>	To Des Moines (hops at nite) (travel to St. Paul)
<b>SUNDAY, JAN. 22</b>	Baltimore-Washington area	<b>SUNDAY, JAN. 29</b>	St. Paul/Minneapolis (2-4 p.m. show) (overnight)
<b>MONDAY, JAN. 23</b>	To Pittsburgh, Pa. (overnight)	<b>MONDAY, JAN. 30</b>	To Milwaukee (all day) (overnight)
<b>TUESDAY, JAN. 24</b>	To Columbus, Ohio (stops only) On to Dayton, Ohio (overnight)	<b>TUESDAY, JAN. 31</b>	To Toledo (all day) (overnight)
<b>WEDNESDAY, JAN. 25</b>	To Cincinnati, Ohio (overnight)	<b>WEDNESDAY, FEB. 1</b>	To Erie—Buffalo (overnight)
<b>THURSDAY, JAN. 26</b>	To Louisville, Ky. (stops) On to St. Louis, Mo. (overnight)	<b>THURSDAY, FEB. 2</b>	To Syracuse-Rochester (overnight)
		<b>FRIDAY, FEB. 3</b>	To Hartford



# TALENT

## Public Officials Keep Tabs on Coast Clubs

LOS ANGELES—Live entertainment is being watched here and in San Diego, where public officials have begun passing ordinances regulating aspects of show business.

Locally, the Sunset Strip area has been shortened as a major attraction center for big-beat groups, principally due to a country ruling prohibiting persons under 18 from entry to clubs where liquor is served without an adult over 21. This resulted from the recent series of youthful disturbances on the Strip to protest a 10 p.m. curfew.

The county recently amended the curfew law by emphasizing that "loiters" after 10 p.m. will be the concern of the police. When the county revoked its teen dance permits, several of the locations previously booking rock 'n' roll groups announced they would go with topless entertainment, aimed at adults.

The county stepped in again

and refused a permit to the Galaxy for a topless review, stating it would individually review each club's application.

Of the area's three major beat clubs — Whiskey-A-Go-Go, the Trip and It's Boss—only the Whiskey remains active, with rhythm and blues acts now being slotted there instead of at the Trip.

In San Diego, the city is studying the overhaul of its cabaret dance ordinances to allow for more live entertainment. City attorneys have presented councilmen with four categories for licensing: places where dancing is available all week, once a week, three times a week and for charitable events. State law now requires clubs serving alcohol to close at 2 a.m. A proponent of all-night entertainment is Ronald Holmes Jr. of the West Coast Jazz Society, who claims musicians should have a gathering place after finishing work.

## 'Spirituals to Swing' Show Swings in the First Session

NEW YORK—A near capacity audience saw John Hammond's "Spirituals to Swing" program which spotlighted Count Basie at Carnegie Hall Sunday (15). Selections will comprise a Columbia LP to be released within the next few months. The concert was the first in a series of four programs which will cover the evolution, influence and roots of what has been called American's only original music, jazz.

The George Benson Quartet opened the concert with a number reminiscent of the bebop groups of the late 1940's and early 1950's. Benson who played the electric guitar, gave fresh chord treatment to the "The Shadow of Your Smile." The other Benson quartet selections were slower.

Marion Williams, a gospel singer, demonstrated the links between spiritual and jazz music with songs like "Rain," "Nobody Knows" and "Peace in the Valley."

Also sharing the bill were Big Mama Thornton and the John Handy Quintet, making its New York debut. The Handy Quintet, an avant-garde group, did a few moving little pieces

that had originality. Mama Thornton held up the true tradition of the blues singer by wailing out some deep-throated numbers as she jumped up and down and nearly throttled the mike. She did "Hounddog," her 1953 success, and also performed on the harmonica with a number entitled, "Mother-In-Law," a rhythm and blues selection.

The Basie Band, which included Buck Clayton, Harry (Sweets) Edison, Freddie Green, Eric Dixon and Billy Mitchell, did "Squeeze Me," the Fats Waller number, in the big band tradition. At one point midway in the program, Pete Jackson, the granddaddy of piano blues and boogie woogie, was helped to the keyboard to do the famous "Roll 'Em Pete," with blues singer Big Joe Turner. To close the program, Basie, on the organ, accompanied Turner on a 10-minute rendition of "Feelin' Happy."

Hammond's theme for the four programs is "Jazz in the Great Tradition." He is director of talent acquisition at Columbia Records. George Wein, producer of jazz concerts like Newport's, was stage manager, and Goddard Lieberson, president of CBS/Columbia group, was master of ceremonies.

CHARLES BARRET

## Signings

Ornette Coleman has re-signed a longterm pact with Blue Note Records. His next album for the label will be "The Empty Foxhole." . . . The Vagrants have signed with Atlantic Records with their first disk due late this month. . . . Barbara Eden has been inked by Dot Records. . . . The Young-folk to Double Shot. "Lovin' Seed" will be the first disk for the quintet, who formerly were on United Artists. . . . Also joining Double Shot are the Fantastic Zoo and the Four Below Zero. . . . Jaimie Carver, who has been playing club dates in Canada and Long Island, signed with Invincible Records. Her first single will be "Come Out Wherever You Are." . . . Momentum Records inked the Unfor-

## Cosby Puts His Youthful Days Into Funny Focus

LAS VEGAS—Comedian Bill Cosby opened at the Flamingo Hotel Friday the 13th but there was nothing unlucky about the show.

Cosby's TV exposure on NBC's "I Spy" has increased the marquee value of his name. Early last year he played the Flamingo Room to good notices as the No. 2 attraction, but that was before the successful video series. Now, kicking off with two SRO audiences on opening night, he will be playing to a room booked with reservations far in advance.

At his opening Cosby tossed appropriate — and very funny lines—at an audience which included a block of Kansas City Chief fans on their way to the Super Bowl game. However, most of his stand-up routine is devoted to his youth. Especially funny is the bit about his experience on the track team at Temple University.

Adding perfect balance to the bill is recording star Fran Jeffries. The pretty, shapely songstress is bright and personable. She sang "It's a Most Unusual Day," "What Now My Love?" "You Better Love Me While You May" and "Alfie." Ian Bernard conducts the Russ Black orchestra for Miss Jeffries.

DON DIGILIO

## MONKEES' NEW ALBUM CITED BY THE RIAA

NEW YORK—The Monkees new album, "More of the Monkees," has been cited by the Record Industry Association of America for a Gold Record Award. The RIAA certification was prompted by 1.5 million advance orders for the disk. This is the Monkees' second album for Colgems which was manufactured and distributed by RCA. The group's first album has climbed to the 3 million mark and is currently top in the nation. Their latest single, "I'm a Believer" is also No. 1. The single edition has also sold more than 3 million copies.



COLUMBIA RECORDS has set up a billboard over New York's Palace Theater to promote the original cast albums of four currently running Broadway musicals.

scene; Louis Irigary, also known as the Shepherd; Bill Perry, and Karen Sargent. . . . Tommy Bee Productions signed the Fe-Fi-Four Plus 2.



LYNNE RANDELL, seated, 17-year-old Australian singer, signs recording contract with Epic Records. Witnessing the signing are, left to right, Nick Albarano, Epic's national sales manager; Fred Frank, Epic's national promotion manager, and Leonard S. Levy, Epic's vice-president.

## Robinson & Miracles Play To Win; Mikes a Handicap

LOS ANGELES — Smokey Robinson and the Miracles prove that a hit record creates loyal fans. When the Whisky A Go Go re-opened last Thursday (12) after a facelifting, fans flocked to the opening show. The foursome's opening was a happy, noisy affair. Some 85 per cent of the crowd were young girls who bounced and sang in their seats with the performers.

The club's management has reacted to the recent abolishing of teen-age dance permits, by moving the stage out where the dance floor formerly was. The hour was SRO for the Miracles, whose singing was marred by poor mike balances with a good eight-piece band which covered them up front with their own dynamics.

Consequently, much of the quartet's harmonies and counterpoints were lost in the front seats. Robinson handles his solos with exuberance while his aides provide the oohs and aahs.

Repertoire encompasses some good numbers like "Poinciana" and "Yesterday" and the "Best Is Yet to Come," but they suffered because of bad sound balances. On the jump tunes, like "Mickey's Monkey," "Ooh Baby, Baby" and "Going to a Go-Go," the quartet works hard and involves the crowd.

Motown act has a subtle sex appeal which helps build visual appeal. To be an effective club act, the group needs better control over its back up bands to allow their own vocal blendings to come through.

ELIOT TIEGEL

## Shirt Mfr. Sews Up IMF

NEW YORK—The Intercollegiate Music Festival, the national competition for collegiate musicians and vocalists scheduled for Miami Beach on May 4-6, will be sponsored by Sero of New Haven, manufacturers of men's shirts. Sero joins the IMF team that will conduct six regional competitions across the

nation and a national finals in Miami Beach, with college stage bands, combos and vocalists.

The Intercollegiate Music Festival's regional competition gets under way late in February as the Villanova, Cerritos College, Midwest College, Little Rock, Mobile and Inter-mountain Jazz Festivals select winners in stage band, combo and vocalist categories. The Festival will also award scholarships to nation's top college musicians and vocalists.

Sero of New Haven will play host to almost 1,200 finalists at the six regional festival's 200 national finalists.

## JAY BLACK DOES SOLO ON UA

NEW YORK—Jay Black, the lead singer of Jay and the Americans, is making his first solo appearance on the United Artists label with the single, "What Will My Mary Say." The disk, however, is being presented by Jay and the Americans in conjunction with United Artists Records. Jay and the Americans will continue to turn out singles and albums for the label.

## Nancy Lewis Sets Up P.R. Firm in London

NEW YORK—Nancy Lewis is setting up a public relations firm in London with Kit Lambert and Chris Stamp. Already represented by the firm are the Who, Decca artists, the Merseys, released here on the Mercury label, and International Talent Management, overseas branch of Motown Records.

Miss Lewis, who was visiting in New York recently, is a native of Detroit who matriculated at the University of Michigan. Her introduction to the music business came through Billboard, which she served as campus correspondent. During her stay in New York, she set the wheels in motion for a tour here by the Who scheduled sometime in April. The group is handled here by Premier Talent Associates.

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# Trends Are Bursting Out All Over

By CLAUDE HALL

NEW YORK—Musical trends are bursting out all over in the pop music field—blues-rock, psychedelic music, the megaphone sound, r&b and Latin. In addition, country music continues to affect the pop music scene with artists like Roger Miller and Eddy Arnold constantly on the pop chart.

Undoubtedly, the biggest music trend in 1967 as in 1966 will be the growth of r&b music. A contributing factor, of course, is the exposure being given to r&b music on rock 'n' roll stations. In major markets, as high as 30 per cent or more of the records played on many Hot 100 format radio stations are r&b records. On Hot 100 format stations in the South, this figure could range on a given week as high as 40 per cent.

The popularity of r&b music led to Frank Sinatra swinging with an r&b-flavored "That's Life," and Reprise Records rushed out an album titled after the hit single to capitalize on the Christmas buying spree. The label expects sales to continue strong on the album, however, for some while.

Most of the major labels, all now deeply involved in the r&b field, aim product so as to sell in both the r&b and pop markets. A good example is Lou Rawls, who now scores in both fields. Capitol Records has a "Carryin' On!" album coming out soon it should prove highly profitable for dealers in both markets. Warner Bros. has Lorraine Ellison with "Introducing Miss Lorraine Ellison—Heart and Soul" in this same bag.

Decca Records has currently out an album titled "Whispers" by Jackie Wilson that getting double play and "I'm Gonna Miss You" by the Artistics, slated for release soon, is expected to be played on both r&b and pop stations.

The growing popularity of r&b music has enabled Tamla-Motown Records to become one of the big record companies in the industry. Last year was a very big one for the firm with such artists as the Supremes, the Temptations and the Four Tops constantly on the LP chart. This year should prove no different.

Another trend that seems to be happening, especially on the West Coast, is the so-called psychedelic music.

Many labels are now involved with product that tends to be "mind shattering" in nature. Capitol Records has the Leaves with "All the Good That's Happening." Mercury Records has the Blues Magoos with an album based on their "Psychedelic Lollipop" single. Kama Sutra has "Excursion" by the Tradewinds centered around their hit single of "Mind Excursion."

In addition, the Kama Sutra production firm is producing for Kapp Records an album by the Charlatans, as yet untitled. The Blues Project on Verve/Folkways, the Paul Butterfield Blues Band on Elektra, the Mothers of Invention on Verve/Folkways and others continue to do well with variations of blues and blues-rock music that creates much of the psychedelic impact.

The megaphone sound hit the market late last year with tremendous impact and the biggest record was Fontana Records' "Winchester Cathedral" by the New Vaudeville Band. The album is already over 600,000 in sales and still selling strong, according to the label. The sales of this album prompted other labels to issue their versions and Viva Records to sign Rudy Valle for an album with his original megaphone.

Charles Fach, director of recorded product for Mercury Records and its affiliated labels like Fontana, said recently that he expected the New Vaudeville Band "to develop during the next year as a Tijuana Brass type of seller for us."

This leads up to, of course, a group that is well-worth stocking by virtually every record store in the nation, if not the world—Herb Alpert and the Tijuana Brass on A&M Records. The group recently had seven LP's on Billboard's Top LP's Chart, six of them certified by the Record Industry Association of America as million-dollar sellers and the other, "S.R.O.," heading that direction.

It is believed by many that the Herb Alpert group is paving the way for a general expansion of the Latin market. At any rate, the Joe Cuba Sextet on Tico Records recently made the LP chart with "Bang! Bang! Push, Push, Push."

Also affecting the pop scene is country music, and one of the biggest LP sellers in the country pop field is Eddy Arnold. RCA Victor has a new LP based on his hit single—"Somebody Like Me"—ready for the mar-

ket. MGM Records has a perennial favorite in the country field coming out in a modern framework—"More Hank Williams and Strings."

The big money-makers of 1966 in the teen market will likely be the big money-makers of 1967. RCA Victor Records, through Colgems Records, has been doing fantastically well with the Monkees. "More of the Monkees" is expected to follow the same success of their first LP—"The Monkees"—which has already received an RIAA seal for a million dollars in sales. RCA Victor also has an album coming out by that perennial seller Elvis Presley—"How Great Thou Art"—that no dealer should fail to stock.

In the pop field, Columbia Records has a new album by the Cyrkle, "Neon," and Paul Revere and the Raiders, "Spirit of '67," the should prove tremendous sellers. Capitol Records has Peter and Gordon with an album based on their hit "Lady Godiva" single. Warner Bros./Reprise has Petula Clark with an album featuring both her "Color My World" and "Who Am I" hits as well as Nancy Sinatra sweetening dealers' pockets with an album hinged on the "Sugartown" single.

MGM Records is going stronger than ever with "No Milk Today" by Herman's Hermits, Epic Burden and the Animals with "Eric Is Here," Sam the Sham and the Pharaohs with "The Best of . . ." the Lovin' Spoonful with "The Best of . . ." and the Righteous Brothers with "Sayin' Somethin'."

Easy Listening artists continue to grow more numerous on Billboard's singles chart. The year saw many album artists make a comeback in the singles field—Perry Como, Frank Sinatra and Margaret Whiting, to name a few. London Records has just released a "Wheel of Hurt" album by Miss Whiting based on her hit single.

Decca has slated new product by such steady sellers as the Kingston Trio and current product such as "Wack Wack" by the Young Holt Trio. Also slated is "Mimi Hines Is a Happening."

Columbia is centering a lot of its promotion around product like Eydie Gorme with "Softly as I Leave You," Jerry Vale with "Impossible Dreams" and Andy Williams with "In the Arms of Love." Reprise Records has "Trini in London" featuring Trini Lopez.

## Healthy Film Business Bodes Well for Soundtrack Albums Original Broadway Cast Albums Are Still Bread & Butter Items

By MIKE GROSS

NEW YORK—The motion picture business is healthier than ever which is good news to record retailers because it means a potent sales rub-off on soundtrack albums. The soundtrack album sales spree has been dramatized on Billboard "Top LP's" chart in recent weeks with the simultaneous listing of seven albums. The current high-riding LP's are: "The Sound of Music" (RCA Victor); "Dr. Zhivago" (MGM); "The Wild Angels" (Tower); "Born Free" (MGM); "A Man and a Woman" (United Artists); "Hawaii" (United Artists); and "The Bible . . . In The Beginning" (20th Century-Fox). The films are now or will soon be going into national release so their continued sales value and staying power is assured.

Television's growing romance with feature films can now be regarded as a force in moving catalog soundtrack sets. When the TV showing of "The Bridge on the River Kwai" last fall racked up one of the biggest viewing audiences of all time, the drawing power of a home-screen showing of a big movie became evident to all TV programming executives and a mad scramble for picture properties began. The record companies, in turn, have begun to take advantage of this new exposure and are working out tie-ins with the TV showing of the movie and their soundtrack albums.

Columbia Records did it with "The Bridge on the River Kwai," so did RCA Victor for Elvis Presley's "Blue Hawaii," and Decca is preparing a big tie-in campaign for the showing of the Danny Kaye starrer, "Hans Christian Anderson." Such other soundtrack sets as "Bye Bye Birdie" (RCA Victor), "The Music Man" (Warner Bros.), and "Five Pennies" (Dot) have received additional sales mileage for the TV showing. There will be more feature films on the TV programming schedules this coming year than ever before so it would be of advantage to a retailer to keep abreast of what's happening on the home-screen. It's become as important in the selling of a soundtrack set as a showing of a movie in a theatre or a drive-in.

A re-release of a film is also important in the sparking of a new sales life. Due for another exhibition round within the next few months is "Around The World In 80 Days." The soundtrack set has been a staple in the Decca and now the company is going ahead with a tie-in promotion to build still more sales when the film starts making the rounds again.

There are many soundtrack sets which maintain a comfortable sales pace even without a current exhibition in theatres or showings on TV. These sets are catalog mainstays and an alert retailer should continually go over these items with his record company salesmen.

Within the next few months, there will be a flock of pictures breaking into national release and it would be wise for a retailer to have their counterpart soundtrack packages in stock. Of note

NEW YORK—Original Broadway cast albums continue to be bread-and-butter items for retailers and record manufacturers even though there has been a diminishing supply of new material. The hazards of getting a new musical on the Broadway boards are increasing every season and the production costs are getting so high that producers are proceeding with extreme caution before acquiring a new musical property.

The situation is dramatically pointed up this 1966-1967 season which has only four new musicals settled down for a Broadway run and three down the drain at a loss of more than \$1,500,000. And there are only two new musicals promised for the second half of the season.

The four new musicals are "Cabaret" and "The Apple Tree," both issued by Columbia Records; "I Do! I Do!" an RCA Victor release; and "Walking Happy," which is in the Capitol Records hopper. The failures were "Breakfast At Tiffany's," scheduled by RCA Victor; "A Joyful Noise," a Liberty Records acquisition; and "Chu Chem," which was to have been an original cast album package from Mercury Records.

Another new cast album that is not in the straight musical category is Angel's recording of the Flanders & Swann revue "At the Drop of Another Hat." It's a sequel to "At the Drop of a Hat," which racked up a good sales score several years ago.

Scheduled for release in the spring are "Sherry" by RCA Victor and "Ilya Darling" by United

Artists Records. "Sherry" is a musicalization of the George S. Kaufman-Moss Hart comedy classic "The Man Who Came To Dinner," and "Ilya Darling" is a musical adaptation of the film, "Never On Sunday." "Sherry" will star George Sanders and "Ilya Darling" stars Melina Mercouri, who also starred in the film.

There are still several holdover musicals on Broadway and their original cast album counterparts can be counted on for continued sales. They are: RCA Victor's "Fiddler On the Roof" and "Hello, Dolly"; Columbia's "Mame" and "Sweet Charity"; Kapp Records' "Man Of La Mancha"; Capitol's "Funny Girl"; and London Records' "Wait A Minim."

The original cast albums of the past aren't forgotten by the record manufacturers. For the most part, they are kept as active catalog items and promotions are continually devised to make the new consumer aware of them. Companies like Columbia and RCA Victor, which have the bulk of the Broadway catalog, continually come up with consumer brochures and other merchandising techniques to help stimulate new sales.

Off-Broadway, too, has been making contributions to the original cast album repertoire. The prime example is the long-running "Fantasticks," which is a steady seller for MGM Records. And holding over from last season is "The Mad Show," which has been recorded by Columbia.

This season's off-Broadway offerings are "The Man With a Load of Mischief," which has been recorded by Kapp, and upcoming is the revival of Rodgers & Hart's "By Jupiter," which will be recorded by RCA Victor.





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# SAVE ME

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## DAVE DEE, DOZY, BEAKY, MICK AND TICH



# Erstwhile Novelty Works Are Crashing Classical LP Charts

NEW YORK—Music of Ives, Mahler and Nielsen, once considered novelties, now is a must for a classical inventory. Unusual operas also have crashed into the best-selling category, but among newer artists, only vocalists seem to have made it. In other trends, the guitar has taken its place alongside the piano and violin as a classical solo instrument, while budget product is increasing its market impact.

Historic reissues, only available in mono, also are drawing customers despite the increased importance of stereo. An unusual example is RCA Victor's "Opening Nights at the Met," a three-LP collection of top artists of the past. The inclusion of a swatch from the curtain of the old Metropolitan Opera House in each package, however, limits the number of copies available.

Two budget mono reissues high on the classical charts are

Seraphim's "La Boheme" conducted by Sir Thomas Beecham and Turnabout's "Cosi Fan Tutte," a Mozart Society production led by Fritz Busch. Another mono package new to the charts is the "Art of Serge Koussevitzki," a three-disk Victor package featuring the Boston Symphony.

Three new budget lines started last fall all have chart entries. In addition to "La Boheme" by Angel's Seraphim, are Smetana's "Ma Vlast" by Epic's Crossroads and Handel's "Water Music" by Eduoard van Beinam on Philips World Series. Two more budget lines are hitting dealers this month: London's Stereo Treasury and Columbia's Odyssey. Stravinsky's "La Sacre du printemps (The Rite of Spring)" proved a chart item for Nonesuch under the conducting of Pierre Boulez.

Columbia is continuing its Mahler activity with the release

this month of the "Symphony No. 8" with Leonard Bernstein conducting soloists, five choruses and the London Symphony. Bernstein also conducts Mahler's "Das Lied von der Erde" on London with the Vienna Philharmonic, also being shipped this month. The song cycle also will turn up on Angel and Columbia this year.

Mahler albums on Columbia still selling are the "Symphony No. 10" with Eugene Ormandy and the Philadelphia Orchestra, "Symphony No. 4" with George Szell and the Cleveland Orchestra, and "Symphony No. 7" with Bernstein and the New York Philharmonic. Another best-selling Mahler album last year was the "Symphony No. 6" with Erich Leinsdorf and the Boston Symphony on Victor.

Seraphim reports good sales with Christa Ludwig singing the "Songs of a Wayfarer" and *(Continued on page 40)*

# More Commercial Product On Tap in Jazz Releases

By ELIOT TIEGEL

LOS ANGELES—This could be a pivotal year for jazz product. If jazz musicians continue to record popular tunes, then sales will increase over 1966, which was a breakthrough year for commercial jazz.

If the avant-garde school or the hard-driving modernists, whose music is only listened to by the small true jazz audience prevail, then jazz sales will remain within limited boundaries.

The swing seems to be toward the more commercial jazz, acceptable to buff and neophyte.

Some new commercial jazz product which will probably gain more airplay than, say, an album, by Archie Shepp, includes: "California Dreamin'," by guitarist Wes Montgomery; "Cheganca," by organist Walter Wanderly; "Soft Samba Strings," by vibist Gary McFarland (all on Verve); "Tobacco Road," by organist Jack McDuff (Atlantic); "Don't Stop," by Billy Larkin and the Delegates, and "Into My Life," by Chet Baker with strings (World Pacific), and new packages by pianists Ramsey Lewis and Ray Bryant which Cadet unveils at its San Juan convention Jan. 26.

Verve, under Creed Taylor's direction, has pioneered in expanding jazz players into the pop market, with World Pacific and Cadet now also sharing in the gravy.

In the true, unwatered-down jazz category, this is a rundown of new, interesting albums to watch:

- Atlantic: Roland Kirk's "Here Comes the Whistle Man," produced by Philadelphia disk jockey Joel Dorn; Herbie Mann's "Impressions of the Middle East," Charles Lloyd's "Forest Flower," "Nat Adderley at Memory Lane," and Hank Crawford's "Mister Blues." Manne remains the label's top seller, with Lloyd gaining sales after just one other Atlantic release.
- Blue Note: In the established artists category, the Three

Sounds' "Vibrations," Lee Morgan's "Corn Bread," Horace Silver's "The Jody Grind," Freddie Hubbard's "Blue Spirits," Blue Mitchell's "Bring It Home to Me," Andrew Hill's "Compulsion," and Bobby Hutcherson's "Happenings." Blue Note has developed a faithful following and can afford to release this number of albums.

- Pacific Jazz: Top product from the Liberty subsidiary should include the Don Ellis orchestra "Live at Monterey" re-creating the keynote performance of the 1966 festival; the Jazz Crusaders' "The Festival Album" and possibly the Jimbo Trio's "The Brazilian Sound/Restrained Excitement" simply because bossa nova fans are still plentiful.

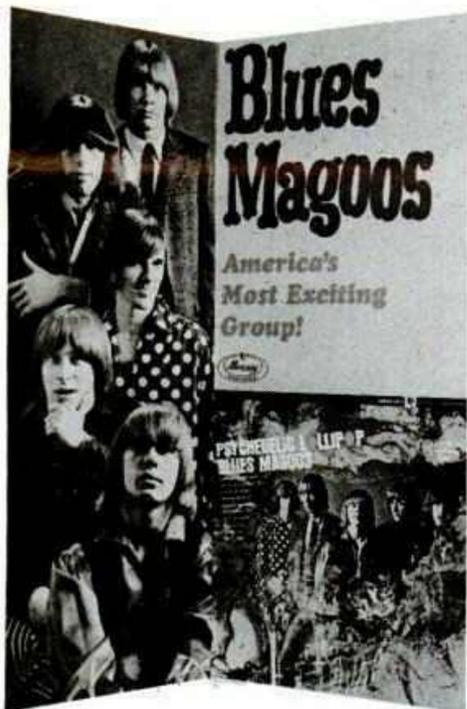
- Verve: Bill Evans' "A Certain Matter of Conviction," "The Encyclopedia of Jazz in the '60's" featuring an all-star band selected by Leonard Feather; "Mustang" by newly signed Curtis Amy; Oscar Peterson's "Something Warm" and two by Arthur Prysock, "A Portrait Of" and "The Best Of."

- MGM's VSP: Charlie Parker's "Bird Wings," "Buddy Rich," "This Was Bud Powell" and Langston Hughes and Charlie Mingus' "Weary Blues."

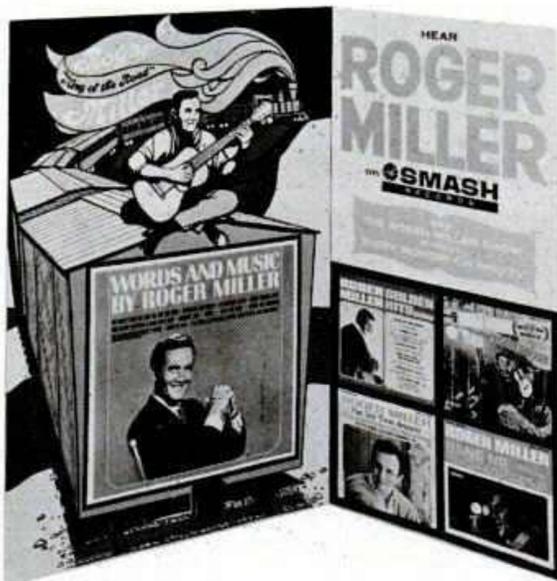
- RCA: Fr. Tom Vaughn's "Meatloaf, Greens and Deviled Eggs," and the following re-packaged, vintage works: "Best of Tommy Dorsey," "Best of Artie Shaw" and Fats Waller's "Fractious Fingers."

- ABC: Has four vocal packages and the cream product includes Della Reese's "One More Time" and Chris Connor's "Now." There is also the double pocket Ray Charles "A Man and His Soul," 24 past-hit blockbusters.

- Impulse: The ABC subsidiary, has 12 instrumental titles with the following best bets, John Coltrane's "Kula Se Mama," Shirley Scott's "On a Clear Day," "Sonny Rollin's "East Broadway Rundown," Gabor *(Continued on page 54)*



FOLDING ALBUM CARD DISPLAY for Mercury's Blues Magoos group is one of several point-of-purchase merchandising aids for dealers in 1967.



STANDUP COUNTER DISPLAY PIECE promoting five Roger Miller packages keyed to promotion of Smash Record's artist and also drawing attention to the singer-composer's NBC television show.



COUNTER DISPLAY of sampler packages from Mercury's 8-track CARtridge line. The label also has available a display promoting its cassette reel-to-reel cartridges.



BROWSER STAND for Mercury's Budget Wing label.

# Line Narrows Between Folk and Popular Music

NEW YORK—The line between folk music and popular music is becoming narrower with folk rock and few folk performers occasionally crossing over into the folk field. For example, Judy Collins' latest Elektra album is entitled "In My Life," a Beatles tune; Peter, Paul and Mary on Warner Bros. delve into pop with occasional folk rock; and Joan Baez on Vanguard frequently goes pop. Also, pop groups like Simon and Garfunkel on Columbia are strongly folk oriented.

On Verve Folkways, top selling folk albums include "Roots of Lightnin' Hopkins," "No Dirty Names" with Dave van Rank, Son House, Skip James and others in "Living Legends," Woody Guthrie's "Bed on the Floor," "Pete Seeger on Campus" and Jim & Jean in "Changes." The three-LP "Blues Box" also includes folk performances by such artists as Hopkins and Sonny Terry.

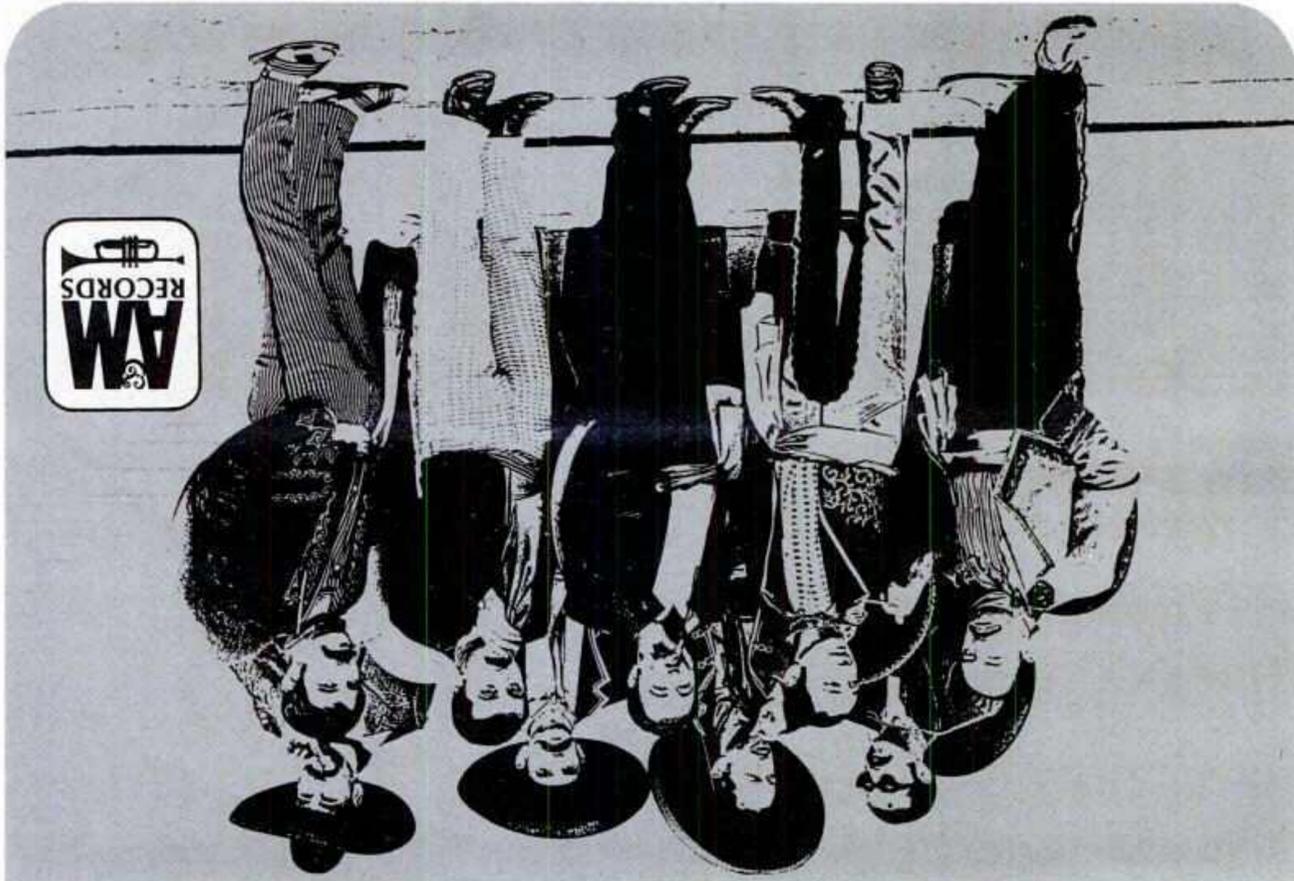
Some leading Elektra folk sellers are Tom Paxton's "Ram-

blin' Boy" and "Outward Bound," Phil Ochs' "I Ain't Marchin' Anymore" and "Phil Ochs in Concert," Judy Collins' "Fifth Album," the Paul Butterfield Blues Band in an album of the same name and "East/West," "Love," a folk rock group, and "What's Shakin'" with the Paul Butterfield Blues Band, Al Kooper, Eric Clayton & the Panhandle, the Lovin' Spoonful and Tom Rush.

Among Vanguard's recent sellers are Buffy Sainte-Marie's "Many a Mile" and "Little Wheel, Spin and Spin"; Ian & Sylvia's "Early Morning Rain" and "Play One More"; Joan Baez in "Farewell Angelina," Eric Anderson's "Bout Changes 'n' Things"; and Patrick Sky's "A Harvest of Gentle Clang." New folk disks sales are expected from on that label include the Greenbriar Boys' "Better Late Than Never!" Junior Wells' "It's My Life," and "Newport 1965." But, despite these titles, folk now is more important for its effect on pop material in its total market effect.

# BAJA MARIMBA BAND CRY OF THE WILD GOOSE

B/W SPANISH MOSS A&M 833



B/W CRY OF THE WILD GOOSE A&M 833

# BAJA MARIMBA BAND SPANISH MOSS

# Disk Dealers Hit Non-Record Jackpot

By RAY BRACK

Space-age electronics, the big sound of contemporary music, and the arrival at adolescence of the tape CARTRIDGE business will greatly influence the dealer's allied lines sales this year.

And it's all been kicked off by one of the biggest last-quarter advertising drives in the history of music-making. (Life, Look, Esquire, Playboy, and other slicks looked like music magazines over the holidays. Bowl game spots were well-bought by old and new firms in the music business.)

One of the most reliable non-record lines for the past few years has been radios, with FM coming on strongly in annual unit sales.

The evolution has been from tubes to transistors to the IC. The IC showed up first in a consumer product last summer at the Chicago Music Show. General Electric unveiled a table radio using the IC. Scott has since introduced the development in its component line of receivers.

The IC has been fantastically expensive to produce, but with application of mass production to the item it is now down in price to where Scott is making IC-equipped components available at the same price as previous models. It is expected that the IC will pop up in many more radio models in 1967—perhaps even in the small portable, heretofore called the "transistor."

Major advantages of the IC are: it precludes loose wires or parts, shorts; permits size reduction; and lasts literally thousands of years.

Obviously, the IC has application in the portable phonograph. Radio unit sales in 1964 were about 19 million. They rose to 23 million in 1965, hit approximately 24.5 million in 1966, and is expected to increase 1 or 2 per cent this year. (These figures include automobile radios.) The proportion of FM receiver sales increased with the number of stations in the U. S. Today there are more than 1,400, about 400 of these FM stereo.

One of the mainstays in the dealer inventory has been the so-called transistor portable radio in the \$5 to \$20 range (though a lot of youngsters don't bat an eye at a \$50 model). The manufacturers have increased their selection of model entries in this category extensively for 1967.

The new thing in radios this year is the integrated circuit, a space-age development in which all the component elements—transistors, diodes, resistors, wires, etc.—are etched into a wafer of microscopic size. These circuits, known in the industry as "IC's," were developed for computer use. IC's represent a third generation in circuitry in just the past field, another major allied line for record dealers. Several models are expected to appear during the year.

Phonograph set sales jumped impressively during 1966. According to the Electronic Industries Association, unit sales of phonographs annually were 5.2

million in 1964, 5.8 million in 1965 and climbed to 6.5 million in 1966. Sixty per cent of the units sold in 1966 were stereo, an excellent restocking indicator. The 7 million unit mark is expected to be reached this year.

As far as models are concerned, dealers report that everything is selling, from the \$20 through the \$300 portables. On the novelty and promotional side, interesting items like Philco's guitar/phone combination promise to stimulate sales. For many dealers it will be the year they, like many of their colleagues already have, discover the gold mine in guitars and other amplified instruments. The pop groups go musically, so go the instrument sales. Dealers will be restocking everything from drum sets to sitars. They won't be ignoring the quality lines. Gibson and Fender are selling right along with the low-cost imports. Parents are bank-rolling the kids' musical adventures.

Estimates by the American Music Conference indicate that some 11 million persons in the U. S. now play guitar. Approximately 3 million did so in 1955. Many of these players are now ready to trade up from a low-priced instrument to a better model or want to trade-over from a folk to a folk-rock (solid-body, amplified) model. Dealers believe that the inevitable changes in pop sound will stimulate an active musical instrument market to even greater sales heights.

Significant of the total sales picture is the fact that, with official encouragement, the number of high school "stage bands" (or "combos") have increased to about 12,000. Some grammar schools have these "stage bands" also.

Suppliers, who have had difficulty interesting staid band and orchestral instrument dealers in amplified instrument lines, are expressing increasing interests in the record dealer and his teen traffic. However, the record dealer may have to move quickly to capture his share of the market. Conversations at a recent Midwest Band Clinic in Chicago revealed that some major band instrument dealers are setting up amplified instrument departments separate from their other instruments—so as not to offend the sensibilities of the stuffy high school and college teachers. "They don't even notice that we're selling them," one dealer said.

The guitar sales pattern over the last few years has undergone dramatic change. In terms of unit sales, the figures annually were 305,000 in 1958, 400,000 in 1959, 420,000 in 1960, 400,000 in 1961, 435,000 in 1962, 700,000 in 1963, 1,065,000 in 1964 and 1,500,000 in 1965. Dollar value of guitars sold in 1965 (including value of amps) was \$140 million. The 1955 figure was \$23 million. The guitar instrument business is in the midst of what has been called its "second surge," which corresponds to folk-rock.

The 1967 pop sound promises to include a wide assortment of new instruments. There's the combo organ, of course, which has become part of the arsenal of all

respectable rock groups. Other new ideas are typified by the variety of items now available from Hohner, Inc., the harmonica outfit. Hohner now offers, a Melodica, Cembale, guitars and drums. All are folk-rock-urban-blues oriented.

In guitars, the movingest models right now, according to a recent Billboard survey, are the slim-line, semi-acousticals. Brands reported moving well as Vox, Kay, Goya, Arne, Vega, Guild, Fender, Martin, Gibson, Gretsch, Harmony, Baldwin, with Gibson, Fender and Vox heading the pack. The popular price range is now as much the \$300-\$400 category as it is the \$60-\$150 area.

In the amplified combo organ and piano group, the Farfisa, Hohner and Vox models are moving well. Price preferences are predominantly in the \$300 to \$600 bracket, though a kid will now and then shock a dealer by asking for an \$800 model.

Drum sets in the \$150 to \$400 bracket are moving best. Three hot lines are Camco, Rogers and Gretsch.

A dealer stocking a full fretted instrument line today should include solid-body electric guitars, acoustic electric guitars, electric basses, amplifiers, bass amplifiers, flat top guitars, folk guitars, classic guitars, arch top guitars, mandolins, ukuleles and banjos. Hot-moving guitar accessories are guitar cases, strings, music books and all types of self-teach aids such as records.

Sales of fretted musical instruments are averaging an annual 15 per cent increase, and most dealers expect 1967 to show at least another 10 per cent.

Breaking down the sale of fretted instruments as to type, the straight guitar is now being challenged strongly by the electric models as top seller. In 1964, the last breakdown available from the American Music Conference, there were 825,000 straight, 240,000 electric, 140,000 ukuleles, 50,000 banjos and 10,000 mandolins sold. Some estimates indicate that in 1966 amplified models outsold acoustical models.

Contributing to the surge in fretted instrument sales have been the factors of increased leisure time with increased disposable income, ability of amateurs to learn guitar quickly with little or no formal training, the population explosion, increased use of the guitar in high school and college music programs and the popularity of c&w and rock 'n' roll music. Only one of these factors could possibly be altered adversely during 1967: the amount of disposable income. And the course of the Vietnam war will have great bearing on that.

The growth of the tape cartridge and playback business will affect dealers in both directly and indirectly during 1967. Directly, it will stimulate movement of such cartridge and playback lines as he currently stocks and encourage his investigation of new lines—particularly home models. All experts are predicting increased tape cartridge and playback sales this year. None are tossing figures about. Indirectly, this new tape business will spur the old business of open-reel pre-recorded tape and recorders. Major duplicators and machine makers in this field reported a surge in 1966 sales and the trend is expected to lap over big into the new year.

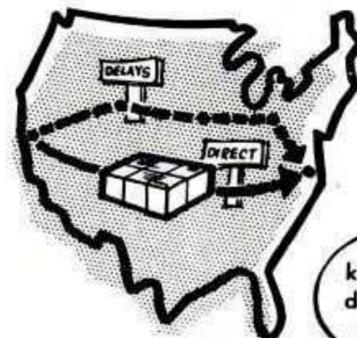
Many record dealers were made aware for the first time during the Christmas buying season that tape cartridges will move, and the re-stocking patterns should reflect this.

Added to the dealer's traditional accessory lines—needles, cartridges, singles cases and album racks, this year should be amp leads, other amplified instrument paraphernalia, and tape cartridge storage and carrying cases. All are expected to more than pay their way.

RCA Victor and the International Tape Cartridge Corp. offer dealers these display cases for merchandising stereo tape cartridges.

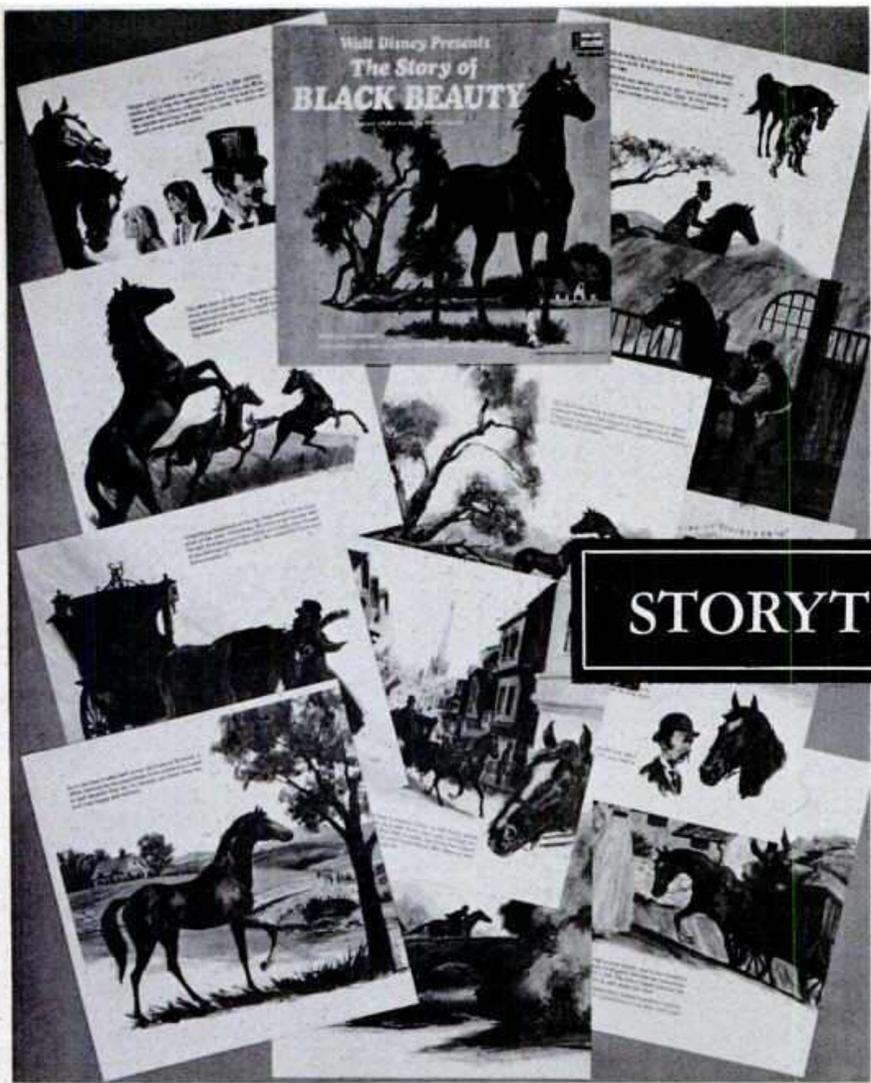


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## Country Stages Cross-Country Hops—Crosses Line Into Teen Pop Market

NASHVILLE — Full-time country music radio stations in major urban areas are creating a greater demand for country disk product, and the trend toward the modern sound is gradually changing country music's image in the cities, resulting in a widespread expansion of the country retail market.

To illustrate the fact that country music is crossing the line into the teen-influenced pop market, Billboard's final Hot 100 LP chart of 1966 showed four country albums on the primarily pop list. Led by David Houston's Epic Records LP, "Almost Persuaded," which was on the pop chart for 18 weeks, the pop-selling country albums also included Eddy Arnold's RCA Victor LP, "Somebody Like Me," Chet Atkins' "From Nashville With Love," also on Victor, and "The Best of Sonny James" on Capitol Records. The same issue listed Merle Haggard's "Swinging Doors" as a New Action LP. The heavy pop sale of these five albums is a good indicator for record retailers to follow when restocking their LP inventories, whether or not they normally carry country product.

The impending confluence of country and pop music fields is best illustrated by the British market, where the late Jim Reeves has a remarkable five LP's on the English album charts. The reverse is true in the U. S., where England's pop duo, Peter and Gordon, are cur-

rently on the LP charts with their country-oriented "Peter and Gordon Sing the Hits of Nashville, Tenn.," on Capitol. Both pop and country dealers are reporting heavy sales on the album.

### Arnold, Ifield

Still another example of the dual-market product are LP's by Eddy Arnold and Frank Ifield. Arnold sells well in both pop and country markets in the U. S. and in the English disk market, while Ifield, considered a pop artist in the British Isles, receives exposure on the country format stations here and sells well in the country music retail market.

Although the pop and country sounds are slowly becoming indistinguishable with the "modern" country productions involving strings and drums backing more sophisticated vocal efforts, the country chart has many LP's listed that sell from 25,000-50,000 units that never appear on the pop LP charts because of their more "traditional" country flavor. As the traditional sound gradually disappears, following the trend of the last five years, more urban dealers will begin to stock country product with the "modern" sound, trading on the exposure by major market radio outlets with "town and country" formats.

### 'Must' Items

There are several "must" items for disk dealers to include in restocking their country LP

inventories. All four major disk manufacturers have several "hot" LP units, including RCA Victor's "Somebody Like Me" (Arnold), "From Nashville With Love" (Atkins), "Born to Sing" (Connie Smith), and "Yours Sincerely" (Jim Reeves); Capitol Records' "Best of Sonny James," "Open Up Your Heart" (Buck Owens), "Carnegie Hall Concert" (Owens) "Swinging Doors" (Haggard) and "Best of Tex Ritter." Decca's top restocking items include "You Ain't Woman Enough" (Loretta Lynn), "Bad Seed" (Jan Howard), "Look Into My Teardrops" (Conway Twitty) and "I Love You Drops" (Bill Anderson). Columbia's top LP items for country inventories include Ray Price's "Another Bridge to Burn," "Happiness Is You" (Johnny Cash), "The Drifter" (Marty Robbins) and "All's Fair in Love 'N' War" (Stonewall Jackson).

Other country LP's that should be on disk dealer shelves are "Nat Stuckey Sings" (Paula), "Great Country Songs" (Don Gibson, Victor), "I'll Take the Dog" (Shepard-Pillow, Capitol), "Nashville Rebel" (Waylon Jennings, Victor), "Steel Rail Blues" (George Hamilton IV, Victor), "The Seely Style" (Jeannie Seely, Monument), "A Million and One" (Billy Walker, Monument), "This Is My Story" (Hank Snow, Victor), "Best of Hank Thompson, Vol. II" (Capitol), "Best of Merle Travis" and "I'll Remember Always" (Charlie Louvin) on Capitol.

## West Coast Kiddie Labels Stick to Proven Formulas

By ELIOT TIEGEL

LOS ANGELES—The West Coast's two leading children's record producers, Disney and Hanna-Barbera, are adhering to established, proved formulas for releasing albums this year.

Disney will develop albums closely co-ordinated with major film attractions in both the cartoon and live action fields. Hanna-Barbera, recently sold to Taft Broadcasting of Cincinnati, and now operated as a division of the broadcasting chain, will gear all but two of its cartoon series LP's to already established cartoon characters seen on national television.

The Disney line-up of albums includes a reissue of the "Snow White" soundtrack; the film going into general exposure in late spring-early summer. The company's Christmas blockbuster will be a new, full-length animated cartoon based on Kipling's "The Jungle Book." The Sherman Brothers, now famous for their "Mary Poppins" score, created the music for "Jungle Book" which features a number of major personalities' voices for the animal characters. Phil Harris and Louie Prima, for example, are the voices of the shaggy old bear and king of the apes respectively, with music written for each character.

Merchandise on "Jungle Book" will include the original cast soundtrack, a \$1.89 version, a storyteller LP and three 29-cent records.

This same breakdown will cover Disney's key live action

film, "The Happiest Millionaire," again featuring Sherman Brothers music and starring Fred MacMurray, Tommy Steele in his film debut, John Davidson, Leslie Ann Warren and Greer Garson.

As a result of the recent death of the studio's co-founder, Walt Disney, the record company is now releasing a tribute LP, "Music of Walt Disney," which places within one package all the memorable tunes from famous cartoon films. There are 16 original cuts repackaged monaurally, with all proceeds going to the California Institute of the Arts, Disney's favorite educational institution.

Hanna-Barbera's cartoon series will be increased with the addition of six new albums, created around both established and new TV cartoon characters. These include "Don Quiote" as told by Yogi Bear and Huckleberry Hound, and the following new characters: "Dino Boy," "Frankenstein Jr.," "Space Cadets," "The Impossibles" and "Aladdin and the Magic Lamp," starring Lippy the Lion. In addition, HB will shortly release the soundtrack from the NBC-TV special "Jack and the Beanstalk," featuring music by Sammy Cahn and Jimmy Van Heusen.

HB's two educational albums are "Green Beret," a narrative with sound effects and music about the Army's special forces, and the "Story of the Star-Spangled Banner," as told by Yogi Bear and Huckleberry Hound.

## Electronic Data Processing Brings Order From Chaos

By MIKE GROSS

NEW YORK—The voice of the computer is being heard in our industry and it's time we all stopped to listen. There are some of us already who have begun working with electronic data processing and there are others who are exploring avenues of entry into this new world of sophisticated accounting. But there are too many of us who are standing still and watching the EDP parade pass by. It's time we all acted and Billboard suggests we all act together.

For EDP to take on the added meaning, for the record industry, of extra dollar profits, it is mandatory that this be a collective action. We have considered the problems carefully and we know that there will be no loss of individuality in this effort. In fact, there can be nothing but gain for each individual manufacturer, distributor, rack-jobber and dealer.

To make EDP work to the record industry's advantage, Billboard advocates the adoption of two key methods: 1) Source marking and 2) common language.

Source marking is the term applied to the method whereby a ticket, coded with pertinent information, is attached to the record at the point of manufacture; and common language is a system of universal numbering and cataloging agreed upon by all manufacturers. Each has an independent function but each is dependent on the other to

function effectively. The ticket, which must be marked at the source of record manufacture, is the means by which the industry will secure the sales information it needs to exist and prosper. But that ticket must be marked in a common language if it is to be used for a common good and common goals.

It is Billboard's belief that the benefits accrued from source marking and common language will be manifold because the ticket then would be of help to all of us.

It would help the dealer because it would supply the means of providing day-to-day sales analysis and flash reports giving greatest sales response to hit records thus avoiding an out-of-stock position. From information gleaned from the ticket by EDP, the dealer would receive a record, store and profile analysis which would serve as a buying indicator and, at the same time, supply a sales comparison of stores in the region, of the type and class of records sold and of seasonal buying patterns. In short, it would put the dealer, and especially the "mama and papa store" in the same league with big business. It would put an end to little league retailing.

It would help the manufacturer because it would close the information gap. The ticket would be the direct line of communication between the consumer and the manufacturer thus avoiding the distillation and distortion of information that creates a false sales picture and

(Continued on page 54)

## Erstwhile Novelty Works Are Crashing Classical LP Charts

• Continued from page 36

"Kindertotenlieder." The "Symphony No. 10" also has been successful with Maurice Abravanel and the Utah Symphony on Vanguard. Angel's new "Des Knaben Wunderhorn" (The Youth's Magic Horn) with Janet Baker and the London Philharmonic is going well as is an older version on Vanguard.

Last year was a big one for the music of Charles Ives with three albums among the year's top 10 in classical sales. Heading the list were two Columbia pressings, "Bernstein Conducts Ives" featuring the New York Philharmonic in the "Symphony No. 3," and Leopold Stokowski leading the American Symphony in "Symphony No. 4." The third set spotlighted the "Symphony No. 1" with Morton Gould conducting the Chicago Symphony on Victor. Another selling Ives disk is the Greg Smith Singers in "Music for Chorus" on Columbia. The "Symphony No. 2" with Bernstein and the Columbia also is reported going well.

Nielsen's top sellers for the year, both on Columbia, were the "Symphony No. 3" with Bernstein and the Royal Danish Orchestra and the "Symphony No. 6" with Ormandy and the Philadelphia. Also going well are the "Symphony No. 4" with Sir John Barbirolli and the Halle Orchestra on Everyman and with Igor Markevitch and the Royal

Danish Orchestra on Turnabout, "Symphony No. 2" with Carl Garguly and the Tivoli Concert Symphony on Turnabout, and the "Concerto for Violin" with Jerzy Semkow, Tibor Varga and the Royal Danish Orchestra on Turnabout.

The top-selling operatic recording of the year was Verdi's "Don Carlo" on London with Renata Tebaldi and Carlo Bergonzi. That label also scored with "Nabucco" introducing Elena Suliotis. Tito Gobi has the title role. A newer Verdi package much is expected from is Columbia's "Falstaff" starring Dietrich Fischer-Dieskau with Bernstein leading the Vienna Philharmonic.

The success of London's new "Die Walkure" starring Birgit Nilsson, James King and Regina Crespin has stimulated sales for the rest of that label's "Ring" cycle of Wagner, "Das Rheingold," "Siegfried," and "Goetterdämmerung," all conducted by Georg Solti. "Lohengrin" on Victor with Sandor Konya in the title part also registered heavy sales. The package also features Leinsdorf and the Boston. Another Wagnerian set expected to do well is Deutsche Grammophon's new "Tristan und Isolde" with Karl Boehm conducting. The Bayreuth Festival performance stars Nilsson and Wolfgang Windgassen. "Goetterdämmerung" excerpts with Kirsten Flagstad and Wil-

helm Furtwaengler in mono is one of Seraphim's top sellers.

London also is experiencing good initial sales with Rossini's "Semiramide" starring Joan Sutherland and Marilyn Horne. That company expects another sales blockbuster in its new package of "Faust" with Sutherland and Franco Corelli being shipped late this month, while Victor is banking heavily on Donizetti's "Lucrezia Borgia" starring Montserrat Caballe, one of last year's brightest new stars.

Miss Caballe also had hit records for Victor with "Presenting Montserrat Caballe" and "Zarzuela Arias," while Miss Horn sold heavily in "Souvenir of a Golden Era" on London and Victor hit the top of the charts with "Leontyne Price—Prima Donna." Elizabeth Schwarzkopf had a best-seller on Angel with Richard Strauss' "Four Last Songs" conducted by Szell with the Berlin Radio Symphony, and another for that label with Fischer-Dieskau in Brahms' "Deutsche Volkslieder."

Angel's new package of Orff's "Carmina Burana" conducted by Rafael Fruhbeck de Burgos not only sold well, but re-awakened interest in the older Columbia set with Ormandy and the Philadelphia. Beethoven's "Missa Solemnis" conducted by Otto Klemperer on Angel hit the charts with action also reported for a Deutsche Grammophon

(Continued on page 54)

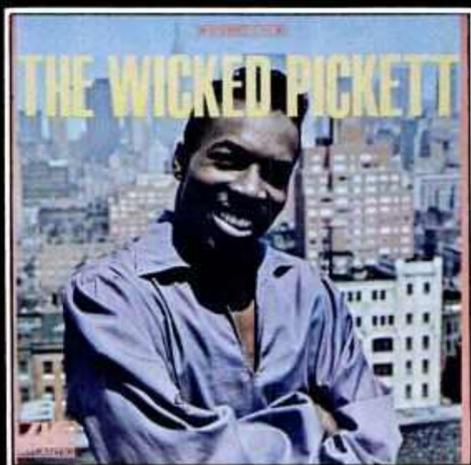


# NEW HIT ALBUMS

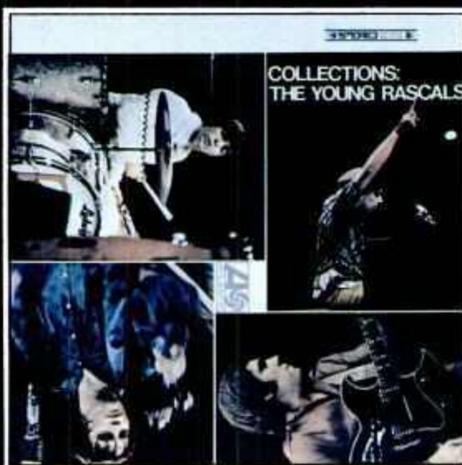


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**THE WICKED PICKETT**  
Atlantic 8138/SD 8138



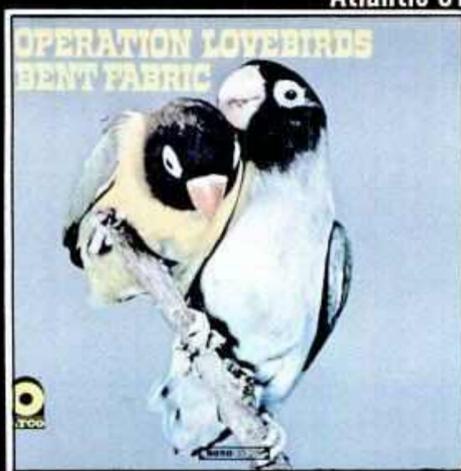
**COLLECTIONS  
THE YOUNG RASCALS**  
Atlantic 8134/SD 8134



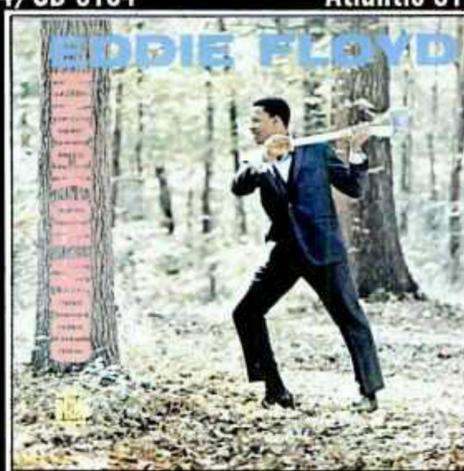
**SOLID GOLD SOUL  
VOLUME 2**  
Atlantic 8137/SD 8137



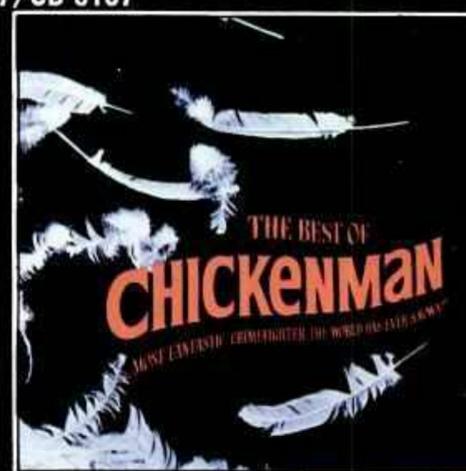
**THE PIANO OF  
EDDIE HIGGINS**  
Atlantic 8136/SD 8136



**OPERATION LOVEBIRDS  
BENT FABRIC**  
Atco 33-202/SD 33-202

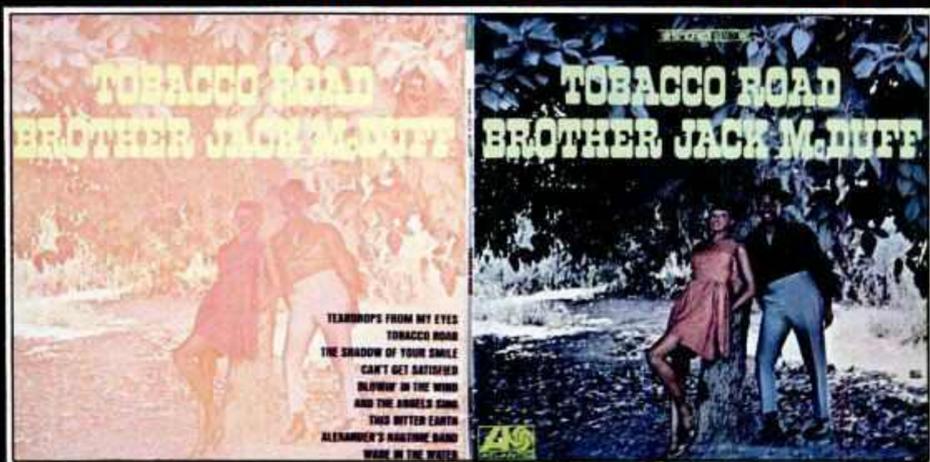


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Stax 714/S 714



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# ALBUM REVIEWS (continued)



## 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.

### COUNTRY SPECIAL MERIT

**AT HOME WITH DICK CURLESS**  
Tower T 5016

Soft, low and easy—that's Dick Curless in this package of nostalgic oldies like "Careless Love," "Beautiful Dreamer" and "The Foggy Foggy Dew." He has a great number of fans and this should please them all.

### CLASSICAL SPECIAL MERIT

**R. STRAUSS: AN ALPINE SYMPHONY**  
Royal Philharmonic Orch. (Kempe). RCA Victor LM 2923 (M); LSC 2923 (S)

This work is finally coming into its own and this, its first stereo pressing, amply shows why. The full sweep and color of Strauss' program piece is captured in brilliant fashion by the Royal Philharmonic under the expert leadership of Rudolf Kempe, a first-class conductor.

### FOUR-STAR ALBUMS

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

### POPULAR

**ECHOES OF "MY FAIR LADY"**  
George Feyer. Decca DL 4804 (M); DL 74804 (S)

**THE FABULOUS CHRIS FARLOWE & THE THUNDERBIRDS**  
Columbia CL 2593 (M); CS 9393 (S)

**THE SHADOW OF YOUR SMILE**  
Jan Garber & His Orchestra. Decca DL 4841 (M); DL 74841 (S)

**21 SOLID ROCKS VOL. 1**  
Take 6 2003-LA (M)

**HAWAII STARS**  
Various Artists. Decca DL 4826 (M); DL 74826 (S)

**AN EVENING WITH BORIS KARLOFF AND HIS FRIENDS**  
Decca DL 4833 (M); DL 74833 (S)

### COUNTRY

**COUNTRY DOZEN**  
Janet McBride & Vern Stovall. Longhorn LPM 005 (M)

### CLASSICAL

**BEETHOVEN: QUARTET IN F**  
Fine Arts Quartet. Concert-Disc 1225 (M); 255 (S)

**BEETHOVEN: QUARTET IN E MINOR/QUARTET IN C**  
Fine Arts Quartet. Concert-Disc 1256 (M); 256 (S)

**BEETHOVEN: QUARTET IN E FLAT/QUARTET IN F MINOR**  
Concert-Disc 1257 (M); 257 (S)

### ALBUM REVIEW POLICY

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

### CLASSICAL SPECIAL MERIT

**TERESA STICH-RANDALL SINGS ARIAS FROM HANDEL'S OPERA "RODELINDA"**  
Vienna Radio Orch. (Priestman). Westminster XWN 19116 (M); WST 17116 (S)

An expert Handel singer delivers nine arias from "Rodelinda," an opera she's recorded complete for Westminster, in fine style. Intricate number such as "Morra, si" and "Mio caroe bene!" show the soprano at her technical best. The latter is a special gem. Maureen Forrester joins Miss Stich-Randall for a moving "Io, l'abbraccio." Brian Prestman, as usual, conducts well. Martin Isepp is the excellent harpsichordist.

### LOW PRICE CLASSICAL SPECIAL MERIT

**HINDEMITH: DIE SERENADEN, OP. 35**  
The New York Chamber Soloists. Nonesuch H-1149 (M); H-71149 (S)

This interesting album should profit from the current interest in Hindemith's work. Soprano Adele Addison, oboist Melvin Kaplan, violist Ynez Lynch and cellist Alexander Kouguell of the New York Chamber Soloists shine in "Die Serenaden," the longest of four works. Gerald Tarack is expert in a violin sonata. Tenor Charles Bressler also sings well.

### LOW PRICE CLASSICAL SPECIAL MERIT

**BATTLE MUSIC**  
Angelicum Orch. of Milan (Jenkins). Nonesuch H-1146 (M); H-71146 (S)

An imaginative collection of four unusual pieces, which a relation to battles. Biber's "Battalia" is a delightful baroque work, complete with sound effects. Neubauer's "Sinfonia, Op. 11 (La Bataille)," the longest selection, also is rewarding. Newell Jenkins, as usual, does a capable job of conducting.

### LOW PRICE CLASSICAL

**BACH: "HUNTING" CANTATA BWV 208**  
Various Artists (Rilling). Nonesuch H-1147 (M); H-71147 (S)

**MASTER WORKS FOR ORGAN, Vol. 4**  
Nonesuch H-1150 (M); H-71150 (S)

**VIRTUOSO WIND CONCERTOS**  
Various Artists. Nonesuch H-1148 (M); H-71148 (S)

**MOZART: HORN QUINTET/STRING QUARTET**  
The Pascal String Quartet. Monitor Monitor MC 2114 (M); MCS 2114 (S)

**MOZART: QUINTET IN A FOR CLARINET & STRINGS/QUARTET IN E FOR OBOE & STRINGS**  
Pascal String Quartet. Monitor MC MC 2115 (M); MCS 2115 (S)

### JAZZ

**WHERE IT'S AT!**  
The Quartette Tres Bien. Decca DL 4822 (M); DL 74822 (S)

**HAPPY JAZZ**  
Jim Cullumns. Happy Jazz AP 93 (S)

### INTERNATIONAL

**YOGA**  
Jose Ainge. Argo RG 513/4 (M)

### SEE ALBUM REVIEWS ON BACK COVER

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## NEW ACTION ALBUMS

### ★ NATIONAL BREAKOUTS

### NO NATIONAL BREAKOUTS THIS WEEK

### ★ NEW ACTION LP's

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

### THE ENDLESS SUMMER . . .

Soundtrack, World-Pacific WP 1832 (M); ST 1832 (S) (947-01832-3; 947-01832-5)

### A SYMPHONY FOR SUSAN . . .

Arbors, Date TEM 3003 (M); TES 4003 (S) (391-03003-3; 391-04003-5)

### FACE TO FACE . . .

Kinks, Reprise R 6228 (M); RS 6228 (S) (780-06228-3; 780-06228-5)

### SEE REVERSE SIDE FOR TITLE . . .

Jim Kweskin & the Jug Band, Vanguard VRS 9234 (M); VSD 79234 (S) (890-09234-3; 890-79234-5)

### THE HORN MEETS "THE HORNET" . . .

Al Hirt, RCA Victor LPM 3716 (M); LSP 3716 (S) (775-03716-3; 775-03716-5)

### IT'S ONLY THE GOOD TIMES . . .

Wayne Newton, Capitol T 2635 (M); ST 2635 (S) (300-02635-3; 300-02635-5)

### I CAN MAKE IT WITH YOU . . .

Pozo-Secco Singers, Columbia CL 2600 (M); CS 9400 (S) (350-02600-3; 350-09400-5)

### IF I WERE A CARPENTER . . .

Bobby Darin, Atlantic 8135 (M); SD 8135 (S) (18-08135-3; 180-08135-5)

### THERE GOES MY EVERYTHING . . .

Jack Greene, Decca DL 4845 (M); DL 74845 (S); (400-04845-3; 400-74845-5)

### MORE OF THE MONKEES . . .

Colgems CCM 102 (M); COS 102 (S) (342-00102-3; 342-00102-5)

### VINTAGE STOCK . . .

Mary Wells, Motown M 653 (M); S 653 (S); (678-00653-3; 678-00653-5)

### WARM . . .

Lettermen, Capitol T 2633 (M); ST 2633 (S) (300-02633-3; 300-02633-5)

### UP AND AWAY . . .

Kingsmen, Wand WDM 675 (M); WDS 675 (S) (919-00675-3; 919-00675-5)

### LOVE/DA CAPO . . .

Love, Elektra EKL 4005 (M); EKS 74005 (S) (455-04005-3; 455-74005-5)

### SNOOPY VS. THE RED BARON . . .

Royal Guardsmen, Laurie LLP 2038 (M); SLP 2038 (S) (620-02038-3; 620-02038-5)

### LADY GODIVA . . .

Peter & Gordon, Capitol T 2664 (M); ST 2664 (S) (300-02664-3; 300-02664-5)

### HI HO EVERYBODY . . .

Rudy Vallee, Viva V 6005 (M); VS 6005 (S) (901-06005-3; 901-06005-5)



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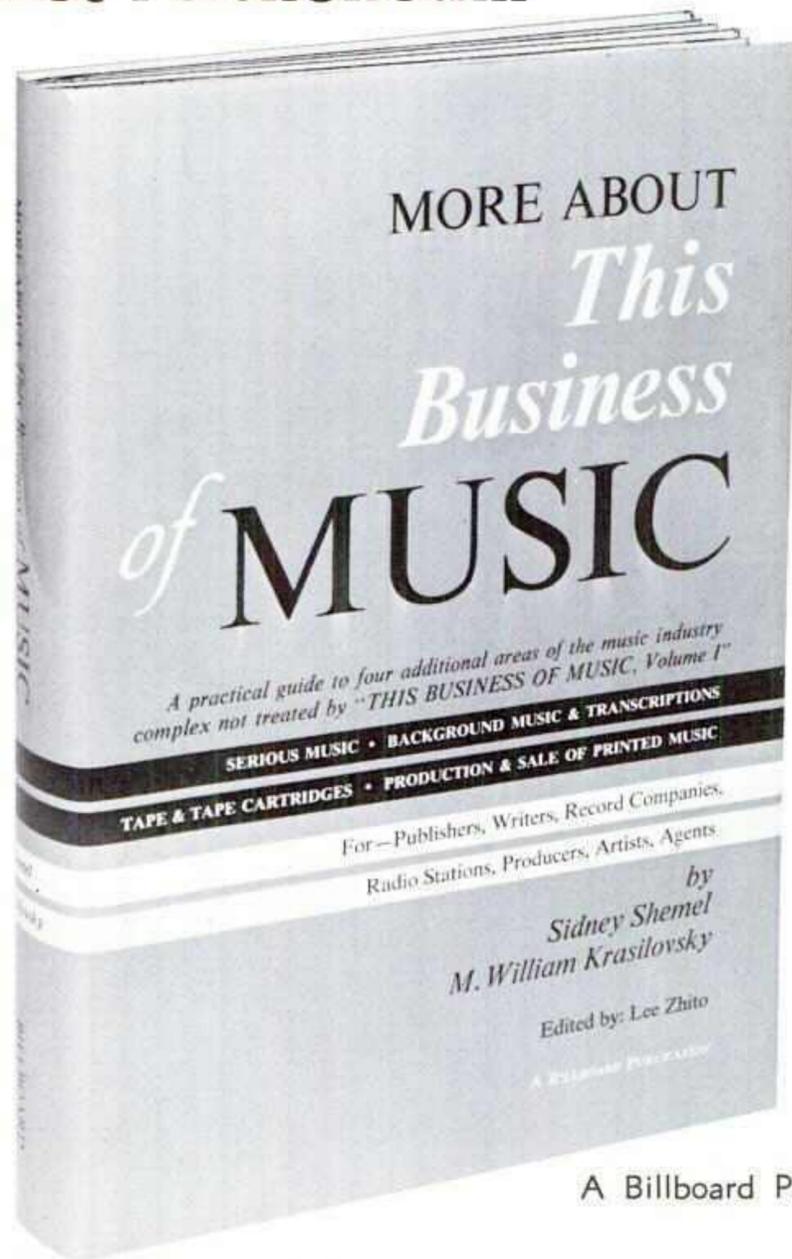
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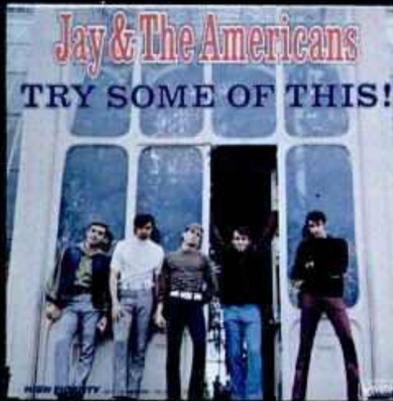
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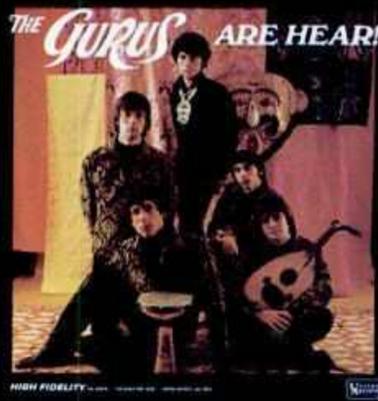
UAL 3560 UAS 6560



UAL 3561 UAS 6561



UAL 3562 UAS 6562



UAL 3563 UAS 6563



UAL 3564 UAS 6564



UAL 3565 UAS 6565



UAL 3566 UAS 6566



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UAL 3568 UAS 6568



UAL 3569 UAS 6569



UAL 3570 UAS 6570



UAL 3571 UAS 6571



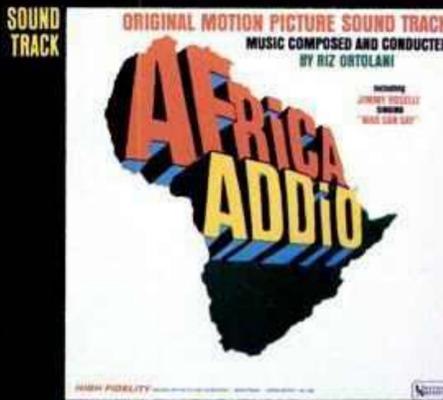
UAL 3573 UAS 6573



UAL 3576 UAS 6576



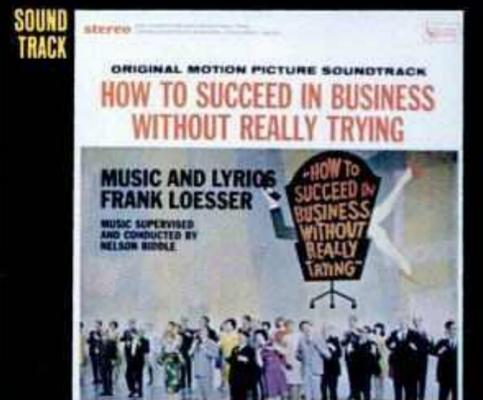
UAL 3577 UAS 6577



UAL 4141 UAS 5141



UAL 4150 UAS 5150



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Billboard

TOP 100's

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

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

Table 1: Billboard Top 100 chart listing titles, artists, and chart positions. Includes 'THE MONKEES', 'S.R.O.', 'DR. ZHIVAGO', 'THE SOUND OF MUSIC', 'WINCHESTER CATHEDRAL', 'GOT LIVE IF YOU WANT IT', 'THE TEMPTATIONS GREATEST HITS', 'THAT'S LIFE', 'BORN FREE', 'WHIPPED CREAM & OTHER DELIGHTS', 'GOING PLACES', 'WONDERFULNESS', 'THE MAMA'S AND THE PAPA'S', 'WINCHESTER CATHEDRAL', 'SPIRIT OF '67', 'SUPREMES A' GO-GO', 'THE WILD ANGELS', 'PARSLEY, SAGE, ROSEMARY AND THYME...', 'JE M'APPELLE BARBRA', 'GOLDEN GREATS', 'CALLANT MEN', 'SOMEWHERE MY LOVE', 'REVOLVER', 'STRANGERS IN THE NIGHT', 'BEST OF HERMAN'S HERMITS, VOL. 2', 'WHAT NOW MY LOVE', 'SERGIO MENDES & BRASIL '66', 'WHY IS THERE AIR?', 'HUMS OF THE LOVIN' SPOONFUL', 'LOU RAWLS LIVE!', 'LOU RAWLS SOULIN'', 'SECOND GOLD VAULT OF HITS', 'ANIMALISM', 'THE BEST OF THE LETTERMEN', 'A MAN AND A WOMAN ("Un Homme Et Une Femme")', 'FOUR TOPS LIVE!', 'DEAN MARTIN'S T.V. SHOW', 'BEST OF THE BEACH BOYS, VOL. I', 'THE BEST OF THE ANIMALS', 'GUANTANAMERA', 'AND THEN... ALONG COMES THE ASSOCIATION', 'BILL COSBY IS A VERY FUNNY FELLOW, RIGHT?', 'SPINOUT', 'CHANGES', 'MAN OF LA MANCHA', 'JOHNNY RIVERS' GOLDEN HITS', 'WADE IN THE WATER', 'FIDDLER ON THE ROOF', 'BERT KAEMPFFERT'S GREATEST HITS', 'AWAY WE A' GO GO'.

Table 2: Billboard Top 100 chart listing titles, artists, and chart positions. Includes 'RHAPSODIES FOR YOUNG LOVERS', 'JIM NABORS SINGS LOVE ME WITH ALL YOUR HEART', 'AFTERMATH', 'I STARTED OUT AS A CHILD', 'MAME', 'MR. MUSIC', 'TIME OF MY LIFE', 'SINATRA AT THE SANDS', 'SUNSHINE SUPERMAN', 'SOMEBODY LIKE ME', 'IF YOU CAN BELIEVE YOUR EYES AND EARS', 'SOUTH OF THE BORDER', 'THE BEST OF HERMAN'S HERMITS', 'RAIN FOREST', 'PSYCHEDELIC LOLLIPOP', 'THE LONELY BULL', 'BREAKOUT', 'TINY BUBBLES', 'RENAISSANCE', '96 TEARS', 'TRINI LOPEZ'S GREATEST HITS', 'THE NEW FIRST FAMILY, 1968', 'THE PETER, PAUL AND MARY ALBUM', 'WATCH OUT', 'A TIME FOR LOVE', 'BIG HITS (High Tide and Green Grass)', 'GETTIN' READY', 'SO NICE', 'ALFIE', 'THE KINKS GREATEST HITS', 'THE OTIS REDDING DICTIONARY OF SOUL', 'GREATEST HITS OF ALL TIMES', 'THE IMPOSSIBLE DREAM', 'ANIMALIZATION', 'MIDNIGHT RIDE', 'A HEART FILLED WITH SONG', 'BORN FREE', 'HAWAII', 'HERE WHERE THERE IS LOVE', 'EAST-WEST', 'THE EXCITING WILSON PICKETT', 'THE SHADOW OF YOUR SMILE', 'OPENING NIGHTS AT THE MET', 'JACK JONES SINGS', 'THE BEST OF DEAN MARTIN', 'COMING ON STRONG', 'THE YOUNG RASCALS', 'COLLECTIONS', 'TEQUILA', 'WICKED PICKETT'.

Table 3: Billboard Top 100 chart listing titles, artists, and chart positions. Includes 'CARRYIN' ON', 'CABARET', 'PROJECTIONS', 'THE 4 SEASONS GOLD VAULT OF HITS', 'SIDE BY SIDE', 'TIME AFTER TIME', 'THE DAVE CLARK FIVE'S GREATEST HITS', 'OUR HERO... PAT COOPER', 'HOW SWEET IT IS', 'WORDS AND MUSIC', 'I'LL REMEMBER YOU', 'THE HIT SOUND OF DEAN MARTIN', 'THE BIBLE... IN THE BEGINNING', 'A COLLECTION OF 16 BIG HITS, VOL. 5', 'FIFTH DIMENSION', 'SPAGHETTI SAUCE', 'THE APPLE TREE', 'IN THE ARMS OF LOVE', 'PET SOUNDS', 'WATCH OUT', 'THE SHADOW OF YOUR SMILE', 'BOOTS WITH STRINGS', 'PERRY COME IN ITALY', 'WILD THINGS!', 'SPANISH EYES', 'SWINGIN' NEW BIG BAND', 'IN MY LIFE', '"I DO I DO!"', 'DOWN TO EARTH', '(Turn On) THE MUSIC MACHINE', 'BANG! BANG! PUSH, PUSH, PUSH', 'THE SEEDS', 'BLONDE ON BLONDE', 'NANCY NATURALLY', 'TENDER LOVING CARE', 'TERRY KNIGHT AND THE PACK', 'DOUBLE DYNAMITE', 'YESTERDAY AND TODAY', 'LOOKIN' BACK', 'HAWAII', 'WHISPERS', 'WACK WACK', 'MISTY', 'YOU ASKED FOR IT!', 'TIJUANA BRASS', 'GAMES THAT LOVERS PLAY', 'MINE EYES HAVE SEEN THE GLORY', 'SWEET PEA', 'WINCHESTRAL CATHEDRAL', 'SPELLBINDER'.

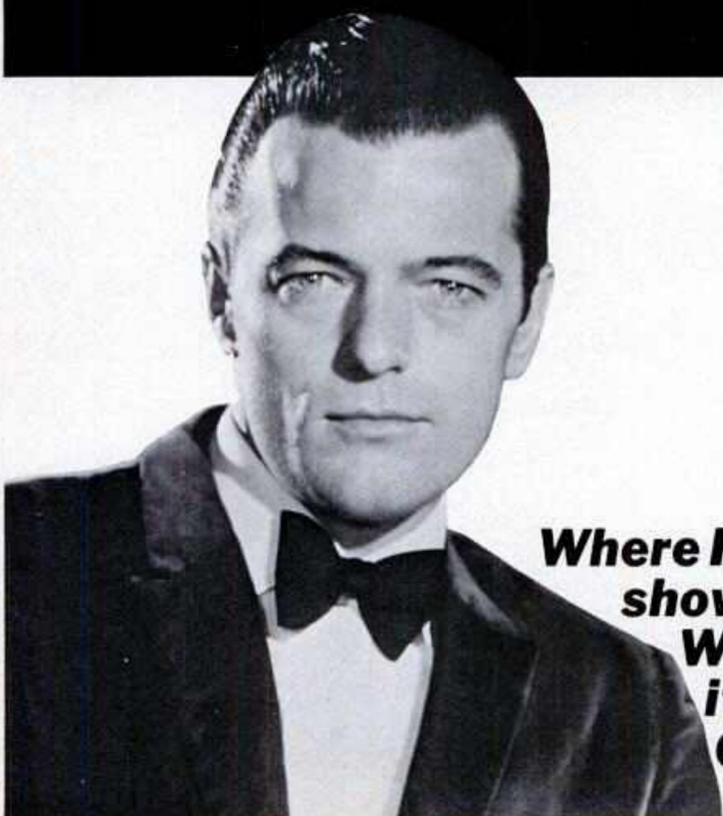
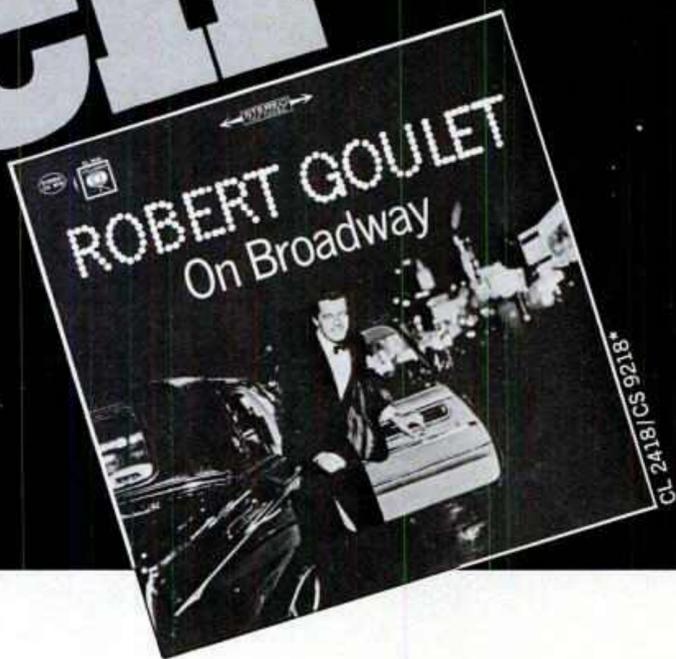
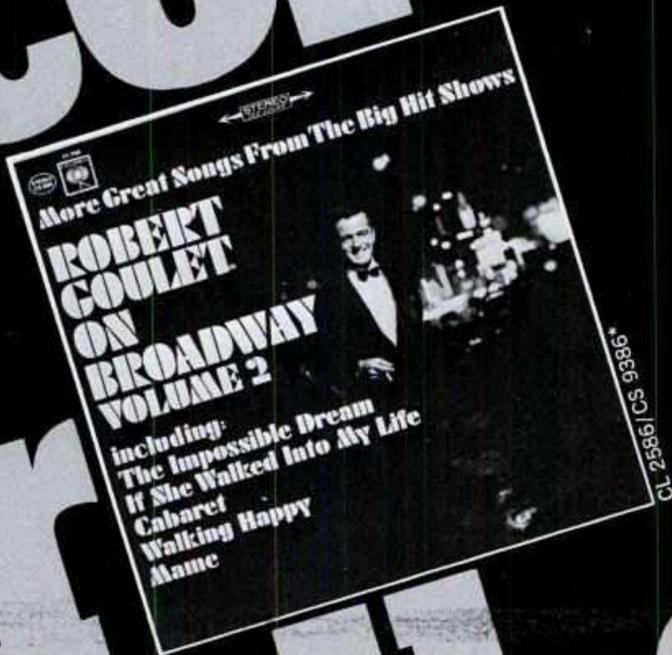
# CREAM OF THE CATALOGS

The nearly 1,200 records listed below comprise a basic inventory for record dealers. They were selected by Billboard's Record Market Research Division on the basis of sales reports from more than 1,300 dealers around the country. Those records listed here are the best sellers from a list of over 10,000 titles reported by the dealers.

Label	Artist/Title	Catalog No.	Price
<b>ABC</b>	Ray Charles Greatest Hits	ABC 415	415
	Crying Time-Ray Charles	ABC 544	544
	Holywood Brass-Jerry Fielding	S 542	542
	Impressions Greatest Hits	ABC 515	515
	Modern Sounds In Country & Western Music-Ray Charles	ABC 435	435
	Presenting the Tams	481	481
	Ray's Moods-Ray Charles	ABC 550	550
	Ridin' High-Impressions	ABC 545	545
<b>A &amp; M</b>	Baja Marimba Band	S 104	104
	Baja Marimba Band Rides Again	S 109	109
	For Animals Only-Baja Marimba Band	S 4-113	4-113
	Going Places-Herb Alpert & the Tijuana Brass	S 4-112	4-112
	Lone Bull-Herb Alpert & the Tijuana Brass	S 101	101
	Sergio Mendes-Brazil 66	SP 4116	LP 116
	More I See You-Chris Montez	S 4-115	4-115
	South of the Border-Herb Alpert & the Tijuana Brass	S 108	108
	What Now My Love-Herb Alpert & the Tijuana Brass	S 4-114	4-114
	Whipped Cream-Herb Alpert & the Tijuana Brass	S 4-110	4-110
	You Were On My Mind-We Five	S 4-111	4-111
<b>ANGEL</b>	Bizet: Carmen-Maria Callas	SCLX 3650	3650
	Puccini: La Boheme-Mirella Freni	SBL 3643	3643
	Puccini: Tosca-Maria Callas	SBL 3655	3508
<b>ATCO</b>	Alley Cat-Bent Fabric	S 148	148
	Look at Us-Sonny & Cher	S 177	177
	Pain in My Heart-Otis Redding	161	161
	Stranger on the Shore-Acker Bilk	S 129	129
	Wild Thing-The Troggs	S 193	193
	Wondrous World of Sonny & Cher	S 183	183
<b>ATLANTIC</b>	Exciting Wilson Pickett	S 8129	8129
	In the Midnight Hour-Wilson Pickett	8114	8114
	Love You Save-Joe Tex	S 8124	8124
	Herbie Mann at the Village Gate	S 1380	1380
	Monday Night at the Village Gate-Herbie Mann	S 1462	1462
	Over the Rainbow-Patty LaBelle & the Blue Belles	S 8119	8119
	Our Mann Flute-Herbie Mann	S 1464	1464
	Solid Gold Soul-Various Artists	S 8116	8116
	Standing Ovation at Newport-Herbie Mann	1445	1445
	When a Man Loves a Woman-Percy Sledge	S 8132	8132
	Young Rascals	S 8123	8123
<b>BANG</b>	Hang On Sloopy-The McCoys	S 212	212
<b>BLUE NOTE</b>	Cape Verdean Blues-Various Artists	S BST 8-4220	B 4220
	Ornette Coleman Trio at the Golden Circle	BST 8-4224	B 4224
	Night of the Cookers-Various Artists	BST 8-4207	BLP 4207
	Oh Baby-John Patton	BST 8-4192	B 4192
	Sidewinder-Lee Morgan	BST 8-4157	B-4157
	Song for My Father-Horace Silver	BST 8-4185	B-4185
	Wahoo-Duke Pearson	BST 8-4191	B-4191
	Madeline & Other Bemelmens-Carol Channing	1113	1113
<b>CADET</b>	Choice-Ramsey Lewis Trio	S 755	755
	Gotta Travel On-Ray Bryant	S 767	767
	Hang On Ramsey-Ramsey Lewis Trio	S 761	761
	The In Crowd-Ramsey Lewis Trio	S 757	757
	Wade in the Water-Ramsey Lewis Trio	S 774	774
<b>CAMDEN</b>	Country Side of Jim Reeves	S 686	686
	Have I Told You Lately That I Love You-Jim Reeves	S 842	842
	Living Strings Play Sound of Music	S 869	869
	Living Strings Play When Irish Eyes Are Smiling	S 859	859
	My Wild Irish Rose-Dennis Day	S 939	939
<b>CAPITOL</b>	Agony & the Ecstasy-Soundtrack	SMAS-2427	MAS-2427
	All Summer Long-The Beach Boys	ST 2110	T-2110
	Ray Anthony, Worried Mind	ST-1852	T-1752
	Beach Boys Concert	DTA0-2198	TA0-2198
	Beach Boys Party	DMAS-2398	MAS 2398
	Beach Boys Today	DT-2269	T-2269
	Beattles Second Album	ST-2080	T-2080
	Beattles VI	ST-2358	T-2358
	Beattles 65	ST-2228	T-2228
	Beattles Song Book-Hollyridge Strings	ST-2116	T-2116
	Behind the Tear-Sonny James	ST-2415	T-2415
	Best of the Beach Boys	DT-2545	T-2545
	Best of Chad & Jeremy-Chad Stuart & Jeremy Clyde	ST-2470	T-2470
	Best of the Kingston Trio	ST-1705	T-2280
	Best of Buck Owens	ST-2105	T-2105
	Best of Peter & Gordon-Peter Asher, Gordon Walker	ST-2549	T-2549
	Big Spender-Peggy Lee	ST-2475	T-2475
	Black & Blue-Lou Rawls	ST-1824	T-1824
	Broadway-My Way-Nancy Wilson	ST-1828	T-1828
	Carnegie Hall Concert With Buck Owens & His Buckaroos	ST-2556	T-2556
	Carousey-Soundtrack	SW-694	W-694
	Roy Clark, Guitar Spectacular	ST-2425	T-2425
	Nat King Cole at the Sands	SMAS-2434	MAS 2434
	Dino-Dean Martin	ST-1659	T-1659
	Dream Dancing Today-Ray Anthony	ST-2457	T-2457
	Dust on Mother's Bible-Buck Owens	ST-2497	T-2497
	Early Beatles	ST-2309	T-2309
	From Broadway With Love-Nancy Wilson	ST-2433	T-2433
	Funny Girl-Original Cast	SVAS-2059	VAS-2059
	Gentle Is My Love-Nancy Wilson	ST-2351	T-2351
	Golden Boy-Original Cast	SVAS-2124	VAS-2124
	Goodies, Howard Roberts	ST-2400	T-2400
	Hawaii Calls-At Twilight-Webley Edwards	SDT-582	DT-582
	Hear & Now-George Shearing	ST-2372	T-2372
	Help-The Beatles	SMAS-2386	MAS-2386
	Help-Soundtrack	SMAS-2386	MAS-2386
	Hit Songs to Remember-Ray Anthony	ST-2530	T-2530
	Hit Sounds of the Lettermen	ST-2359	T-2359
	How Glad I Am-Nancy Wilson	ST-2155	T-2155
	I Don't Want to Be Hurt Anymore-Nat King Cole	ST-2118	T-2118
	I Love You Because-Al Martino	ST-1914	T-1914
	I Love You More & More Everyday-Al Martino	ST-2107	T-2107
	I've Got a Tiger by the Tail-Buck Owens	ST-2283	T-2283
	King & I-Soundtrack	SW-740	W-740
	The Lettermen Kind of Love	ST-2083	T-2083
	Little Deuce Coupe-The Beach Boys	ST-1998	T-1998
	Looking Back-Nat King Cole	ST-2361	T-2361
	L-O-V-E-Nat King Cole	ST-2195	T-2195
	Love Is the Thing-Nat King Cole	SW-824	W-824
	Dean Martin Sings-Sinatra Conducts	ST-2297	T-2297
	Meet the Beatles	ST-2047	T-2047
	Mrs. Miller's Greatest Hits	ST-2494	T-2494
	More Hit Sounds of the Lettermen	ST-2428	T-2428
	More Piaf of Paris	ST-10283	T10283
	Music Around the World-Jackie Gleason	ST-2471	T-2471
	Music-A Bit More of Me-David McCallum	ST-2498	T-2498
	Music-A Part of Me-David McCallum	ST-2432	T-2432
	Music for Lovers Only-Jackie Gleason	SW-352	W-352
	Music Man-Original Cast	SW-990	W-990
	My Cherie-Al Martino	ST-2362	T-2362
	New Beatles Song Book-Hollyridge Strings	ST-2429	T-2429
	New Song for Young Love-The Lettermen	ST-2496	T-2496
	Wayne Newton	ST-1973	T-1973
	Wayne Newton in Person	ST-2029	T-2029
	Wayne Newton Sings Hit Songs	ST-2130	T-2130
	Now-Wayne Newton	ST-2455	T-2455
	Oklahoma-Soundtrack	SWAO-595	WAO-595
	Outsiders	ST-2501	T-2501
	Outsiders, Album No. 2	ST-2568	T-2568
	Painted, Tainted Rose-Al Martino	ST-1975	T-1975
	Pet Sounds-Beach Boys	DT-2458	T-2458
	Portrait of My Love-The Lettermen	ST-2270	T-2270
	Ramblin' Rose-Nat King Cole	ST-1793	T-1793
	Rare Form-George Shearing Quintet	ST-2447	T-2447
	Lou Rawls Live	ST-2459	T-2459
	Pet Sounds-Beach Boys	DT-2458	T-2458
	Red Roses for a Blue Lady-Wayne Newton	ST-2335	T-2335
	Revolver-The Beatles	ST-2576	T-2576
	Roll Out the Red Carpet-Buck Owens	ST-2443	T-2443
	Rubber Soul-The Beatles	ST-2442	T-2442
	She Cried-The Lettermen	ST-2142	T-2142
	Shut Down-The Beach Boys	DT-1918	T-1918
	Shut Down, Vol. II-The Beach Boys	ST-2027	T-2027
	Silk 'n' Brass-Jackie Gleason	SW-2409	W-2409
	Frank Sinatra Sings for Only the Lonely	ST-1053	T-1053
	Skyscraper-Original Cast	SVAS-2422	VAS-2422
	Someone Else Is Taking My Place-Al Martino	ST-2312	T-2312
	Something New-The Beatles	ST-2108	T-2108
	Song for Young Love-The Lettermen	ST-1669	T-1669
	Soulin-Lou Rawls	ST-2566	T-2566
	Spanish Eyes-Al Martino	ST-2435	T-2435
	Stormy Monday-Lou Rawls	ST-1714	T-1714
	Summer Days-Beach Boys	DT-2354	T-2354
	Summer Wind-Wayne Newton	ST-2389	T-2389
	Surfer Girl-Beach Boys	ST 1981	T-1981
	Surfin' USA-The Beach Boys	ST-1890	T-1890
	Surfin' Safari-The Beach Boys	ST-1819	T-1819
	Tender Loving Care-Nancy Wilson	ST-2555	T-2555
	Tennessee Ernie Ford Hymns	ST-756	DT-841
	This Is Sinatra-Frank Sinatra	DT-678	T-678
	Those Lazy, Hazy, Crazy Days of Summer-Nat King Cole	ST-1932	T-1932
	Today-My Way-Nancy Wilson	ST-2321	T-2321
	Today, Tomorrow, Forever-Nancy Wilson	ST-2082	T-2082
	Together Again-Buck Owens	ST-2135	T-2135
	Touch of Today-Nancy Wilson	ST-2495	T-2495
	True Love Ways-Peter & Gordon	ST-2368	T-2368
	True Love's a Blessing-Sonny James	DT-357	T-357
	Unforgettable-Nat King Cole	SW-1084	W-1084
	Very Thought of You-Nat King Cole	SW-2423	W-2423
	Welcome to the L. B. J. Ranch-Earl Doud & Alen Robin	ST-2478	T-2478
	Whatever's Fair-Howard Roberts	ST-2532	T-2532
	Wildcat Organ in Town-Billy Preston	ST-2477	T-2477
	Woman-Peter & Gordon	ST-2477	T-2477
	A Wonderful Year-Guy Lombardo	ST-2481	T-2481
	Yesterday & Today-The Beatles	ST-2553	T-2553
	You'll Never Walk Alone-The Lettermen	ST-2213	T-2213
<b>CARNIVAL</b>	Dedicated to You-The Manhattan	S 201	201
<b>CHALLENGE</b>	Lies-The Knickerbockers	S 622	622
<b>CHECKER</b>	New Look-Fontella Bass	S 2997	2997
<b>CHESS</b>	Chuck Berry's Greatest Hits	1485	1485
	Mr. Funny Man-Pigmeat Markham	1493	1493
	Unbelievable-Billy Stewart	S 1499	1499
<b>COLGEMS</b>	Monkees	S 101	101
<b>COLPIX</b>	Lawrence of Arabia Sound Track	S 514	514
	Nina at Town Hall-Nina Simone	S 409	409
<b>COLUMBIA</b>	Abiding Love-Anita Bryant	CS 8567	CL 1767
	Academy Award Winner-New Christy Minstrels	CS 9169	CL 2369
	Always You-Robert Goulet	CS 8476	CL 1676
	Amor-Eydie Gorme with the Panchos Trio	CS 9003	CL 2203
	Andy's Newest Hits-Andy Williams	CS 9183	CL 2383
	Angel Eyes-Dave Brubeck	CS 9148	CL 2348
	Anniversary Songs-Ken Griffin	CS 8781	CL 586
	Another Bridge to Burn-Ray Price	CS 9328	CL 2528
	Another Side of Bob Dylan	CS 8993	CL 2193
	Arrivederci Roma-Jerry Vale	CS 8755	CL 1955
	Be My Love-Jerry Vale	CS 8981	CL 2181
	Beattles' Songbook	CS 9302	CL 2502
	Begin to Love-Robert Goulet	CS 9142	CL 2342
	Tony Bennett's Greatest Hits	CS 9173	CL 2373
	Bless This House-Mahalia Jackson	CS 8761	CL 899
	Blonde on Blonde-Bob Dylan	C2S 841	C2L 41
	Bouquet-Percy Faith	CS 8124	CL 1322
	El Bravo-Mongo Santamaria	CS 9211	CL 2411
	Bringing It All Back Home-Bob Dylan	CS 9128	CL 2328
	Broadway's Fair Julie-Julie Andrews	CS 8512	CL 1712
	Brothers Four Greatest Hits	CS 8603	CL 1803
	Dave Brubeck's Greatest Hits	CS 9284	CL 2484
	Call Me Irresponsible-Andy Williams	CS 8971	CL 899
	Camelot-Original Cast	KOS 2031	KOL 5620
	Canadian Sunset-Andy Williams	CS 8815	CL 2015
	Cinderella-TV Soundtrack	OS 2005	OL 5190
	Color Me Barbra-Barbra Streisand	CS 9278	CL 2478
	Danny Boy-Andy Williams	CS 8551	CL 1751
	Miles Davis at Carnegie Hall	CS 8612	CL 1812
	Days of Wine & Roses-Andy Williams	CS 8815	CL 2015
	Dear Heart-Andy Williams	CS 9138	CL 2338
	Distant Shores-Chad & Jeremy	CS 9364	CL 2564
	Do I Hear a Waltz-Original Cast	KOS 2770	KOL 6370
	Don't Go to Strangers-Eydie Gorme	CS 9276	CL 2476
	Bob Dylan	CS 8579	CL 1779
	Early Years-Frank Sinatra	CS 9274	CL 2474
	Everybody Loves a Nut-Johnny Cash	CS 9292	CL 2492
	Everybody Loves Somebody-Jerry Vale	CS 9330	CL 2530
	Faithfully-Johnny Mathis	CS 8219	CL 1422
	Fifth Dimension-The Byrds	CS 9349	CL 2549
	First Thing Ev'ry Morning-Jimmy Dean	CS 9201	CL 2401
	Flowers on the Wall-The Statler Brothers	CS 9249	CL 2449
	Four & More-Miles Davis	CS 9253	CL 2453
	Freewheelin' Bob Dylan	CS 8786	CL 1986
	Robert Goulet in Person	CS 8888	CL 2088
	Great Moments on Broadway-Jerry Vale	CS 9289	CL 2489
	Great Years-Johnny Mathis	C2S 834	C2L 34
	Gunfighter Ballads-Marty Robbins	CS 8158	CL 1349
	Happiness Is-Ray Conniff	CS 9261	CL 2461
	Have You Looked Into Your Heart-Jerry Vale	CS 9113	CL 2313
	Hawaiian Wedding Song-Andy Williams	CS 9123	CL 2323
	Heavenly-Johnny Mathis	CS 8152	CL 1351
	Here They Come-Paul Revere & the Raiders	CS 9107	CL 2307
	Hey Let's Party-Mongo Santamaria	CS 9273	CL 2473
	Highway 61 Revisited-Bob Dylan	CS 9189	CL 2389
	Billie Holiday Golden Years	CS 21	CL 21
	Johnny Horton's Greatest Hits	CS 8396	CL 1596
	Hush, Hush Sweet Charlotte-Patti Page	CS 9153	CL 2353
	I Don't Want to Lose You Baby-Chad & Jeremy	CS 9198	CL 2398
	I Have But One Heart-Jerry Vale	CS 8597	CL 1797
	I Left My Heart in San Francisco-Tony Bennett	CS 8669	CL 1869
	I Remember You-Robert Goulet	CS 9282	CL 2482
	I Walk the Line-Johnny Cash	CS 8990	CL 2190
	If I Ruled the World-Tony Bennett	CS 9143	CL 2343
	In a New Mood-Oscar Brown Jr.	CS 8673	CL 1873
	Invisible Tears-Ray Conniff	CS 9064	CL 2264
	It's Magic-Jerry Vale	CS 9244</	

# Encore...

# for a sell-out.



**Where Robert Goulet  
shows the Great  
White Way at  
its greatest.  
On COLUMBIA  
RECORDS**

\*Stereo

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# CREAM OF THE CATALOGS

• Continued from page 46

## CONSTELLATION

Live on Stage in 65—Gene Chandler 1425....

## CORAL

Buddy Holly Story S 7-57279...7-57279...  
 Liberace—My Parade of Golden Favorites S 57377... 57377...  
 Liberace Plays Golden Themes From Hollywood S 7-57452...7-57452...  
 Licorice Stick—Pete Fountain S 7-57460...7-57460...  
 Mr. Stick Man—Pete Fountain S 7-57473...7-57473...  
 Mood Indigo—Pete Fountain S 7-57484...7-57484...  
 Standing Room Only—Pete Fountain S 7-57474...7-57474...  
 Taste of Honey—Pete Fountain S 7-57486...7-57486...

## DCP

Best of Little Anthony—Little Anthony & the Imperials 16511...13522...  
 Going Out of My Head—Little Anthony & the Imperials 16511...13511...

## DECCA

Best of Al Jolson DXSA7-169...DXA7-169...  
 Blue Midnight—Bert Kaempfert S 7-4569...7-4569...  
 Bye Bye Blues—Bert Kaempfert S 7-4693... 7-4693...  
 Bye Bye Blues—Brenda Lee S 7-4755... 7-4755...  
 Patsy Cline Showcase S 7-4202...7-4202...  
 Ebb Tide—Earl Grant S 7-4165...7-4165...  
 From This Pen—Bill Anderson S 7-4646...7-4646...  
 Mimi Hines Sings S 7-4709...7-4709...  
 Hymns—Loretta Lynn S 7-4695...7-4695...  
 I Love You Drops—Bill Anderson S 7-4771...7-4771...  
 King & I—Original Cast S 7-9008...7-9008...  
 Magic Music of Far Away Places S 7-4616...7-4616...  
 Oklahoma—Original Cast S 7-9017...7-9017...  
 1 2 3—Len Barry S 7-4720...7-4720...  
 Stand By Me—Earl Grant S 7-4738...7-4738...  
 Strangers in the Night—Bert Kaempfert S 7-4795...7-4795...  
 Sweethearts on Parade—Lenny Dee S 7-4632...7-4632...  
 That Happy Feeling—Bert Kaempfert S 7-4305...7-4305...  
 The Who Sings My Generation S 7-4664...7-4664...  
 Three o'Clock in the Morning—Bert Kaempfert S 7-4670...7-4670...  
 Ten Golden Years—Brenda Lee S 7-4757...7-4757...  
 Too Many Rivers—Brenda Lee S 7-4684...7-4684...  
 Wonderland by Night—Bert Kaempfert S 7-4101...7-4101...

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The Best of Ronnie Dove S 5002...5002....

## DISNEYLAND

Bambi 1203....  
 Cinderella—Jimmy Cricket 3908....  
 Mother Goose—Sterling Holloway 1225....  
 Mary Poppins—Disney Cast 33922...  
 National Anthems—Dick Whittinghill 3931....  
 Winnie the Pooh—Sterling Holloway 1277....

## DOLTON

Go With the Ventures S 8045...2045...  
 Play Guitar With the Ventures S 17501...16501...  
 Surfing—The Ventures S 8022...2022...  
 Ventures S 8004...2004...  
 Ventures A Go Go S 8037...2037...  
 Ventures in Space S 8027...2027...  
 Ventures Knock Me Out S 8033...2033...  
 Ventures on Stage S 8035...2035...  
 Ventures Play Teltar—Lonely Bull S 8019...2019...  
 Walk—Don't Run—The Ventures S 8003...2003...  
 Where the Action Is—The Ventures S 8040...2040...  
 Wild Things—The Ventures S 8047...2047...

## DOOTO

Lafi of the Party—Redd Foxx 214...215....

## DOT

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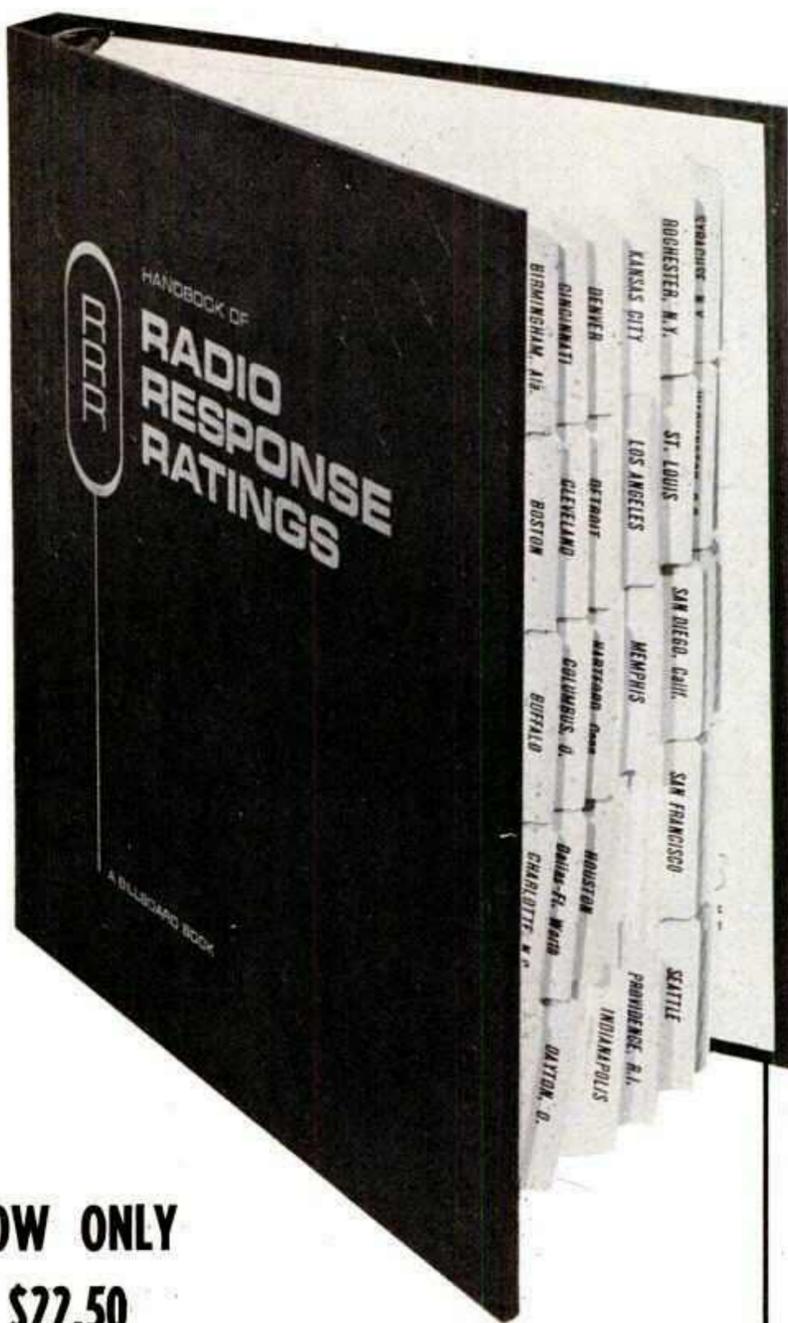
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Arthur Murray, Music for Dancing	LSP 3466	LPM 3466
My World—Eddy Arnold	LSP 3349	LPM 3349
Nearness of You—John Gary	LSP 3550	LPM 3550
Peter Nero Up Close	LSOD 2004	LOC 2004
Oliver—Original Cast	LSP 3533	LPM 3533
Only the Big Ones—Floyd Cramer	LSOD 2006	LOC 2006
On a Clear Day You Can See Forever—Original Cast	LSP 2781	LPM 2781
Opening Night—Ed Ames	LSP 3643	LPM 3643
Paradise Hawaiian Style—Elvis Presley	LSO 1019	LOC 1019
Peter Pan—Original Cast	LSP 2795	LPM 2795
Pink Panther—Henry Mancini	LM 1812	
Poets Gold—Various Artists	LSP 2951	LPM 2951
Pop Hits From The Country Side—Eddy Arnold	LSP 3427	LPM 3427
Jim Reeves Up Through The Years	LSP 2968	LPM 2968
Jim Reeves Way	LSO 1109	LOC 1109
Roar of the Greaspoint—Original Cast	LSP 3396	LPM 3396
Scene Changes—Perry Como	LSP 3496	LPM 3496
Screen Scene—Peter Nero	LST 3535	LPM 3535
Kate Smith Anniversary Album	LSP 2922	LPM 2922
So Tenderly—John Gary	LSP 3365	LPM 3365
Songs of Richard Rodgers—Sergio Franchi	LSP 3353	LPM 3353
Sound of Music—Derek & Ray	LSOD 2005	LOC 2005
Sound of Music—Soundtrack	LOS 1032	LOC 1032
South Pacific—Soundtrack	LSP 2965	LPM 2965
Swan Lies—Al Hirt	LSP 3492	LPM 3492
They're Playing Our Song—Al Hirt	LSP 2836	LPM 2836
Time to Move On—Glenn Yarbrough		

Touch of Velvet—Jim Reeves  
U. S. Marine Band  
Unforgettable—Sam Cooke  
Uniquely Mancini—Henry Mancini  
We Thank Thee—Jim Reeves

LSP 2487	LPM 2487
LSP 2687	LPM 2687
LSP 3517	LPM 3517
LSP 2692	LPM 2692
LSP 2552	LPM 2552

## RCA RED SEAL

Best of Arthur Fiedler & the Boston Pops	LSC 2810	LM 2810
Best of Mario Lanza	LSC 2748	LM 2748
Montserrat Caballe	LSC 2862	LM 2862
Montserrat Caballe Sings Zarzuela Arias	LSC 2894	LM 2894
Chopin Waltzes—Artur Rubinstein	LSC 2726	LM 2726
Evening at the Pops—Arthur Fiedler, Boston Pops Orch.	LSC 2827	LM 2827
Gala Performance: Isaac Stern, Leonard Rose, Eugene Istomin	D2S 720	D2L 320
Mario Lanza Sings Hit Songs From Student Prince	LSC 2339	LM 2339
Mahler: Symphony No. 6—Erich Leinsdorf, Boston Symphony Orch.	LSC 7044	LM 7044
Marches In Hi-Fi—Arthur Fiedler, Boston Pops Orch.	LSC 2229	LM 2229
Music That Paints A Picture—Howard Mitchell, National Symphony Orch.	LSC 2713	LM 2713
My Favorite Chopin—Van Cliburn	LSC 2576	LM 2576
Opening Night at the Met—Various Artists		LM 6171
Pops Goes Country—Chet Atkins, Arthur Fiedler, Boston Pops Orch.	LSC 2870	LM 2870
Pops Roundup—Arthur Fiedler, Boston Pops Orch.	LSC 2595	LM 2595
Puccini: Madame Butterfly—Leontyne Price	LSC 2068	LM 2068
Rachmaninoff: Piano Concerto No. 2—Artur Rubinstein, Chicago Symphony Orch.	LSC 2226	LM 2226
Rodgers: Victory at Sea—Robert Russell Bennett, RCA Victor Symphony Orch.	LSC 2817	LM 2817
Ship of Fools—Arthur Fiedler, Boston Pops Orch.	LSC 2252	LM 2252
Tchaikovsky: Piano Concerto No. 1—Van Cliburn	LSC 2798	LM 2798
Tenderly—Arthur Fiedler, Boston Pops Orch.		

## VICTROLA

Beethoven: Symphony No. 3—Pierri Vienna Philharmonic	\$ 1036	103
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## REPRISE

Charles Aznavour Sings His Love Songs	RS 6157	R 6157
Aznavour Story—Charles Aznavour	RS 6172	R 6172
Baby Don't Go—Sonny & Cher	S 6177	6177
Boots—Nancy Sinatra	S 6202	6202
Don Ho Again	S 6186	6186
Don Ho Show	S 6161	6161
The Door Is Still Open to My Heart—Dean Martin	S 6140	6140
Dream With Dean—Dean Martin	S 6123	6123
An Evening Wasted With Tom Lehrer	S 6199	6199
Everybody Loves Somebody—Dean Martin	S 6130	6130
Folk Album—Trini Lopez	S 6147	6147
Hit Sounds of Dean Martin	S 6213	6213
Houston—Dean Martin	S 6181	6181
How Does That Grab You—Nancy Sinatra	S 6207	6207
I'm a Fool—Dino, Desi & Billy	S 6176	6176
It Might as Well Be Swing—Frank Sinatra & Count Basie	S 1012	1012
I Remember Tommy—Frank Sinatra	S 1003	1003
I'm the One Who Loves You—Dean Martin	S 6170	6170
It's a Quiet Thing—Morgana King	S 6192	6192
Kinda Kinks	S 6173	6173
Kinks Kinkdom	S 6184	6184
Kink Kontroversy	S 6197	7197
Kinks Greatest Hits	S 6217	6217
Kinks Size	S 6158	6158
Dean Martin Hits Again	S 6146	6146
Dean (Tex) Martin Rides Again	S 6085	6085
Memories Are Made of This—Dino, Desi & Billy	S 6198	6198
Moonlight Sinatra—Frank Sinatra	S 1018	1018
My Kind of Broadway—Frank Sinatra	S 1015	1015
Nancy in London—Nancy Sinatra	S 6221	6221
Our Time's Coming—Dino, Desi & Billy	S 6194	6194
Ram-Bunk-Shush—Harold Betters	S 6195	6195
Rhythm & Blues Album—Trini Lopez	S 6171	6171
Second Latin Album—Trini Lopez	S 6215	6215
September of My Years—Frank Sinatra	S 1014	1014
Shillelaghs & Shamrocks—Dennis Day	S 6065	6065
That Was The Year That Was—Tom Lehrer	S 6179	6179
The Silencers—Dean Martin	S 6211	6211
Frank Sinatra A Man And His Music	S 1016	1016
Sinatra '65—Frank Sinatra	S 6167	6167
Sinatra At The Sands—Frank Sinatra & Count Basie	S 2-1019	2-1019
Sinatra Swings	S 1002	1002
Sinatra's Sinatra—Frank Sinatra	S 1010	1010
Sing Along World of Trini Lopez	S 6183	6183
Somewhere There's Someone—Dean Martin	S 6201	6201
Softly As I Leave You—Frank Sinatra	S 1013	1013
Strangers In The Night—Frank Sinatra	S 1017	1017
Trini—Trini Lopez	S 6196	6196
Trini Lopez At PJ's	S 6093	6093
Trini Lopez Latin Album	S 6125	6125
World of Charles Aznavour	RS 6193	R 6193

## RIC TIC

Five o'clock World—The Vogues	\$ 1230	1230
You're the One—The Vogues	\$ 1229	1229

## ROULETTE

Hanky Panky—Tommy James with the Shondells	\$ 25336	25336
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## SAVOY

Just James Cleveland	14076	
James Cleveland With the Cleveland Singers	14131	

## SCEPTER

Anyone Who Had A Heart—Dionne Warwick	\$ 517	517
Here I Am—Dionne Warwick	\$ 531	531
Sensitive Sound of Dionne Warwick	\$ 528	528
Shirley's Greatest Hits	\$ 507	507
Make Way For Dionne Warwick	\$ 523	523
Dionne Warwick In Paris	\$ 534	534

## SMASH

James Brown Plays	67072	27072
James Brown Today & Yesterday	67073	27073
Golden Hits—Roger Miller	67076	27076
Introducing the Walker Brothers	67068	27068
Roger Miller 3rd Time Around	67061	27061
Return of Roger Miller		

## STARDAY

Giddyup Go—Red Sovine	363	
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## STAX

Comfort Me—Carla Thomas	\$ 706	706
Hold On I'm Coming—Sam & Dave	\$ 708	708

## SOUL

Road Runner—Jr. Walker & the Allstars	\$ 703	703
Shotgun—Jr. Walker & the Allstars	\$ 701	701
Soul Session—Jr. Walker & the Allstars	\$ 702	702

## TAMLA

Marvin Gaye—Greatest Hits	\$ 252	252
Going To A Go-Go—The Miracles	\$ 267	267
Marvelettes Greatest Hits	\$ 253	253
Miracles Greatest Hits From The Beginning	\$ 254	254
Moods of Marvin Gaye	\$ 266	266
Up-Tight—Stevie Wonder	\$ 268	268

## TICO

Azucar Pa Ti—Eddie Palmieri	\$ 1122	1122
Mambo Con Conga Es Mozambique—Eddie Palmieri	\$ 1126	1126
We Must Be Doing Something Right—Joe Cuba (Estamos Haciendo Algo Bien)	\$ 1133	1133

## TOWER

Dirty Water—The Standells	ST 5026	T 5027
Way Out West—Mae West	\$ 5028	5028

## 20th CENTURY-FOX

Batman—TV Soundtrack	4180	3180
Our Man Flint—Soundtrack	TFS 4179	TFM 3179
Zorba the Greek—Soundtrack	4167	3167

## UNITED ARTISTS

By Popular Demand—Ferrante & Teicher	6416	3416
Concert for Lovers—Ferrante & Teicher	6315	3315
Dr. No—Soundtrack	UAS-5108	UAL-4108
For Lovers of All Ages—Ferrante & Teicher	6483	3483
Golden Piano Hits—Ferrante & Teicher	6269	3269
Goldfinger—Soundtrack	UAS-5117	UAL-4117
Great Motion Picture Themes—Various Artists	6122	3122
Great Ones—Jimmy Roselli	6438	3438
Greatest Story Ever Told—Soundtrack	UAS-5120	UAL-4120
Italian Album—Jimmy Roselli	6544	3544
Hard Days Night—Soundtrack	UAS-6366	UAL-3366
Jay & the Americans Greatest Hits	6453	3453
Lena in Hollywood—Lena Horne	6470	3470
Life & Love Italian Style—Jimmy Roselli	6429	3429
Mala Famma—Jimmy Roselli	6430	3430
Mondo Cane—Soundtrack	UAS-5105	UAL-4105
Music To Read James Bond By—Various Artists	UAS-6415	UAL-3415
Never on Sunday—Soundtrack	UAS-5070	UAL-4070
Only The Best—Ferrante & Teicher	6434	3434
Our Hero—Pat Cooper		UAL-3445
People's Choice—Ferrante & Teicher	6385	3385
Phaedra—Soundtrack	UAS-5102	UAL-4102
Right From The Heart—Jimmy Roselli	6529	3529
Saloon Songs—Jimmy Roselli	6451	3451
Sunday & Me—Jay & the Americans	6474	3474
Thunderball—Soundtrack	5132	4132
What's New Pussycat—Soundtrack	UAS-5128	UAL-4128
You Asked For It—Ferrante & Teicher	6526	3526

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# NEW RELEASE INVENTORY CHECKLIST

Albums listed below represent the first releases of 1967. Spaces beside each record listing may be used to indicate quantities desired for order.

ABC	CAPITOL (CLASSICS)	DECCA
ABC Children's Chorus in Concert—ABC Children's Chorus A Man and His Soul—Ray Charles A Message From Garcia—Vic Garcia A Time to Remember—The Barry Sisters Billy Baxter and His Carnaby St. Vaudeville Band—Billy Baxter Chris Connor—Now—Chris Connor Cool Country—The Alan Copland Singers Country Guitars—Chuck Tompason Flamenco Fever—Sabicas From Our Point of View—Brill & McCall I Love Everybody—Johnny Hartman It's Now Winter's Day—Tommy Roe Live at Earthquake McGoon's—Clancy Hayes The Live Excitement of Frankie Ray My Latin Mood—Emilia Conde One More Time—Della Reese Out of Sight and Sound—The Free Spirits Something Spanish—The Barry Sisters Soul in the Night—Ruth Olaj Suddenly—Kathy Keegan Time For The Tams—The Tams Together Again—Dion & The Belmonts	From France—With Love—Capitol Symphony Orchestra, Carmen Dragon, cond. Pennario Plays Just for Fun!—Leonard Pennario The Spanish Piano—Leonard Pennario	Boogaloo in Apartment 41—Ozzie Torres 1966 Country and Western Award Winners—Various Artists Echoes of "My Fair Lady"—George Feyer (An) Evening With Boris Karloff and His Friends—Boris Karloff Original Sound Tracks Hawaii Stars—The Nui Nui Six Marjorie Mitchell Plays Delius/Barber—Marjorie Mitchell Mimi Hines Is a Happening—Mimi Hines New York Pro Musical/Florentine Music—New York Pro Musica (The) Shadow of Your Smile—Jan Garber Two for the Show—The Wilburn Brothers Vittorio Rieti/Sylvia Marlowe, Harpsichord—Sylvia Marlowe Where It's At—Quartette Tres Bien
ANGEL	COLUMBIA RECORDS (POP)	DEUTSCHE GRAMMOPHON
Beethoven: Cello Sonatas Nos. 3 in A and 5 in D—Jacqueline du Pre, Stephen Bishop Beethoven: Violin Concerto in D—Yehudi Menuhin, New Philharmonia Orchestra, Otto Klemperer, Cond. Elgar: Cello Concerto: Cello Encores by Bach, Saint Saens, Falla, Bruch—Jacqueline du Pre, London Symphony, Sir John Barbirolli, Cond. Falla: El Amor Brujo; Ravel: Rapsodie Espagnole, Pavanne For A Dead Princess—Victoria de Los Angeles, New Philharmonia Orchestra, Mario Giulini, Cond. Mozart: Don Giovanni—Nicolai Ghiurov, Claire Watson, Nicolai Gedda, Christa Ludwig, Walter Berry, Mirella Freni, New Philharmonia Orchestra, Otto Klemperer, Cond. New Music From Britain by Maxwell Davies, Goehr, Williamson and Bennett—John Aldis Choir, Melos Ensemble Verdi: Il Trovatore (Highlights)—Franco Corelli, Gabriella Tucci, Giulietta Simionato, Robert Merrill, Orchestra and Chorus of the Teatro dell'Opera di Roma, Thomas Schippers, Cond.	Anything Goes!—Dave Brubeck Quartet Big Hits on Big Steel—Curly Chalker Country Album, The—Carter Family Country Gentleman Sings, The—Carl Smith Gene Clark—Gene Clark with the Cosdin Brothers Glory Land Way, The—Chuck Wagon Gang If My Friends Could See Me Now—Cy Coleman with Orch. Last of the Red Hot Mamas—Sophie Tucker My Faith—Mahalia Jackson Nobody Sees Me Cry—Diahann Carroll Freedom's Sons—The Clancy Brothers & Tommy Makem	Baroque Music for Trumpet Virtuoso, Vol. 2—Adolf Scherbaum, Stanislaus Simek, Trumpets, Paul Kuentz Chamber Orchestra; Concertos w/orchestra by Alberti (2 trumpets) Gabrieli, Jacchini, three by Torelli (two w/2 trumpets) Dvorak: Symphony No. 4 (New No. 8) in G, Opus 88—Berlin Philharmonic, Rafael Kubelik, Cond. Mozart: Symphony No. 36 in C, K. 425, "Linz"; Symphony No. 39 in E Flat, K. 543—Berlin Philharmonic, Karl Boehm, Cond. Schubert: Die Schoene Muellerin (Song Cycle) 7 songs—Fritz Wunderlich, Tenor, Hubert Giesen, Piano Virtuoso Guitar Concertos; Rodrigo: Concierto De Aranjuez; Castelnuovo-Tedesco: Concerto in D, Opus 99—Siegfried Behrend, Guitar, Berlin Philharmonic, Reinhard Peters, Cond. Wagner: Tristan und Isolde—Birgit Nilsson, Wolfgang Windgassen, Martti Talvela, Kurvenal, Bayreuth Festival Orchestra, Karl Boehm, Cond.
ARCHIVE (FOLK)	COLUMBIA RECORDS MASTERWORKS	DISNEYLAND RECORDS
Harry & Jeanie West Josh White Oscar Brand	Bach: Concerto No. 1 in A Minor for Violin and Orchestra; Bach: Concerto No. 2 in E Major for Violin and Orchestra—Isaac Stern and The London Symphony Orchestra; New York Philharmonic (Leonard Bernstein) Beethoven Sonatas—Glenn Gould Buxtehude at Luneburg—E. Power Biggs, Organ Haydn: Symphony No. 84 in E Flat Major; Symphony No. 85 in B Flat Major—New York Philharmonic (Leonard Bernstein) Mahler: Das Lied Von Der Erde (Song of the Earth)—Lili Chookasian, Richard Lewis, The Philadelphia Orch. (Eugene Ormandy) More Virtuoso Music for Guitar—John Williams Mormon Tabernacle Choir's Greatest Hits—Richard P. Condie, Dir., The Philadelphia Orch. (Eugene Ormandy) Sorcerer's Apprentice, The—Leonard Bernstein plays for young people, New York Philharmonic	A Nature Guide—Various Artists Black Beauty—Robbie Lester College and State Songs—Various Artists Favorite Hymns for Family Singing—Jimmy Dodd & Chorus Follow Me Boys!—Various Artists Hansel and Gretel—Robbie Lester The Adventures of Bullwhip Griffin—Various Artists Winnie the Pooh—Various Artists
ARCHIVE	COLUMBIA RECORDS (FOREIGN LANGUAGE)	DOLTON
Heinrich Schuetz: Motets for Double Choir—Dresden Cross Choir, Rudolf Mauersberger, Cond. Nardini: Violin Concerto in E Flat Major; Tartini: Violin Concertos in D and G—Edward Melkus, Violin, Vienna Capella Academica, August Weinzinger, Cond. Pierre Van Maldere: Four Symphonies: Sinfonia in D, Obus 5, No. 1, Sinfonia in A, Sinfonia in D, No. 166, Sinfonia in E Flat Major, No. 170—Les Solistes de Liege, Jean Jakus, Cond.	Te Amare Toda La Vida—Javier Solis (I Will Love You a Lifetime) Presentado... Magda Franco Con Mariachi, Mexico's Songs of Today—Magda Franco	Guitar Breakout—The Ventures BST 8050... BLP 2050
ATCO	COLUMBIA MASTERWORKS	DOT RECORDS
Operation Lovebirds—Bent Fabric	Mahler Symphony No. 8 in E-Flat Major—Leonard Bernstein, conducting The London Symphony Orchestra; Erna Sporenerberg, Gwentyh Annear, Gwentyh Jones, Sopranos; Anne Reynolds and Norma Procter, Altos; John Mitchinson, Tenor; Vladimir Ruzdjak, Baritone; Donald McIntyre, Bass Tchaikovsky: The Sleeping Beauty Ballet Suite; Tchaikovsky: Romeo and Juliet—Eugene Ormandy, conducting the Philadelphia Orchestra	Hymns We Love—Lawrence Welk Love Me, Please Love Me—Jimmie Rodgers Sweet Maria—The Billy Vaughn Singers Takin' Care of Business—The Gene Russell Trio This Is Ernie Andrews—Ernie Andrews What's Happening—The MindExpanders
ATLANTIC	4-Track Stereo Tapes COLUMBIA (POP)	DUNHILL
Deuces Wild—Sonny Stitt Forest Flower—Charles Lloyd at Monterey Here Comes the Whistlerman—Roland Kirk Impressions of The Middle East—Herbie Mann Live At Memory Lane—Nat Adderley Mr. Blues—Hank Crawford The Piano of Eddie Higgins Solid Gold Soul—Volume 2 Tobacco Road—Brother Jack McDuff	Exotic Nights—Andre Kostelanetz In the Arms of Love—Andy Williams Impossible Dream, The—Jerry Vale On Broadway, Vol. II—Robert Goulet, More Songs From the Big Hit Shows	The Best of Walt Disney—Trousdale and the Dawn Chorale The Mamas & the Papas Deliver—The Mamas & the Papas Saturday Night at Mickie Finn's—Television Cast Sunday Night at the Movies—The Brass Ring
BLUE NOTE	8-Track Stereo Tape Cartridges COLUMBIA	EVEREST-CETRA
Blue Spirits—Freddie Hubbard Contours—Sam Rivers Cornbread—Lee Morgan Extension—George Braith Happenings—Bobby Hutcherson Vibrations—The Three Sounds	Claire De Lune—Eugene Ormandy, conducting the Philadelphia Orchestra In the Arms of Love—Andy Williams Impossible Dream, The—Jerry Vale Mahalia Jackson's Greatest Hits—Mahalia Jackson Moldau, The—Leonard Bernstein, conducting the New York Philharmonic My Name Is Barbra—Barbra Streisand Ray Conniff's World of Hits—Ray Conniff, His Orchestra and Chorus Spirit of '76, The—Paul Revere and the Raiders	Bellini: La Sonnambula—Lina Pagliughi, Ferruccio Tagliavani, Cesare Siepi (Franco Capuana) Bellini: Norma—Gina Cigna, Ebe Stignani, Tancredi Pasero (Vittorio Gui) Boito: Mefistofele—Giulio Neri, Ferruccio Tagliavani (Angelo Questa) Cilea: L'Arlesiana—Pia Tassinari, Ferruccio Tagliavani (Arturo Basile) Cimarosa: Il Matrimonio Segreto—Alda Noni, Giulietta Simionato Cesare Valletti (Manno Wolf-Ferrari) Donizetti: Don Pasquale—Sesto Bruscantini, Cesare Valletti, Alda Noni (Mario Rossi) Donizetti: La Favorita—Fedora Barbieri, Gianni Raimondi (Angelo Questa) Donizetti: L'Elisir D'Amore—Alda Noni, Cesare Valletti, Afro Poli (Gianandrea Gavazzeni) Donizetti: The Daughter of the Regiment—Lina Pagliughi, Rina Corsi (Mario Rossi) Flotow: Martha—Elena Rizzieri, Pia Tassinari, Ferruccio Tagliavani (Molinari Pradelli) Giordano: Andrea Chenier—Renata Tebaldi, Jose Soler, Ugo Savarese (Arturo Basile) Leoncavallo: I Pagliacci—Carla Gavazzi, Carlo Bergonzi, Carlo Tagliabue (Alfredo Simonetto) Mascagni: Cavalleria Rusticana—Giulietta Simionato, Fernanda Cadoni, Carlo Tagliabue (Arturo Basile) Mascagni: L'Amico Fritz—Ferruccio Tagliavani, Pia Tassinari, Amali Pini (Pietro Mascagni) Massenet: Werther—Ferruccio Tagliavani, Pia Tassinari, Vittoria Neveiani (Molinari Pradelli) Mozart: Don Giovanni—Giuseppe Taddei, Maria Curtis Verna, Cesare Valletti (Max Rudolf) Mozart: The Marriage of Figaro—Italo Tajo, Gabriella Gatti, Fernando Corena, Sesto Bruscantini (Fernando Previtali) Ponchielli: La Gioconda—Maria Callas, Gianni Poggi, Fedora Barbieri, Giulio Neri (Antonio Votto) Puccini: La Boheme—Ferruccio Tagliavani, Rosanna Carteri, Giuseppe Taddei, Cesare Siepi (Gabriele Santini) Puccini: Madame Butterfly—Clara Petrella, Ferruccio Tagliavani, Giuseppe Taddei (Angelo Questa) Puccini: Tosca—Giigliola Frazzoni, Ferruccio Tagliavani, Gian Ciacoma Guelfi (Arturo Basile) Puccini: Turandot—Gina Cigna, Francesco Merli, Luciano Neroni, Afro Poli (Franco Ghione) Rossini: Barber of Seville—Giulietta Simionato, Giuseppe Taddei (Fernando Previtali) Rossini: La Cenerentola—Giulietta Simionato, Cesare Valletti (Mario Rossi) Rossini: William Tell—Giuseppe Taddei, Rosanna Carteri, Giorgio Tozzi, Fernando Corena (Mario Rossi) Verdi: Aida—Maria Curtis Verna, Franco Corelli, Miriam Pirazzini (Angelo Questa) Verdi: Don Carlos—Nicola Rossi Lemeni, Mirto Picchi, Paulo Silveri, Ebe Stignani, Graziella Sciutti (Fernando Previtali)
BLUESWAY	COLUMBIA 3 3/4 Tape	CORAL
Blues Is King—B. B. King The Blues Is Where It's At Live at Cafe Au Go-Go—John Lee Hooker The New Jimmy Reed Album—Jimmy Reed	Don't Go to Strangers/Softly As I Leave You—Eydie Gorme H 2C...30	Happiness Is—Godfrey Hirsch CRL754121...CRL 54121
BUENA VISTA	CONCERT DISC	COUNTERPOINT
The Adventures of Bullwhip Griffin—Soundtrack	Beethoven: Quartet in F, Opus 59, No. 1—Fine Arts Qt. Beethoven: Quartet in E Minor, Opus 59, No. 2; Quartet in C, Opus 59, No. 3—Fine Arts Qt. Beethoven: Quartet in E Flat, Opus 74; Quartet in F Minor, Opus 95—Fine Arts Qt. Mozart: Quartet in E Flat, K. 428; Quartet in D, K. 575—Fine Arts Qt. Mozart: Quartet in B Flat, K. 589; Quartet in F, K. 590—Fine Arts Qt. Mendelssohn: Quartet in D Major, Opus 44, No. 1; FUGA (1827); Unfinished Quartet, Opus 81; Capriccio (1843)—Fine Arts Qt. Mendelssohn: Octet in E Flat Major, Opus 20; Andante Scherzando; from The Viola Quintet in B Flat Major, Opus 87—Fine Arts Qt. and Guest Artists	Beethoven: Six Themes and Bagatelles for Flute and Piano—Richard Dirksen, Wallace Mann Handel Italian Cantatas—The Telemann Society Orchestra The Art of Heinrich Schütz—The Telemann Society Orchestra Telemann Instrumental Music, Vol. III Telemann: Two Suites; Don Quixote, Suite of the Nationalities—The Telemann Society Orchestra
CAPITOL (POPULAR)	CROSSROADS	CROSSROADS
Adventures of Colored Man All the Good That's Happening—The Leaves Carryin' On—Lou Rawls Happy Banjos Play the Beatles—The Big Ben Banjo Band It's Only the Good Times—Wayne Newton La Femme—Franck Pourcel and His French Strings Lady Godiva—Peter and Gordon Music: It's Happening Now!—David McCallum Nancy—Naturally—Nancy Wilson New Look!—George Shearing Norwegian Songs of Faith—Olav Werner and Galleberg Sangkor Open Up Your Heart—Buck Owens and His Buckaroos Teardrop Lane—Ned Miller The Best of Django Reinhardt, Vol. 1 The Best of Django Reinhardt, Vol. 2 The Death—The Warren Report—The Controversy The Sweetest Sounds Today!—Guy Lombardo and His Royal Canadians Warm—The Lettermen	Brahms: Quintet in B minor for Clarinet, Two Violins, Viola and Cello, Op. 115—The Smetana Quartet, Other Artists Dvorak: String Quintet in E Flat Major, Op. 97—The Dvorak Quartet, Other Artists Jirovec: Symphony No. 2 in E Flat Major, Op. 8, "Great"—The Prague Chamber Orchestra Symphony No. 5, "Di Tre Re"—Honneger, Czech Philharmonic Orchestra (Serge Baudo) Vivaldi: The Seasons, Op. 8—The Slovak Chamber Orchestra	Brahms: Quintet in B minor for Clarinet, Two Violins, Viola and Cello, Op. 115—The Smetana Quartet, Other Artists Dvorak: String Quintet in E Flat Major, Op. 97—The Dvorak Quartet, Other Artists Jirovec: Symphony No. 2 in E Flat Major, Op. 8, "Great"—The Prague Chamber Orchestra Symphony No. 5, "Di Tre Re"—Honneger, Czech Philharmonic Orchestra (Serge Baudo) Vivaldi: The Seasons, Op. 8—The Slovak Chamber Orchestra

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**Verdi: Falstaff**—Giuseppe Taddei, Rosanna Carteri, Lina Pagliughi (Mario Rossi) 416/3....  
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**Verdi: La Battaglia Di Legnano**—Caterina Mancini, Rolando Panerai, Amedeo Berdini (Fernando Previtali) 431/3....  
**Verdi: La Forza Del Destino**—Maria Callas, Carlo Tagliabue, Galliano Massini (Gino Marinuzzi) 418/3....  
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**Verdi: Luisa Miller**—Giacoma Lauri Volpi, Lucy Kelston, Giacoma Vaghi (Mario Rossi) 433/3....  
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**Henryk Siering, The Virtuoso Violin** 3154.... 6154....  
**Henryk Siering, Violin Plays Music of Spain and Mexico**—Tasso Janopoulos, piano 3153.... 6153....  
**Rachmaninoff Symphonic Dances—The London Symphony Orchestra** (Sir Eugene Goossens) 3151.... 6151....  
**Respighi: Feste Romana**—The London Symphony Orchestra (Sir Eugene Goossens) 3150.... 6150....

## EVERYMAN

**Bach Cantata BWV 100 "Was Gott Tut" & BWV 175 "Er Ruffet"**—Hamburg St. Jacobi Choir, Hamburg Chamber Orch. (Heinz Wunderlich) SRV-230SD.... SRV-230....  
**Bach Cantata BWV 207a "Auf Schmetterlinge Tone" & BWV 214 "Tonef IHR Pauken"**—Barmen-Gemarke Choir & Chamber Orchestra (Helmut Kahlhofer) SRV-231SD.... SRV-231....  
**Brahms 21 Hungarian Dances**—NDR Symphony Orch. of Hamburg (Hans Schmidt-Isserstedt) SRV-236SD.... SRV-236....  
**Haydn: The Creation**—Choirs & Orch. of Gurzenitch, Cologne (Gunter Wand) SRV-238SD.... SRV-238....  
**Stravinsky: Petrouchka**—Cento Soli Orchestra (Rudolf Albert) SRV-234SD.... SRV-234....

## EPIC

**Chopin New Time**—Guy Boyer BN 26226.... LN 24226....  
**Hits With A Hawaiian Punch—The Coral Reef I Were A High School Graduate (Not Recommended for Adults)**—Kenny Solms and Gail Parent FLS15112.... FLM13112....  
**Mellow Yellow**—Donovan BN 26239.... LN 24239....  
**Sunday Guitar**—Billy Grammer BN 26233.... LN 24233....  
**Those Wonderful Girls of Stage, Screen and Radio**—Various Artists BSN 159.... SN 6059....  
 (Two-record set) BSN 159.... SN 6059....

## EPIC

**Bach: The Sonatas for Violin and Harpsichord**—Suk, Ruzickova BSC 160.... SC 6060....  
 (Two-record set)  
**Granados: Twelve Spanish Dances**—Alicia De Larrocha BC 1343.... LC 3943....  
**Mozart Piano Concertos, Vol. 3**—Lilli Krauss, Vienna Festival Orchestra (Stephen Simon) BSC 161.... SC 6061....  
 (Three-record set)  
**Schumann: Concerto in A Minor for Cello and Orchestra, Op. 129**—Navarra, Czech Philharmonic Orchestra (Anceri) BC 1337.... LC 3937....  
**Vivaldi: Diverse Concertos—The Baroque Ensemble of Paris** BC 1334.... LC 3944....

## FONTANA

**Gloria Lynne at the Village Gate N.Y.C.**—Gloria Lynne SRF67561.... MGF27561....  
**Live—Blossom Dearie** SRF67562.... MGF27562....

## GNP CRESCENDO

**Brazil Now!**—Les Baxter & Orch. GNPS 2036.... GNP 2036....  
**25 Great Instrumental Hits—The Challengers** GNPS 609.... GNP 609....  
**The Best of Billy Strange**—Billy Strange GNPS 2037.... GNP 2037....

## GOLDEN RECORDS

**Black Beauty** SLP 189....  
**Call of the Wild** SLP 192....  
**Kidnaped** LP 182....  
**Mutiny on the Bounty** SLP 190....  
**Prisoner of Zenda** LP 183....  
**Shape Book & Record** SH 001 DOG....  
**Shape Book & Record** SH 002 CAT....  
**Shape Book & Record** SH 003 LION....  
**Shape Book & Record** SH 004 BUNNY....  
**Shape Book & Record** SH 005 TURTLE....  
**Shape Book & Record** SH 006 BEAR....  
**Shape Book & Record** SH 007 TIGER....  
**Shape Book & Record** SH 008 SQUIRREL....  
**Shape Book & Record** SH 009 ELEPHANT....  
**Shape Book & Record** SH 0010 TRUCK & BUS....  
**The Time Machine** SLP 191....  
**When I Grow Up** LP 181....

## GORDY RECORDS

**Temptations Live—The Temptations** GS 921.... G 921....

## HARMONY

**Fraulein**—Bobby Helms HS 11209.... HL 7409....  
**I Believe**—Stuart Hamblen HS 11203.... HL 7403....  
**My Hawaii**—Ed Kenney HS 11211.... HL 7411....  
**Starlight Piano**—Andre Previn & Orchestra HS 11207.... HL 7407....

## HELIODOR

**Grace Bumbry as Carmen Jones**—Grace Bumbry, George Webb, Ena Babb, Elizabeth Welch, Thomas Baptiste, Chorus & Orchestra, Kenneth Alwyn, Cond. HS 25046.... H 25046....  
**Electronic Music From the University of Illinois**—Contemporary Chamber Players of the University of Illinois, Jack McKenzie, Cond. HS 25047.... H 25047....  
**Ernst Haefliger (Tenor)—Erik Werba, Piano** HS 25048.... H 25048....  
**Beethoven: Symphony No. 3, "Eroica"**—Berlin Philharmonic Orchestra, Karl Bohm, Cond. HS 25049.... H 25049....  
**Three Flute Concerti/Three Concerti Grossi**—Lucerne Festival Strings, R. Baumgartner, Cond. HS 25050.... H 25050....  
**Wunderlich in Vienna**—Fritz Wunderlich (Tenor), Chorus of Vienna State Opera, Vienna Volkoper Orchestra, R. Stolz, Cond., Spilar-Schrammeln Group HS 25051.... H 25051....

## HI RECORDS

**Black Lace**—Bill Black's Combo SHL 32033.... HL 12033....  
**Hit Sound of Willie Mitchell**—Willie Mitchell SHL 32034.... HL 12034....  
**Misty Sax of Ace Cannon**—Ace Cannon SHL 32035.... HL 12035....

## HIFI

**Gloria Lynne's Greatest Hits**—Gloria Lynne 441....  
**Hi-Fi—Arthur Lyman** SL 1035....

## IMPERIAL

**Stop! Stop! Stop!**—The Hollies LP 3339....  
**Where Soul Lives**—Baby Ray LP 12335.... LP 9335....

## IMPULSE RECORDS

**The Dealer**—Chico Hamilton AS-9130.... A-9130....  
**East Broadway Run Down**—Sonny Rollins AS-9121.... A-9121....  
**The Golden Flute**—Yusef Lateef AS-9125.... A-9125....  
**Hank Jones/Oliver Nelson—Hank Jones & Oliver Nelson** AS-9132.... A-9132....  
**Jazz Raga**—Gabor Szabo AS-9128.... A-9128....  
**Kulu Se Mama**—John Coltrane AS-9105.... A-9105....  
**Let It Go**—Stanley Turrentine AS-9115.... A-9115....  
**Nine Flags**—Chico O'Farrill AS-9135.... A-9135....

**The October Suite**—Steve Kuhn AS-9136.... A-9136....  
**On a Clear Day**—Shirley Scott AS-9109.... A-9109....  
**Sound Pieces**—Oliver Nelson AS-9129.... A-9129....  
**Waiting Game**—Zoot Sims AS-9131.... A-9131....

## KAMA-SUTRA

**I'm a Big Boy Now—The Lovin' Spoonful (Sound Track)** KLP5 8058.... KLP 8058.... 8058....  
**The Best of the Lovin' Spoonful—The Lovin' Spoonful** KLP5 8056.... KLP 8056.... 8056....  
 \* Available in 4-Track & 8-Track Cartridges

## LEO THE LION

**H.A. Rey's Curious George & Curious George Takes a Job—Music by R. Roberts** CH 1033....  
**Johnny Appleseed And the Story of Celeste**—Kate Smith and Rosemary Clooney CH 1034....  
**Mowgli's Brothers and Tiger, Tiger!**—Richard Kiley CH 1031....  
**Snow White and the Seven Dwarfs—The MGM Players & The Prides of Leo** CH 1021....  
**The MGM Treasury of Fairy Tales—The Ginger Bread Boy—MGM Players** CH 1032....

## LIBERTY

**Big Boss Bones—Trombones Unlimited** LST 7494.... LRP 3494....  
**Film Music Italian Style—Sunset Strings** LST 7491.... LRP 3491....  
**Mon Amour**—Gilbert Becaud LST 7495.... LRP 3495....  
**Nice Girls Don't Stay for Breakfast**—Julie London LST 7493.... LRP 3493....  
**(You Don't Have to) Paint me a Picture**—Gary Lewis & the Playboys LST 7487.... LRP 3487....  
**Play Guitar With Chet Atkins**—Chet Atkins BST 17506.... BLP 16506....

## LOMA

**Loma Records Presents the Ike & Tina Turner Show (Vol. 2)**—Ike & Tina Turner LS 5904.... L 5904....

## LONDON RECORDS

**Between the Buttons**—The Rolling Stones PS 499.... LL 3499....  
**Blue Breakers**—John Mayall with Eric Clapton PS 492.... LL 3492....

## LONDON RECORDS—CLASSICS

**Beethoven: Symphony No. 3—in E flat Major Op. 55—Vienna Philharmonic Orch. (Schmidt-Isserstedt)** CS 6483.... CM 9483....  
**Britten: Peter Grimes—Pears, Watson/Royal Opera House Orch. (Britten)** OS 26004.... OM 36004....  
**Gounod: Faust—Sutherland, Corelli/London Symphony Orch. (Bonyngue)** OSA 1433.... A 4433....  
**Haydn: Symphony No. 22 in E flat Major—L'Orchestra de la Suisse Romande (Ansermet)** CS 6481.... CM 9481....  
**Mahler: Das Lied von der Erde—King, Fischer - Dieskau/Vienna Philharmonic Orch. (Bernstein)** OS 26005.... OM 36005....  
**Schubert: Sonata in A major Op. 120—Vladimir Ashkenazy** CS 6500.... CM 9500....  
**Sibelius: Symphony No. 5 in E flat major Op. 82—Vienna Philharmonic Orch. (Maazel)** CS 6488.... CM 9488....

## LONDON

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**Bullfight!**—Roger Laredo, Dir. SP 44082....  
**France—London Festival Orch. Mormon Choir of England (Stanley Black)** SP 44090....  
**Heath Vs. Ros—Ted Heath & Edmundo Ros** SP 44089....  
**Two Pianos in Hollywood**—Ronnie Aldrich SP 44092....

## LONDON

### Phase 4 Stereo—Concert Series

**Puccini Spectacular**—Kingsway Symphony Orch. (Camarata) SPC 21019....  
**Stokowski/Wagner: Ring of the Niebelung**—London Symphony Orch. (Stokowski) SPC 21016....  
**Strauss Waltzes**—London Philharmonic Orch. (Dorati) SPC 21018....

## LONDON

### Stereo Treasury Series

**Adam: Giselle**—The Paris Conservatoire Orch. (Jean Martinon) STS 15010....  
**Berlioz: Symphonie Fantastique**—The Paris Conservatoire Orch. (Ataulfo Argenta) STS 15006....  
**Brahms: Four Symphonies**—The Vienna Philharmonic Orchestra (Rafael Kubelik) STS 15001/4....  
 (4 records)  
**Brahms: Hungarian Dances; Dvorak: Slavonic Dances**—The Vienna Philharmonic Orchestra (Fritz Reiner) STS 15009....  
**Dvorak: Symphony No. 5 in E minor, Op. 95 ("From the New World")**—The Vienna Philharmonic Orchestra (Rafael Kubelik) STS 15007....  
**Falla: El Amor Brujo; Master Peter's Puppet Show**—L'Orchestra de la Suisse Romande (Ansermet); The National Orchestra of Spain (Ataulfo Argenta) STS 15014....  
**Mendelssohn: Symphony No. 4 in A major, Op. 90 ("Italian"); Schubert: Symphony No. 5 in B flat major**—The Israel Philharmonic Orchestra—Georg Solti STS 15008....  
**Music in London (1670-1770); Boyce: Symphony No. 1 in B flat major; Symphony No. 4 in F major; J.C. Bach: Symphony in E major for Double Orchestra (Op. 18, No. 5); Purcell: Chaconne from "Faery Queen"; Arne: Pverture No. 4 in F major; Avison: Concerto No. 13 in D major; Locke: Music from "The Tempest"**—The English Chamber Orchestra (Hurwitz) STS 15013....  
**Stravinsky: Pulcinella—Suite: The Song of the Nightingale**—The Paris Conservatoire Orchestra (Ernst Ansermet) STS 15011....  
**The Blue Danube; Strauss Waltzes**—The Vienna Philharmonic Orchestra (Josef Krips) STS 15012....

## MERCURY

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**Chuck Berry's Golden Hits**—Chuck Berry SR 61103.... MG 21103....  
**GRRR**—Hugh Masakela SR 61109.... MG 21109....  
**I Want to be With You/I'm Gonna Make You Love Me**—Dee Dee Warwick SR 61100.... MG 21100....  
**Johnny Mathis Sings—Johnny Mathis Like It Is—Junior Parker** SR 61107.... MG 21107....  
**98.6/Ain't Gonna Lie—Keith** SR 61102.... MG 21102....  
**Psychedelic Guitar—Friar Tuck** SR 61111.... MG 21111....  
**Soul Artistry—Jerry Butler** SR 61105.... MG 21105....  
**The Melody Lingers On—Dizzy Gillespie** LS 86042.... LM 82042....  
**Tony Randall** SR 61108.... MG 21108....  
**Unmitigated Gall**—Faron Young SR 61110.... MG 21110....

## MERCURY CLASSICAL

**Baroque Music for Two Guitars—Presti and Legoyz** SR 90457.... MG 50457....  
**18th Century Flute Concertos**—Jean Pierre Rampal, Flute, Antiqua Musica Chamber Music Orchestra, Rousset SR 90458.... MG 50458....  
**Tchaikovsky Orch. Suites (Complete)**—New Philharmonia Orchestra, A. Dorati, Cond. SR 3-9018.... OL 3-118....  
**Those Jazzy French: Sophisticated Orchestral Works by Milhaud, Satie, Franc IX and Auric**—London Symphony Orchestra, A. Dorati, Cond. SR 90435.... MG 50457....

## METRO

**A Peter, Paul & Mary Concert—Metropolitan Pops Orchestra** MS 596.... M 596....  
**A Salute to Glenn Miller**—The Fantabulous Brass MS 582.... M 582....  
**Greek Dances**—Michael Hartophilis and his Orchestra MS 579.... M 579....  
**Louis and Ella**—Louis Armstrong and Ella Fitzgerald MS 601.... M 601....  
**Louvin Brothers—Louvin Brothers** MS 598.... M 598....  
**Maurice Chevalier—A Salute to Al Jolson** MS 595.... M 595....  
**Polka Dances**—Eddie Godlewski and His Polka Band MS 586.... M 586....  
**Singin' in the Rain**—Sound Track of the MGM film MS 599.... M 599....  
**The Best of Movie Greats—Various** MS 600.... M 600....  
**The Bob Dylan Songbook—Metropolitan Pops Orchestra** MS 597.... M 597....

## MGM

**A Young Boy's Prayer**—Steve Sanders SE 4420.... E 4420....  
**Bugalo Party—The Lively Ones** SE 4449.... E 4449....  
**Eric Is Here**—Eric Burdon and the Animals SE 4433.... E 4433.... 4433....  
**Hey Look Me Over**—Julius La Rosa SE 4437.... E 4437....  
**Lee Hazlewoodism**—Lee Hazlewood SE 4403.... E 4403....  
**Love Italian Style**—Connie Francis SE 4448.... E 4448.... 4448....  
**More Hank Williams and Strings**—Hank Williams SE 4429.... E 4429.... 4429....  
**No Milk Today**—Herman's Hermits SE 4438.... E 4438.... 4438....  
**Roy Orbison Sings Don Gibson—Roy Orbison** SE 4424.... E 4424.... 4424....  
**Sebastian Cabot, Actor A Dramatic—Sebastian Cabot** SE 4431.... E 4431....  
**Stand By Me**—Spyder Turner SE 4450.... E 4450....  
**The Best of Sam the Sham and the Pharaohs**—Sam the Sham SE 4422.... E 4422.... 4422....  
**The Blow-Up**—Sound Track SE 4447.... E 4447....  
**The Swingin' Country**—Molly Bee SE 4423.... E 4423....  
**Three Bites of the Apple**—Sound Track SE 4444.... E 4444....  
 \*Available in 4-Track & 8-Track Cartridges

## MINIT

**Like It 'Tis**—Aaron Neville LP 24007.... LP 40007....

## MOTOWN

**A Collection of 16 Original Big Hits, Vol. 6—Various Artists** MS 655.... M 655....  
**Four Tops On Broadway**—The Four Tops MS 657.... M 657....  
**Supremes Sing Holland, Dozier, Holland—The Supremes** MS 650.... M 650....

## NASHVILLE ECONOMY

**I Fall to Pieces**—Dottie West NLP 2041....  
**Sick, Sober & Sorry**—Johnny Bond NLP 2039....  
**Tennessee Waltz**—Pee Wee King/Redd Stewart NLP 2042....  
**Travelin' & Truck Driver Hits—The Willis Brothers** NLP 2040....

## OKEH

**The Explosive Little Richard!** OKS 14117.... OKM 12117....

## PARROT

**Green, Green Grass of Home**—Tom Jones PAS 71009.... PA 61009....

## PREMIER

**In a Brazilian Mood**—Tommy Garrett LMM 13038....

## CAMDEN (RCA)

**Big Ones of '66, The**—Mel Davis CAS 2127.... CAL 2127....  
**Cocktail Time With Frankie Carle** CAS 2118.... CAL 2118....  
**Goodnight My Love, Pleasant Dreams**—Ray Peterson CAS 2119.... CAL 2119....  
**Grand Ole Country Hits—Various Artists** CAS 737 (e)  
**Numerous Side of Country Music With Homer and Jethro, The** CAS 768 (e)  
**I'm Day Dreamin' Tonight**—Porter Wagoner CAS 2116.... CAL 2116....  
**In A Little Spanish Town**—Living Brass CAS 2114.... CAL 2114....  
**Our Country 'Tis of Thee**—Arthur Godfrey CAS 1082.... CAL 1082....  
**Singing Ranger, The**—Hank Snow CAS 514 (e)  
**Southern Cannonball, The**—Hank Snow CAS 680 (e)  
**What Do You Want To Be When You Grow Up?**—Ed McMahon CAS 1083.... CAL 1083....  
**With A Song On My Lips (and a Prayer in My Heart)**—The Blackwood Bros. CAS 2115.... CAL 2115....

## RCA VICTOR

**Annie Get Your Gun**—Original Cast LSO 1124.... LOC 1124....  
**A Heart Filled With Song**—John Gary LSP 3666.... LPM 3666....  
**Arrivederci, Baby!**—Original Cast LSO 1132.... LOC 1132....  
**Back Home**—Barry Sadler LSP 3691.... LPM 3691....  
**Ballads of the Green Berets—S/Sgt. Barry Sadler** LSP 3547.... LPM 3547....  
**Belafonte at Carnegie Hall**—Harry Belafonte LSO 6006.... LOC 6006....  
**Best of Chet Atkins, Vol. 2**—Chet Atkins LSP 3558.... LPM 3558....  
**Best of the Blackwood Bros. Qt.**—Blackwood Bros. Quartet LSP 2931.... LPM 2831....  
**Best of Floyd Cramer**—Floyd Cramer LSP 2888.... LPM 2888....  
**Best of Al Hirt—Al Hirt** LSP 3309.... LPM 3309....  
**Best of Mancini—Henry Mancini** LSP 2693.... LPM 2693....  
**Best of Mancini, Vol. 2**—Henry Mancini LSP 3557.... LPM 3557....  
**Best of Jim Reeves—Jim Reeves** LSP 2890.... LPM 2890....  
**Best of Jim Reeves, Vol. 2**—Jim Reeves LSP 3482.... LPM 3482....  
**Best of Hank Locklin**—Hank Locklin LSP 3559(e).... LPM 3559(e)....  
**Best of George Beverly Shea**—George Beverly Shea LSP 2932.... LPM 2932....  
**Best of Hank Snow**—Hank Snow LSP 3476.... LPM 3476....  
**Best of the Statesmen Quartet**—Statesmen Quartet LSP 2933.... LPM 2933....  
**Billy Graham London Crusade, The** LSP 3698.... LPM 3698....  
**Blue Boys in Person, The** LSP 3696.... LPM 3696....  
**Blue Hawaii**—Elvis Presley LSP 2426.... LPM 2426....  
**Born to Sing**—Connie Smith LSP 3628.... LPM 3628....  
**Breakfast at Tiffany's**—Original Cast LSO 1131.... LOC 1132....  
**Broadway Soundarounds**—Marty Gold LSP 3689.... LPM 3689....  
**Caribbean Suite, The**—Harold Vick and Orch. LSP 3677.... LPM 3677....  
**Cattle Call**—Eddy Arnold LSP 2578.... LPM 2578....  
**Calyso in Brass**—Harry Belafonte LSP 3658.... LPM 3658....  
**Class of '66**—Floyd Cramer LSP 3650.... LPM 3650....  
**Confessions of a Broken Man**—Porter Wagoner LSP 3594.... LPM 3593....  
**Distant Drums**—Jim Reeves LSP 3542.... LPM 3542....  
**Don Bowman Recorded Almost Live** LSP 3646.... LPM 3646....  
**Elvis' Golden Records, Vol. 1**—Elvis Presley LSP 1707(e).... LPM 1707(e)....  
**Elvis' Golden Records, Vol. 2**—Elvis Presley LSP 2075.... LPM 2075....  
**Fiddler on the Roof**—Original Cast LSO 1093.... LOC 1093....  
**Fractious Fingering**—Fats Waller LPV 537....  
**Frankie and Johnny**—Elvis Presley LSP 3553.... LPM 3553....  
**From Nashville With Love**—Chet Atkins LSP 3647.... LPM 3647....  
**From Sergio—With Love**—Sergio Franchi LSP 3654.... LPM 3654....  
**Games That Lovers Play**—Eddie Fisher LSP 3726.... LPM 3726....  
**Genius of Esquivel** LSP 3697.... LPM 3697....  
**G. I. Blues**—Elvis Presley LSP 2256.... LPM 2256....  
**Glenn Yarbrough Live at the Hungry I**—Glenn Yarbrough LSP 3661.... LPM 3661....  
**Harum Scaram**—Elvis Presley LSP 3468.... LPM 3468....  
**Hello Dolly!**—Original Cast LSO 1087.... LOC 1087....  
**Here's What's Happening**—Floyd Cramer LSP 3746.... LPM 3746....  
**His Hand in Mine**—Elvis Presley LSP 3228.... LPM 3228....  
**Honey in the Horn**—Al Hirt LSP 2733.... LPM 2733....  
**How Great Thou Art**—Kate Smith LSP 3445.... LPM 3445....  
**I Do, I Do**—Original Cast LSO 1128.... LOC 1128....  
**I Want to Go With You**—Elvis Presley LSP 3507.... LPM 3507....  
**Jefferson Airplane Takes Off**—Jefferson Airplane LSP 3584(re).... LPM 3584(re)....  
**John Gary Sings Especially for You**—John Gary LSP 3695.... LPM 3695....  
**John Hartford Looks At Life** LSP 3687.... LPM 3687....  
**Kate Smith Today**—Kate Smith LSP 3670.... LPM 3670....  
**Last Date**—Floyd Cramer LSP 2350.... LPM 2350....  
**Lightly Latin**—Perry Como LSP 3552.... LPM 3552....  
**Miss Smith Goes to Nashville**—Connie Smith LSP 3520.... LPM 3520....  
**Moonlight and Roses**—Jim Reeves LSP 2854.... LPM 2854....  
**More I Cannot Wish You**—Ed Ames LSP 3636.... LPM 3636....  
**More of the Monkees**—The Monkees COS 102.... COM 102....  
**Murderer's Row**—Original Soundtrack COSO 5003.... COMO 5003....  
**Music of Hawaii**—Henry Mancini LSP 3713.... LPM 3713....  
**My World**—Eddy Arnold LSP 3466.... LPM 3466....  
**Nashville Rebel**—Waylon Jennings LSP 3736.... LPM 3736....  
**Norma Jean Sings a Tribute to Kitty Wells**—Norma Jean LSP 3664.... LPM 3664....  
**Oliver**—Original Cast LSO 2004.... LOC 2004....  
**Out of Sight**—Liverpool Five LSP 3682.... LPM 3682....  
**Perry Como in Italy**—Perry Como LSP 3608.... LPM 3608....  
**Peter Nero on Tour**—Peter Nero LSP 3610.... LPM 3610....  
**Paradise Hawaiian Style**—Elvis Presley LSP 3643.... LPM 3643....  
**Ray Noble** LPV 536....

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# NEW RELEASE INVENTORY CHECKLIST

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Recorded Live at Your Father's Mostache by the World's Finest Banjo Band

LSP 3722	LPM 3722
LPS 3715	LPM 3715
LSO 1032	LOC 1032
LSO 3703	LOC 3703
LSO 3337	LOC 3337

Somebody Like Me—Eddy Arnold

LSO 3622	LOC 3622
LSO 3539	LOC 3539
LSO 3716	LOC 3716
COS 101	COM 101
LSOD 2005	LOCOD 2005
LSP 3688	LPM 3688

The Lonely Things—Glenn Yarbrough

LSP 3693	LPM 3693
LSP 3724	LPM 3724
LSP 3709	LPM 3709
LSP 3411	LPM 3411

## RCA VICTOR Red Seal (Classical)

LSC 2923	LM 2923
LSC 6176	LM 6176
LSC 2924	LM 2924
LSC 6177	LM 6177
LSC 2929	LM 2929
LSC 2940	LM 2940
LSC 2915	LM 2915
LSC 2928	LM 2928

## REPRISE

RS 6230	R 6230
RS 6234	R 6234
RS 6241	R 6241
RS 6238	R 6238
RS 6239	R 6239
2RS 6237	2R 6237
FS 1020	F 1020

## STARDAY

SLP 397	Stereo No.
SLP 394	
SLP 396	
SLP 395	
SLP 393	

## SERAPHIM

S-60027	60027
S-60012	60012

60029	
60034	
60020	

## SMASH

SRS67088	MGS27088
SRS67090	MGS27090

## SOLID STATE

SS 18010	SM 17010
SS 18012	SM 17012
SS 18013	SM 17013
SS 18011	SM 17011

## SOUL

SS 704	S 704
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## STAX

S 714	714
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## SUNSET

SUS 5149	SUM 1149
SUS 5154	SUM 1154
SUS 5150	SUM 1150
SUS 5153	SUM 1153
SUS 5148	SUM 1148
SUS 5156	SUM 1156
SUS 5151	SUM 1151
SUS 5146	SUM 1146
SUS 5147	SUM 1147
SUS 5152	SUM 1152
SUS 5143	SUM 1143

## 20TH CENTURY-FOX

S 3192	3192
S 4189	4189

## UNITED ARTISTS

UAS 6577	UAL 3577
UAS 5141	UAL 3577
UAS 6565	UAL 3565
UAS 6576	UAL 3576
UAS 6566	UAL 3566
UAS 6573	UAL 3573
UAS 6555	UAL 3566
UAC11051	
UAC11054	
UAS 5151	UAL 4151
UAS 5154	UAL 4154
UAS 5150	UAL 4150
UAS 6568	UAL 3568
UAC11054	
UAS 6560	UAL 3560
UAS 6564	UAL 3564
UAS 6561	UAL 3561
UAS 6571	UAL 3571
UAS 6570	UAL 3570
UAS 6563	UAL 3563
UAS 6569	UAL 3569
UAS 6562	UAL 3562
UAC11051	

## UA INTERNATIONAL

UAC15508	UAC14508
UAC15509	UAC14509
UAC15507	UAC14507
UAC15511	UAC14511
UAC15506	UAC14506
UAC15510	UAC14510
UAC15505	UAC14505

## VANGUARD FOLK

VSD-79236	VRS-9236
VSD-79237	VRS-9237
VSD-79241	VRS-9241

## VANGUARD CLASSICAL

VSD-71162	VRS-1162
VSD-71163	VRS-1163

## VERVE

V6 8673	V 8673
V6 8675	V 8675
V6 8672	V 8672
V6 8676	V 8676
V6 8677	V 8677
V6 8684	V 8684
V6 8682	V 8682
V6 8681	V 8681
V6 8679	V 8679
V6 5012	V 5012
V6 5010	V 5010
V6 5011	V 5011
V6 5013	V 5013
V6 5008	V 5008

## VERVE/FOLKWAYS

FTS 3016	FT 3016
FTS 3020	FT 3020
FTS 3018	FT 3018

## VIP

VIP5402	VIP402
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## VSP

VSPS 23	VSP 23
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WPS 21857	WP 1857
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# Erstwhile Novelty Works Are Crashing Classical LP Charts

• Continued from page 40

package led by Herbert von Karajan.

In addition to "Cosi," Turnabout is doing well with mono reissues of three other Mozart Society mono sets, "Don Giovanni" "Nozze di Figaro" and "Magic Flute." Angel's January release of "Don Giovanni" starring Nicolai Ghiaurov and conducted by Klemperer is drawing early 1967 attention. Deutsche Grammophon also is preparing a "Don Giovanni" release with Karl Boehm conducting a cast headed by Fischer-Dieskau and Nilsson. That label also is doing well with its "Abduction From the Seraglio" starring the late Fritz Wunderlich.

The young tenor, who was attaining stardom at the time of his death last fall, also is selling with Schubert's "Die schoene muellerin" for Deutsche Grammophon, while Heliodor expects good sales with a Wunderlich LP of lighter material. Schumann's "Dichterliebe" and Schoenberg's "Gurre-Lieder" are other good sellers for Deutsche Grammophon.

The label also is doing well with von Karajan leading Beethoven's nine symphonies and Henze leading his five. Command, which is doing well with William Steinberg conducting the Pittsburgh Symphony in

Brahms' four, expects top sales from the same conductor and orchestra in a Beethoven collection. Epic has good business from the Sibelius seven with Akeo Watanabe.

Topping the annual classical charts were two Chopin piano disks on Victor, "My Favorite Chopin" by Van Cliburn and "Chopin Waltzes" by Artur Schnabel. Another Rubinstein disk of Chopin also drew chart action along with the perennial Van Cliburn rendition of Tchaikovsky's "Concerto No. 1." "Horowitz at Carnegie Hall—An Historic Return" is a hot seller as dealers eagerly await Columbia's next two-LP concert recital by Vladimir Horowitz. Another top-selling Columbia disk is "Piano Music of Rachmaninoff" with Philippe Entremont and the New York Philharmonic under Bernstein.

The Philharmonic and Bernstein also did well with Gershwin's "Rhapsody in Blue," a Ravel set and the Dvorak Symphony No. 9 (New World). Yehudi Menuhin sold well for Angel as both conductor in Purcell's "Music for the Theatre" and soloist in Elgar's "Violin Concerto." Julian Bream scored for Victor on two string instruments with "Baroque Guitar" and Bach's "Lute Suites Nos. 1 and 2." Guitarist John Williams starred in Rodrigo's "Concerto de Arnanjuez" and

Castelnuovo-Tedesco's "Concerto in D," a hit record. Guitarist Andres Segovia still is a consistent seller for Decca. His one Heliodor LP also continues to move.

London, which drew heavy business with Britten's "Curlw River," also expects improved action from that composer's "Peter Grimes" with a highlights disk due. On Columbia, Ormandy and the Philadelphia scored with "Reverie," a collection; "Bless This House" with the Mormon Tabernacle Choir; the Handel's "Messiah." New Philips and Victor "Messiah" sets also sold.

A consistent Columbia seller, E. Power Biggs, scored with Bach and Mozart organ music and with "Bach on the Pedal Harpsichord." Brahms' "Liebeslieder Waltzes" proved a winner for the Robert Shaw Chorale on Victor, which also had "Best of the Boston Pops" with Arthur Fiedler conducting. Thomas Schippers conducts the New York Philharmonic in a swelling CBS set.

Other instrumentalists reported selling well on their most-recent releases include violinists Isaac Stern (Columbia), Ruggiero Ricci (Decca), Zino Francescatti (Columbia), Jascha Heifetz (Victor), Arthur Grumiaux (Philips), Henryk Szeryng (Mercury) and Josef Suk (Crossroads); harpsichordist Sylvia Marlowe (Decca);

# Electronic Data Brings Order

• Continued from page 40

leads the manufacturer astray. It would also supply the manufacturer with accurate regional surveys, distribution patterns and a speed-up of the re-order decisions which are the determining factors in making a record a hit or a flop. In short, it would add reason to the romance of record-making.

It would help the distributor and rack-jobber because it offers a sales analysis that would be a guide to better planning and merchandising. If an individual ticketing system is already in operation, it would introduce more sophisticated techniques and tighten the lines of communication going to the consumer in one direction and the manufacturer in the other. In short, it would do away with time-consuming chores such as stock-counting and free the distributor and rack-jobber salesmen for the job of selling. And, selling, after all, is the name of the game.

pianists Cziffra (World Series), Dame Myra Hess (Seraphim), Dinu Lipatti (Seraphim), Leonard Pennario (Capitol), Lili Kraus (Epic), Glenn Gould (Columbia), Rudolf Serkin (Columbia), Byron Janis (Mercury), and Vladimir Ashkenazy (London); oboist Harold Gomberg (Columbia); organists Virgil Fox (Command), Helmut Walcha (Archive) and Walter Kraft (Vox).

# 3 Wonderful Records by One-Derful

CHICAGO — Two staple singles, Alvin Cash's "Philly Freeze," and "Boo-Ga-Lo" and Cash's "Twine Time" LP, are listed as prime restocking items from One-Derful Records, soon to be launching a series of long-play packages.

The label is currently producing subsidiary product on Mar-V-Lus, M-Pac and Midas in the rhythm and blues field and has a pop line called Toddlin' Town and a gospel label under the Halo logo. It also distributes Jerhart and Flash brands.

One package, lacking only cover art and a title, is a Harold Burrage memorial album. Typical of the songs included by the late r&b artist who died at the age of 35 are "Take Me Now," "Master Key" and "Got to Find a Way." Another album awaiting final preparation is a follow-up on the earlier Cash package.

## Jazz Releases

• Continued from page 36

Szabo's "Jazz Raga," Oliver Nelson's "Sound Pieces," and Zoot Sims' "Waiting Game."  
• Command: Count Basie's "Hollywood Basie's Way."  
• Columbia: Charlie Byrd's "Byrdland."  
• Capitol: "Cannonball" Adderley's "Mercy, Mercy, Mercy."  
• Prestige: Shirley Scott's "Soul Sister," Gene Ammons' "Boss Soul" and Jack McDuff's "Greatest Hits."

# CLASSICAL MUSIC



LEADING VIOLINISTS in sales include, from top, Isaac Stern (Columbia), Yehudi Menuhin (Angel), Henryk Szeryng (Mercury, Everest, RCA Victor, Victrola), and Jascha Heifetz (Victor). Among other heavy disk sellers are Nathan Milstein (Angel, Capitol, Pickwick/33), Zino Francescatti (Columbia), and Ruggiero Ricci (Decca).

## Westminster Adding 4 Works To Catalog; 3-LP Multiple Set

NEW YORK—Four works are being added to the catalog in one of this quarter's Westminster releases. The label also is presenting one three-LP multiple with Sy Shaffer leading the Vienna State Opera Orchestra in operatic excerpts for orchestra. The catalog additions, which are performed by flutist Julius Baker and pianist Anthony Makas, are Martinu's "First Sonata for Flute and Piano (1945)," Roussel's "Andante et Scerzo pour Flute et Piano, Op. 51," Piston's "Sonata for Flute and Piano (1930)," and Reif's "Banter for Flute and Piano."

Another disk of catalog additions feature Robert Gerle with Robert Zeller conducting the Vienna Radio Orchestra in Vieuxtemps' "Violin Concerto No. 2, Op. 19" and Vivaldi's "Concertos Nos. 60 & 163 (Posthorn)." A seasonal pressing will contain an Easter Service recorded at New York's Riverside Church, while a Bach oratorio will be Music Guild's Easter offering.

In conjunction with Lucia Popp's Metropolitan Opera debut, Westminster is issuing a disk coupling the soprano singing arias from Handel's

(Continued on page 58)

## Vet Violinists Still First-String In Catalog, New Release Sales

By FRED KIRBY

NEW YORK—Veteran violinists continue to lead in violin LP sales despite pressings by younger artists. Not only in newer releases, but in catalog items, good business is registered by such artists as Yehudi Menuhin (Angel), Isaac Stern (Columbia) and Jascha Heifetz (RCA Victor). Henryk Szeryng's latest Mercury package is going well.

Zino Francescatti, whose last Columbia album, Schubert's "Phantasie Op. 159" and "Sonatas 1 & 3" has been out for almost a year, continues to be a heavy seller of older releases. David Oistrakh does well for Angel, Deutsche Grammophon and Monitor, while old Leonid Kogan title, now on Victrola, the Khachaturian "Concerto" and Saint-Saens "Havanaise," still is registering. Kogan also is represented on Angel, Monitor, Baroque, Pirouette and Bruno.

Menuhin's new stereo LP of Elgar's "Violin Concerto" proved the best selling violin recording of last year. The Angel album was on the charts for nine weeks, with 23 its highest position. Sir Adrian Boult led the New Philharmonia Orchestra in the set. His Mozart concertos with his Bath Festival Orchestra are consistent sellers. Latest Menuhin disks with the New Philharmonia Orchestra are Bartok's "Violin Concerto No. 2 (1938)" with Antal Dorati conducting and Beethoven's "Violin Concerto" with Otto Klemperer conducting.

### Milstein Strong

Another Angel violinist with a steady following, is Nathan Milstein, whose disk of Bach concertos will be out in the spring. Milstein still is scoring with Tchaikovsky's "Concerto in D" with William Steinberg and the Pittsburgh Orchestra, and "Music of Old Russia." His most recent Angel release was the Prokofiev concertos, early last year. The artist also is represented on Capitol and Pickwick/33.

Stern continues among the most popular sellers with several top Columbia albums to his credit. Included are the familiar Tchaikovsky and Mendelssohn concertos with Eugene Ormandy and the Philadelphia Orchestra. Francescatti's most recent release also couples the two warhorses, the Tchaikovsky with Thomas Schippers and the New York Philharmonic, and the Mendelssohn with George Szell and the Cleveland Orchestra.

### Stern Sellers

Other top Stern sellers include a coupling of Brahms and Beethoven concertos with Leonard Bernstein and the Philharmonic, Prokofiev's concertos with Ormandy and the Philadelphia, and "Humoresque," a collection with the Columbia Symphony that includes Debussy's "Clair de Lune." The Tchaikovsky, Mendelssohn, Brahms and Beethoven concertos also are combined in a three-record set, "Four Favorite Violin Concertos," a good seller. The artist also records with cellist Leonard Rose and pianist Eugene Istomin with "Gala Performance," their most successful set. Stern's most recent pressings

are Dvorak's "Violin Concerto" and "Romance" with Ormandy and the Philadelphia.

Action is expected on two February releases, a Bach coupling of the "Concerto No. 1" with Stern leading the London Symphony and the "Concerto No. 2" with Bernstein and the Philharmonic, and Bach's "Concerto for Violin and Oboe" with

oboist Harold Gomberg and Bernstein and the Philharmonic. Previous mono pressings of Stern in the "Concerto No. 1" and the violin-oboe piece were best sellers.

Other good-selling Francescatti performances are Paganini's "Violin Concerto No. 1" with Ormandy and the Philadelphia, (Continued on page 56)

## Mace Goes for Lighter Side In 'Baroque Americana' LP

NEW YORK—Mace is expanding into the satiric field with "Baroque Americana," a collection of 10 numbers combining classical and baroque melodies with American folk songs. The selections are performed by the Concertgebluff Auteurs Orchestral Society. Among the compositions are "Yea-Zoo Joy on the Range," "Three Blind Figari," and "Watch-It-Out Old McDonald."

Mace previously had dealt mainly with classical material, specializing in the esoteric. Examples of esoteric music in this month's releases are a collection of chamber music for voices by Gallus, Despriz, Bruckner, Janequim, Vecchi and Hindemith; Enrico Mainardi playing baroque

cello music of Geminiani, Boccherini and Vivaldi; Paul Bernardi playing Spanish organ music by Lusa, Viola, Elias, Tomas de Santa Maria, De Sota, Cabaniles and Casanovas; and the Northern Sinfonia Orchestra playing orchestral music by Cannabich, Holzbauer and Richter.

The Northern Sinfonia Orchestra also is heard in an LP of Dvorak and Gounod music. Two disks with international flavor contain gypsy songs and Italian love songs. Rounding out the release are LP's of German operatic overtures, Byzantine Easter Services, music of Grieg, and Hyman Bress in Bach violin music.



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MONTSERRAT CABALLE, soprano, and Alfredo Kraus, tenor, record Donizetti's "Lucrezia Borgia" for RCA Victor in Rome. The three-record set is being released by Victor this month. It is Miss Caballe's first full-length operatic recording.

**Classical Notes**

Soprano Regine Crespin will open the San Francisco Opera's 1967 season on Sept. 19 in the title role of Ponchielli's "La Gioconda." Bass Nicolai Ghiaurov will debut with that company next season. . . . Pianist Mischa Dichter will perform in Chicago's Orchestra Hall on Feb. 22 in a Southside Hebrew Congregation charity benefit. . . . Grace Bumbry sings her first Metropolitan Opera performance of Amneris on Feb. 6. Artists appearing in "Aida" for the first time this season at the performance include Leontyne Price, Carlo Bergonzi, Robert Merrill and Bonaldo Giaiotti. Montserrat Caballe singing her first Met "Il Trovatore" on Feb. 8. . . . Leonard Bernstein led the New York Philharmonic at the Westchester County Center last Tuesday (24). Mezzo-soprano Tereza Berganza gives a recital at Philharmonic Hall next Wednesday (1). . . . Pianist Mischa Dichter will perform in Chicago's Orchestra Hall on Feb. 22 in a Southside Hebrew Congregation charity benefit. . . . Leopold La Fosse, associate concertmaster of the San Antonio Symphony, makes his new York recital debut next Wednesday (1) at Town Hall. . . . Violinist Zino Francescatti will be soloist with the New York Philharmonic under William Steinberg in four concerts beginning on Thursday (26). Pianist Peter Frankl will be soloist with the Chicago Symphony under Jean Martinon in concerts Thursday (26), Friday (27) and Saturday (28). . . . Nicholas L. Jones has been appointed director of development for the Indianapolis Symphony. . . . A complete listing of available English translations of foreign language operas will be published by the Central Opera service, which is sponsored by the Metropolitan Opera National Council.

Pianist Clifford Curzin appears with George Szell and the Cleveland Orchestra in three performances beginning on Thursday (26). . . . About 500 members of German singing societies in Texas will participate in the gala 100th anniversary celebration of the Beethoven Maennerchor in San Antonio's Municipal Auditorium on Feb. 26. . . . Guitarist Andres Segovia appears at Carnegie Hall on Sunday (29). . . . Antal Dorati will conduct the Washington National Symphony in the American premiere of his "Largo Concertato" Tuesday (24). The program will be repeated Wednesday (25). . . . Soprano Renata Scottò gives her first New York recital Sunday (29) at Philharmonic Hall. . . . Chicago's WFMT will present two stereo concert series this year, one on Saturday nights by the Cleveland Orchestra and one on Friday nights by the Minneapolis Symphony. Peoples Gas Light

This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
3	2	<b>MY FAVORITE CHOPIN</b> Van Cliburn, RCA Victor LM 2576 (M); LSC 2576 (S)	23
2	2	<b>OPENING NIGHTS AT THE MET (3-12" LP's)</b> Various Artists, RCA Victor LM 6171 (M); LSC 6171 (S)	18
3	1	<b>WAGNER: DIE WALKUERE (5-12" LP's)</b> Nilsson, King & Various Artists, Vienna Philharmonic (Solti), London A 4509 (M); OSA 1509 (S)	11
4	5	<b>HANDEL: MESSIAH (2-12" LP's)</b> Various Artists, Mormon Tabernacle Choir, Philadelphia Orch. (Ormandy), Columbia M2L 263 (M); M2S 607 (S)	6
5	4	<b>BEETHOVEN: SYMPHONY NO. 5/HOW A GREAT SYMPHONY WAS WRITTEN</b> N. Y. Philharmonic (Bernstein), Columbia ML 5868 (M); MS 6468 (S)	14
6	6	<b>TCHAIKOVSKY: CONCERTO NO. 1</b> Van Cliburn, RCA Victor LM 2252 (M); LSC 2252 (S)	42
7	8	<b>CHOPIN WALTZES</b> Rubinstein, RCA Victor LM 2726 (M); LSC 2726 (S)	43
8	9	<b>LEONTYNE PRICE—PRIMA DONNA</b> RCA Victor LM 2890 (M); LSC 2898 (S)	16
9	7	<b>BEETHOVEN: COMPLETE NINE SYMPHONIES (8-12" LP's)</b> Berlin Philharmonic Orch. (Von Karajan), DGG (No Mono); SKL 101/108 (S)	22
10	12	<b>ORFF: CARMINA BURANA</b> New Philharmonic Orch. (DeBurgos), Angel 36333 (M); 36333 (S)	23
11	24	<b>VERDI: FALSTAFF (3-12" LP's)</b> Fischer-Dieskau & Various Artists/Vienna Philharmonic (Bernstein), Columbia M3L 350 (M); M3S 750 (S)	3
12	10	<b>MAHLER: SYMPHONY NO. 7 (2-12" LP's)</b> New York Philharmonic (Bernstein), Columbia M2L 339 (M); M2S 739 (S)	16
13	15	<b>GERSHWIN: RHAPSODY IN BLUE</b> New York Philharmonic (Bernstein); Columbia ML 5413 (M); MS 6091 (S)	23
14	13	<b>PUCCINI: LA BOHEME (2-12" LP's)</b> Various Artists, RCA Victor Orch. (Beecham), Seraphim IB 6000 (M); (No Stereo)	16
15	11	<b>DVORAK: SYMPHONY NO. 9 (New World)</b> New York Philharmonic (Bernstein), Columbia ML 5793 (M); MS 6393 (S)	20
16	20	<b>ART OF SERGE KOUSSEVITZKY (3-12" LP's)</b> Boston Symphony Orch., RCA Victor VCM 6174 (M); (No Stereo)	5
17	14	<b>ARTUR RUBINSTEIN'S CHOPIN</b> RCA Victor LM 2889 (M); LSC 2889 (S)	30
18	19	<b>ORFF: CARMINA BURANA</b> Sarsanyi, Petrak, Presnell, Philadelphia Orch. (Ormandy) Columbia ML 5498 (M); MS 6198 (S)	19
19	18	<b>BACH: LUTE SUITES NOS. 1 &amp; 2</b> Bream, RCA Victor LM 2896 (M); LSC 2896 (S)	21
20	17	<b>REVERIE</b> Philadelphia Orch. (Ormandy), Columbia ML 5975 (M); MS 6575 (S)	20
21	21	<b>BEST OF THE BOSTON POPS</b> Boston Pops (Fiedler), RCA Victor LM 2810 (M); LSC 2810 (S)	14



This Week	Last Week	Title, Artist, Label & No.	Weeks on Chart
22	23	<b>TCHAIKOVSKY: NUTCRACKER SUITE</b> Philadelphia Orch. (Ormandy), Columbia ML 6207 (M); MS 6807 (S)	4
23	16	<b>TCHAIKOVSKY: OVERTURE 1812</b> Minneapolis Symphony Orch. (Dorati), Mercury MG 60054 (M); SR 90054 (S)	29
24	25	<b>BACH ON THE PEDAL HARPSICHOARD</b> E. P. Biggs, Columbia ML 6204 (M); MS 6804 (S)	28
25	27	<b>VERDI: ARIAS</b> Deitrich Fischer-Dieskau, Seraphim 60014 (M); S 60014 (S)	2
26	22	<b>SMETANA: MA VLAST (2-12" LP's)</b> Czech Philharmonic Orch. (Ancerl), Crossroads 22260001 (M); 22260002 (S)	10
27	—	<b>BEETHOVEN: "LES ADIEUX" SONATA/MOZART: SONATA IN C</b> Van Cliburn, RCA Victor LM 2931 (M); LSC 2931 (S)	1
28	31	<b>HANDEL: MESSIAH</b> Robert Shaw Chorale & Orch., RCA Victor LM 6175 (M); LSC 6175 (S)	3
29	29	<b>BEETHOVEN: SYMPHONY NO. 9 (2-12" LP's)</b> Pittsburgh Symphony Orch. (Steinberg), Command CC 11019 (M); CC 11019 SD (S)	3
30	30	<b>RAVEL: BOLERO/RHAPSODIE/LA VALSE</b> New York Philharmonic (Bernstein), Columbia ML 5293 (M); MS 6011 (S)	10
31	26	<b>HANDEL: WATER MUSIC</b> Concertgebouw Orch. of Amsterdam (Eduard Van Beinum), Philips World Series PHC 9016 (M); PHC 9016 (S)	7
32	28	<b>IVES: MUSIC FOR CHORUS</b> Gregg Smith, Columbia ML 6321 (M); MS 6921 (S)	7
33	—	<b>RODGERS: VICTORY AT SEA, VOL. 1</b> RCA Victor Symphony Orch. (Bennett), RCA Victor LM 2335 (M); LSC 2335 (S)	20
34	38	<b>MOZART: FOUR HORN CONCERTOS</b> Jones, Philadelphia Orch. (Ormandy), Columbia ML 6185 (M); MS 6785 (S)	2
35	36	<b>GREAT ARIAS FROM FRENCH OPERA</b> Maria Callas-Orch. Natl. Radio France, Angel 35831 (M); S 35831 (S)	2
36	35	<b>HENZE: SYMPHONIES NOS. 1-5 (2-12" LP's)</b> Berlin Philharmonic Orch. (Henze), DGG LPM 39 203/4 (M); SLPM 139 203/4 (S)	3
37	37	<b>IVES: SYMPHONY NO. 4</b> American Symphony Orch. (Stokowski), Columbia ML 6175 (M); MS 6775 (S)	7
38	—	<b>HOROWITZ AT CARNEGIE HALL—AN HISTORIC RETURN</b> Columbia M2L 328 (M); M2S 728 (S)	37
39	—	<b>HANDEL: MESSIAH (2-12" LP's)</b> Addison, Oberlin, Lloyd, Warfield, N. Y. Philharmonic (Bernstein), West Choir, Columbia M2L 242 (M); M2S 603 (S)	1
40	—	<b>BRAHMS: LIEBESLIEDER WALTZES</b> Robert Shaw Chorale, RCA Victor LM 2864 (M); LSC 2864 (S)	4

**Vet Violinists Still First-String**

• Continued from page 35

the Beethoven "Concerto" with the Columbia Symphony, and "Three French Violin Favorites." Robert Gerle is doing well for Westminster with a pairing of Josef Haydn's "Concerto No. 3" and Michael Haydn's "Concerto in B Flat."

Leading the Heifetz sales list is the Beethoven "Concerto" with Charles Munch and the Boston Symphony. The veteran artist also is doing well with Beethoven sonatas, the Tchaikovsky "Concerto," with Fritz Reiner and the Chicago Symphony, and the Sibelius "Concerto" with Walter Handel and the Chicago. His most recent Victor pressing was the Elgar "Concerto" with Sir Malcolm Sargent and the London Symphony.

Mercury reports top sales with its latest two-disk Szeryng package, "Four Great Violin Concertos," which contains the Beethoven, Sibelius and Tchaikovsky concertos and the Prokofiev "Concerto No. 2." The London Symphony is conducted by Dorati, Hans Schmidt-Isserstedt and Gennady Rozhdestvensky.

A top-selling budget LP continues to be Nielsen's "Concerto" with violinist Tibor Varga and the Royal Danish Orchestra under Jerzy Semkow on Turnabout. "The Glory of Cremona" with violinist Ruggiero Ricci continues to sell for Decca. Ricci used historic instruments for the recording. Oistrakh will be soloist and conduct Khachaturian's "Concerto" in the next week. Kogan also will appear on subsequent Melodiya/Angel releases. Szeryng's other labels include Everest, Victor, Victrola and Monitor. Among other leading violinists in sales

& Coke Co. will sponsor the Saturday series and Northwest Orient Airlines will co-sponsor the Friday broadcasts.

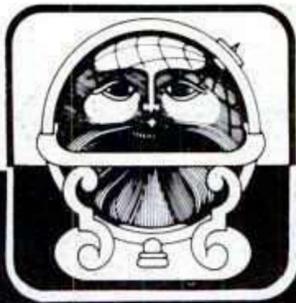
FRED KIRBY

are Arthur Grumiaux (Epic, Philips, Boston), Eric Friedmann (Victor), Mischa Elman (Vanguard), Campoli (London, Richmond, London Stereo Treasury), Wolfgang Schneiderman (Deutsche Grammophon) and Josef Suk (Crossroads, Epic).



PABLO CASALS, left, receives a copy of the Columbia album "Casals—A Living Portrait" from Thomas Frost, Columbia Masterworks a&r executive producer, during the maestro's 90th birthday celebration. The LP is being included as a bonus with two new releases of Casals conducting the Marlboro Festival Orchestra.

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(quotes are from reviews of the first release of 24)



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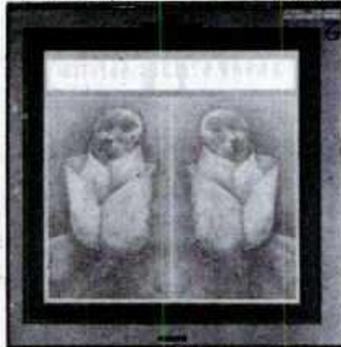
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C.P.E. BACH, *Two Flute Concertos*, Jean-Pierre Rampal, flutist, Orchestra/Louis de Froment. Brilliant performances by the King of 20th-century flutists, and the only recording available of two concertos composed while Bach was attached to the court of the 18th-century King-flutist, Frederick the Great. PHC 9033



CHOPIN Waltzes (Complete), Adam Harasiewicz, pianist. First budget-priced release of the complete Waltzes. Harasiewicz has toured many countries of the world since he won first prize in Warsaw's 1955 International Chopin Competition, is hailed everywhere as possibly the greatest young interpreter of Chopin's music. PHC 9034



TELEMANN, *Concerto for Three Trumpets*; *Concerto for Oboe d'amore*; *Concerto for flute and oboe*; *Concerto grosso in B flat*; Pro Arte Orchestra, Munich/Kurt Redel, conductor. Four colorful works for wind and brass instruments by the Baroque "find" of the 1960s. Performances such as these by the conductor and orchestra, noted for their Baroque interpretations, have been prime factors in the Telemann boom. PHC 9035



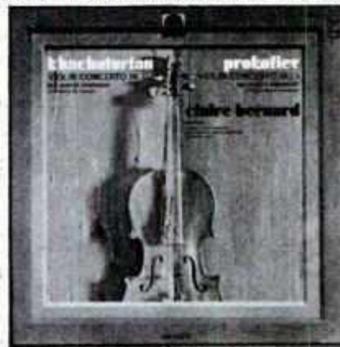
"DANCERIES" AT THE COURT OF VERSAILLES. Lully, Rameau, Couperin, Blavet; Lamoureux Orchestra and Wind Ensemble, Armand Birbaum, conductor; Jean-Pierre Rampal, solo flute. A unique program on records of music Louis XIV might have danced to on one of his enchanted evenings. Top-notch list of performers includes Rampal, "the world's most celebrated flutist" (*High Fidelity/Musical America*). PHC 9036



SCHUBERT *Symphony No. 9 in C, "THE GREAT"* Minneapolis Symphony Orchestra, Stanislaw Skrowaczewski. The first stereo low-priced version of the popular Schubert Ninth by a major orchestra and conductor. A spellbinding performance and outstanding sonics—recorded on 35 mm, magnetic film. PHC 9044



PURCELL "THE MARRIED BEAU" SUITE, LULLY, *Le Triomphe de L'Amour*, Ballet Suite Rouen Chamber Orchestra, Albert Beaucamp, Conductor. A Baroque program of unusual interest by the magnificent Rouen Chamber Orchestra (all in their 20s) which is challenging established chamber orchestras with its precise ensemble, perfect intonation and stylish playing. PHC 9045



KHACHATURIAN Violin Concerto in D Major, PRO-KOFIEV Violin Concerto No. 1, Bucharest Symphony Orchestra. First budget-line release of two most popular concertos. The recording was just made in Bucharest by Rouen-born, 19-year-old Claire Bernard, one of the most brilliant string talents in the world today, with Khachaturian conducting his concerto. PHC 9046



THE LORD IS MY SHEPHERD, Sir Laurence Olivier Reads The Psalms From The Old Testament. An ideal gift for both the religious and non-religious. The Psalms are not only familiar and beloved in both the Hebrew and Christian communities, they also contain some of the most beautiful and moving poetry of our language. PHC 9047

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# Jazz Beat

By ELIOT TIEGEL

Did you know that: Jazz festivals are blossoming all over the map, indicating confidence in the event by people who like their music live.

There was the first annual Beverly Hills jazz fest Jan. 21 and 22 at the Beverly Hills, Calif. High School which presented an anthology of stages of development through blues, Dixieland, swing, bop and modern styles. Critic Leonard Feather narrated the Saturday evening, Sunday matinee concerts which featured such luminaries as Wild Bill Davidson, John Ewing, Barney Bigard, Vi Reed, Teddy Edwards, Don Ellis, Buddy Collette, Benny Carter, Roger Kellaway, Barney Kessel, Ray Brown and Shelly Manne. This bash was presented by the Beverly Hills Unified School District as part of its cultural exchange program with the rest of Los Angeles County.

There's the second annual Longhorn festival in Austin, Tex. in April, at which impresario George Wein expects to double his attendance over the debuting concerts last year. About 8,000 attended in 1966. Wein's office claimed last year that the festival ran against several social and collegiate activities and thus was hurt in the box office.

The Longhorn festival was significant in that it was the first jazz-o-rama held in a Southern or Southwestern city in which a major name band did not appear. This year's sponsors, 24 Austin business-

men working in conjunction with Wein, who produces the Newport and Boston city jazz outings, are scouting for a name band for the one-night presentation.

Internationally, the city of Montreux, Switzerland and Radio Suisse Romande, are sponsoring a three-day concert June 16-18 which will hopefully spotlight groups in the New Orleans Dixieland vein, mainstream proponents, the modern school and top individual soloists. Robert Victor, president of Chicago FM station WXFM is helping Swiss officials develop American contacts. Montreux has been active in the classical music field by sponsoring the Septembre Musical Festival and now with the cooperation of the Swiss Radio and TV Corp., is delving into jazz. Montreux hopes to have elimination presentations with the best groups appearing at the concluding Sunday evening show.

Although it didn't label its appearance under any festival banner, the Purdue Salty Dogs' Dixieland band kept busy over the New Year's Eve weekend playing for Purdue alumni functions prior to their team's appearance at the Rose Bowl against USC. The Salty Dogs are a spinoff musical aggregation of the larger Purdue U. marching band and their brand of two-beat vittles was a welcome taste for members of the New Orleans Jazz Club of California which feted the group at its Jan. 1 meeting.

Formed in 1947, the collegiate group plays in a Turk Murphy bag. The drummer, in-

## BREAKOUT SINGLES

### ★ NATIONAL BREAKOUTS

#### LOVE IS HERE AND YOU'RE GONE

Supremes, Motown 1103 (Jobete, BMI)

#### YOU GOT TO ME

Neil Diamond, Bang 540 (Tallyrand, BMI)

#### WISH YOU DIDN'T HAVE TO GO

James & Bobby Purify, Bell 660 (Fame, BMI)

### ★ REGIONAL BREAKOUTS

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

#### TEN COMMANDMENTS . . .

Prince Buster, Philips 40427 (Carab, BMI) (New York-Cleveland)

#### FUNKY BROADWAY . . .

Dyke & the Blazers, Original Sound 64 (Drive-In/Routen, BMI) (San Francisco-Cleveland)

#### GRITS 'N CORN BREAD . . .

Soul Runners, MoSoul 101 (Pure Soul/Keymen, BMI) (Cleveland-Washington)

#### GIRL DON'T MAKE ME WAIT . . .

Bunny Sigler, Parkway 123 (Double Diamond, BMI) (Philadelphia)

#### ALL STRUNG OUT OVER YOU . . .

Chambers Brothers, Columbia 43957 (T.M., BMI) (Boston)

#### YOU DON'T HAVE TO SAY YOU

LOVE ME . . . Arthur Prysock, Verve 10470 (Miller, ASCAP) (New York)

#### MY BEST FRIEND . . .

Jefferson Airplane, RCA Victor 9063 ("After You," BMI) (San Francisco)

#### CALIFORNIA NIGHTS . . .

Lesley Gore, Mercury 72649 (Genius/Enchanted, ASCAP) (Pittsburgh)

#### I WON'T COME IN WHILE HE'S

THERE . . . Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI) (Houston)

#### STORMY WEATHER . . .

Magnificent Men, Capitol 5812 (Arko, ASCAP) (Buffalo)

teresting enough, is Yoichi Kimura of Osaka, Japan, who visited the U. S. last summer with the Original Osaka Dixieland Band.

In the East, judges and advisors for the Villanova Intercollegiate Jazz Festival have been selected: Stan Kenton, top advisor; Robert Share, Berkley School of Music administrator, chief judge, with the following judgeships—Clark Terry, Phil Woods, Clem DeRosa, Dan Morgenstern and John Hammond.

A followup to last week's column on jazz broadcasters' opinion of jazz interpretations of top 40 tunes comes from Johnny Magnus at KMPC, Los Angeles. "I think Wes Montgomery and Bud Shank are grooving with the times. To hell with the critics and other jazz snobs who put them down. . . 'Stardust,' 'Begin the Beguine,' and 'How High the Moon' have all been stated in every conceivable way. Also, most jazz originals are a boring excuse for a horn player to start tooting.

"Selections like '1-2-3,' 'Yesterday,' 'California Dreamin,' 'Winchester' and 'Strangers in the Night,' would stand up against any competitor past or present. I think any selection by contemporary thinking music men is worthy of airplay. It is up to the air personality to select for his audience those items that best reflect our own uptight, oversight, everything's all right sixties. Those really not so good old days of the 30's, 40's and 50's are gone forever."

### Two 3-Record Sets by Epic

MIAMI BEACH—Two three-record sets are among this month's Epic Records releases. Included is the third volume of Mozart's piano concertos by Lili Kraus, with the Vienna Festival Orchestra conducted by Stephen Simon.

The other multiple set features violinist Josef Suk and harpsichordist Susannah Ruzickova in Bach sonatas. Also listed for release by Epic this month are LP's by pianist Alicia de Larrocha, cellist Andre Navarra with the Czech Philharmonic conducted by Karl Ancerl, and the Baroque Ensemble of Paris including flutist Jean-Pierre Rampal, oboist Pierre Pierlot and harpsichordist Robert Veyron-Lecroix.

### BOOK REVIEW

## 'Encyclopedia of Jazz' Is Feather in Leonard's Cap

"Encyclopedia of Jazz in the Sixties" by Leonard Feather, Horizon Press, 312 pages.

A valuable "Who's Who" of jazz personalities has been compiled by Leonard Feather, who has spruced up what is normally a dull compilation of names

and background information by adding some spice to the material.

The spicing is offered in the form of startling and oftentimes abrasive comments gathered over the past six years by the author in his Blindfold Test in Down Beat magazine.

The biographical section covers 1,100 performers and is a valuable educational source for all persons having anything to do with the subject.

Following the bios, bluesolost Pete Welding presents almost six pages of an analysis of the blues and folk movement. Welding's study is involved with rural and urban Negro blues and he stays away from the white urban rock 'n' roll amplified guitar bands, who claim their inspiration links them to slave singing on the Mississippi Delta.

Feather offers an interesting, introspective analysis of the '60's which reads like a year-end review. He feels that we are close to a "third stage" in the music's development in which jazz "in all its great diversity of forms (is) established as a reflection and vital part of the entire society in which we live."

Of all the recordings released during the last six years, Feather selects 97 as his top preferences. There is a fine rundown of books published on jazz subjects which shows how much material has been written on the music.

ELIOT TIEGEL

## Philips Bows '67' Program

CHICAGO—Philips Records has released 13 new packages and combined them with 54 of its continuing best-seller LP's to form a program titled Philips 67. Discount plans, catalog supplements, inventory control order forms and display materials round out the program.

A 10 per cent discount applies to all Philips popular, and Connoisseur Series and Classical products is being discounted 20 per cent. The program will carry through Feb. 28.

The recent industry impetus on documentary type recordings is reflected in one of the 13 packages featuring Norman Dacey's recorded addenda to the best-selling "How to Avoid Probate" book. Special display for the package has been designed.

The pop packages in the new release consist of packages by Walter Wanderley, Swingle Singers and the Modern Jazz Quartet, Nina Simone, Ken Nordine, and the Mystic Moods Orchestra.

Seven classical packages complete the January releases. They are by Kurt Redel and the Swiss Festival Orchestra, "A Century of French Song," by Gerard Souzay, an album of Casals playing Beethoven, Arthur Grumiaux and Arrigo Pelliccia with the Wondon Symphony playing Mozart, the Vienna Symphony in Strauss Waltzes, Colin Davis and the London Symphony Orchestra playing Stravinsky and Oistrakh playing Sonatas by Debussy, Prokofiev, Ravel and Ysaye.

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HANDS FULL! Ray Conniff, center, gets an assist from Columbia's Bill Gallagher (left) and Jack Wiedemann in holding his new gold record for the LP, "Somewhere My Love." Presentation was made in Hollywood.

## QUOTES AGREEMENT

# AGAC Tells Pubs Renewal Rights Belong to the Writer

NEW YORK—The American Guild of Authors & Composers is notifying music publishers that writers have the renewal rights of their songs even though the writers may have originally signed contracts giving these renewal rights to the publishers.

In a memo to music publishers who were signatories to the 1939 Basic Agreement, AGAC pointed out that under the Basic Agreement, "Compositions acquired by you from a member of SPA (predecessor to AGAC) on or after June 1, 1937, were deemed to have been acquired pursuant to said Basic Agreement." AGAC goes on to say that if "any terms of any contract entered into between you and such member on or after June 1, 1937, were less favorable to the writer than those contained in the Standard Uniform Popular Songwriters Agreement of 1939, the terms of the 1939 Uniform Contract apply."

This means that the writers, not the publishers, have these songs back for the 28-year copyright renewal term.

Burton Lane, president of

## ADMAN GREEN NAMED NARAS CHICAGO HEAD

CHICAGO — The Chicago chapter of the National Academy of Recording Arts and Sciences has elected as president Lew Green, radio-TV director for Reincke, Meyer & Finn, Inc., advertising agency.

Other officers elected at a chapter meeting last week were John Pate, Midwest a&r director, ABC-Paramount, first vice-president; Shelly Wax, associate editor, Playboy magazine, second vice-president, Bill Traut, partner, Dunwich Productions, secretary, and John Sippel, publicity director, Mercury Records Corp., treasurer.

Directors for 1967 are Loren Binford, David Carroll, Esmond Edwards, Bill Mitchell, Bill Traut, Bernie Clapper, Ronnie Steele, John Pate, Lester Schein, Don Bronstein, Shelly Wax, Nicholas Biro, Sol Bobrov, Dave Chansow, Ethel Merker, Richard Schory, Lew Green, Hal Kaitechuk, Ken Soderblom, Len Dressler and Joe Wells.

Wells served as president during 1966.

AGAC, informed music publishers that "... all songs acquired by you from SPA members between June 1, 1937 and Jan. 1, 1947 (the date when the 1939 Basic Agreement was superseded by the 1947 Basic Agreement) revert to the writers for the U. S. at the end of their original copyright term, and at that time your U. S. rights to these songs end. This is true even as to songs where the first contracts gave you renewal rights. The writers are then free to make other disposition of the songs for the renewal terms, except in cases where you negotiate renewal contracts with these writers for the songs."

## Chi Dealer Forms Label

CHICAGO — Record dealer Richard Pegue, owner of the Met Record Shop on the South Side, has formed Penny Records.

Pegue, who serves as the label's vice-president and a&r director, said the company will concentrate on r&b but will be involved in pop, spiritual and jazz activity as well. Penny will seek out and cut its own talent and produce sessions for other companies, Pegue said.

Nicolet Music, Tel-Fi Productions and the Elinor Management Corp. are the administrative arms of the company. The first Penny release is "Mighty, Mighty Lover," by the Cheers. It's being marketed by United Distributors.

## Barnett Master Is Acquired by Vault

LOS ANGELES—Vault Records has acquired a master by the new Charlie Barnett band for release later this month. The material was cut recently by Barnett while he was appearing locally for the first time in five years. Additional new product includes the debut LP of the Zounds and the single "Time" by the Peanut Butter Conspiracy, cut before the group joined Columbia.

Vault president Jack Lewerke leaves Thursday (26) for the San Remo Festival and to meet with several of his overseas licensees.

# 'Records, Cartridges Sales Up in '67'

WASHINGTON—The Commerce Department predicts another 10 to 11 per cent increase in retail sales of phonograph records in 1967 and a possible jump for tape cartridge sales to \$25 million.

The Business and Defense Service Administration (BDSA) 1967 "Industrial Outlook" admits that it is very difficult to predict revenues for the record industry "because of the dependence on hit tunes." Commerce estimates 1966 record retail sales were about \$700 million, up 10 per cent over 1965. Manufacturer shipments increased from \$300 million in

1965 to \$330 million in 1966.

These figures do not include sales of tape cartridges which were around \$12 million in 1966, and may reach \$25 million in 1967 Commerce believes. The tape cartridges are called the "second fastest growing consumer electronics products," together with tape players. First in rank is color television.

Commerce estimates that with "every major auto maker promoting these products," the doubled sales in 1967 are a safe prediction. Automobiles are expected to account for about 51 per cent and record dealers the remainder, as the

players and cartridges also move into home use.

### Up 5 Per Cent

Other consumer electronic products, including tape recorders, hi-fi components, toys, electronic organs and other musical instruments accounted for factory sales of about \$389 million in 1966, up about 5 per cent from the \$369 million reported in 1965. Factory sales of these items are expected to reach \$408 million in 1967.

In the past decade, consumer spending on entertainment (including the home-entertainment electronic product category) increased by 76 per cent—and the rise for the consumer electronic products, radio, TV, phonographs et al, was 105 per cent, over the same period.

### Up 4 Per Cent

The home-entertainment segment of total recreational spending has steadily increased from about 19 to 23 per cent, since 1960. Next closest competitors for the recreational dollar, since 1960, were toys and sport supplies, up 13 per cent; boats and aircraft, up 11 per cent; magazines, newspapers and sheet music with 10.8 per cent increase.

The trend has been away from the portable and table-model phonographs, but the declining price per unit sale in 1965 reversed in factory sales for 1966 because of demand for more elaborate and costly console types. Total outlay on phonographs was \$560 million in 1966, although factory output by units was down 6 per cent, Commerce finds.

Continuing heavy research and development in electronics, both by government and industry should result in a continuing flow of new products that will help maintain the high growth rate of these industries. But, says Commerce, biggest drawback will be the limiting factor of strain on industry's capacity to produce in some product areas. Shortages of skilled labor are already being felt in the push to expand quantity and quality of output.

## Clevel'd Sets 5 U. S. Works

CLEVELAND—New works by five American composers will be presented by the Cleveland Orchestra in three concerts in April. George Szell will conduct Russell Smith's "Piano Concerto No. 2" with Joella Jones as soloist. Daniel Majeske, first assistant concertmaster, will be the soloist for David Lewin's "Fantasy-Adagio for Violin and Orchestra." Louis Lane will conduct a portion of the program.

The other new works will be Lothar Klein's "Musique a Go-Go," "Two Dances" by Walter Aschaffenburg, and "Orchestral Changes" by Edward Miller. The "New Music Program" is being presented in co-operation with 10 Cleveland-area educational institutions. The program will be presented in Severance Hall on April 13; Oberlin, 14; and Kent State University, 15.

## Writers at College

HANOVER, N. H.—Aaron Copland and Hans Werner Henze will be composers-in-residence at this summer's fifth annual Congregation of the Arts at Dartmouth College. Henze will come here directly from European presentations of his most recent operas, "The Young Lord" and "The Brassairs."

## Need for Copyright Lawyer Underscored by Harry Fox

NEW YORK—The music business needs more attorneys in the field of copyright law, Harry Fox, publishers' agent and trustee, said last week. With the impending changes in the provisions of the copyright law, the day-to-day job working with the law will become increasingly complex for everybody in the music business.

"There are excellent men in the field now," he said, adding that it's not a matter of quality, "we've got that. What we will need in the future is quantity."

This is sufficient reason for the project now underway by a group of leading music-record industry executives. The Friends of Robert J. Burton committee is trying to raise \$100,000 to establish a permanent fellowship at Columbia University

Law School in the field of copyright. The fellowship will be in honor of the late Burton, BMI president.

The funds will be raised through a dinner dance March 21 at the Americana Hotel, New York. There will be room for 2,000 at the dinner; donation is \$50 a plate. The annual interest from the fund will be given to a student in the field of copyright each year. "More copyright specialists are needed," Fox said, "not only to interpret the new facets of the law, but simply to handle the routine copyright work involved in a rapidly expanding industry."

Morris Levy is chairman of the dinner committee. Last week he called upon the industry to participate.

## Mao Cuts Disk: Red Sings, Talks Minus Tung in Cheek

HONG KONG—Red China Chairman Mao Tze-tung, has cut a record.

"Red China's millions are being urged to 'Sing Along With Mao,'" reports Edward Keilan, a correspondent with Copley News Service.

"Things being what they are in Red China," Keilan said, "the platter is bound to 'sell' more than a million."

The record, produced in a Shanghai record factory in late November, contains excerpts from Mao's quotations in which the listeners are supposed to join, and "live" recordings of Mao's three meetings with the Red Guards.

The Peking People's Daily reports the record features Mao chanting his quotations. The flip side contains on-the-spot recordings of the speeches of Defense Minister Lin Piao and Premier Chou En-lai at recent Red Guard rallies in Peking.

Keilan said in his dispatch that the records will be circulated abroad, but not in the U. S.

Sales abroad, according to the People's Daily article, are not expected to be very high, but sales inside Red China could replace "The East Is Red," a collection of revolutionary opera music, as the No. 1 favorite in Red China.

The Chinese newspaper further stated the Shanghai record factory was formerly under the management of "powerholders within the party who took the capitalist road."

The Shanghai record factory turned out a large number of records carrying "decadent influences of the bourgeois and feudal classes."

The People's Daily, an arm of the Red Chinese government, said that "in the great cultural revolution, all capitalist powerholders have been overthrown and swept clear, and the record factory has become a school of Mao Tze-tung's thought."

## Vanguard Discount

NEW YORK — Vanguard Records is offering discount deals to Feb. 15, with the 9,000 Pop and Folk Series and the Everyman Classics Series going for 10 per cent off and all classical albums going for 20 per cent off. The offer covers monaural and stereo.

## MET OP PLANS VERDI FESTIVAL

NEWPORT, R. I.—The Metropolitan Opera Co. will inaugurate a Verdi Festival here with performances of seven Verdi operas in concert from Aug. 17 through Aug. 27. Verdi's complete operatic repertoire will be filled out with airings of tapes not commercially available.

Also slated is a daily chamber music series, which will offer all of Verdi's vocal and chamber works plus the chamber works of other operatic composers. The series will be performed by Met singers and instrumentalists. The State has contributed \$50,000 and the Newport Metropolitan Opera Festival Foundation, Inc., a further \$75,000 for the festival.

# COUNTRY MUSIC

## 'Double Trouble' is Posing Threat to Country Tours

• Continued from page 3

old's appearance at Southern Illinois University on April 22.

Arnold also has been active in appearances with symphony orchestras, having appeared with the Phoenix Symphony and Dallas Symphony. Appearances also are slated with orchestras in Atlanta and Amarillo. While Klein felt country music was up about 15 per cent in popularity last year, he noted that several promoters lost money on shows because of saturation in their markets. He estimates that losses could run from \$4,000 to \$6,000. He also warned that talent could price itself out of the market. Purcell promoted about 150 country shows last year, but will probably handle only 100 to 125 this year.

A major show is planned for

Hollywood Bowl in June. Stars on last June's Hollywood Bowl show, which was run in conjunction with radio station KGBS of Los Angeles, included Lorne Greene, Boots Randolph, Eddy Arnold, Stonewall Jackson, Skeets McDonald, Warner Mack, Bill Mize, Bonnie Guitar, Jan Howard, Jerry Wallace, Billy Walker, Marian Worth, Justin Tubb, and the Canadian Sweethearts. A majority of these artists participated in a tour, also.

Purcell also promoted several Carnegie Hall shows last year with the companies also playing nearby dates. Among the top names participating were Marty Robbins, Barry Sadler, Buck Owens, Arnold, Norma Jean, the Willis Brothers, Little Jimmy Dickens, Hank Cochran, Dick Curless, Archie Campbell, Wilma Burgess, Marian Worth,

the Homesteaders, Bobby Bare, James Edward Brown and George Hamilton IV.

Other leading artists promoted in shows by Purcell last year included Johnny Cash, the Statler Brothers, June Carter, Johnny Paycheck, Don Bowman, Dottie West, Hank Williams Jr., Connie Smith, Waylon Jennings, Red Foley, David Houston, Hank Snow, LeRoy Van Dyke, and the Stoneman Family.

Klein said Purcell plans to continue to work with KGBS and other leading country stations in promoting shows. He also noted that the firm works closely with record stores, which generally report increased sales after personal appearances. Tickets often are sold in retail outlets with the dealers being named in ads for the shows. In addition, dealers frequently advertise country product of artists appearing in shows.

The building of auditoriums and civic centers has opened up many smaller cities to touring attractions, but promoters can "make too much of a good thing" by oversaturating an area with shows. Klein stressed. He also cautioned that higher costs for talent could force up ticket prices or curtail or even eliminate profit margins. The rosy picture may not last.

## Owens Puts Bucks in KYND His Second Country Station

PHOENIX — Buck Owens, Capitol Records artist, has purchased his second country music station—KYND, a 50,000-watt daytime operation here. The station switched to a country music format about four months ago.

Owens, one of the leading country music artists in the nation, started his career as a disk jockey.

Vick Marani, national sales manager at KUZZ, is moving to Phoenix to serve as general manager for the new purchase. He'll continue to serve also as national sales manager for both stations.

KYND has plans for expanding its broadcast hours into the evening as soon as possible. The purchase is subject to FCC approval. Eddie Briggs of the Buck Owens operations, which includes song publishing, talent management, radio manage-

ment, and a record retail outlet in Bakersfield, said there is a possibility KYND will eventually add an FM facility in Phoenix.

## Columbia Keys Promotion Attack On Getting Acts Exposure on TV

NEW YORK — Columbia Records has kicked off a national promotion campaign aimed at creating a demand for its country music artists on national TV. The label's country music artists and its nationwide staff of promotion men and distributors have been supplied with a 19-page pamphlet in red cover titled "Country Music Country-wide, World-wide."

Thomas E. Noonan, director of national promotion for Columbia, said that artists and promotion men have been encouraged to show the pamphlet to country stations to let "them know what we are attempting to do and also to try and get TV shots on shows originating from their markets."

Purpose of the campaign, of course, is to attempt to get country artists on the major network shows. The "Ed Sullivan Show" was mentioned. The pamphlet, prepared by the label's market research department, points out that country music has met increasing worldwide acceptance with American servicemen acting as pioneers. World tours by leading American artists are well received in Europe, Asia, and Africa.

### Tells Story

Demonstrating that the popularity of country music through the growth of country radio, record sales, and the success of its artists, the label tells the whole story. There were only 81 full-time country music stations in 1961 as compared to 328 now, it stated.

In 1960, the sale of country music albums totaled \$29 mil-

lion at retail as compared to \$65 million in 1965. Country singles sales were \$6 million at retail in 1960 as compared to \$10 million in 1965.

"The sales volume of country music on records today is as great as that of classical records and substantially exceeds the sales of jazz records," Columbia reported, "and is more than double folk record sales."

## Nashville Scene

By HERB WOOD  
Country Music Editor

Kelso Hurston took up the a&r reins for Capitol Records in Nashville last week, cutting Merle Travis before the singer leaves for a personal appearance tour of Japan.

Billy Edd Wheeler, who co-produced Leroy Pullins' sessions with Bob Lissauer, flew into New York last week for business confabs with Kapp Records. The talented Kapp recording artist will meet with Lissauer to find new material for Pullins. . . . LeRoy Van Dyke leaves Feb. 3 for a three-week tour of Germany. The Warner Bros. recording star will play 15 cities, opening in Frankfurt. Van Dyke, who just completed filming "What Am I Bid" for Library Int'l, will be accompanied by his orchestra, the Auctioneers, and singing group, the Auctionettes. . . . Chet Gierlach, of Music Music (publishers of the hit "Ballad of the Green Berets"), into Music City to confer with MMM's Nashville chief, Teddy Bart Jan. 17-19. . . . Ridge Music's "I'm Not Leaving You, It's All in Your Mind," written by Johnny Tillotson and his wife Lucille, has been waxed by Ernest Tubb and Loretta Lynn for a Decca LP.



KLAK CELEBRATES its 12th country music birthday, with country music artists LeRoy Van Dyke cutting the cake. More than 700 fans visited the Denver studios for the party. From left, Dyke, general operations manager Ralph Paul, and president-owner Ed Scott.

## Stone, Universal City Tie

NEW YORK—Cliffie Stone, head of Central Songs music publishing firm in Nashville, will produce country music product for MCA's new Universal City Records label. This marks the latest in a series of connections between New York record companies and Nashville-based producers.

Universal City vice-president Ned Tanen said last week that,

## Col. Sales Up 20 Per Cent In N. Y. Area

NEW YORK—Sales of country music product turned out by Columbia Records have jumped at least 20 per cent during the past year in the New York area. Frank Campagna, promotion manager for Columbia Records, attributed the increase to the two country music outlets in the New York City vicinity—WJZ in Newark, N. J., and WTHE on Long Island.

Although WJZ beams into New York City, it's strongest coverage is throughout adjacent New Jersey. "It's a fact that country music record sales in New York tend to be light, as opposed to sales in New Jersey and Long Island," he said.

in addition to producing masters, Stone will be in charge of acquiring country talent and material for the label. He'll operate out of his Central Songs office.

Other New York record firms which have recently completed deals with Nashville operations for country music product include Laurie Records with Dollie Records and Amy-Mala-Bell Records with JED International Records. Both Dollie and JED International are headquartered in Nashville. The venture by Laurie and Amy-Mala-Bell was their first entry into the country field.

## Gemmill Sets Fair Bookings

RICHMOND, Va. — Jim Gemmill, of Jim Gemmill Productions, with headquarters here, announces that Presta Records thrush Barbara Allen was set on a number of fair and celebration dates at the recent West Virginia fair managers' meeting. Among the bookings are the Grafton, W. Va., Fair for four days, and the Newmanstown, Pa., Civic Celebration for three out of the four Saturdays the event runs in July.

Dates set for the Barbara Allen Show include Parksley, Va., June 21; Newmanstown, Pa., July 22; Grafton, W. Va., Aug. 4, and Wadestown, W. Va.

(Continued on page 63)



The Wilburn Bros. come up with a fast countdown of one for the money, and "Two for the Show" on Decca (DL4824M; DL748245). The one for the money is their current top 10 item, "Hurt Her Once for Me" which is featured in the album. Other selections on this destined for success program are "Distant Drums" and Cindy Walker's "Just to Be Where You Are." Teddy & Doyle Wilburn offer sensitive and talented renderings of many of their favorites, on their favored choice of guitars—Gibson—the choice of talented performers everywhere. (Advertisement)



Folks tell us we're getting on the charts all over the land with "Blue Tennessee Rain" by Arnie Lunsford, Acorn® #266—(#1 in Miamitown, Arnie's home town). Yep, it's pressed by RCA and has the Cincinnati sound. We're so small we need your spins Mr. D/J—Mr. One-Stop, and Mr. Distributor we love you too. Please order a half dozen. Acorn® Records, 7771 Cheviot Rd., Cincinnati, Ohio 45239. PS.: Someone said Mike Hoyer spinned our record ONCE, and we are the world's SMALLEST label. How about that. (Advertisement)

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### THEREFORE:

Increased Readership + Increased Advertising = ×+ (More Effective)

### AND:

More Readership + More Advertising than any other business paper  
in the field throughout the world = ×<sup>100</sup> (Most Effective)

Example: **Billboard** = ×<sup>100</sup>

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### CONCLUSION:

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

\* (Per 6/30/66 statement from  
Audit Bureau of Circulations)

# COUNTRY MUSIC

Billboard SPECIAL SURVEY for Week Ending 1/28/67

## HOT COUNTRY SINGLES

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

This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart	This Week	Last Week	TITLE, Artist, Label, Number & Publisher	Weeks on Chart
1	1	THERE GOES MY EVERYTHING Jack Greene, Decca 32023 (Blue Crest-Husky, BMI)	15	39	42	SOMEONE TOLD MY STORY Merle Haggard, Capitol 5803 (Bluebook, BMI)	5
2	2	DON'T COME HOME A DRINKIN' Loretta Lynn, Decca 32034 (Sure Fire, BMI)	12	40	28	ANOTHER STORY Ernest Tubbs, Decca 32002 (Marson, BMI)	16
3	3	BEAR WITH ME A LITTLE LONGER Billy Walker, Monument 980 (Hill & Range, BMI)	12	41	41	DIESEL SMOKE, DANGEROUS CURVES Red Simpson, Capitol 5783 (Johnstone-Monteil, BMI)	6
4	5	MISTY BLUE Wilma Burgess, Decca 32027 (Talmont, BMI)	14	42	34	WHERE D'YA STAY LAST NIGHT Webb Pierce, Decca 32033 (Pamper, BMI)	14
5	6	HURT HER ONCE FOR ME Wilburn Brothers, Decca 32038 (Sure Fire, BMI)	12	43	44	THE REAL THING Billy Grammer, Epic 10103 (Newkeys, BMI)	5
6	4	SOMEBODY LIKE ME Eddy Arnold, RCA Victor 8965 (Barton, BMI)	16	44	46	APARTMENT #9 Tammy Wynett, Epic 10095 (Owen, BMI)	8
7	7	THE HURTIN'S ALL OVER Connie Smith, RCA Victor 8964 (Wilderness, BMI)	16	45	45	OH WOMAN Nat Stuckey, Paula 257 (Stuckey, BMI)	4
8	8	HOW LONG HAS IT BEEN Bobby Lewis, United Artists 50067 (Southtown, BMI)	16	46	47	THE KIND OF WOMAN I GOT Osborne Brothers, Decca 32052 (Sure-Fire, BMI)	7
9	10	ONCE Ferin Husky, Capitol 5775 (Harbot, SESAC)	9	47	48	I CAN'T TAKE IT NO LONGER Hank Williams Jr., MGM (Ly-Rann, BMI)	6
10	18	JOSEPH'S CATHEDRAL David Houston, Epic 10102 (Gallico, BMI)	6	48	58	GONE ON THE OTHER HAND Tommy & the Gravel Brothers, MGM 13611 (Jack, BMI)	5
11	14	I NEVER HAD THE ONE I WANTED Claude Gray, Decca 32039 (Vanjo, BMI)	10	49	49	GET WHILE THE GETTIN'S GOOD Bill Anderson, Decca 32077 (Stallion, BMI)	3
12	12	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury 72627 (Fingerlake, BMI)	11	50	50	MAMA'S LITTLE JEWEL Johnny Wright, Decca 32061 (Moss-Rose, BMI)	5
13	9	FUNNY, FAMILIAR, FORGOTTEN FEELINGS Don Gibson, RCA Victor 8975 (Acuff-Rose, BMI)	13	51	53	DON'T PUT YOUR HANDS ON ME Lorene Mann, RCA Victor 9045 (Navahaminjo, BMI)	4
14	20	A WANDERIN' MAN Jeanette Seely, Monument 987 (Pamper, BMI)	7	52	52	THAT'LL BE THE DAY Stallion Brothers, Columbia 43868 (Southwind, BMI)	10
15	19	WHERE COULD I GO (But to Her) David Houston, Epic 10102 (Gallico, BMI)	8	53	37	SAD FACE Ernie Ashworth, Hickory 1428 (Acuff-Rose, BMI)	9
16	15	STAND BESIDE ME Jimmy Dean, RCA Victor 8971 (Glaser, BMI)	15	54	57	FIRST WORD Eddy Arnold, RCA Victor 9027 (Vintage, BMI)	6
17	23	JUST BETWEEN YOU AND ME Country Gentleman, RCA Victor 9000 (Jack, BMI)	9	55	55	MABEL Skeets McDonald, Columbia 43946 (Central, BMI)	4
18	27	THE FUGITIVE Merle Haggard, Capitol 5803 (4 Star, BMI)	7	56	61	DROPPING OUT OF SIGHT Jimmy Newman, Decca 32067 (Newkeys, BMI)	3
19	16	MR. SHORTY Marty Robbins, Columbia 43770 (Mariposa, BMI)	11	57	63	I WON'T COME IN WHILE HE'S THERE Jim Reeves, RCA Victor 9057 (Metric/Terran, BMI)	2
20	22	GREEN RIVER Waylon Jennings, RCA Victor 9025 (Wilderness, BMI)	7	58	62	APOLOGIZE Buddy Cagle, Imperial 66218 (Metric, BMI)	3
21	21	HULA LOVE Hank Snow, RCA Victor 9012 (Nom, BMI)	8	59	69	GALLANT MEN Shirley Evers, M. Dirksen, Capitol 5805 (Chappell, ASCAP)	4
22	23	THE WIFE OF THE PARTY Liz Anderson, RCA Victor 8999 (Yonah, BMI)	9	60	67	WALK THROUGH THIS WORLD George Jones, Musicor 1226 (Glad, BMI)	2
23	31	HAPPY TRACKS Kenny Price, Boone 1051 (Pamper, BMI)	6	61	64	DUMB BLONDE Dolly Parton, Monument 982 (Tree, BMI)	2
24	13	MOTEL TIME AGAIN Johnny Paycheck, Little Darlin' 0016 (Central, BMI)	13	62	68	HEART FULL OF LOVE Johnny Dallas, Little Darlin' 0013 (Mayhew-Window, BMI)	6
25	26	MR. DO-IT-YOURSELF Ray Pillow & Jean Shepard, Capitol 5769 (Central, BMI)	10	63	75	WORDS I'M GONNA HAVE TO EAT Bert Phillips, Decca 32074 (4 Star, BMI)	2
26	17	GAME OF TRIANGLES Bobby Bare, Norma Jean, Liz Anderson, RCA Victor 8963 (Delmore, ASCAP)	16	64	72	URGE FOR GOIN' George Hamilton IV, RCA Victor 9059 (Gandalf, BMI)	2
27	25	TOUCH MY HEART Ray Price, Columbia 43795 (Mayhew, BMI)	16	65	70	WALKER'S WOODS Ed Bruce, RCA Victor 9044 (Combine, BMI)	3
28	29	OUR SIDE Van Trevor, Band Box 371 (Summerhouse, ASCAP)	11	66	66	PICKIN' UP THE MAIL Compton Brothers, Dot 16948 (Sure-Fire, BMI)	5
29	30	WHAT'S COME OVER MY BABY Dottie West, RCA Victor 9011 (Tree, BMI)	7	67	65	IT'S ONLY A MATTER OF TIME Carl Smith, Columbia 43866 (Cedarwood, BMI)	3
30	36	TEARS WILL BE A CHASER FOR YOUR WINE Wanda Jackson, Capitol 5789 (Tree, BMI)	7	68	60	STRANDED Jim Nesbitt, Chart 1410 (Peach, SESAC)	7
31	32	BURNING BRIDGES Glen Campbell, Capitol 5773 (Sage & Sand, SESAC)	8	69	—	THE ONLY THING I WANT Carl Smith, Kapp 788 (Sure Fire, BMI)	1
32	11	UNMITIGATED GALL Faron Young, Mercury 72617 (Cedarwood, BMI)	16	70	73	SHE'S THE WOMAN Barbara Cummings, London 104 (Acclaim, BMI)	6
33	43	WHERE DOES THE GOOD TIMES GO Buck Owens, Capitol 5811 (Bluebook, BMI)	3	71	—	FUEL TO THE FLAME Skeeter Davis, RCA Victor 9058 (Combine, BMI)	1
34	35	YOU BEAT ALL I EVER SAW Johnny Cash, Columbia 43921 (Southwind, BMI)	6	72	74	DON'T WASTE YOUR TIME Mary Taylor, Capitol 5776 (Central, BMI)	4
35	24	DON'T LET THE DOORKNOB HIT YOU Norma Jean, RCA Victor 8989 (Acclaim, BMI)	11	73	—	COLD HARD FACTS OF LIFE Porter Wagoner, RCA Victor 9067 (Stallion, BMI)	1
36	40	RIDE, RIDE, RIDE Lynn Anderson, Chart 1375 (Yonah, BMI)	14	74	—	HEART WE DID ALL WE COULD Jean Shepard, Capitol 5822 (Central, BMI)	1
37	38	COUNTRY BOYS DREAM Carl Perkins, Dottie 505 (Cedarwood, BMI)	7	75	—	THE TOWN THAT NEVER SLEEPS Charlie Walker, Epic 10110 (Tree, BMI)	1
38	39	OFF AND ON Charlie Louvin, Capitol 5791 (Stallion, BMI)	6				

Billboard SPECIAL SURVEY for Week Ending 1/28/67

## HOT COUNTRY ALBUMS

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

This Week	Last Week	TITLE, Artist, Label & Number	Weeks on Chart
1	1	SOMEBODY LIKE ME Eddy Arnold, RCA Victor LPM 3715 (M); LSP 3715 (S)	6
2	2	THE BEST OF SONNY JAMES Capitol T 2615 (M); ST 2615 (S)	9
3	4	SWINGING DOORS Merle Haggard, Capitol T 2585 (M); ST 2585 (S)	14
4	5	YOU AIN'T WOMAN ENOUGH Loretta Lynn, Decca DL 4783 (M); DL 74783 (S)	17
5	7	ALL'S FAIR IN LOVE 'N' WAR Stonewall Jackson, Columbia CL 2509 (M); CS 9309 (S)	12
6	6	WHERE IS THE CIRCUS Hank Thompson/Brazos Valley Boys, Warner Bros. W 1664 (M); WS 1664 (S)	11
7	8	WE FOUND HEAVEN RIGHT HERE ON EARTH AT "4033" George Jones, Musicor MM 2106 (M); MS 3106 (S)	12
8	13	THERE GOES MY EVERYTHING Jack Greene, Decca DL 4845 (M); DL 74845 (S)	3
9	3	YOURS SINCERELY Jim Reeves, RCA Victor LPM 3709 (M); LSP 3709 (S)	8
10	10	HAPPINESS IS YOU Johnny Cash, Columbia CL 2537 (M); CS 9337 (S)	12
11	9	BORN TO SING Connie Smith, RCA Victor LPM 3628 (M); LSP 3628 (S)	14
12	12	I'LL TAKE THE DOG Jean Shepard & Ray Pillow, Capitol T 2537 (M); ST 2537 (S)	9
13	18	BAD SEED Jan Howard, Decca DL 4832 (M); DL 74832 (S)	7
14	16	NASHVILLE REBEL Waylon Jennings, RCA Victor LPM 3736 (M); LSP 3736 (S)	4
15	15	GREAT COUNTRY SONGS Don Gibson, RCA Victor LPM 3680 (M); LSP 3680 (S)	7
16	34	OPEN UP YOUR HEART Buck Owens & His Buckaroos, Capitol T 2640 (M); ST 2640 (S)	2
17	14	FREE AND EASY Dave Dudley, Mercury MG 21098 (M); SR 61098 (S)	9
18	20	ANOTHER BRIDGE TO BURN Ray Price, Columbia CL 2528 (M); CS 9228 (S)	21
19	19	IF THE WHOLE WORLD STOPPED LOVIN' Roy Drusky, Mercury MG 21097 (M); SR 61097 (S)	9
20	11	NAT STUCKEY SINGS Paula LP 2192 (M); LPS 2192 (S)	15
21	17	BIG BEN STRIKES AGAIN Ben Colder, MGM E 4421 (M); SE 4421 (S)	6
22	21	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS Capitol T 2556 (M); ST 2556 (S)	27
23	25	LOOK INTO MY TEARDROPS Conway Twitty, Decca DL 4828 (M); DL 7428 (S)	5
24	28	COUNTRY CHARLIE PRIDE RCA Victor LPM 3645 (M); LSP 3645 (S)	13
25	35	MY HEART'S IN THE COUNTRY Skeeter Davis, RCA Victor LPM 3667 (M); LSP 3667 (S)	2
26	33	OUR KIND OF COUNTRY Browns, RCA Victor LPM 3668 (M); LSP 3668 (S)	3
27	22	LEAVIN' TOWN Waylon Jennings, RCA Victor LPM 3620 (M); LSP 3620 (S)	13
28	30	FROM NASHVILLE WITH LOVE Chet Atkins, RCA Victor LPM 3647 (M); LSP 3647 (S)	12
29	23	THIS IS MY STORY Hank Snow, RCA Victor LPM 6014 (M); LSP 6014 (S)	11
30	24	THE DRIFTER Marty Robbins, Columbia CL 2527 (M); CS 9327 (S)	22
31	26	THE SEELY STYLE Jeanette Seely, Monument MLP 8057 (M); SLP 18057 (S)	16
32	27	NORMA JEAN SINGS A TRIBUTE TO KITTY WELLS RCA Victor LPM 3664 (M); LSP 3664 (S)	8
33	29	A MILLION AND ONE Billy Walker, Monument MLP 8047 (M); SLP 18047 (S)	16
34	—	TEARDROP LANE Ned Miller, Capitol T 2586 (M); ST 2586 (S)	1
35	37	TALE OF TWO CITIES Frank Ifield, Hickory LPM 136 (M); (No Stereo)	2
36	36	FROM THE HEART OF TEXAS Bob Willis and the Texas Playboys, Kapp KL 1506 (M); KS 3506 (S)	8
37	—	TOUCH MY HEART Ray Price, Columbia CL 2606 (M); CS 9406 (S)	1
38	38	I LOVE YOU DROPS Bill Anderson, Decca DL 4711 (M); DL 74711 (S)	25
39	—	CONFESSIONS OF A BROKEN MAN Porter Wagoner, RCA Victor LPM 3593 (M); LSP 3593 (S)	15
40	32	LIVE COUNTRY MUSIC CONCERT Willie Nelson, RCA Victor LPM 3659 (M); LSP 3659 (S)	7

# Country & Western Academy Changes Date, Site of Dinner

LOS ANGELES—The Academy of Country & Western Music has changed the date and location for its second annual dinner-banquet. Set now as the site is the International Ballroom of the Beverly Hilton Hotel on March 6. This is the room used by the Los Angeles chapter of NARAS for its Grammy Award presentations.

The Academy had previously been planning the event for the Hollywood Palladium next month. Under the new arrangement, veteran country disk jockey Biff Collie will produce the entertainment portion of the program. Twenty-one awards

will be presented based on votes cast by general members of the 375-body organization. The top award is Country Music Man of the Year. Tickets will sell for \$12.50 per person. The potential is for a \$21,000 house.

At its meeting last week, an amendment to the constitution

authorizing an associate membership classification for fans was presented. Under the by-laws any amendment must be read at two additional meetings before members may vote. The ruling, if passed, would allow all non-professionals to join the organization as associates in a non-voting status.

## Nashville Scene

• Continued from page 60

nie's agent **Jimmy Klein**. Connie also appeared on WSMO's **Ralph Emery** show Monday. . . . Congrats to Atlanta's full-time country outlet WPLO on completing its initial year of country programming and to p.d. **Jack Gardiner** and his fine staff of deejays for making it a big success.

Songwriter-publisher **Ray Grief** (Blue Echo Music) has two hot ones in "You Bring Out the Best in Me," by **Slim Whitman** on Imperial and "There Goes My World," by **George Morgan**, taken out of the can by Columbia. . . . RCA Victor's top female vocalists, **Connie Smith** and **Dottie West**, both have LP's due to be released shortly by the label. "Downtown Country" will show Connie in a slightly different style, while "With All My Heart" features the inimitable Dottie West vocal style. . . . Tree Music prexy, **Jack Stapp**,

busy planting new roots for Tree's overseas operation. Jack and copyright attorney **Lee Eastman** are in London Jan. 18-22, Frankfurt, Germany, Jan. 23-24, and San Remo, Italy, Jan. 25-28 with the last stop in Paris, Jan. 29-30.

Aud-Lee Attractions, local talent agency, has added **Wilma Lee** and **Stoney Cooper** and the **Clinch Mountain Clan** to its talent roster. According to agency executive **Buddy Lee**, the group will continue its present schedule and will also work with the **Hank Williams Jr.** package, which includes **Audrey Williams**, **Lamar Morris** and the **Cheatin' Hearts**. . . . **Stu Philips**, RCA Victor recording artist, has a new single release, "Walk Me to the Station" b-w "Guess Things Happen That Way." Top side is Stu's first attempt at writing an "A" side, while the flip is the old **Johnny Cash** hit, penned by **Jack Clement**. . . . Capitol's **Ken Nelson** to accompany **Buck Owens** on the country's star's trip to the Orient. Ken will record Buck "live" in Japan.

### Gemmill Dates

• Continued from page 60

Sept. 2. Jean Shepard has been set for the Newmanstown event July 8, and Harrisburg, Pa., July 16; the Osborne Brothers for Newmanstown July 14, and Loretta Lynn for Mechanicsburg, Pa., Sept. 3. Several other fairs have dates pending for all four artists.

Gemmill hit the trail last week for fair meetings in Pennsylvania and New York. The Cooke & Rose office repped Gemmill at fair meetings in South Carolina.



A great show for country music fans in Allentown, Pa. When they saw Johnny Dollar (left), Dot, "Your Hands"; Ken Rogers (middle), Solar, "Crazy Memories"; Van Trevor (right), Bandbox, "Out Side." Dee Jays write Brite Star National Record Promotions, Newbury, Ohio. . . . ALSO see Brite Star's AD in Billboard's Classified Mart TODAY. (Advertisement)

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**1** NITERS INC. AMERICA'S TOP PACKAGE SHOWS

## Key Traders Invade San Remo As Opening Bell Sounds at Festival

• Continued from page 1

Saar (1 and 3); Fonit-Cetra (5 Italians), and Rifi (4).

Foreign labels most involved are Liberty with Cher and Johnny Rivers. CBS has Les Compagnons de la Chanson and Ricky Maiocchi, the first hit artist from CBS-Italiana. MGM participates with Connie Francis and Remo Germani, Dischi MGM's first signing.

Publishing groups most represented are RCA-Italiana and Sugarmusic with four songs each. Strongest teaming appear

### Martino Single Electrola Smash

COLOGNE—Electrola voted Al Martino's "Spanish Eyes" as "by far the most successful single of the year." The disk has sold more than 300,000 copies since last autumn and sales are still booming.

Electrola said it had never had such a successful promotional tie-in as between Martino's appearance on the German TV show "The Golden Shot" and his "Spanish Eyes" single. The day following Martino's TV appearance, the single was sold out in West Germany and Electrola was kept busy pumping new stocks of the Capitol disk.

Electrola has now issued a new Martino LP, "Al Martino's Best."

to be Connie Francis-Bobby Solo and Sonny & Cher-Caterina Caselli. Newcomers expected to make a big impression are Dionne Warwick, Sonny & Cher, Marianne Faithfull, Dalida, Tony De Monaco, I Rokes and I Giganti. Veterans returning to compete again include Domenico Modugno, Claudio Villa, Milva and, from America, Gene Pitney.

The problems over song and performers allocations that occurred in the past involving ATA, the organizer, publishers and record companies, are absent this year. ATA did, however, raise the number of competing songs from the 26 minimum to 30. Half of the final will be carried into millions of European homes by Eurovision and Interservice International TV hook-ups. The heats and the final will be carried by Italy's own TV network.

In addition to virtually the whole of key Italian music-record industry figures, a major international contingent is again expected. This year it will include Al Bennett, president of Liberty Records. British publishers known to be attending include Cyril Shane (Shapiro-Bernstein), Noel Rogers (UA) and Jimmy Philips (KPM).

Importance of the San Remo Festival to many European markets is highlighted by Holland. Billboard's Bas Hageman reports leading Dutch publishing houses are being represented,

almost without exception, by top executives. Expected are Guus Jansen and Ferry Wienneke (Basart) Wim Van Vugt (Altona), Jan Van Schalkwijk (Anagon), Hans Dunk (Holland Music) and Cor Smith (Melodia).

Billboard's team covering the event will be headed by editor-in-chief Lee Zhitto with music editor Paul Ackerman and European editor Don Wedge. Also attending will be European director Andre De Vekey.

## Response Tremendous For MIDEM: Chevy

• Continued from page 3

There will be three international trophies . . . one for the top-selling artist in North and South America, one for the British Commonwealth, including Britain, and one for Europe.

The International Sponsorship Committee of the MIDEM is headed up by Jimmy Philips, president of the International Union of Music Publishers, James Gray, president of the International Federation of the Phonographic Industry, Stephen Stewart, director general of the International Federation of the Phonographic Industry, and J. Calvo Sotelo, president of the Confederation

### PHILIPS WAXES IN AFRIKAANS

HAMBURG — For the first time, Philips, is recording in Afrikaans for South Africa. The artists are the Berlin choir group, "The Rose - Singers." Members are Rosy, first soprano and choir leader; Angelika, second soprano; Za Za, alto; Fredo, high baritone, and Rolf, bass baritone. The Berlin choir recorded in German the hit tunes from the film "Hawaii" with Julie Andrews. The LP with this music has sold more than 20,000 copies and is headed for the best seller charts.

## Fest in Prague May 12-June 4

COLOGNE—The 1967 Prague spring international music festival will be held from May 12 to June 4, with a record number of international artists participating.

The festival management has advised West German record companies that Western artists will be given a special welcome at this year's festival, and that every opportunity will be utilized at the festival to produce and promote the sale of records by participating artists and orchestras.

Concerts by leading international artists and orchestras will be presented in the St. Jacob Cathedral, the St. Nicholas Cathedral, Bethlehem Chapel, St. George Basilica and the St. Vitus Cathedral.

The preliminary program includes concerts by the Czech Philharmonic Orchestra, the Prague Symphony, the Berliner Staatskapelle, the Vienna Philharmonic, the Leningrad Philharmonic and the Percussion Instruments Ensemble from Strasbourg.

Recitals on the piano and the organ will be given by Geza Anda, piano; Maria Claire Alain, organ; Emil Gilels, piano; Claudio Arrau, piano; Petr Sovadina, organ; Byron Janis, piano; and Schura Cherassky, piano.

## Anagon Gets Rights on Disney Sets

AMSTERDAM—Dutch publishing rights for the Walt Disney Music and Wonderland Music catalogs have been acquired by Anagon, publishing subsidiary of Negram Records.

Anagon President Jan Van Schalkwijk regards the deal as crowning the firm's efforts to strengthen its American catalog following a deal with Artie Mogull. From Jan. 1, Mogull's own companies, Albet Music and Callee Music, and such affiliates as Milkman's Chivaree, Timberhead Music and Penny-whistle Music, got Benelux representation through Anagon.

In Hollywood, Jim Bailey is now acting for Anagon as well as Negram, and Van Schalkwijk looks forward to this tie further extending his American publisher representation.

### Storjohann Joins Electrola as Exec

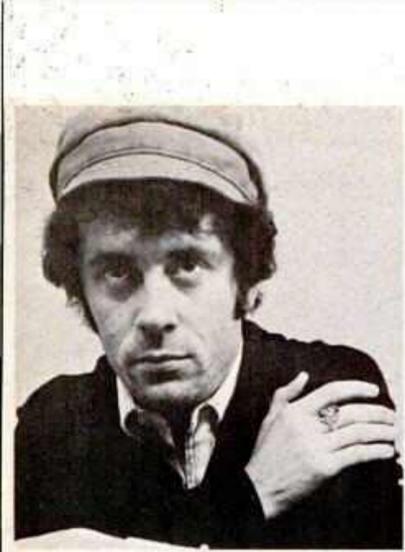
COLOGNE — Electrola announced the appointment of Dr. Helmut Storjohann to succeed Max Ittenbach as director of artistic production.

Storjohann, born in Hamburg, studied musicology at Hamburg University and wrote his doctorate on the symphonic works of Gustav Mahler. From 1946 until 1953 he led the "Collegium Musicum" at Hamburg University.

In 1954 he was placed in charge of the entertainment music production for Northwest German Radio at Hanover. At the end of 1954, Storjohann joined Philips as program chief with production responsibilities. Since 1964 he has been chief of classical production at Electrola.

### SAN REMO FESTIVAL 1967

SONG	PUBLISHER	ARTIST (1)	LABEL	ARTIST (2)	LABEL
"Bisogna Saper Perdere"	RCA	I. Rokes	RCA-Italiana	Lucio Dalla	RCA-Italiana
"Canta Ragazzina"	Ricordi	Connie Francis	MGM	Bobby Solo	Ricordi
"Ce Chi Spera"	Sugarmusic	Ricky Maiocchi	CBS-Italiana	Marianne Faithfull	British Decca/CGD
"Ciao Amore Ciao"	RCA-Italiana	Luigi Tenco	RCA-Italiana	Dalida	Barclay (France)/RCA
"Cuore Matto"	Durium	Little Tony	Durium	Mario Zelinotti	Durium
"Dedicato All Amore"	Aberbach	Dionne Warwick	Scepter-CGD	Peppino di Capri	Carisch
"Devi Avere Fiducia in Me"	Southern	Roberta Amadei	Rifi	Johnny Rivers	Liberty
"Dove Credi di Andare"	Usignolo	Sergio Endrigo	Fonit	Memo Remigi	Carosello
"E Allora Dai"	Settebello-Leonardi	Giorgio Gaber	Rifi	Remo Germani	Ricordi
"E Piu Forte Di Me"	Sugarmusic	Betty Curtis	CGD	Tony Del Monaco	CGD
"Gi"	Leonardi	Fred Bongusto	Cetra	Anna German	CDI
"Guardati Alle Spalle"	Sugarmusic	Gene Pitney	Musicor-CGD	Nicola Di Bari	Saar
"Il Cammino Di Ogni Speranza"	Saar	Sonny & Cher	Atlantic-Saar	Caterina Caselli	CGD
"Io Per Amore"	Curci	Pino Donaggio	EMI	Carmen Villani	Fonit-Cetra
"Io Tu E Le Rose"	Nazionale	Orietta Berti	Phonogram-Polydor	Les Compagnons de la Chanson	CBS (France)
"La Musica E Finita"	Ariston	Ornella Vanoni	Ariston	Mario Guarnera	Ariston
"La Rivoluzione"	Sugarmusic	Gene Pitney	Musicor-CGD	Gianni Pettenati	Fonit
"Limmensita"	Clan	Don Backy	Clan	Johnny Dorelli	CGD
"Nasce Una Vita"	RCA-Italiana	Jimmie Fontana	RCA-Italiana	Edoardo Vianello	RCA-Italiana
"Non Pregro Per Me"	Les Copains	The Hollies	Carisch	Mino Reitano	Ricordi
"Non Pensara a Me"	Mascotte	Iva Zanicchi	Rifi	Claudio Villa	Cetra
"Per Vedere Quanto E Grande Il Mondo"	Ricordi	Vilma Goich	Ricordi	Bachelors	British Decca/Ricordi
"Piano, Piano"	Voce	Cher	Liberty	Nico Fidenco	Parade
"Pietre"	Sciascia	Gian Pieretti	Vedette	Antoine	Vogue (France)
"Proposta"	Cicogna-Southern	I Giganti	Rifi	Bachelors	British Decca/Ricordi
"Quando Dico Che Ti Amo"	RCA-Italiana	Annarita Spinaci	Bruber	Les Surfs	Festival/CGD
"Quando Vedro"	C. A. Rossi	Marcello Ferial	Durium	The Happenings	B. T. Puppy/CDB
"Sopra I Tetti Azzuri del Mio Pazzo Amore"	Curci	Domenico Modugno	Curci	Cristophe	AZ/Saar
"Una Ragazza"	General Music	Donatella Moretti	Parade	Bobby Goldsboro	UA/Curci
"Uno Come Noi"	Tiffany	Los Bravos	Columbia Espanola/Tiffany	Milva	Ricordi



GIAN PIERETTI

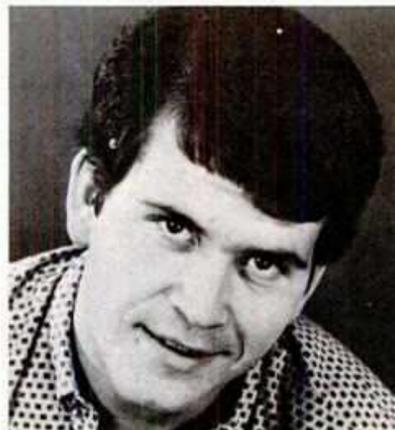


NICOLA DI BARI

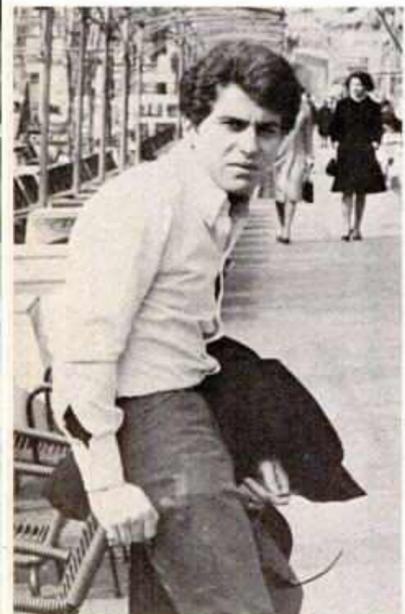
ANNA GERMAN



MARIO ZELINOTTI



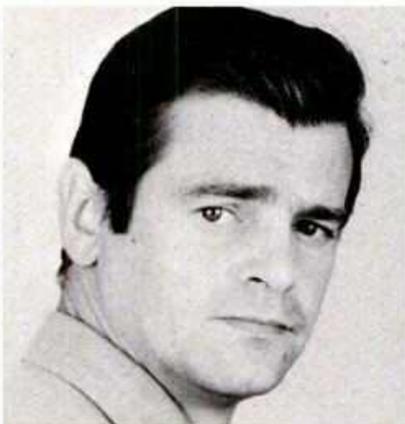
IVA ZANICCHI



JOHNNY RIVERS



SONNY & CHER



SERGIO ENDRIGO



CHER



GIANNI PETTENOTI

# SAN REMO CONTESTANTS



ANTOINE



ROBERTA AMADEI

CLAUDIO VILLA



CARMEN VILLANI



I GIGANTI



PINO DONAGGIO



FRED BONGUSTO



I MARCELLOS FERIAL



ORIETTA BERTI



LITTLE TONY



GIORGIO GABER

# British Labels Reissuing Major Teen Record Acts on Budget

By GRAEME ANDREWS

LONDON—The trend to major teen-age record acts appearing on budget price LP's is gaining momentum here with the latest releases coming from two of the biggest budget lines, Music for Pleasure (half-owned

by EMI) and Pye's Marble Arch label.

Hitherto, managers have been reluctant to allow their hit parade artists' recordings to be re-packaged on cut-price albums, even long after a full-price album had ceased to sell in any worthwhile quantity.

But releases last fall from MFP and Marble Arch tested the market and found that turnover more than justified the plunge by pop stars into the budget market, where albums retail for \$1.75, only 40 per cent of full album price.

Marble Arch reissued a previous full-price LP by the Kings last September and sold more than 10,000 copies in two months. Music for Pleasure also broke new ground, issuing an album by Cliff Bennett and the Rebel Rousers, who were at the time high in the singles charts with "Got to Get You Into My Life." The album featured several tracks that had never been issued in any form previously. This too, racked up a six-figure turnover—a major achievement for an artist who had never had a big-selling album before. Bennett is managed by Brian Epstein, who was so impressed by the turnover of the LP that he has now agreed to MFP issuing two further albums by name acts—Billy J. Kramer and Gerry and the Pacemakers.

Marble Arch is now bringing out a budget LP featuring Chuck Berry's major hits with

Chess before his switch to Mercury. This is expected to pull in strong sales with rhythm and blues fans and attract new consumers to the Berry catalog. These latest moves by Epstein and Pye are seen as the second step toward the budget lines attracting a strong catalog of past and present teen hit stars to supplement their present repertoire. This repertoire features a handful of former hit paraders such as Adam Faith and Gene Vincent, but is almost entirely devoted to light orchestral and band albums, classics, and reissues from the very early recordings by class artists such as Sarah Vaughan and Nat King Cole.



THE SPOTNICKS, Swedish instrumental group, practice at Mexico City's touring gardens during their Mexican tour. The Swe-Disk artists will tour Japan in September.

## Philips Sees '67 A Tough Market For Disks in UK

LONDON—Tougher marketing conditions for records in the U. K. in 1967 was forecast by Philips managing director Leslie Gould at his company's winter sales meeting in London.

The conference, which saw the unveiling of album and cassette releases for the next three months and the promotion plans for new product, was attended by the company's top sales executives, marketing men and recording manager, plus the full national sales force.

Gould said 1966 had been Philips' best year in the U. K. begun well with two of our records in the Top 10."

The sales force was told of special promotion campaigns to promote the 4 Seasons in February, and Joan Baez in March. Other product from the Walker Brothers and other major artist will be released soon.

## Philips Marking 20th Year of RSO; Orchestra Stemmed Tide of Misery

BERLIN—From a most improbable beginning, as an orchestra organized and sponsored by U. S. occupation authorities, the Radio Symphony Orchestra Berlin (RSO) has developed in its 20 years into what Philips calls "one of the most significant orchestras of our time."

Philips is observing the RSO's 20th anniversary with the release of three Bach record-

ings — "High Mass," "Bach Suites," and the six Brandenburg Concertos.

The RSO and its conductor, Lorin Maazel, are probably proudest of the spontaneous tribute being paid by the German disk-buying public. For many weeks now, the RSO's recording of Handel's Water Music Suite has topped German classical sales charts. The recording has led all LP classical sales in Germany this season, pacing the baroque boom in this country.

The RSO was formed at the lowest ebb in Germany's post-war history—in the winter of 1946. U. S. occupation authorities organized a symphony orchestra to play on the U. S. occupation radio station, Radio in the American Sector (RIAS), and to help to take Berliners' minds off their misery.

The orchestra was an almost instant success with culture-keen Berliners. Under Ferenc Fricsay, who became its conductor in 1949, the then RIAS Symphony Orchestra extended its influence outside Berlin. The orchestra took part in the Vienna festival weeks, the performances of the International Society for New Music in Switzerland, and gave concerts in London, Copenhagen, Brussels, Lisbon, Paris and Athens.

Guest conductors have included Herbert von Karajan, Otto Klemperer, Eugen Jocjman, Karl Boehm, Sergiu Celibidache, Igor Markevitch, Wolfgang Sawallisch and Georg Solti.

The American sponsorship ended in 1963, at which time the orchestra was re-christened RSO. Lorin Maazel became the conductor in 1964, after Ferenc Fricsay's death.

## Conny Froboess, Electrola Part

MUNICH—After more than 10 years, Conny Froboess has left Electrola.

She has been one of the label's most successful stars, starting at the age of six under the name of Cornelia with the "Pack Die Badehose Ein" hit. As Conny, in her teens, she had hit in the shape of a German version of Paul Anka's "Diana."

The dispute between Conny and Electrola has become so acrimonious that the label has sought the help of a Munich court to prevent her from repeating her critical statements.

## Kuba Imperial to Hike Stereo Output

WOLFENBUETTEL — Kuba Imperial, the German subsidiary of General Electric, will expand its production of stereophonic products in 1967 to take advantage of the increase in West Germany.

R. C. Wilson, GE vice-president, said on a visit to Kuba Imperial that GE's German company would expand stereo products manufacture to a full 25 per cent of over-all output.

## Tri-Sound Moves

DETROIT—Tri-Sound Records, formerly located in Greenville, Miss., has moved to offices at 11825 Hamilton Street. The label also moved its artists to Detroit — the Devotions, whose latest release is "Same Old Sweet Lovin'" and Ed Crook, who has "That's All Right." The two acts launched a promotion tour in the south Jan. 13.



A FREE TRIP to the Montreal Expo 67 is the prize being drawn from entries in a contest held by Pickwick Records of Canada. The label ran a three-month consumer contest, receiving some 12,000 entries. The first prize was an all-expense-paid trip to the world's fair. Left to right are: Paul White, national advertising manager, Capitol Records of Canada (Pickwick's Canadian Distributor); Jack B. Gray, manager of the Toronto Dominion Bank, and George E. Wade, Pickwick general manager.

## CBS-Arteco New Offices Opens, Bolster French Catalog

PARIS—The day after CBS-Arteco moved to their new offices in the rue de Paradis, their old offices were completely destroyed by fire.

Jacques Souplet, president of CBS-Arteco, said the move meant that the company now had premises more in keeping with its status as an affiliate of one of the world's biggest record companies.

The company in 1967 will build up the French side of the catalog. The new headquarters is equipped with an audition studio, and each Saturday new

young singers and songwriters will be invited to audition. In charge of auditions will be Jean Eckyan.

CBS-Arteco will persist in its campaign to develop the singles market in France despite the recent decision by five major French companies to stop making singles available to the public.

In addition to the depot at Aubervilliers, CBS now has a small depot in the new building from which Paris record retailers can be re-stocked with disks in demand.

## MGM Shows Product To Canadian Distributors

TORONTO—Led by president Mort Nasatir, an impressive contingent of MGM Records executives met with their Canadian distributors, Quality Records, for an MGM sales meeting of unprecedented scale at Toronto's Inn on the Park Monday (16). Ten MGM executives attended the day-long session, for which Quality assembled its top management and sales and promotion staff from Toronto headquarters, eight sales and promotion representatives from its Quebec branch, its Winnipeg branch manager, and its independent distributor from Calgary.

Key event of the gathering was a re-play of the presentations made at MGM's recent sales meeting in Acapulco. A highlight of the session was the presentation to Nasatir, by George Keane, Quality's vice-president and managing director, of a gold record, marking sales in Canada equivalent to a 2-million-seller of the "Dr. Zhivago" soundtrack LP. A gold record marking the Canadian equivalent of a million-seller had been presented to MGM by Quality previously.

Among the MGM executives

present for the meeting were Eric Steinmetz, director of foreign sales; Lennie Scheer, marketing director; Frank Mancini, national promotion director; Val Valentine, director of engineering; David Greene, Jack Maher, Syd Rubenstein, Tom Kearns and Sam Sugarman.

## Its Top 10 Chart Radio Eireann Drops

Eireann has dropped its weekly radio Top Ten chart. This move follows considerable trade dissatisfaction about chart compilation. Instead, RTE will use a list to be called "Ten of the Best," but not based upon statistics.

## Karajan Soloists

HAMBURG — Herbert von Karajan has picked as piano soloists for his Salzburg festival performance of Mozart's Concert for Three Pianos Christoph Eschenbach, Joerg Demus and himself. The performance will be given with the Cleveland Orchestra with Karajan conducting from his piano.

# ROULETTE HAS IT!

THE GOSPEL IN WORDS & MUSIC

SERMONETTES BY

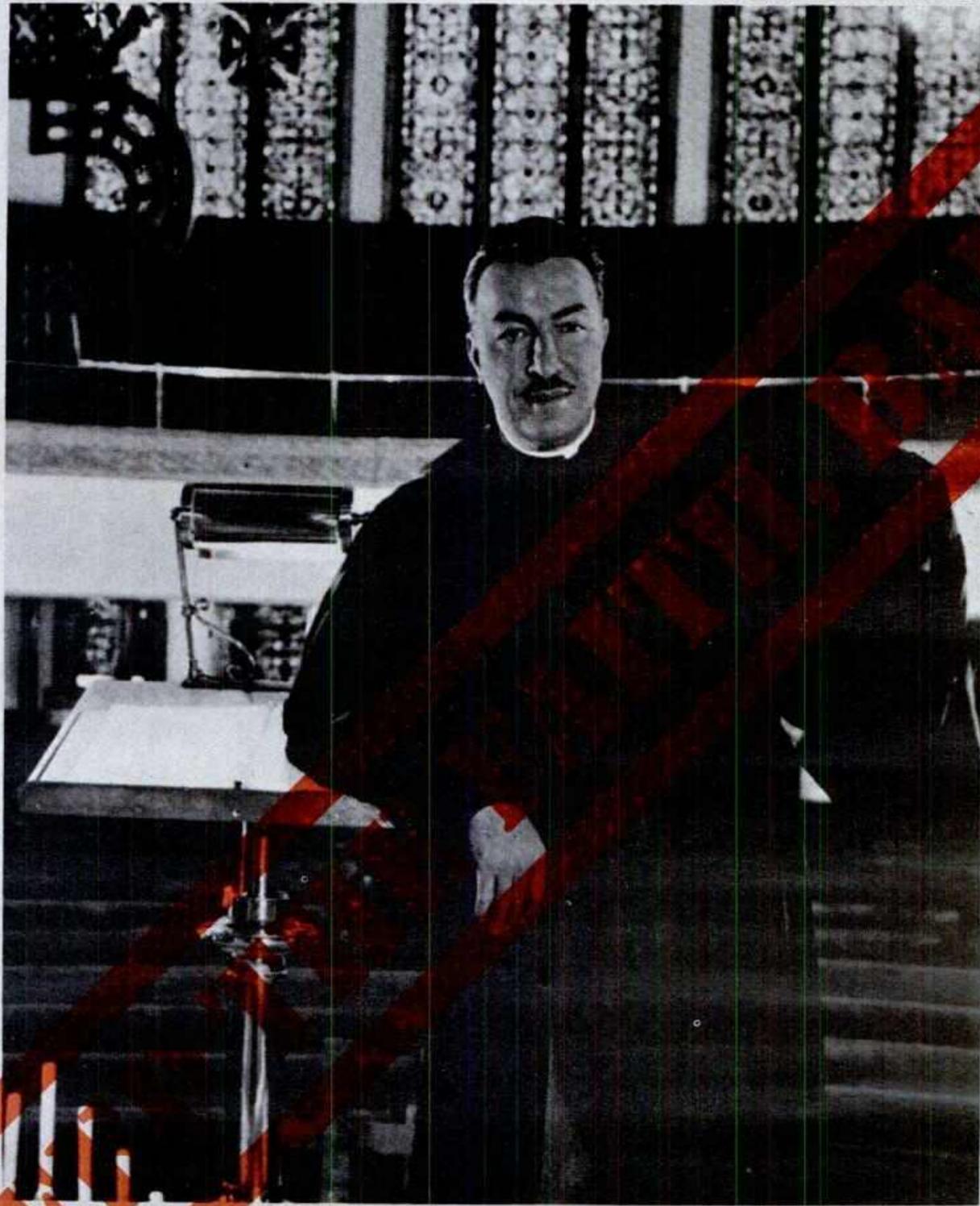
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# From The Music Capitals of the World

## CHICAGO

Chuck Benson and Kurt Russell of WIND Radio are presenting the new "Benson and Russell Show" which will feature Chicago nighttime life from 7:30 to 11:30, Mondays through Fridays. . . . WFMT Radio scored a coup by recording the Chicago Symphony Orchestra Brass Quintet in the newly remodeled Auditorium Theatre here. . . . Gene Taylor has been appointed general manager of WLS, Harold L. Neal Jr., president of ABC-owned radio stations, announced. . . . Robert C. Victor, president of WCFM, Inc., reported that WCFM has taken over the facilities of SCLM-FM. . . . Herb Alpert & Tijuana Brass staged a six-night engagement at McCormick Place here last week. . . . The Four Seasons played concerts last Friday (20) and last Saturday (21). . . . Alvin Cash was featured in ABC's Jan. 3 show, "Where the Action Is." . . . The Peer-Southern Band's arrangements of "Winchester Cathedral" went over big at the Midwest Band Clinic convention held here in December, reported Ted Black, Peer-Southern Music's head. . . . Gene Krupa is performing at Chicago's London House for three weeks. . . . The Warner Brothers — Al and Larry Warner, Tom Stoval and Ken Elam — are booked for two weeks at the Pussycat in the Happy Medium here. . . . Singer Franklin David and composer-conductor William Russo are slated for Chicago radio programs to promote a Jazz Opera Series, presented by the Center for New Music of Columbia College. . . . Main Line, Inc., a leading Cleveland appliance distributor, is now producing records as Main Line Records.

Bobby Hebb, composer of "Sunny," recorded on the Philips label, married Constance P. Vail, a registered nurse, Dec. 31. . . . William (Mickey) Stevenson, artist and repertoire director for Motown Record Corp., resigned to head his own production and produce a show which he hopes to take to Vietnam. . . . Comedians Billy Falbo and Jackie Gayle along with vocalists Terry Madison, Michael Dees and Marion Colby have been at the Playboy here for two weeks. . . . Roy M. Huberty has been named chief engineer for WLS Radio, reports to general manager Gene Taylor. . . . WSDM Radio presented Stan Freberg in the "Stan Freberg Spectacle" which was broadcast Jan. 8. . . . Mrs. Clarence Allen, a 75-year-old great-grandmother of Lutesville, Mo., is successfully making her way in the rock 'n' roll song-writing world. So far, six of her songs have been recorded, including "You Didn't Break My Heart" and "Letters on My Sweater" which is doing quite well. . . . Art Roberts will host a new teen-age program

for WCIU-TV called "Swingin' Majority," scheduled for Saturdays, 5 to 6 p.m. starting Saturday (28). . . . The Kingsmen are set for concert at Big Rapids, Mich., Thursday (26) and Northwestern University, Evanston, Ill. **JERIANNE ROGINSKI**

## DUBLIN

The Beach Boys dominate the results of a poll conducted here by Irish consumer monthly "Spotlight." The Capitol unit came first in two categories—favorite American group, followed by the Monkees and the Four Tops, and favorite world group, trailed by the Beatles and Seekers. Favorite world male and female singers were Elvis Presley and Sandy Shaw, the Beatles topped the British group category, and Radio Caroline came first as favorite radio station. In the Irish section, Brendan Bowyer was top show-band singer, followed by Joe Dolan and Dickie Rock. Favorite disk of the year was Dolan's "Pretty Brown Eyes," followed by Dermot O'Brien's "Merry Ploughboy" and Charlie Matthews' "Somewhere My Love." **MIKE STEWART**

## HAMBURG

Philips is publicizing its 11 albums of famous German Wild West writer Karl May's stories, plus an LP recorded at the Karl May Festival in Segeberg, Schleswig Holstein, to where more than 100,000 persons travel each year to watch re-enactments of the cowboy and indian sagas. . . . Polydor's TV unit Polyphon has filmed "A Chance for Karin" with label stars Bill Ramsey and Norwegian Wencke Myhre. The latter record an LP here with Bobby Schmidt. . . . Dr. Helmut Strojohann succeeds Max Ittenbach as artistic productions director at Electrola. . . . Bert Varel has left Philips to work on public relations for Miller International. . . . Herbert von Karajan and the Berlin Philharmonic are featured in Deutsche Grammophon releases of three Handel concerti Grossi and two Mozart Divertimenti. . . . Polydor has launched a new dance, the Creep, via a Tony Sheridan single. **WOLFGANG SPAHR**

## LONDON

Decca has got its recently launched British label Deram off to a major start with hits by Cat Stevens, "Matthew and Son," and the Move's "Night of Fear" to meet box-office demand Brian Epstein has added an extra concert on the opening night of the Four Tops' British tour at London's 7,000 capacity Albert Hall. . . . Philips' Morgan James Duo set for eight weeks of Playboy Clubs in New York, Chicago and Los Angeles

plus U.S. TV appearances in February and March.

Anders Holmstedt, managing director of EMI's Swedish branch, and his A&R manager, Ivan Nordstrom, talked with Walt Disney Music's Frank Weintrop. . . . EMI, via its Epic-Okeh deal, will be releasing a new Little Richard single "Get Down With It" produced in its London studios by Norman Smith. . . . CBS' Spellbinders landed an appearance on the BBC-TV show "Top of the Pops," normally reserved for currently registering hit parade acts. EMI has issued a single by Graham Bonney, written and co-produced by Beach Boy Bruce Johnson. The disk is in a special promotional bag which plugs the Beach Boy's part in the record. Johnson is coming in February for talks with publishers and producers. . . . Sonny and Cher will promote their Atlantic single "And the Beat Goes On" in London on their way to the San Remo Song Festival. . . . British release rights to Parlo's "Tell It Like It Is" by Aaron Neville and Samie John's "Little John" from Soft Records, have been acquired by EMI for its Stateside label.

A single, "The Addicted Man," by the Game, which referred to the effects of drug-taking, was withdrawn by EMI on release day, after protests. . . . The EMI group is understood to be heading a consortium with a leading paperback publisher, a newspaper owner and a movie company which will bid for rights to one of Britain's 13 commercial TV channels when contracts come up for renewal in 1968. . . . Alvin Cash and the Registers started a two-week club and ballroom tour of Britain Jan 11. President Records hosted a reception for the group. The Trade Ministry sent a delegation to Jennings Musical Industries to congratulate the firm on its export achievements. Jennings exported 75 per cent of its turnover to 67 countries. . . . BBC Radio began a live folk series last Saturday (21) drawing on such artists as Donovan, the Seekers and Julie Felix. **GRAEME ANDREWS**

## LOS ANGELES

20th Century-Fox's r&b roster has been building and now encompasses Ben Taylor, Gene Bryant, Pete Dixon, Nat Bowie, Jimmy Bee and Jimmy Robins. Jackie Mills is a&r director for the film label's disk operation which functions off the studio lot. . . . Columbia's sales wing is now at 6922 Hollywood Boulevard, and Central Songs is now functioning from new digs at 1804 Ivar Ave. . . . Don Kenneth Productions has completed two TV musical pilots, "Colors of the Rainbow" and "The Starmakers." "Rainbow" stars Bobby Sherman, the Turtles, —Jonna Gault, Grassroots and Arrows. Hosts of "Starmakers" are Jack Smith and Karen Chandler; show's format mixes professional Jack Pleis, former N. Y.-based arranger, now working in TV, is musical director for both shows. . . . Dean Kay and Hal Blair have completed the music for the "Brother Love" episode for the "Big Valley" on ABC-TV. . . . Julie Andrews sings "I Can't Believe That You're In Love With Me." Jimmy McHugh's standard in her new film, "Thoroughly Modern Millie." . . . Donte's in North Hollywood has booked Hampton Hawes, Jan. 17, Pete Jolly, Jan. 27, and Howard Roberts Feb. 24. Ruth Wrice, with Dave Grusin trio, are regular Sunday features. A new direction in modern music is being taken with a weekend booking for the Afro Blues Quintet Plus One. **ELIOT TIEGEL**

## MUNICH

Thousands of East Berliners cheered Pete Seeger's Vietnam protest songs at his recent Schaubuehne concert in the East Zone. Actor Hans Peter Minetti presented him with the East German Peace Medal. . . . Munich hit parader Roy Black (Polydor) will receive the Radio Luxembourg Golden Lion Award on March 4. His first LP is second only to the Ofarims album in sales, and his first three singles have topped 1,500,000 combined sales mark. . . . Dutch singer Imca Marina has recorded an East German hit, "Nimm Den Kuss Als Souvenir," for Populaer.

Latest tally of present or future American singing visitors here is the Ronettes, Peggy March, January Jones, the Palatters, the Geezelslaw Brothers, Kay Adams and Marilyn Lane. . . . Some 300,000 German sales are reported on Al Martino's "Spanish Eyes" (Capitol). **JIMMY JUNGERMANN**

## NEW YORK

Carolyn Pfeiffer, Ltd., London-based public relations firm headed by Carolyn Pfeiffer and Penny Knowles, has been named United Kingdom representative for Harold Rand & Co., New York-based public relations firm. . . . Steve Sandler, head of New England Record Promotion in Boston, open new offices at 59 Temple Place. . . . MB Records president Walt Levinsky and artists & repertoire staffer Steve Cagan to Baltimore for talent signings. . . . The Kingsmen, Wand Records artists, set for concerts in Louisville on Sunday (29) and Lexington, Ky., Monday (30). . . . The Fairlanes, vocal-instrument combo out of Nashville, currently being set for a Clubs throughout the Midwest. . . . The Association, Valiant Records group, touring the Northwest through the end of January. . . . Marty St. Lawrence, Canadian singer, set for a four-week booking at Park-Sheraton's Mermaid Room beginning Feb. 7.

Andre Previn doing the score for the 20th Century-Fox film, "A Guide For the Married Man." . . . Georges Gavarentz, French composer-conductor, planned to Los Angeles for meetings with Warner Bros. regarding his two recent films, "Triple Cross" and "The Corrupt Ones." Gavarentz did scores for both films and Buddy Kaye did the lyrics. . . . Rudy Vallee set for an early appearance on ABC-TV's "Where the Action Is" promoting "Who" and "Who Likes Pop Music," songs on the single release culled from his Viva album, "Hi-Ho Everybody." . . . Sergio Franchi, RCA Victor artist, at the Sahara Hotel in Las Vegas, until Feb. 20. . . . The Charles Hughes Trio at the Al-Baba, eastside jazz club. . . . Gabor Szabo, who is due out on Impulse with an LP titled "Jazz Raga," plays a concert at the University of Denver on Jan. 28. . . . Gene Krupa and his quartet begin two weeks at the Theatrical Restaurant in Cleveland on Monday (30). . . . The Left Banke, Smash Records group, join the Beach Boys on tour from Feb. 10 through Feb. 19, appearing in Florida, Georgia, and other Southern states.

Ed Cobb, original member of Capitol's the Four Preps, has left the group and David Summerville, former lead singer with the Diamonds, has replaced him. Bruce Belland, Marv Ingram and Glen Larson remain. . . . Tony Bennett returns to the Copacabana on Feb. 2 for two weeks. . . . Margaret Whiting on tour of the east promoting her London disk, "The Wheel of Hurt." . . . Erroll Garner has been scheduled for his first Las Vegas appearance opening March 31 at the Tropicana Hotel for three weeks. . . . The Smothers Bros. due in New York from the Coast for an appearance on Ed Sullivan's CBS-TV show on Sunday (29) and meetings with the press in connection with their new CBS-TV variety show. . . . Glenn Yarbrough has been signed for a one-weeker at Washington's Cellar Door beginning Tuesday (24).

Organist Mike Losekamp has joined the Cyrkle, Columbia Records group. . . . Eric Burden and the Animals set for a concert at Hunter College on Feb. 10. . . . Randy and Rudy Britt signed a writer's contract with Wilderness Music. . . . The Blues Magoos signed with Capitol Booking Corp. . . . Anthony & the Imperials begin an 11-day stand at Los Angeles' Whiskey A Go Go on March 8. . . . Denis Mourges, former dancer, and publicity agent Kermit Smith have joined Phil Strassberg Associates as account executive on musical groups and teenage clients. . . . The Four Coins at the Polaris Club in Detroit until Monday (30). . . . Herman & the Hermits will star in the film "Mrs. Brown You've Got a Lovely Daughter" and are

set for another movie to be filmed in England starting in April. . . . Comedian Dick Cavett at Fred Weintraub's Bitter End until the end of January. . . . Sonny & Cher will be featured in a forthcoming "Man From Uncle" TV show. The Atco duo will tape their roles this week for the show which will be shown sometime in February or March. They'll also be seen on Andy Williams' NBC-TV show on March 5. **MIKE GROSS**

## PARIS

Minouche Barelli, whose second EP has just been released by CBS, has been chosen to represent Monaco in the Eurovision Song Contest. . . . To mark its 20th anniversary, in 1967, Vogue will market three and four-disk coffrets featuring top artists Petula Clark, Françoise Hardy, Collette Renard, Django Reinhardt, Sidney Bechet and also packages of accordion music, folk music and classical music. . . . Iramac will distribute the Swiss Pelca label and the American Dove label in France. The company is also importing cowboy songs on the U. S. Starday label. This month will see the first release of French singer-songwriter Philippe Salerne on Iramac's Relax label. . . . Dionne Warwick is in Paris to record a disk in French for Vogue and to make a number of TV appearances. . . . Nana Mouskouri will tour Canada Jan. 24 to Feb. 19.

CBS folk singer Pete Seeger made a triumphant appearance at the Olympia Theater in a Musicorama concert for Europe No. 1. . . . Screen star Marie Laforet has recorded an LP for Festival with "Manchester et Liverpool" as the main title. . . . "Ceux de Varsovie" the Editions Associes song which, sung by Jacqueline Dulac won the 1966 Rose de France Song Festival, has been recorded in German for Polydor by Brigitte Petry under the title "Sie Sind So Wie Wir." . . . "Black is Black" by Los Bravos has proved a smash hit for Barclay and is still selling well. . . . Philips has had a strong press reaction to New Zealander Graeme Allwright who, singing in French, has just recorded his first LP. The title "Qui a Tue Davy Moore?" (Who Killed Davy Moore?) is getting plenty of airplay.

"Standing in the Shadow of Love" by the Four Tops is proving a big hit for Pathe-Marconi. Big sales are also expected for the "Adamo—Olympia 67" LP which has just been released. . . . Riviera is promoting the Ben E. King disk, "What is Soul?" which is getting heavy play in the discotheques and on radio. The company will shortly begin exploiting the Stax label, featuring Otis Redding, Carla Thomas, Rufus Thomas, Booker T. and the M.G.s, Sam and Dave, Eddie Floyd and the Mar Keys. . . . BAM records reports great interest in a new LP of music from Tibet and Nepal which has just been released. . . . Erik St. Laurent has recorded the French version of "I'm a Believer" for Barclay. . . . "Woman of the Year 3,000" is the main title of the new Michel Delpech EP for Festival. . . . Barclay reports big sales of the new Hugues Aufray album, "Horizon." **MIKE HENNESSEY**

## TORONTO

"Girl in the Window," by the Eternals, doing nicely here for Quality, has been picked up by Deutsche Vogue for release in Germany, Austria and Switzerland. . . . Quality Records is proudly displaying a handsome gold-record award from A&M Records, bearing color replicas of the Tijuana Brass album jackets, presented "in sincere appreciation . . . for their efforts on behalf of A&M Records and Herb Alpert and the Tijuana Brass." And early this month Quality presented A&M with six gold records celebrating the Canadian equivalent of million-sellers with the "Lonely Bull," "South of the Border," "Whipped Cream," "What Now, My Love," "Going Places" and "S.R.O." LP's by the Alpert. . . . Quality has also recently presented *(Continued on page 70)*



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**TOP 40 HIT**  
**ALL OVER THE COUNTRY**

# **SWEETEST ONE**

# **The Metros**

**KDKA** Pittsburgh  
**WKNR** Detroit  
**WXYZ** Detroit  
**CKLW** Detroit  
**WIXY** Cleveland  
**WDIA** Memphis  
**WIBG** Philadelphia  
**WFIL** Philadelphia  
**WHYN** Springfield

**WMEX** Boston  
**WBZ** Boston  
**WORC** Worcester  
**WPOP** Hartford  
**WICE** Providence  
**WPRO** Providence  
**WAMO** Pittsburgh  
**WVON** Chicago  
**WILD** Boston

**WCHB** Detroit  
**WJLB** Detroit  
**WJMO** Cleveland  
**WABQ** Cleveland  
**WWIN** Baltimore  
**WEBB** Baltimore  
**WSID** Baltimore  
**WOL** Washington  
**WOOK** Washington

**WHAT** Philadelphia  
**WDAS** Philadelphia  
**WVOL** Nashville  
**KXLW** St. Louis  
**WAWA** Milwaukee  
**WNJR** Newark  
**KRIZ** Phoenix  
**WALK** Atlanta  
**WIGO** Atlanta



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**PIED PIPER-GWP PRODUCTION**  
**RCA VICTOR RECORDING**

The Metros Album 'SWEETEST ONE' to be Released March 1—RCA Victor Recording

## AUSTRALIA

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FRIDAY ON MY MIND—	*Easybeats (Parlophone)—Alberts
2	2	SKYE BOAT SONG—*Peter Nelson & Castaways (HMV)—Paling	
3	3	GOOD VIBRATIONS—Beach Boys (Capitol)—Alberts	
4	6	GREEN, GREEN GRASS—Tom Jones (Decca)—Castle	
5	5	LET IT BE ME (E.P.)—*Johnny Young (Clarion)—Alberts	
6	4	WINCHESTER CATHEDRAL—New Vaudeville Band (Philips)—Southern	
7	7	SORRY—*Easybeats (Parlophone)—Alberts	
8	8	NO MILK TODAY—Herman's Hermits (Columbia)—Connelly	
9	10	IT'S NOT EASY—*Normie Rowe (Festival)	
10	—	KNIGHT IN RUSTY ARMOUR—Peter and Gordon (Columbia)—Alberts	

## BRITAIN

(Courtesy Record Retailer)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	4	I'M A BELIEVER—Monkees (RCA Victor)—Screen Gems	
2	1	GREEN GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington	
3	6	HAPPY JACK—Who (Reaction)—Fabulous	
4	2	MORNINGTOWN RIDE—Seekers (Columbia)—Compass	
5	2	SUNSHINE SUPERMAN—Donovan (Pye)—Southern	
6	7	IN THE COUNTRY—Cliff Richard (Columbia)—Shadam	
7	17	NIGHT OF FEAR—Move (Deram)—Essex	
8	5	SAVE ME—Dave Dee, etc. (Fontana)—Lynn	
9	5	ANYWAY THAT YOU WANT ME—Troggs (Page One)—Dick James	
10	23	STANDING IN THE SHADOWS—Four Tops (Tamlam-Motown)—Carlin	
11	33	MATTHEW AND SON—Cat Stevens (Deram)—Cat	
12	13	SITTING IN THE PARK—Georgie Fame (Columbia)—Jewel	
13	21	I FEEL FINE—Cream (Reaction)—Dratleas	
14	12	PAMELA PAMELA—Wayne Fontana (Fontana)—Hournew	
15	9	DEAD END STREET—Kins (Pye)—Davray	
16	32	HEY JOE—Jimi Hendrix (Polydor)—Yamata	
17	11	YOU KEEP ME HANGING ON—Supremes (Tamlam-Motown)—Carlin	
18	10	WHAT WOULD I BE?—Val Doonican (Decca)—Marvel	
19	19	(I KNOW) I'M LOSING YOU—Temptations (Tamlam-Motown)—Carlin	
20	46	A PLACE IN THE SUN—Stevie Wonder (Tamlam-Motown)—Carlin	
21	14	FRIDAY ON MY MIND—Easybeats (UA)—United Artists	
22	16	WHAT BECOMES OF THE BROKEN HEARTED—Jimmy Ruffin (Tamlam-Motown)—Belinda	
23	15	GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate	
24	27	CALL HER YOUR SWEETHEART—Frank Ifield (Columbia)—Acuff-Rose	
25	22	DISTANT DRUMS—Jim Reeves (RCA Victor)—Acuff-Rose	
26	—	LET'S SPEND THE NIGHT TOGETHER—Ruby Tuelthay-Rolling Stones (Decca)—Mirage/Mirage	
27	36	SINGLE GIRL—Sandy Posey (MGM)—Mecolico	
28	29	MUSTANG SALLY—Wilson Pickett (Atlantic)—April	
29	18	UNDER NEW MANAGEMENT—Barron Knights (Columbia)—James F.D.&H.	
30	34	NASHVILLE CATS—Lovin' Spoonful (Kama Sutra)—Robbins	
31	26	WALK WITH FAITH IN YOUR HEART—Bachelors (Decca)—F.D.&H.	
32	20	MY MIND'S EYE—Small Faces (Decca)—Carlin	
33	38	HEART—Rita Pavone (RCA Victor)—Screen Gems	
34	25	REACH OUT I'LL BE THERE—Four Tops (Tamlam-Motown)—Belinda	
35	24	JUST ONE SMILE—Gene Pitney (Stateside)—Schroeder	
36	28	THERE WON'T BE MANY COMING HOME—Roy Orbison (London)—Acuff-Rose	

37	47	TELL IT TO THE RAIN—4 Seasons (Philips)—Ardmore & Beechwood	
38	—	I'VE BEEN A BAD BOY—Paul Jones (HMV)—Leeds	
39	31	I'M READY FOR LOVE—Martha & Vandellas (Tamlam-Motown)—Carlin	
40	—	SUGAR TOWN—Nancy Sinatra (Reprise)—Criterion	
41	30	GIMME SOME LOVING—Spencer Davis Group (Fontana)—Island	
42	—	SNOOPY VS. THE RED BARON—The Royal Guardsmen (Stateside)—Copyright	
43	35	DEADLIER THAN THE MALE—Walker Brothers (Philips)—Leeds	
44	44	RUN TO THE DOOR—Clinton Ford (Piccadilly)—Carlin	
45	—	YOU ONLY YOU—Rita Pavone (RCA Victor)—Chappell	
46	11	LET ME CRY ON YOUR SHOULDER—Ken Dodd (Columbia)—Dominion	
47	40	FA-FA-FA-FA-FA—Otis Redding (Atlantic)—Belinda	
48	41	SOMEWHERE MY LOVE—Mike Sammes Singers (HMV)—Robbins	
49	39	ISLAND IN THE SUN—Righteous Brothers (Verve)—Chappell	
50	11	I DON'T NEED ANYTHING—Sandie Shaw (Pye)—Robbins	

## DENMARK

This Last Week Week

1	1	OH, OH WHAT A KISS—The Rocking Choest	
2	2	JEG HAR ALDRIG FAET NO'ET—The Defenders	
3	5	PEOPLE GET READY—The Red Squares	
4	4	DANDY—Herman's Hermits	
5	3	NO MILK TODAY—Herman's Hermits	
6	8	GREEN GREEN GRASS OF HOME—Tom Jones	
7	6	EN TUSINDFRYD I MIN HAND—Keld og the Donkeys	
8	7	MY MIND'S EYE—The Small Faces	
9	9	SAD'N VAR DET IKKE I HALVFEMSERNE—Matadorerne	
10	14	MELLOW YELLOW—Donovan	

## EIRE

(Courtesy New Spotlight, Dublin)

This Last Week Week

1	1	GREEN, GREEN GRASS OF HOME—Tom Jones (Decca)—Burlington	
2	3	WHAT WOULD I BE—Val Doonican (Decca)—Marvel	
3	4	MORNINGTOWN RIDE—Seekers (Columbia)—Compass	
4	—	DEAD END STREET—Kinks (Pye)—Davray	
5	6	SUNSHINE SUPERMAN—Donovan (Pye)—Southern	
6	9	IN THE COUNTRY—Cliff Richard (Columbia)—Shadam	
7	—	I'M A BELIEVER—Monkees (RCA Victor)—Screen Gems	
8	—	GOOD VIBRATIONS—Beach Boys (Capitol)—Immediate	
9	—	MY MIND'S EYE—Small Faces (Decca)—Carlin	
10	7	FRIDAY ON MY MIND—Easybeats (United Artists)—United Artists	

## FRANCE

This Last Week Week

1	5	PARIS EN COLERE—Mireille Mathieu (Barclay)—Salabert	
2	3	LES PLAY BOYS—Jacques Dutronc (Vogue)—Alpha	
3	2	L'HEURE DE LA SORTIE—Sheila (Philips)—Carrere Breton	
4	1	VIENS DANS MA RUE—Mireille Mathieu (Barclay)—Prosadis	
5	9	LA CHANSON DE LARA—John Williams (Polydor)—France Melodie	
6	7	L'INCENDIE A RIO—Sacha Distel (Voix de son Maître)—Prosadis	
7	4	LA CHANSON DE LARA—Les Compagnons de la Chanson (C.B.S.)—France Melodie	
8	8	J'ATTENDRAI—Claude Francois (Philips)—Meridian	
9	10	KILIMANDJARO—Pascal Danel (A.Z.)—Le Rideau Rouge	
10	11	SI J'ETAIS UN CHARPENTIER—Johnny Hallyday (Philips)—France Melodie	

## HOLLAND

\*Denotes local origin

This Week	Last Week	Title	Artist
1	3	I'M A BELIEVER—The Monkees (RCA)—Int. Muziek Comp.	
2	8	HAPPY JACK—Who (Polydor)—Essex-Basart	
3	1	GREEN GREEN GRASS OF HOME—Tom Jones (Decca)—Altona	
4	10	SAVE ME—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana)—Impala-Basart	
5	2	DEAR MRS. APPLEBEE—David Garrick (Pye)—Bospel Music	
6	—	THAT'S LIFE—Frank Sinatra (Reprise)—Basart	
7	6	TOUCH—*Outsiders (Relax)—Intertone-Basart; *Dukes (Decca)—U.A. Music/Altona	
9	—	LAND VAN MAAS EN WAAL—*Boudewijn de Groot (Philips)—Altona	
10	9	SAMMY—*Ramses Shaffy (Philips)—Marbel Music-Basart	

## ITALY

(Courtesy Musica e Dischi, Milan)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	E' LA PIOGGIA CHE VA—Rokes (Arc)—Ricordi	
2	3	BANG BANG—Dalida (Barclay)—Ariston	
3	2	MONDO IN MI 7a—*Adriano Celentano (Cian)—Cian-Curci	
4	8	BANDIERA GIALLA—*Gianni Pettenati (Cetra)—Curci	
5	7	LARA'S THEME FROM "DR. ZHIVAGO"—Bob Mitchell (Variety)—Curci	
6	6	UN UOMO, UNA DONNA—Soundtrack (UA)—Curci	
7	4	BANG BANG—*Equipe 84 (Ricordi)—Ariston	
8	14	SE PERDO ANCHE TE—*Gianni Morandi (RCA)	
9	11	QUELLA CHE SA PIANGERE—Gene Pitney (Musicor)—Arlon	
10	5	SE MAI—Adamo (VdP)—VdP	

## MALAYSIA

(Courtesy Radio Malaysia)

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	TIME DRAGS BY—Cliff Richard (Columbia)	
2	5	BLUE EYES—Blue Comets (CBS)	
3	2	NO MILK TODAY—Herman's Hermits (Columbia)	
4	4	MY LONELY HEART—*Thunderbirds (Philips)	
5	—	GOOD VIBRATIONS—Beach Boys (Capitol)	
6	6	DISTANT DRUMS—Roy Orbison (London)	
7	3	STOP, STOP, STOP—Hollies (Parlophone)	
8	—	MY MIND'S EYE—Small Faces (Decca)	
9	7	SPREAD IT OUT—Elvis Presley (RCA)	
10	—	BUT SHE'S UNTRUE—Crispian St. Peters (Decca)	

## MEXICO

\*Denotes local origin

This Week	Last Week	Title	Artist
1	1	FUISTE A ACAPULCO—*Apon (Peerless)—Pending	
2	—	BATIJUGANDO—*Sonia Lopez (CBS)—Mundo Musical	
3	4	BRASILIA—Tony Mottola (Command)—Pending	
4	3	EL ULTIMO BESO (The Last Kiss)—*Polo (Peerless)—Pending	
5	8	WINCHESTER CATHEDRAL—John Smith (Gamma)—Pending	
6	2	EL BOTONES—*Sonora Santanera (CBS)—Mundo Musical	
7	—	ME ESTAS COTORREANDO—*Frankie (Peerless)—Pending	
8	6	STRANGERS IN THE NIGHT—Frank Sinatra (Reprise)—Pending	
9	5	QUE NO TE CUENTEN—*Los Panchos (CBS)—Pham	
10	7	SENZA FINE—The Brass Ring (RCA)—Pending	

## NEW ZEALAND

This Last Week Week

1	GOOD VIBRATIONS—The Beach Boys	
2	ON TOP OF THE WORLD—The La De Das	
3	MELLOW YELLOW—Donovan	
4	HOORAY FOR HAZEL—Tommy Roe	
5	SEMI-DETACHED SUBURBAN MR. JAMES—Manfred Mann	

## SINGAPORE

(Courtesy Radio Singapore)

This Week	Last Week	Title	Artist
1	1	WINCHESTER CATHEDRAL—New Vaudeville Band (Fontana)	
2	2	NO MILK TODAY—Herman's Hermits (Columbia)	
3	5	WALK AWAY—Left Banke (Philips)	
4	6	IN OUR TIME—Nancy Sinatra (Reprise)	
5	8	BUT SHE'S UNTRUE—Crispian St. Peters (Decca)	
6	7	TIME AFTER TIME—Chris Montez (A&M)	
7	9	YOU KEEP ME HANGING ON—Supremes (Motown)	
8	—	GOOD DAY SUNSHINE—Beatles (Parlophone)	
9	—	ALL—James Darren (Warner Bros.)	
10	4	STOP, STOP, STOP—Hollies (Parlophone)	

## SOUTH AFRICA

1	1	GREEN GREEN GRASS OF HOME—Tom Jones (Decca)	
2	4	RAMBLIN' BOY—Des Lindberg (CBS)	
3	2	GOOD VIBRATIONS—The Beach Boys (Capitol)	
4	3	WINCHESTER CATHEDRAL—The New Vaudeville Band (Fontana)	
5	5	NO MILK TODAY—Herman's Hermits (Columbia)	
6	6	HOORAY FOR HAZEL—Tommy Roe (ABC-Paramount)	
7	7	CRY SOFTLY—Nancy Ames (CBS)	
8	12	MELLOW YELLOW—Donovan (CBS)	
9	10	MORNINGTOWN RIDE—The Seekers (Columbia)	
10	14	SNOWFLAKE—Jim Reeves (RCA)	

## From The Music Capitals of the World

Continued from page 68

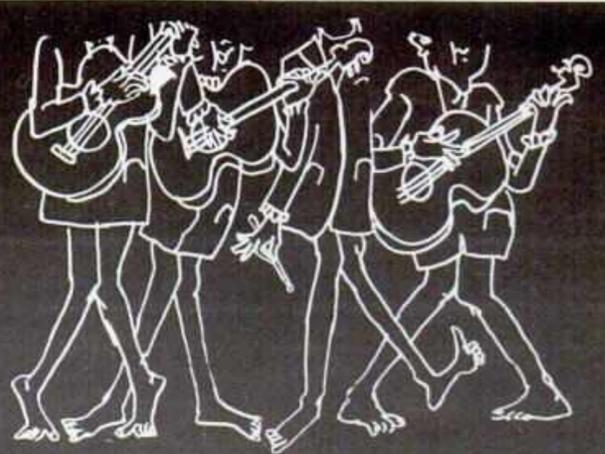
gold records to Cameo Records for "96 Tears," by **Question Mark and the Mysterians**, and to Reverse Producers Corp. for the "Best of **Herman's Hermits**" LP.

**Les Classels**, French-Canada's best selling ye-ye group, just back from a date at Otto's Grotto in Cleveland, hometown of the new Main Line Records, which has just released their "Tomorrow May Be Too Late." The bi-lingual Montreal group is the first group signed by Main Line. . . . "The Singing Priest," **Father Columba McManus**, a Servite Friar from Montreal, has turned from his own original material of religious ballads in the folk bag to pop ballads, for his second LP for Audio Fidelity. His "All About Love" album, recorded in New York, includes Lennon-McCartney's "Yesterday," "Guantanamo," "Where Have All the Flowers Gone."

**Frank Weaver**, manager of Phonodisc's new Vancouver branch, at Toronto HQ for 10 days this

month for new product briefings and discussions with President **Don McKim** and national sales manager **Hal Ross**. . . . A new booking agency, The Top 10 Agency, has bowed in Toronto, headed by **Sammy-Jo Romanoff**, to specialize in pop music groups, but also booking other entertainers. Romanoff formerly headed an agency booking non-union groups; is now licensed by the AF of M. . . . "Take This Heart of Mine," by **Odie Workman**, on Spartron from Bison Records in Aylmer, Ontario, is going strong on the country music scene here, with U. S. release under negotiation. . . . **Ireland's Abbey Tavern Singers** appear at Cleary Auditorium in Windsor Feb. 7-8-9, just across the river from Detroit and Motown, which has just released their first LP in the U. S., from Arc here. . . . The **Cyrkle**, with their "Please Don't Ever Leave Me" still going strong, play the University of Toronto Winter Carnival (Feb. 5) with Arc's singing satirists, the **Brothers-in-Law**.

**KIT MORGAN**



## KNACK KNEES

GET THE KNACK FEBRUARY 6.



## Import Instruments Deluge Chicago's Navy Pier Show

CHICAGO—At least 26 different makers and importers of amplified instruments exhibited at the Navy Pier Housewares and Variety Exhibit here last week. Summarizing the show, from one exhibitor's standpoint, was Phillip Straus, marketing and advertising director for Strum & Drum, Inc.

"The market in musical instruments has changed a lot this past year," he said. "Whereas just a year ago there was a terrific shortage of guitars and amplifiers, now the whole market is leveling off. You have all these importers," he said. "The emphasis is going to be on quality and we're going to see plenty of competition," he said.

The lines represented:

- G & H Imports, Inc., Lodi, N. J., exhibited 10 different guitars, seven various amplifiers, a 49-key electronic organ and instrument accessories. Amplifiers ranged from a \$29.95 five-watt student model to a \$229.95 list 75-watt bass and guitar unit with trem and reverb equipped with foot jacks.

- Tele-Star Musical Instrument Corp., New York City, showed 42 various guitar models, drums, mandolins, violins, cellos, melodeons, organs, cymbals, bass fiddles, amplifiers and accessories. The company also carries a full range of microphones.

- Gregory Amplifier Corp., Bronx, N. Y., had several models slated to the student musician market. The 007 student/starter lists at \$33 in a unit yielding five watts. At the other end of the line is the 80-watt Saturn 80 Power-Pack listing for \$249.95 which can be operated individually or in groups.

- Danelectro Co., Neptune City, N. J., showed 18 guitar models, a line of amplifiers and four more unusual "hybrid" instruments including its Guitarlin—a 31-fret instrument combining the qualities of a guitar and mandolin listing for \$150. Another unique instrument is the double neck guitar-bass in a thin body design listing for \$175.

- Valco Guitars, Inc., Chicago, exhibited some of its 14 conventional models of guitars and amplifiers. Also shown were a 12-string guitar listing at \$199.50, three Hawaiian models and the company's "one of a kind" Vagabond, a non-electric with an arched rosewood oval fingerboard featuring dot-patterned position markers. The Vagabond carries a \$125 list price.

- WMI Corp., Evansville, Ill., showed more than 15 models in its Teisco/Del Rey line which includes four different companion amplifiers. Largest of the amplifiers is the Infinite, delivering 200 watts in a unit featuring cast iron frame and twin 15-inch speakers.

- Foreign & Domestic Trade Consultants, Ltd., Chicago, featured a low-cost beginner's fold guitar outfit pegged at a \$10.99 cost price including carrying case, record and instruction book. The company showed more than 17 various guitar

(Continued on page 72)

## 'Complementary Symmetry' in 1967 Masterwork Product Line

CHICAGO—A technical advance called "Complementary Symmetry" is the dominant new feature in the early 1967 line just introduced by Masterwork Audio Products, a department of Columbia Records.

The new "C/S" series is being unveiled to distributors throughout the country now. Masterwork describes "C/S" as a "breakthrough" offering an amplifier with "less than 1/2 of 1 per cent distortion throughout the entire audio range." The power is described as "amazingly clear, true and undistorted." This, the company announced, required the development of a new speaker system, rigid, ported enclosures, "compliantly matched to the new amplifier." **Garrard**

Models in this new series include a solid-state portable phonograph and two solid-state packaged component systems. The portable is designated model 6000. It has a 30-watt output, Garrard changer, ceramic cartridge, diamond needle, detachable speakers and a removable lid. It retails at \$129.95. The component systems, models 7000 and 7002, carry suggested lists prices of \$149.50 and \$249.50, respectively. They differ only in that the latter model has an AM/FM/FM-stereo tuner. Both have hardwood wal-

(Continued on page 72)

## These Firms Will Exhibit at Consumer Electronics Show

WASHINGTON—A revised list of Consumer Electronics Show exhibitors has been issued by the Electronic Industries Association in conjunction with the announcement that William R. King of RCA Sales Corp. has been elected new chairman of the EIA consumer electronics show committee.

EIA is sponsoring its first such show at the Americana and New York Hilton hotels, New York City, June 25-28, 1967. The show, which conflicts with the annual Chicago Music Show sponsored by the National Association of Music Merchants, is open only to the trade.

King, who is manager for shows, exhibits and sales meetings for RCA Sales, is now setting up a number of special show committees.

The revised list of exhibitors is as follows:

- Adler Manufacturing Co.
- Admiral Corp.
- American Audion Corp.
- American Geloso Electronics, Inc.
- Ampex Corp.
- Andrea Radio Corp.
- Aristo Tone Electronics, Inc.
- Artic Import Co.
- Arvin Industries, Inc.
- BSR (USA), Ltd.
- Bell & Howell Co.
- Bogen Communications Div.
- Bulova Watch Co., Inc.
- Callifone-Roberts Electronics Div.
- Capitol Records, Inc.
- Channel Master Corp.
- Clairtone Sound Corp., Ltd.
- Claricon Products (AMD Elect.)
- Commodore Import Corp.
- Concord Electronics Corp.
- Consulate General of the Federal Republic of Germany
- Craig Panorama, Inc.
- Delmonico International Corp.
- Dominion Electrohome Ind.
- Dynavox Electronics Corp.
- Electra Radio Corp.
- Elgin Radio Div.
- Fisher Radio Corp.
- Gregory Amplifier Corp., The
- General Electric Co.
- Grundig-Triumph-Adler Sales Corp.
- Harman-Kardon, Inc.
- Hitachi Sales Corp.
- Hoffman Electronic Corp.
- Industrial Suppliers Co.
- Intercontinental Seaway Products Co.

- Jensen Manufacturing Div.
- KLH Research and Development Corp.
- Jack-Kahn-Fisher Sonic Co.
- Kaysons International
- Lear Jet Industries, Inc.
- Lloyd's Electronics Corp.
- 3M Co.
- Magnecord Div.
- Major Electronics Corp.
- Martel Electronics Sales, Inc.
- Master-Craft Electronics Corp.
- Masterwork Audio Products
- Matsumita Electric Corp. of America
- Mercury Record Corp.
- Midland International Corp.
- Morse Industries
- Motorola, Inc.
- NEC Radio, Inc.
- New York Transistor Corp.
- North American Foreign Trading
- North American Philips Co., Inc.
- Olympic Radio & Television Sales Corp.
- Packard-Bell Electronics Corp.
- Peerless Teletad, Inc.
- Philco-Ford Corp.
- Pilot Radio, Inc.
- RCA Sales Corp.
- Realtone Electronics
- Ross Electronics Corp.
- Sansui Electric Corp.
- S.C.A.R.T. (French Manufacturers Assn.)
- H. H. Scott, Inc.
- The Seeburg Corp.
- Selectron International Co., Inc.
- Setchell Carlson, Inc.
- Sharp Electronics Corp.
- Shibaden Corp. of America
- Sony Corp. of America
- Standard Radio Corp.
- Sterling Hi Fidelity, Inc.
- Superscope, Inc.
- Superex Electronics Corp.
- Sylvania Electric Products, Inc.
- Symphonic Radio & Electronic Corp.
- Telefunken/American Elite, Inc.
- Telepro Industries, Inc.
- Tele-Tone Co. of America
- Telex Corp.
- Topp Import & Export, Inc.
- Toshiba America, Inc.
- Velvotone Enterprises, Inc.
- Viking of Minneapolis
- Waters Conley
- Webcor Sales Co.
- Westinghouse Electric Corp.
- Zenith Sales Corp.

### Mr. Z Moves Shop

KANSAS CITY, Mo.—Barton Zinander has moved his Mr. Z's Record Shop from the Shukert building at 1113 Grand Avenue to a new location at 1016 Grand. Zinander has been in the record retailing business 18 years. He carries record players and radios in addition to a full disk line.



MASTERWORK model M-2001, \$19.95.



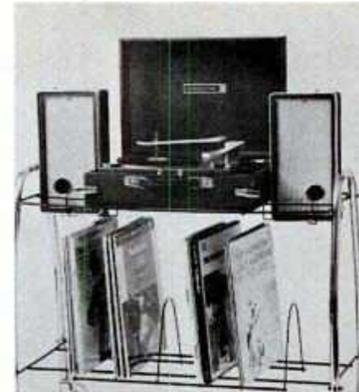
MASTERWORK model M-2005, \$49.95.



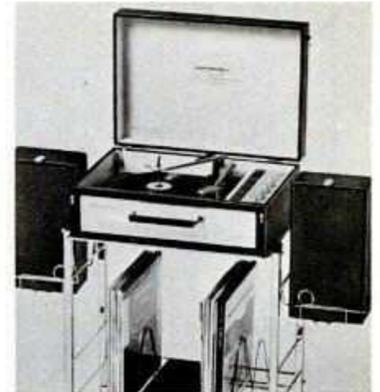
MASTERWORK model M-2002, \$29.95.



MASTERWORK model M-2107, \$79.95.



MASTERWORK model M-2006, \$59.95.



MASTERWORK model M-2008, \$99.95.



MASTERWORK model M-2014, \$159.95.



MASTERWORK model M-6000, \$129.95.



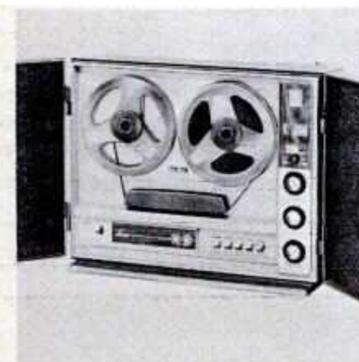
MASTERWORK model M-7002, \$149.50.



MASTERWORK model M-7000, \$149.50.



AN EXTRA LARGE SPEAKER (7-in. by 5-in.) is featured in GE's new monaural tape recorder. The unit has a sound output of 3 watts and carries a suggested retail price of \$89.95.



GE SWINGS OUT with speaker design in its new stereo tape recorder. The wing speakers are six inches in width and are removable. Suggested retail price for the unit is \$129.95.

# CLASSIFIED MART

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## EMPLOYMENT SECTION

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SEEKING SALES REPRESENTATIVES for 4 & 8-track car stereo players and AM/FM car radios. Most territory opened except California, Texas, Alabama, North Carolina. Write Associated Importers, 34 Dore St., San Francisco, for appointment. fe4

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DJ'S: WRITE ON LETTERHEAD FOR copy of new Florence Williams songs, sung by May Redding Singers. Paragon Productions, 1265 Broadway, New York 10001.

GIVING UP MY FINE COLLECTION OF over 600 like-new movie stills, 8x10 and some larger ones 14x11. All are very rare and hard to find. Will trade for a like new 35mm Acme S.V.E. Projector or a Holmes with films. Call, wire or write: Elmer Staab, 7262 E. Miami River Rd., Cincinnati, Ohio 45239.

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## INTERNATIONAL EXCHANGE

### ENGLAND

ALL ENGLISH RECORDS RUSHED BY airmail. Beatles all-new 14-track album, mono/stereo, \$6.15 airmail on release day. 300-page new LP/EP catalog, \$1 surface, \$2 airmail. A-1 records. John Lever, Gold St., Northampton, England.

"BETWEEN THE BUTTONS" STONES' latest English album of 12 brand new cuts. "Oldies But Goodies" Beatles' 16 hits album or any other British album, mono or stereo, \$6 air mailed. Stones' "Poison Ivy" E.P., \$2.20. Pop catalog, \$2. Record Centre Ltd., Nuneaton, England.

FIRST-CLASS GUARANTEED AIRMAIL service on British records to U. S. A. All titles available. U.K. albums \$6 each, additional albums only \$5. All breakages replaced. 24-hour service. Free catalogue. Heanor Record Center, Derbyshire, England.

### UNITED STATES

#### BRAND-NEW 45 RPM'S

5¢ each  
\$5 per hundred—\$50 per thousand  
FOREIGN ORDERS INVITED  
Send check with order for prepaid postage.

HANNA RECORDS  
2909 Broadway Chicago, Illinois

LARGEST SUPPLIERS OF 45 RPM: Brand-new 45 RPM's, \$4 per 100; minimum order, 1,000 records, \$40. Orders of 50,000 or more, 3¢ each. (Will ship all over the world.) Send check with order: Sutton Record Co., 26 W. 20th St., New York, N. Y.

5 CATCHY SONGS, \$2: "MY TOWN," "Walkin' on the Clouds," "When," "We're Not Gonna Share Our Land," "Clearwater Beach." Order direct, Delpha Foster, P. O. Box 275, Dunedin, Fla. 33528.

## Ace Tone One Firm With the New Sound

(Second in a series on amplified instrument sources for dealers interested in this exploding market.)

NEW YORK — Ace Tone, maker of a sizable line of electronic organs, claims its products are "in." Indeed, this and a score of additional stand-up organ lines are the rage of contemporary music. Almost every rock group appearing publicly is a sales blurb for the merchandise, and many record dealers are picking up one line or another.

This particular line, distributed by Sorkin Music Co. here, breaks down like this:

- Top of the line is the Top-7 at nearly \$600 retail. Dealers experienced with the genre say that teen-agers are buying in this range. This model is a 61 note portable, all transistorized. And like the better makes in the field it has full-size piano keys. It carries a full complement of controls for volume, vibrato depth, vibrato speed, foot expression pedal (recall seeing the rock organists swaying forward and backward on that pedal?). It's pluggable into any amplifier. Weighs about 50 pounds.

- Bread-and-butter model is the Top-5, at about \$400. It has 49 keys (full size), is transistorized, and will simulate full organ, flute, oboe, horn, strings, all with full vibrato.

- Bottom of the line is the Canary S-3, at about \$200. This model has 36 full-sized keys, is monophonic, compact (three legs instead of four), plays bass, tenor, alto and soprano and has five tone-coloring tabs. Its expression lever is up by the keyboard (meaning the player sways left and right). Carrying case and legs are optional.

- For each of the organ models there are items of optional equipment such as adjustable stands (\$25) and padded stools (\$16.50).

- An arrangement with Premier makes that line of amplifiers complimentary to the Ace Tone organs. Four amp models are available, ranging from about \$175 through \$350.

- The firm also offers a Rhythm Ace attachment which simulates the tomtom, wood block, claves, maracas and cymbal. It clamps to the organ. It's priced at about \$80. The company offers an LP at 50 cents for instruction in popular rhythm beats.

## 1967 Masterwork Product Line

• Continued from page 71

nut cabinets, Garrard changer, ceramic cartridge, diamond needle, four speakers and produce 36 watts.

These models round out the 1967 early line:

Model 2001, portable with attache styling at \$19.95 suggested list.

Model 2002, four-speed portable in contour luggage case, complete with package of five hit singles at \$29.95 suggested list.

Model 2004, automatic portable in genuine luggage case at \$39.95 suggested list.

Model 2005, automatic portable (batteries/AC) in ebony luggage at \$49.95 suggested list.

(The above four models are mono.)

### Stereo

Model 2006, stereo portable with custom-designed stand at \$59.95.

Model 2107, newly designed stereo with automatic changer and full broadcast band AM radio, complete with roll-about stand at \$79.95 suggested list.

Model 2008, ebony cabinet, Garrard changer, stereo portable with 10-watt output, stand, at \$99.95 suggested list.

Model 2014, stereo portable, AM/FM/FM-stereo tuner, custom stand, at suggested list of \$159.95.

### Tambour

Model 4610, deluxe packaged

audio system, tambour doors, hand-wired, at \$215 suggested list.

Model 4660, same as 4610 with AM/FM/FM stereo tuner at \$329.50 suggested list.

Model 5108, promotion-priced console in 55-inch cabinet, solid-state, AM/FM/FM-stereo, four speakers, 20-watt output, diamond needle, variety of cabinet styles at from \$269.95 through \$299.95.

The 24-Karat "compact" console series, 80-watt amplification, hand-wired, "hemispheric" speaker systems, three models at \$399.50 suggested list each.

Masterwork has also introduced two new tape-cartridge players (see tape cartridge section).

## Imports Deluge Chicago's Navy Pier Show

• Continued from page 71

models in its Sorrento line, drum ensembles and amplifiers.

- Manhattan Novelty Corp., New York City, exhibited its St. Moritz electric guitars, numerous guitar models under the subsidiary Mansun Enterprises line, drum sets, violins, banjos and other instruments, including eight different amplifiers.

- Brumberger Sales Co., Brooklyn, N. Y., was another exhibitor featuring low-priced beginner guitar models. Its Go Go model lists for \$15 and another folk guitar, the Flamenco, is priced to sell at \$12.

- Strum & Drum, Inc., Chicago, showed guitars from an assortment of more than 26 models in its Norma trade-marked line. The company also had four drum and cymbal outfits, tambourines, recorders, mandolins, ukuleles, amplifiers, cases and accessories.

## Motorola Popcorn Phono Promotion

CHICAGO—Motorola Consumer Products, Inc., is offering a four-quart West Bend corn popper, four brightly colored bowls and a bag of popping corn as a premium in a new portable stereo phonograph promotion.

Participating dealers may offer the premium free to consumers purchasing Motorola phonograph models PP205C, PP206C, PP207C or PP209C. National advertising will back the January-February promotion.

## Depreciation: Are You Up to Date?

By RAY BRACK

CHICAGO—"You may," says the Internal Revenue Service, "deduct each year, as depreciation, an amount which represents a reasonable allowance for the exhaustion, wear and tear, and obsolescence of depreciable property used in your trade or business. . . ."

It is this "reasonable allowance" that the operator routinely refers to as "depreciation." And some operators may, from what we hear, be allowing themselves unreasonably small depreciation amounts.

The Wurlitzer Co.'s advertising and sales promotion manager A. D. Palmer has said, "In recent discussions with men having many years of experience in the automatic music business, we have been astonished by how few of them really understand the equipment depreciation plan and how it can be made to work to their advantage."

Taking Palmer's word for it, we offer the following for those operators who may lack full or updated information on depreciation. The following facts are the latest issued by the IRS.

### What Can Be Depreciated?

Property that has an expected useful life of more than a year and is used in a trade or business may be depreciated. Examples of such property are machinery, equipment, trucks, jukeboxes, amusement games, vending machines, etc.

Leased equipment does not qualify for an allowance for depreciation by the lessee. However, payments under the lease may be deducted as expenses for income tax purposes.

Repairs and replacements to machines which keep it running but do not measurably prolong its useful life may be deducted as expenses—but not depreciated. Repairs and replacements which definitely prolong the useful life of a machine should either be capitalized and depreciated or charged against the depreciation reserve.

### What's the First Step?

The first step in computing depreciation is to determine the estimated useful life of the machine. Obviously, there is no average useful life span applicable to all types of machines. Life expectancy depends upon such factors as frequency of use, age when purchased, your service policies, climate, nature of location, and even obsolescence. You must consider that the expected useful life of a machine will be shortened by technological improvements, economic changes, prohibitory laws and other factors that have nothing to do with wear and tear.

Declares the IRS: "You should determine the useful life of the depreciable property on the basis of your particular operating conditions and experience. If your experience is inadequate, you may use the general experience in the industry until your own experience forms an adequate basis for making the determination."

In this respect, here are some examples of useful life spans established for various types of equipment by prominent operators:

C. A. Cormney, Central Music Co., Lexington, Ky., depreciates jukeboxes over five years, flipper games over two years, coffee and soft drink machines over five to six years, candy and cigaret machines over eight to 10 years, milk machines over 10 years and ice cream and sandwich venders over five years.

William Cannon, Cannon Coin Machine Co., Haddonfield, N. J., depreciates jukeboxes over five years.

*(Continued on page 78)*

## Miller-Newmark Adds Jupiter, C-S; 1-Stop Concept Spreads

By EARL PAIGE

GRAND RAPIDS, Mich. — The one-stop concept as a coin machine distribution trend is reflected by Miller-Newmark Distributing Co. here and in Detroit. The firm, distributor of Wurlitzer phonographs, has just added the Color-Sonics audio-visual line and the French Jupiter phonograph to an equipment line-up that already included Ditchburn, Automatic Products and Oak vending lines as well as other varieties of coin equipment.

"If it's operated with a coin we should have it," is the way Jack Gallagher, sales manager of the local branch here, put it.

That the firm has something for everybody would certainly seem apparent with the new additions. Besides music and vending equipment, Miller-Newmark distributes such amusement lines as D. Gottlieb, Chicago Coin, American Shuffleboard, All Tech, Irving Kaye, Valley and Fischer. The firm is also the outlet for Standard Change Makers' coin and currency handling equipment.

Speaking of the French import jukebox, Gallagher said, "We feel that this low-cost phono-

*(Continued on page 82)*



JACK GALLAGHER, sales manager of Miller-Newmark Distributing Co.'s Grand Rapids, Michigan branch talks audio-visual with operator Larry Bodel (right), owner of Peach Ridge Music, Sparta, Michigan. Miller-Newmark just added the Color-Sonics line.

## Association Roll Call—'67 Plans and Problems

Part Four

By EARL PAIGE

**BALTIMORE** — Coin machine association activity in the State of Maryland is confined to the area here where the Amusement Machine Operators Association of Greater Baltimore is located. President Irving Goldner said that the association has been, for the most part, inactive and meets irregularly.

Vice-president of the Baltimore association is Samuel Gensler. Albert Kleiman is secretary and Moe Kaminsky is treasurer.

**LOUISVILLE**—The associa-

tion picture in Kentucky is reported to be "very quiet" of late, according to Bernard S. Berman, president of the Automatic Amusement Association here. The local group meets monthly and represents 100 per cent of the operators.

In addition to Berman, other officers are Leo Weinberger, secretary, and Leon J. Shaikun and Frank A. Haddad, counsels.

**JACKSON, Miss.**—The Music and Merchandise Vending Association of Mississippi is slowly growing, according to executive secretary Clarence Holland, but hasn't been very

*(Continued on page 81)*

## NAMA Show Site Burns

CHICAGO — The photo at right, taken early on Monday, Jan. 16, shows Chicago firemen in futile battle with a blaze that completely destroyed the main exhibit hall of McCormick Place.

The massive lakefront exhibit hall was to have been the site of the 1967 convention and trade show of the National Automatic Merchandising Association on Oct. 28-31. The 1966 show was held in the building this past year.

The quick-consuming fire, the cause of which is yet being debated, has sent scores of exhibitors looking for substitute facilities. At press time, NAMA officials were checking on availability of alternate arena and hotel facilities throughout the country. Because of the traditional pulling power of a Chicago site, NAMA expressed hope that the show could be retained here. Possible substitute sites are the International Amphitheater and Navy Pier. (Wide World Photo)



**At Seeburg we save our punchline for the end. It keeps our inspectors on their toes so you never have to get on their necks**



...we'd rather  
practice quality  
than preach it.

But a little preaching never hurts. That's why you'll see this sign at the end of every Seeburg assembly line. We have a deadly serious program of quality control.

Does it work?

We'll let you prove it:

Try to find some used Seeburg phonographs for sale. You may locate a few, but you'll never find any sizable quantity.

Because most of them are still out on location earning money.

We put the quality into them before they ever got out of the factory.

We knew you were going to be the next inspector.

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THE SEEBURG SALES CORPORATION • International Headquarters  
Chicago 60622



Seeburg Stereo Showcase... Model SS-160

## Los Angeles Operators to Fight City on Pool Issue

LOS ANGELES — Operators of "family billiard halls," who gave coin and vend operators an additional source of revenue, have decided to fight city hall in an effort to save a potentially prosperous business.

Billiard room operators have hired an attorney to seek a Superior Court injunction to prevent Los Angeles from suspending their licenses or interfering with operations.

The operators also would like to alter legislation which now bans juveniles from family billiard halls (Billboard, July, 1966). The ordinance prohibits youths under 18 from entering billiard establishments. The ordinance—a city referendum measure passed in 1911—also prohibits tournament billiards play for cash prizes.

Although the coin and vend industry here is relatively quiet in its opposition, individual operators figure to lose revenue-producing locations if the city forces "family billiard halls" to close down.

Many coin operators realize, however, that to attempt a court test fight on the "under 18 rule" might prove expensive and foolhardy. They realize that a ban on teen-agers in "billiard halls" will reflect in their revenue intake. But a "you can't fight city hall" attitude exists in their ranks.

### Citations

Police officers issue citations to persons under 18 in billiard rooms in compliance with city ordinances. They also enforce a vintage ordinance which prohibits tournament play for cash awards.

Previous efforts to open "family billiard parlors" to juveniles here and in San Diego, Calif., have failed, although several city officials and members of the Los Angeles City Council and the San Diego Board of Supervisors are in favor of modifying the 1911 law.

The lawmakers in San Diego decided to retain a county law that prohibits teen-agers under 16 from playing in or being in a pool room without adult supervision.

Several coin and vending machine operators and billiard hall operators opposed the law, insisting the billiard halls are safe for teen-agers. Operators are worried the juvenile ban will have widespread repercussions throughout Southern California.

Location owners would like to alter the rules to admit youths 16 and over unaccompanied by parents and those under 16 when accompanied by parents. They also want approval to conduct tournaments for cash awards.

"Teen-agers spend a large amount of money while playing in pool halls," a coin operator said. "The law to curb juveniles from entering the family billiard halls is bound to harm business, especially in regard to any coin or vending machines in the establishment."

### Exclude Adults

Billiard parlor owners also claim the rule excludes many adults who would play if they could bring their children. "The family pool hall is another method used by operators to capture the leisure-time dollar," an operator said. "By curbing the family pool hall," he said, "they are harming several industries, including the coin and vending businesses."

The game of billiards, according to a police spokesman, is

singled out in a city ordinance which controls gambling. Several operators complain that youths under 18 are permitted to enter bowling alleys, where alcoholic beverages are consumed but are forced to leave "family billiard rooms" where alcoholic beverages are not served.

The Superior Court suit was taken in the name of Baldwin Hills Family Billiards, Baldwin Hills; Boulevard Billiards, Tarzana; The Cincy Cue, Los Angeles; Mother's Family Billiards, Sherman Oaks, and The Cue Ball, Lido Family Billiards, and Panorama Billiards, all in Van Nuys.

Los Angeles Councilman James B. Potter argued for the operators, claiming that modern, family-type establishments are "clean, carpeted, well-lighted, didn't serve liquor" and would provide "healthy recreation for children." He also said the law would cast a "bad image on all pool halls."

Both the San Diego lawmakers and the city officials in Los Angeles said they had based their decision to ban juvenile entry into the billiard halls on the strength of law enforcement reports.

## How About Your City?

MADISON, Wis.—One of the reasons continually stressed by coin machine operators for maintaining strong State associations was pointed up by an opinion given here by Attorney General La Fallette last week. He said that Wisconsin municipalities could enact ordinances and regulate food and beverage vending machines if the local laws did not conflict with State legislation.

Dr. E. H. Joris, a State health officer, had requested the opinion. The State itself now charges a \$1 license fee for each machine with part of this money returned to municipalities. But some municipalities have sought to enact their own ordinances, it was reported.

## Operator Shot In Miami

MIAMI — X. Y. Zevely, 60-year-old veteran coinman and owner of Radio Center Music Co. here, is recovering from three gunshot wounds he sustained while servicing a downtown location last week. The shots were reportedly fired by a youth who is still at large.

According to doctors, one bullet is still lodged in Zevely's spine and will not be removed. Doctors extricated another bullet from the victim's neck. A third shot went through Zevely's thigh. The shots were fired point blank, police reported.

## UJA to Name Honored Guest

NEW YORK—The Coin Machine Division of the 1967 United Jewish Appeal effort will meet Monday (23) at 6 p.m. in UJA headquarters at 220 W. 58 Street. The Division expects to name the 1967 guest of honor for its annual fund-raising banquet tentatively set for June in the Statler-Hilton Hotel here.

## Coupons a Boost In Cigaret Sales

CHICAGO—Old Gold Filters, Old Gold Straights, York and Spring cigarettes will get coupon promotion this year after P. Lorillard following successful marketing tests over the past three years in Western States. The four brands now amount to about 5 billion in sales as compared to 30.25 billion for Kent, the company's best seller.

Raleigh and Belair, two brands Brown & Williamson have promoted via coupons, saw a 14 per cent increase in sales last year, it was reported. Other couponed brands are Alpine and Galaxy, manufactured by Philip Morris, American Tobacco Co.'s Colony and Larus & Brothers' Domino and Holiday brands.

## Spray Paint For Ad Signs

GOLDEN, Colo. — Clyde McCathren, large-scale bulk operator with headquarters in Golden, believes in using existing bulk vending installations to advertise for new locations and has a quick, easy method.

McCathren, who covers several States in the operation of routes involving more than 3,500 machines, has literally hundreds of active accounts which came about entirely because he stencils a big, easily readable sign on the side of each of his bulk units on location.

Creating this handy bit of advertising is a matter of only a few seconds for McCathren, who carries an aerosol can of high-covering-value white paint along with him daily. Matched with the paint is a stencil, five inches long by two inches broad, which, when laid along the side of any bulk vending machine, makes "printing a sign" merely a matter of two or three swipes with the aerosol spray can.

In this way, McCathren identifies the end machine on each of his installations with his name and telephone number—in large enough letters and numerals to be easily read a dozen paces away.

The net result is that anyone opening up a business where there is ample space for a set of bulk venders, and unaware of how to get in contact with a bulk operator is likely to copy down the information from one of McCathren's impressive set-ups, and make a telephone appointment.

## GOODS & SERVICES

(BULK, MERCHANDISE, FOOD, DRINK & PERSONAL SERVICE VENDING)



GLAMAGARD, is the trade name for American Can Co.'s newly developed bulk plastic wrap for food vending operations. Product comes in 19-inch and 18-inch width in either 1,000 or 2,000-foot rolls.

## New Products

*Note: The description of new bulk vending products listed here is based upon the item as viewed by Billboard. Any delivery date or availability mentioned has been supplied by the manufacturer. Please notify Billboard's Bulk Vending editor in New York if there is any discrepancy between the availability or promised date indicated and that as told to you by the manufacturer.—Ed.*

### FOLZ VENDING

**MONKEE FLICKER RINGS.** Folz Vending Co., has brought out 12 different rings capitalizing on the popular vocal group. Each ring features the tricky "action" flicker feature. The colorful display card is also designed in the flicker style that yields a different picture as one walks past the display front of the machine. The rings are a 10-cent item.

**MONKEE HIT RECORDS.** Also engineered to capture the popularity of the recording group are these replicas of Monkee hit records. The tiny mock-up disks have a key-chain loop and a hit title and a picture of a group member printed on each piece. The red and yellow display sticker lists the titles "Last Train to Clarksville," "Take a Giant Step," "Saturday's Child," "Let's Dance On."

### OAK

**SUPERMAN STICKERS.** Oak Manufacturing Co., Inc., is marketing 1 3/4-inch by 3/4-inch color stickers depicting the famous comic book character. Twelve different stickers are available priced to vend at four for a nickel. Another sticker item is called "Crack Ups." These are 1 1/2-inch by 2-inch stickers with catchy sayings printed on them. There are 20 different stickers in the selection and vend two for a dime.

### KARL GUGGENHEIM

**SPARKLE A GO-GO RINGS.** An item capitalizing on the glitter in today's fashion has been introduced by Guggenheim and pegged for dime vending. The rings are encased in K.G. capsules and are sold 250 to a

## PROGRAM FOR NAMA REGIONAL MEETINGS

CHICAGO—The National Automatic Merchandising Association's regional management meetings will begin March 3-4 at the Ambassador Hotel here. The following program will be consistent at each of the meetings listed below:

### FRIDAY

- 1:30 p.m.—Registration.
- 1:30-2:45 p.m.—Dr. Benjamin Werne, NAMA labor relations counsel conducts individual consultations.
- 3:00-3:30 p.m.—"Benefits of Getting Your Management House in Order," Dr. Werne.
- 3:30-4:15 p.m.—"Building Effective Company Policies," H. A. Feldman, management consultant; E. M. Ryan, vice-president, Management Information Center; or C. M. Weld, president, Management Information Center.
- 4:15-4:30 p.m.—Question and answer panel.
- 4:30-5:00 p.m.—"Union Organization Activity and Plans in 1967," Dr. Werne.
- 7:30-9:30 p.m.—Open discussion led by Dr. Werne: "Communicating With Employees," and "Labor Relations, Union and Non-Union."

### SATURDAY

- 9:15 a.m.—Registration.
- 10-12 p.m.—"Recruiting in a Tight Labor Market," R. E. Shaeffer, vice-president, Jewell, Schultz & Shaeffer, Inc.
- 12-2:15 p.m.—Luncheon. Address by NAMA president James T. McGuire, "You Can't Take Pot Luck With People."
- 2:30-3:30 p.m.—"Vending Supervision Workshop," Earl Brooks, professor of administration, Cornell University Graduate School of Business; James H. Healey, president, Management and Business Services; or William Kaven, professor, University of Virginia School of Business.
- 3:30-4:00 p.m.—"Vending Supervision," panel discussion.
- 4:15-5:45 p.m.—Hospitality Reception.

### MEETINGS

- March 3-4—Ambassador Hotel, Chicago.
- March 10-11—Monteleone Hotel, New Orleans.
- March 17-18—Terrace-Hilton Hotel, Cincinnati.
- March 31-April 1—Claridge Hotel, Atlantic City.
- April 7-8—Charleston Inn, Charleston, S. C.
- April 14-15—Sheraton Plaza Hotel, Boston.
- Sept. 22-23—Western Management Conference, site to be selected.

bag. A display front piece comes with each bag.

**PENNY GO-GO RINGS.** Guggenheim is also producing the Go Go ring for penny vending in ball gum and charm machines. These are packed 1,000 to the bag with a display piece included.

### PENNY KING

**MONSTER MIX #64.** Newest in a series of monster mix assortments from Penny King is one including large heads nearly the size of capsules which are vended separately as a nickel item. The selection includes Big Nose, Action Skull, Baseball Boy, hand-painted Newt and other gruesomely rendered heads.

**WOW RINGS.** Another Penny King item slanted to the teenage market is entitled, "The Wow Ring." It is styled in various colored metallic and comes in a variety of shapes. It can be vended as both a 1-cent and in capsule for 5-cent

merchandising. A foam display holding 25 rings is included.

**DAINTY ELEGANT RINGS.** Another jewelry item from Penny King is aimed at the small tots and is styled after the more expensive rings using brilliantly polished stones and jewel-type vacuum plating. A penny item, it is available in bags of 250 including a foam display piece holding 25 different rings.

**BIRTHSTONE RINGS.** Penny King also has brought out an assortment of birthstone rings packed 250 per bag with display piece showing each of the 12 models which lists the month, the corresponding stone and the special meaning.

## SCHOENBACH CO.

Manufacturers Representative  
Acorn - Amco Distributor

### MACHINES

### GREAT TIME SAVER!

### COIN WEIGHING SCALE

\$23.50



### HOT - HOT 10c VEND ITEMS (all 250 per bag)

Mini-Books (3 per capsule) ..... \$9.50  
Crack-Ups ..... 8.00  
Finger Puppets ..... 8.00  
Assl. Charms ..... 8.00

### HOT 5c VEND ITEMS (all 250 per bag)

Army Patches ..... \$5.00  
Green Hornet ..... 5.00  
Jokes & Tricks ..... 5.00  
Bugs & Reptiles ..... 5.00  
Rings ..... 5.00  
Assortments ..... \$4.25 to \$5.00

### 1c VEND ITEMS

Per M ..... \$3.50 to \$13.00  
Parts, Supplies, Stands & Globes. Everything for the operator. One-third deposit with order, balance C.O.D.

**SCHOENBACH CO.**  
715 Lincoln Pl., Brooklyn 16, N.Y.  
(212) PResident 2-2900

## YOU COUNT MORE WITH OAK



### THE OAK VISTA MODEL CABINET MACHINE...

It is constructed with 4 separate glass panels. YOU NEEDN'T STOCK HIGH-PRICED GLOBES!

Damaged panels can be replaced with ordinary double-strength window glass from any local hardware store or glazier.

The service head can be filled in the shop rather than on-route. With the service cap, displays can be mounted easily by loading from any side panel with the head lying on its side. The built-in handle makes it easy to carry anywhere.

**oak MANUFACTURING CO., INC.**  
650 SOUTH AVENUE 21, LOS ANGELES, CALIFORNIA 90031

HEADQUARTERS FOR...

NEW ITEMS  
HIGH QUALITY  
LOW PRICES

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

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



**The Penny King Company**

2538 MISSION STREET • PITTSBURGH, PA. 15203

World's Largest Selection of Capsules and Charms  
From Factories in Hong Kong & U.S.A.



**ROBERT L. RICHARDS**, for the past six years executive administrator of the Illinois State Medical Society, has been selected president of the National Confectioners Association. He will headquarter at the association's 36 South Wabash offices in Chicago.

## BULK SURVEY REPORT BEGINS

The Third Annual Billboard Survey of Bulk Vending Industry will be serialized here throughout February. The first installment will begin next week. The survey, the only one of its kind, is based on data gathered from operations of all sizes throughout the United States. The complete survey report will be made available in reprint.

## Copyright Bill Re-Introduced

• Continued from page 4

held on the House side, barring unforeseen developments. The Senate, which has not yet introduced a bill of its own, is expected to begin hearings in late February or early March on issues still in controversy, including the raise in record royalty rate under compulsory licensing, the juke box exemption, CATV, educational exemptions, and others.

The House Copyrights subcommittee staff doubts if special hearings asked on the jukebox performance royalty exemption issue will be held by the group.

The jukebox industry association, Music Operators of America, with the endorsement of the four major jukebox manufacturers, has recently urged hearings on the ground that the new section of the bill proving royalty fees under statutory limits, and geared to box "inventory" was never argued in open hearing.

Copyright Subcommittee staff points out that if hearings are re-opened on one special aspect of the bill, other industries would demand the same treatment.

### Runyon in Show

**HARTFORD, Conn.**—Some 25 Connecticut operators viewed the new Rowe-AMI phonograph and dollar bill acceptor at the Runyan Sales outlet here last week.

The factory was represented by Art Seglin, George Klersey and O. J. Mullinix. Runyan representatives on hand were Nat Gutkin, Larry Raphael and Ronnie Blatt.

**when answering ads . . .**  
**Say You Saw It in Billboard**



TWO A.R.A. ROUTEMEN joke with reporters at the main entrance to burned-out McCormick Place, Chicago, on Monday (16). The servicemen came to the scene shortly after firemen had struck out a \$150 million blaze which destroyed the massive exhibition building, scheduled site of the 1967 National Automatic Merchandising Association convention and exhibit. Guard, right, had just informed the A.R.A. chaps that their 17 cigaret, coffee and cold drink machines were damaged beyond shoppability. NAMA is seeking a new site for its October show. (See story.)

## Scribe, Inc., In National Sales Meet

**CHICAGO**—Lava-Simplex-Scribe, Inc., president, Adolph Wertheimer predicted a banner sales year for the one-year-old company as he outlined plans at a national sales meeting held here in suburban St. Charles recently. Vice-president and general manager William Rubenstein led the three-day session.

Other executives taking part in the program were Robert Herzog, advertising manager; Herschel Feldman, vice-president and director of marketing; Frank Ball, assistant vice-president, Lava Division; Eva Donlin, president of Newsmakers, the company's public relations firm; Frank Stangel, assistant vice-president, Premium Division.

The company has four divisions, one of which produces Scribe electric stamp venders and Simplex cigaret machines.



**FRANK FINNERAN**, a Seeburg regional vice-president for the East over the past seven years, has been named a company vice-president, according to William F. Adair, president, Seeburg Sales Corp. Finneran's new post is in the vending division, where he will report to vice-president Robert Breither, head of the vending sales division. The promotion is effective immediately.

**ADVERTISING IN BUSINESS PAPERS MEANS BUSINESS**

## Liquor Curb

**NASHVILLE**—Mayor Beverly Briley and district attorney general Thomas H. Shriver have clamped down on all private clubs, restaurants, country clubs and mixing bars here after announcing a ban on the sale of liquor by the drink. The ban grew out of a study made by Seymour Samuels. Tennessee law only allows for the sale of liquor in "unbroken packages bearing State revenue stamps."

### EVERY LOCATION

a "PROFIT-LAND"

with

**NORTHWESTERN**

**60**

**BULK-PAK**

New 60 Bulk Pak builds profits in supermarkets, drugstores, gas stations, shopping centers—any location! Operators all agree BULK PAK delivers greater profits because it vends nationally advertised merchandise—suitable for all locations. Service costs are held to a bare minimum. Just pour merchandise in machine—and take out the coins. Location tests prove Bulk Pak is a #1 Money Maker. Wire, write or phone for complete details.

**Northwestern**

2714 East Armstrong St.,  
Morris, Ill.  
Phone: WHITNEY 2-1300



**when answering ads . . .**  
**Say You Saw It in Billboard**

## MANDELL GUARANTEED USED MACHINES

N.W. Model 49, 1¢ or 5¢ . . . \$14.50  
N.W. Deluxe, 1¢ or 5¢ Comb. . . 12.00  
N.W. 10-Co. 1¢ Tab Gum Mach. 15.00  
Atlas 1¢ & 5¢ 100 Ct. Ball Gum. 12.00  
Acorn 8 Lb. Globe . . . . . 10.50

### MERCHANDISE & SUPPLIES

Pistachio Nuts, Jumbo Queen, . . . \$ .87  
Pistachio Nuts, Jumbo Queen, White . . . . . .82  
Afgan Crown Red Lip Pistachio Nuts . . . . . .58  
Afgan Prince Red Lip Pistachio Nuts . . . . . .52  
Indian Nuts, 5 lb. bag, per lb. . . 1.25  
Cashew, Whole . . . . . .80  
Cashew, Butts . . . . . .72  
Peanuts, Jumbo . . . . . .45  
Spanish . . . . . .42  
Mixed Nuts . . . . . .60  
Baby Chicks . . . . . .35  
Rainbow Peanuts . . . . . .32  
Bridge Mix . . . . . .32  
Boston Baked Beans . . . . . .32  
Jelly Beans . . . . . .32  
Licorice Gems . . . . . .32  
M & M, 500 ct. . . . . .48  
Munchies, 16-lb. carton, per lb. .39  
Hershey's . . . . . .47

Wrapped Gum—Fleers, Topps, Bazooka & Pal, 4M pcs. . . \$14.00  
Rain-Blo Ball Gum, 1800 per ctn. 6.25  
Rain-Blo Ball Gum, 1800 printed per carton . . . . . 6.40  
Rain-Blo Ball Gum, 5250 per ctn. 8.35  
Rain-Blo Ball Gum, 4250 per ctn. 8.35  
Rain-Blo Ball Gum, 3500 per ctn. 8.35  
Maltettes, 2400 per carton . . . 8.40  
15 Cartons minimum prepaid on all Leaf Brand Rain-Blo Ball Gum.  
Adams Gum, all flavors, 100 ct. .45  
Wrigley's Gum, all flavors, 100 ct. .45  
Beech-Nut, 100 ct. . . . . .45  
Hershey's Chocolate, 200 ct. . . . 1.30  
Minimum order, 25 Boxes, assorted.

**CHARMS AND CAPSULES.** Write for complete list. Complete line of Parts, Supplies, Stands, Globes, Brackets.

Everything for the operator. One-Third Deposit, Balance C.O.D.

### IMMEDIATE DELIVERY

## VICTOR'S NEW

'88'

With Chrome Glass Frame

Designed to get maximum sales with minimum servicing.

- Available in 1¢, 5¢ 10¢ or 25¢ coin mechanism.
- Interchangeable Display Panel.
- Large capacity holds 320 V Capsules, 140 V-1 Capsules, 1,100 balls of 100 count Gum. Takes in \$28.00 when filled with Ball Gum and Charms. Also holds 1,000 pieces of Wrapped Gum.

Write for Beautiful Illustrated Circular and Prices.

Stamp Folders, Lowest Prices, Write

MEMBER NATIONAL VENDING MACHINE DISTRIBUTORS, Inc.

## NORTHWESTERN SALES AND SERVICE CO.

MOE MANDELL  
446 W. 36th St., New York 18, N. Y.  
LONgacre 4-6467

## NORTHWESTERN

### Model 60 Bulk-Pak



Will not skip or jam because of specially designed wheel and housing. Holds 1,000 individually wrapped FLEER'S DUBBLE BUBBLE TAB GUM,

the most popular in bubble gum. Wrappers include comics, fortunes and premium redemption.

Bulk loading.

**BIRMINGHAM VENDING COMPANY**

520 Second Ave., North Birmingham, Alabama  
Phone: FAirfax 4-7526

## NEW VICTOR 77 GUM & CAPSULE VENDORS



A REAL SALES STIMULATOR IN ANY LOCATION

Beautiful eye-catching design. Makes merchandise irresistible. Convenient, interchangeable merchandise display panel. Vends 100 count gum, V-

V-1 and V-2 capsules. Available with 1¢, 5¢, 10¢, 25¢ or 50¢ coin mechanism. Removable cash box for easy collecting. Large capacity. Holds 1800 balls (100 count), 575 V capsules, 250 V-1 capsules and 80 V-2 capsules.

PRICE \$39.00 each with chrome front

WRITE, WIRE OR PHONE

**PARKWAY MACHINE CORP.**

715 Ensor St. Baltimore 2, Md.  
Phone (301) 327-1021

Please rush complete information and prices on Northwestern SUPER SIXTY Ball Gum-Charms Vender (as illustrated) as well as other Northwestern machines.



NAME \_\_\_\_\_  
COMPANY \_\_\_\_\_  
ADDRESS \_\_\_\_\_  
CITY \_\_\_\_\_

Fill in coupon, clip and mail to:  
**T. J. KING & COMPANY**  
2700 W. Lake St. Chicago 2, Ill.  
Phone: KE 3-3302

We handle complete line of machines, parts & supplies.

Also Ball Gum, all sizes; 1c Tab Gum, 5c Package Gum, Spanish Nuts, Virginia's Red Skin, small Cashews, small Almonds, Mixed Nuts, all in vacuum pack or bulk. Panned Candies; 1 Hersheys 320 count and 500 count Candy Coated Baby Chicks; Leaflets, Coin Wrappers, Stamp Folders, Sanitary Napkins, Sanitary Supplies, Route Cards, Charms, Capsules, Cast Iron Stands, Wall Brackets, Retractable Ball Point Pens, new and used Venders.

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

# PACK YOUR CLUB WITH A-GO-GO

FANTASY

THE GIMMICK  
YOU'VE BEEN  
LOOKING FOR

IT'S  
EXCLUSIVE

Slide Projectors Shooting

3-Dimensional Pictures

We will lease or sell to you the special colored slides necessary for projection on your go-go girl, or combo, or walls to create a beautiful, artistic illusion.

BEAT THE COMPETITION—BE FIRST AND EXCLUSIVE IN YOUR AREA

**Entertainment Unlimited**

GATEWAY TOWERS  
PITTSBURGH, PENNSYLVANIA 15222  
CALL AREA CODE 412 471-3319

## Billboard Readers

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

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

BILLBOARD, 2160 Patterson Street, Cincinnati, Ohio 45214 809  
Please enter my subscription to BILLBOARD for  
 1 YEAR \$20  3 YEARS \$45  New  Renew  
 Payment enclosed  2 EXTRA issues for cash  Bill me later  
Above subscription rates for Continental U. S. & Canada.  
Overseas rates on request.

Company \_\_\_\_\_  
Name \_\_\_\_\_  
Address \_\_\_\_\_  
City \_\_\_\_\_ State & Zip \_\_\_\_\_  
Type of Business \_\_\_\_\_ Title \_\_\_\_\_

## New Equipment



Midway Mfg.—Fun Ball Baseball

HARBINGER OF SPRING is this new one-player baseball game introduced by Midway Manufacturing Co. this week. The suburban Schiller Park, Chicago, firm has incorporated several new features in the game called Fun Ball. Among notable features are new Formica side rails, a spell-out star replay and spinning reel. The unit is available with single or twin ejectors and with regular replay or extended play design.

## Depreciation: Are You Up to Date?

• Continued from page 73

Ken Chasen, BFC Enterprises, St. Louis, depreciates jukeboxes over four years and flipper games over two years.

Russell Mawdsley, Russell-Hall, Inc., Holyoke, Mass., depreciates jukeboxes over five years, games over three years, cigaret venders over 10 years and coffee and cold drink machines over five years.

So it goes around the country in a very consistent pattern. Of course, the IRS has collected a lot of data on average useful life of various types of equipment. Such may be obtained from your regional IRS office. You may utilize a longer average useful life span than that suggested by the IRS if you can show that it is consistent with your business practices; the same applies to the use of a shorter average useful life figure.

You may enter into an agreement with the IRS as to the estimated useful life of any given machine by making application, in quadruplicate, to your District Director of Internal Revenue. Your application must show:

1. The character and location of the machine.
2. Original cost and date acquired.
3. Adjustments to its value, including depreciation accumulated to the first tax year to be covered by your agreement.
4. Estimated useful life and estimated salvage value.
5. Method and rate of depreciation.
6. Any other facts or circumstances pertinent to making a reasonable estimate of its useful life and salvage value.

When the District Director receives the above information he will prepare Form 2271, in quadruplicate, and send all copies to you for your signature and return. He'll then sign two copies and return them to you. When you make out your next income tax return, you must file with it a copy of the agreement. The other copy stays in your file. (Is all that clear?)

### What Is Salvage Value?

Salvage value is the amount you estimate, when you acquire a machine, that you can get for it when you normally dispose of it. If you normally dispose of a machine when it has run its estimated useful life, the salvage value will be the same as junk value. If it is your practice to retire a machine while it is still in good operating condition, the salvage value may represent a large portion of the original cost. Whichever practice you follow in your business, you must be consistent in your computation of depreciation. Salvage value is vital in figuring depreciation.

### Method of Computing Depreciation

Although almost any method which is consistently applied may be used in computing depreciation, the three most-used methods are (1) STRAIGHT LINE METHOD, (2) DECLINING BALANCE METHOD and (3) SUM OF THE YEARS-DIGITS METHOD.

**THE STRAIGHT LINE METHOD** is simple. With this system you just subtract the machine's salvage value from its original cost and divide the remainder by the number of years in the machine's estimated useful life. This method must be used if the machine's estimated useful life is less than three years. The figure obtained through this simple mathematics is the amount of annual depreciation allowance. (See example later in article.)

**THE DECLINING BALANCE METHOD.** With this system you subtract the amount of depreciation you take each year from the

(Continued on page 80)

## CELLER AGAIN BOWS BOX BILL

WASHINGTON—Rep. Emanuel Celler (D-N. Y.) has reintroduced his perennial bill to repeal outright the jukebox exemption from performance fees. The new Celler bill provides no statutory limit on what music licensing associations may charge in performance fees on jukebox play. During the hearings of the House Copyright Subcommittee on the full copyright revision bill in 1965, Representative Celler threatened to try to push through his own bill for outright repeal of the 1908 exemption if the issue threatened to stall passage of the revision bill. Celler's new bill is HR2774.

## BUY! METAL TYPERS

Vending Aluminum IDENTIFICATION DISC

WHY!

1. LIFE-TIME INCOME
2. TROUBLE-FREE OPERATION
3. ONLY 18"x18"



STANDARD HARVARD METAL TYPER, INC.  
1318 N. WESTERN AVE.  
CHICAGO 22, ILL. EV 4-3120

## ALL MACHINES READY FOR LOCATION

CC Corvette	\$895.00
Bally Champion Horse	395.00
United Capri	295.00
United Savoy	95.00
United 7 Star	255.00
AMI JEL 200 Sel.	325.00
Rock-Ola 1458	155.00
Rock-Ola 1468	195.00
Seeburg DS 100	495.00
Seeburg Q	325.00
Wurlitzer 2610	395.00
AMI WQ 120 & 200 Wall Box	35.00
Seeburg 3W1 Wall Box, As Is, But Complete	5.00
Seeburg E1 Cigaret Machine	65.00
Seeburg E2 Cigaret Machine	95.00
Eastern, 22 Col.	45.00

Cable: LEWJO Call, Write or Cable.

Lew Jones Distributing Co

Exclusive Wurlitzer Distributor  
1311 N. Capitol Ave.  
Indianapolis, Ind.  
Tel.: ME1rose 5-1593

## LIA

### BILLIARD CUES

BUILT TO TAKE ABUSE IN DAY-TO-DAY SERVICE

Write for LOW PRICES!

Hard Rock Maple, Triple-turned for straightness. Plastic coating protects from dampness, reduces distortion. Attractive simulated 4-prong. All sizes. Rubber bumper.

LOWVILLE-AMERICAN CO. INC.  
LOWVILLE, NEW YORK 13367

when answering ads . . .

Say You Saw It in Billboard



EDWARD J. SEIDEL, president of Seidel Amusement Machine Co., Brooklyn, with Judy Futia, discussing Seidel's Twenty-One and Bing-O-Reno games during recent International Association of Amusement Parks convention at Chicago's Sherman House.

VERA EGAN, Miltron, Inc., Revere, Mass., pausing to rest in the driver's seat of Capitol 16 Company's Monoco Raceway amusement game.



# Coin Machines Featured In Amusement Park Show



SHELDEN, DICKSON & STEVEN CO. president, Richard LeBron, showing plaque awarded his exhibit by IAAP committee to William Ricke, sales manager. In background, company's Magic Baseball game.

SANTA CLAUS, in this instance, Paul Mattle of Phoenix, N. Y., with Gold Medal Products' Ted Evans (serving) and Bill Roerich.



WILLIAM MEADOR JR., Animal Behavior Enterprises, Inc., Hot Springs, Ark., with Paulette Neal as company's piano-playing duck goes through paces.



FRANK SWAN, vice-president, International Mutoscope Corp., demonstrates company's new Comic Character Balloon machine to Vera Egan.



NAT BAILEN, Urban Industries, Inc. (left), discusses company's new movie machine with Edward Lange.



MIKE SELER, Cousino Products-Orrtronics, Inc., showing Paulette Neal features of company's tape cartridge units used for continuous announcements.

**TRY IT** before you buy it!



- Minimum lease—25 weeks
- Average cost—\$20 per week
- Films included in rental—over 750 film titles
- All moneys can be applied to purchase
- Immediate delivery

IT'S AUDIO-VISUAL ALL THE WAY WITH THE ONLY 2-IN-1 COMBINATION OF MOVIES & MUSIC IN A SINGLE UNIT.

**FILMS AVAILABLE FOR AUDIO-VISUAL OPERATORS**

- \* Select from over 750 color sound movies at only \$15 per reel.
- \* Suitable for all makes & models. Send for free catalog on letterhead

WRITE • WIRE • PHONE

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN inc**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) CEnter 2-2900

## Dakota Assn. In Gathering

HURON, S. D.—The highways of this State will be carrying members of the Music and Vending Association of South Dakota here for a two-day meeting at the Inn, the weekend of Jan. 29-30. Secretary-treasurer Earl Porter is expecting a good turnout of members and has issued an invitation to the association wives as well.

Forums are scheduled for both Sunday and Monday with the general meeting slated for the afternoon of Jan. 30.

## Veteran Arkansas Coinman Is Dead

LITTLE ROCK, Ark.—H. G. (Dutch) Yancey, considered the dean of operators in this area where he was owner of Arkansas Music Co. for 25 years, passed away recently after suffering a heart attack. He was 55. Surviving are his widow and two sons.

## Noted Lecturer For Meeting of Chicago Group

CHICAGO—Edward McFaul, regarded as a "serious humorist," who has appeared at the Music Operators of America annual convention and records for RCA Victor Records, will be the featured speaker at the Recorded Music Service Association's annual election meeting here Feb. 9 at the Water Tower Inn, 800 North Michigan Avenue. The meeting will commence at 8 p.m.

McFaul's topic will be "How to Keep Your Foot Out of Your Mouth," according to association President Earl Kies. Other topics on the agenda, in addition to the election of officers, will be a discussion of two-for-a-quarter jukebox play and the acceptance of the dollar bill validator now in use on jukeboxes here.

The nominating committee is headed up by association director Vincent Angeleri. Other current officers of the association are Vice-Presidents Sam Greenberg, Moses Proffitt and Dan Gaines; Secretary-Treasurer Louis Arpia; directors Charles Sacco, Larry Cooper and Ray Gallet.

## New Miss. Law

BILOXI, Miss.—A warning knoll was sounded for Gulf Coast nightclubs using bar girls when the owner of the Sands Club here sustained a six-month probation on his liquor license. A new Mississippi liquor law with a step-up in State investigation is responsible for the new restrictions.

## New Equipment



Williams—One-Player Flipper

A new single player called Magic City had been introduced by Williams Electronic Manufacturing Corp., Chicago. The game is also available as an add-a-ball under the name Magic Town. When the playboard letters are lighted two outside bottom rollovers score an extra ball. When the star is illuminated the two inside bottom rollovers also score an extra ball and 100 points is scored when the center jet bumper is activated. Other features include optional single or double coin chutes; cash box coin dividers; stainless steel front door and frame, and automatic ball lift.

## Depreciation: Are You Up to Date?

• Continued from page 78

original value before computing the next year's depreciation. In this way, the same depreciation rate applies to a smaller balance each year, which means that a larger depreciation deduction is taken the first year with increasing smaller deductions in succeeding years.

**THE SUM OF THE YEARS-DIGITS METHOD.** With this system you apply a different fraction each year to the value of the machine, from which the estimated salvage value has been subtracted. The denominator of the fraction, which remains constant, is the total of the digits representing the years of estimated useful life of the machine. The numerator of the fraction changes each year to a number which represents the years of useful life remaining. For example, if the estimated life of a machine is five years, the denominator of the fraction would be determined by adding 1+2+3+4+5. This equals 15. The applicable fraction, then, for computing the first year's depreciation would be 5/15. (See example.)

### Comparing the Methods

Here are comparative examples of the three major depreciation methods. Each is based on a machine with estimated useful life of five years and worth \$10,000, after salvage value has been subtracted:

Straight Line Method:			
Year	Cost Less Salvage	Rate	Deduction
1966	\$10,000	20%	\$2,000
1967	10,000	20%	2,000
1968	10,000	20%	2,000
1969	10,000	20%	2,000
1970	10,000	20%	2,000

Declining Balance Method:			
Year	Unrecovered Cost, Jan. 1	Rate	Deduction
1966	\$11,000	40%	\$4,400
1967	6,600	40%	2,640
1968	3,960	40%	1,584
1969	2,376	40%	950
1970	1,426	40%	426

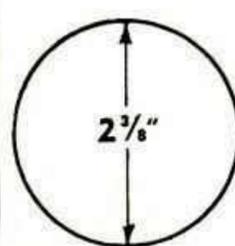
Sum of Years-Digits Method:			
Year	Cost Less Salvage	Fraction	Deduction
1966	\$10,000	5/15	\$3,333
1967	10,000	4/15	2,667
1968	10,000	3/15	2,000
1969	10,000	2/15	1,333
1970	10,000	1/15	667

Variations on these three basic methods are frequently used. The choice of method must depend on the particulars of the specific business.

The foregoing is a much-simplified treatment of the complex topic of depreciation. If you wish complete information, obtain Document Number 5050 from your District Director of Internal Revenue or from the Superintendent of Documents, U. S. Government Printing Office, Washington, D. C. 20402. It's free. Other helpful information is to be found in "Your Federal Income Tax" and "Tax Guide for Small Business." Both are 160-page booklets costing 50 cents.

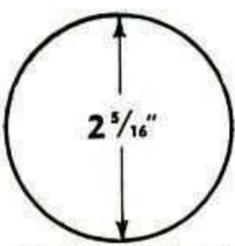
Better yet, hire a good accountant.

Fischer's new, truly balanced, smaller, precision weight



### CUE BALL

FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center for Much Better Play and Skill.



NEW MODERN Cue Ball. Same Weight as Object Ball

Cue Ball Center  
Object Ball Center  
31/1000 difference

Size OLD STYLE Cue Ball

When You Think Billiards . . . Think FISCHER—That's Quality!  
FISCHER MFG. CO., INC., TIPTON, MO.

CHICAGO COIN'S  
NEW  
4-PLAYER

FLIPPER TYPE PIN BALL GAME

# festival

Play Action  
with Appealing  
Suspense

## UNIQUE CENTER SPIN-TARGET FEATURE

- 5 ROTATING SCORING TARGETS
- TARGETS SCORE FROM 1 TO 500 POINTS—WITH BUILD-UP POINT FEATURE
- STAR TARGET SCORES EXTRA BALL WHEN LIT
- TARGET VALUES INCREASE BY BALL ROLLING THRU LANES A-B-C-D-E

BOTTOM SIDE LANES

3 POP BUMPERS

3 INDIVIDUAL COIN CHUTES

5c-10c-25c

- AUTOMATIC BALL LIFT

GOING STRONG! PARK LANE • SUPER-SCOPE • FLAIR

CHICAGO COIN MACHINE DIV.  
CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD. CHICAGO, ILLINOIS 60614



# Association Roll Call— '67 Plans and Problems

• Continued from page 73

active in regard to meetings the past several months.

"Our Legislature doesn't convene in 1967," Holland said. "It won't convene until next January. Right now there are no really serious problems around the State and it's hard to get members enthusiastic I guess until something looks like it's going wrong."

Holland reported that the sales tax situation is remaining the same, with operators paying a 3 per cent State tax on all gross receipts and a 1½ per cent to the various cities.

"We have actively promoted legislation and we've also helped prevent some adverse bills being passed," Holland reported. "Last year we attempted to put through a licensing law similar to the one in Arkansas but just didn't get what we wanted and decided not to compromise. We may try again next session," he said.

Other officers of the association, which includes vending operators as well as owners of music and game firms, are President Charles B. Shives, Yazoo Novelty, Yazoo; Vice-President Clinton Collins, Crystal Amusement Co., Grenada; Secretary Abe Malous, Malous Music Co., Greenwood; Treasurer John R. Evans, Gulfport; directors Nicholas J. Fokakis, Pals Music, Hattiesburg; H. B. (Bubba) Fort, Fairway Amusement Co., Columbus; V. B. Deaton, D&F Music, Vicksburg; John Haley, Haley Music, Canton.

**LITTLE ROCK, Ark.**—Members of the Arkansas Music Operators Assn. board of directors will hold a regular gathering at the Albert Pike Hotel Feb. 15. AMOA's board of directors normally meet from four to six times a year, while the State-wide organization, some 86 members strong, usually holds one annual meeting. AMOA has nearly 100 per cent membership.

Charles Stewart, AMOA executive secretary who also holds the same post with the Arkansas Automatic Merchandising Assn., reported that the association was alert to the legislative possibilities now that the Arkansas Legislature was in session. Stewart, who is not an operator, anticipates no adverse legislation but said, "This is no reason to be over-confident. We want to know in advance when trouble is brewing," he said.

Officers of AMOA, in addition to Stewart, are President N. O. Bledsoe, Eldorado; Vice-President Earl Gill, Hot Springs; Secretary H. O. Temple, Hope; Treasurer Felton Landrum, Fort Smith; directors Joe B. Michie,

Blytheville; Theron Medford, Mena; Nathan Wheelless, Jonesboro; Charles Wilcox, Pine Bluff; A. G. Williams, Monticello.

Stewart said he expects no changes in the Arkansas tax structure. Currently, AMOA operators pay a 3 per cent gross receipts tax on revenue from machines.

**BEAUMONT, Tex.**—The Jefferson Coin Machine Council here remains as apparently the only active music and games operators association in the Lone Star State, according to Hugh G. Freeland, counsel for the local group.

"Actually," Freeland said, "we're not very active either. Usually we don't have much activity until something happens as it did last year when the question of pool tables came up."

Freeland explained that by working with local authorities, the council was able to work out an arrangement of voluntary pool table registration and overcome a proposed ban of pool tables in Jefferson County. "We limit our association members to just two tables in each location," Freeland said, "this, and the registration set-up, has allowed us to gain the co-operation from the local authorities."

Freeland said he didn't anticipate any unfavorable legislation from the State Capitol in Austin. "We pay a 3 per cent gross sales tax and there's been no hint of any other tax or license problem," he said.

Officers of the association here, in addition to Freeland, are President Charles Wilhousen, Vice-President Tony Plia and Secretary-Treasurer Don Blaine.

**GREAT FALLS, Mont.**—The recently revived Montana Music Operators Association will meet here at the Holiday Inn on Jan. 28. Among the more important topics will be a report from the legislative committee on the status of the 1967 Legislature which convened Jan. 2, a review of membership plans and an election of directors.

Bob Walker, Leo Jacques and Lou Antonich, all of the Helena area, make up the current legislative watchdog group. President Elmer Boyce said, "We're in constant touch with the situation at the Capitol, but as yet we're still at the point of studying all the bills that are in the hopper. This is why our meeting in Great Falls is so important," he said.

On the subject of membership, Boyce said MMOA was hoping to make the organization fully representative. "We're soliciting vending operators, too, we want everybody who operates coin machines. It's the only way we

can develop a strong organization."

Officers of MMOA, in addition to Boyce, are Vice-President Lou Antonich, East Helena; Secretary-Treasurer Bob Walker, Helena; Executive Secretary Mrs. Rose Walker (wife of the secretary-treasurer). The organization will elect five directors.

**CLOVIS, N. M.**—Somewhat typical of association activity in the larger, more sparsely populated Western States, the coin machine operators in New Mexico have a loose, informal arrangement for discussing and solving problems.

"We often talk about forming a regular association," said Art Jensen, Art's Amusement, Inc., here, "but what it boils down to is if we have a problem we just get on the phone and call everybody and meet some place."

Art, who operates some machines in neighboring Texas and six counties of his own State, said, "We know everybody. I know we should organize and maybe we will one of these days." Art indicated that in addition to himself, Jack Porter, Music Service, Albuquerque, and Harry Snodgrass, board chairman, Servomation of New Mexico, Inc., Albuquerque, generally take the lead in setting up State-wide meetings.

Snodgrass is a former past-president of Music Operators of America and now a vice-president in MOA. Jensen is an MOA director.

**SACRAMENTO, Calif.**—A spokesman close to Gov. Ronald Reagan here indicated this week that the California Music Merchants Association should have no problems with the new government in the State. "The coin machine operators will not be affected by the 'cut cost' and

the program for an increase in taxes," said the Reagan spokesman.

"The only confrontation between the government and coin machine operators will be in the area of cigaret legislation," the governor's representative added. (Billboard, Jan. 21.)

Plans for the next meeting of CMMA, one of the nation's most active and progressive State associations, have not been formalized following the very successful annual banquet in Los Angeles recently.

Current officers of CMMA are President Henry J. Leyser; Executive Director George Miller; Executive Vice-President Marvin Jones; vice-presidents Gabe Orland, Joe Silla Jr. and Walter Hemple; Secretary-Treasurer Benito Murillo; directors Fritz Althaus, William Black, Russ Catanho, Clifford Jones, William H. Leuenhagen, Clyde B. Love, Bud Pattison, Dave Wichman, Bill Worthy, Louis Zeiden; alternate directors Joe Silla Sr., Herman Bied and Joe Kessler.

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Bally Periscope	175	Midway Skee Fun	195	Bally Speed Boat	275
Bally Undersea	175	Midway Target	195	Bally Toonerville	295
Raider	175	Midway Winner	245	Trolley	295
Capitol Auto Test	475	Mini-Golf, 2 play	295	Bally Western	375
Capitol Midget	175	Auto. Drivemobile	175	Express	375
Movies	110	Auto. Flip Type	125	Bat-Man Car, New	795
C.C. Basketball	125	Movies	150	B. Lane Merry-Go	275
Champ	125	Auto. Lord's Prayer	150	B. Lane Miss America	275
C.C. Drop Ball	125	Auto. Plastic Vender	95	Boat	275
C.C. Goatee	145	Auto. Silver Gloves	175	B. Lane Moon Rocket	365
C.C. Par Golf	495	Auto. 3-D Art Parade	145	Ex. Big Bronco	295
C.C. Pro Basketball	250	Auto. Voice-O-Graph	750	Ex. Junior Jet	175
C.C. Pro Hockey	250	Panorams, Capitol	475	Fischer Flipper	595
Card Venders, 2 col.	75	Panorams, Mills	575	King's Choo-Choo	195
Color Comic Peek	125	Pro-Golfer	295	Train	275
w/sound	125	Shoe Shiner	150	Old Smokey Train	275
Dale Auto Driver	795	Ski & Score	1095	Sandy Horse	325
Evans Bat-A-Score	175	Southland Speedway,	275	Scientific Boat	275
Ex. Hi-Ball	125	2 Pl.	145	Stone Age	325
Ex. Space Age	175	Urban Color Kiddie	325	Tusko Elephant	450
Genco Grandma	195	Movies	125	<b>GUNS &amp; RIFLES</b>	
Genco Motorola	165	Watling Scale	125	C.C. Champion Rifle	\$295
Genco Quarterback	175	Wms. Crane	145	C.C. Long Range	350
Hi-Fly Baseball	125	Wms. Peppy	195	Rifle Gallery	350
Hole-in-One	145	Wms. Road Racer	195	C.C. Playland	275
Horseshoe Venders	125	<b>KIDDIE RIDES</b>		C.C. Pony Express	275
Ingo Floor Grip	50	All Tech Chuck	375	C.C. Riot Gun	365
Jet Pilot	175	Wagon	\$375	C.C. Texas Ranger	495
Kay Hockey	165	All Tech Cow Pony	395	C.C. World's Fair	350
Kayo Champ Boxer	195	All Tech Fire Engine	395	Genco Gun Club	195
Kiddie Color Cartoon	175	All Tech Hi-Way	395	Mid. Shooting Gallery	195
License Bureau	95	Patrol	395	Mid. Monster Gun	495
Little Pro Golf Game	250	All Tech Indian Scout	450	Mid. Rifle Champ	375
Love Meters,		All Tech Mus. Ferris	350	Mid. Shooting Gallery	175
Fl. Model	95	Wheel	350	Mid. Trophy Gun	375
MacLevy Foot	125	All Tech Satellite	395	Seeburg Bear Gun	185
Vibrator	125	All Tech Whirlybird	395	Wms. Space Glider	210
Mercury Floor Grip	125	Auto Test	425		
Metal Typer, Harvard	225				

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## New Equipment



**Chicago Coin—6 Player Puck Bowler**

An amusement game geared for two-for-a-quarter play is the latest release from Chicago Coin. The puck bowler, a six-player called Park Lane, will adjust to dime play. The company, a division of Chicago Dynamics Industries, Inc., Chicago, said Park Lane is styled for faster play with average game time less than 60 seconds. Other styling points include call strike button, consecutive shooting after completing a strike, and wide, walnut Formica handrails. The game's length is 8 feet 10 inches.

### Barney Is Dead

CHICAGO — Barney Ross, boxing champ, war hero, and one of the industry's favorite people, died last week of cancer. He had been an outpatient at Veterans Administration Hospital here since June 1960. Early this

year Barney's coin machine industry friends held a special benefit wrestling show in his behalf at the Newark, N. J., armory. Ross came to love the industry through his early acquaintance with the late Barney Sugarman of Runyon Sales in New York.

## Gold Jukebox Proves Unique Ideas Pay Off

ALTON, Ill.—Harry Schaffner, veteran operator here and a vice-president of the Illinois Coin Machine Operations Association, has come up with a unique promotion idea to build jukebox play. He has painted a late model jukebox in gold metallic, is using gold-colored title strips and has programmed the phonograph with 200 million sellers researched from Billboard surveys.

Schaffner credits Mrs. Helen Franklin, his record buyer, with gathering together the necessary records for the jukebox. He is using special counter cards which are placed on tables and the bar of each location selected for the phonograph. Schaffner leaves the "Golden Juke Box" in a location for a period of two nights and has recorded excellent income since inaugurating the program.

### Miller-Newmark

• *Continued from page 73*

graph is the answer for the operator with the hard-to-please location that still doesn't warrant a more expensive or larger piece of equipment. It rounds out our phonograph picture and gives us a compact jukebox," he said, adding that he saw no conflict between Jupiter and Wurlitzer.

The Jupiter phonograph, available as an 80, 100 or 120-selection model, ranges from \$750 to \$900 in price.

Already well-diversified in vending with Automatic Products' Smoke Shop and Candy Shop on the one hand and a full bulk vending department centered around Oak equipment on the other hand, Gallagher feels that the addition of Ditchburn fully rounds out Miller-Newmark's automatic merchandising line-up.

The current excitement among Ditchburn distributors revolves around the company's "instant ice maker" feature in its cold drink machines. In another direction, trend forecasters in the industry note that other Wurlitzer outlets such as United, Inc., in Milwaukee and State Sales & Service Corp. in Baltimore have also added Ditchburn vending equipment to existing product lines.

Gallagher doesn't hesitate to state that his desire is to make Miller-Newmark as versatile as possible. "In today's market a distributor can't afford to ignore any line that can bring him new operators and make more money for his regular customers," he said.

The diversification trend at the firm here has even gone beyond the bounds of coin-operated equipment since Miller-Newmark's entry into home pool table equipment sales.

The firm's showrooms here will be the scene this week (Jan. 24-26) of a showing highlighting the Wurlitzer, Color-Sonics, Jupiter and Ditchburn lines. Executive vice-president of Ditchburn, Richard Cole, and chief engineer Jerry Lesiker will attend as will representatives from Color-Sonics and possibly Jupiter, Gallagher said. Additionally, Sol Lipkin of American Shuffleboard and possibly other people affiliated with lines handled by the company will be here.

Joe Janicke, field representative at Miller-Newmark, will be assisting Gallagher during the showing. Plans for a similar showing at the Detroit headquarters where Manager Arthur Hebert and his assistant, Dan Evans, hold forth, are not as yet firm.

## Coming Events

Jan. 23—Northwest Ohio Music Operators, meeting, site to be announced.

Jan. 28—Montana Music Operators Association, regular meeting, Holiday Inn, Great Falls.

Jan. 29-30—South Dakota Music & Vending Association, meeting, Motor Inn, Huron.

Jan. 31—Music Operators of New York, meeting, Holiday Inn, 440 W. 57th Street, New York City.

Feb. 6—Columbus, Ohio Coin Operators Association, meeting, site to be announced.

Feb. 7—Music Operators of Connecticut, meeting, 242 Trumbull Street, Hartford.

Feb. 7—Missouri Coin Machine Council, meeting, Ramada Inn, Moberly.

Feb. 7—Summit County, Ohio Music Operators Association, meeting, site to be announced.

Feb. 9—Recorded Music Service Association of Chicago, annual election of officers meeting, Water Tower Inn, Chicago.

Feb. 15—Arkansas Music Operators Association, board of directors meeting, Albert Pike Hotel, Little Rock.

Feb. 26-28—Western Convention & Candy Show, yearly meeting, Century Plaza Hotel, Los Angeles.

Mar. 3-4—National Automatic Merchandising Association, spring regional meeting, Ambassador Hotel, Chicago.

Mar. 10-11—National Automatic Merchandising Association, spring regional meeting, Monteleone Hotel, New Orleans.

Mar. 17-18—National Automatic Merchandising Association, spring regional meeting, Terrace Hilton Hotel, Cincinnati.

Mar. 23—Amalgamated Music Operators Association of Miami, regular meeting, site to be announced.

Mar. 31-Apr. 1—National Automatic Merchandising Association, spring regional meeting, Claridge Hotel, Atlantic City.

Apr. 5-8—National Vendors Association, annual convention & trade show, Monteleone Hotel, New Orleans.

Apr. 7-8—National Automatic Merchandising Association, spring regional meeting, Charleston Inn, Charleston, South Carolina.

Apr. 8-12—National Association of Tobacco Distributors, annual trade show and convention, New York City.

Apr. 14-15—National Automatic Merchandising Association, spring regional meeting, Sheraton Plaza Hotel, Boston.

Apr. 21-22—Illinois Automatic Merchandising Council, meeting, Lake Lawn Lodge, Delavan, Wisconsin.

May 5-7—Pennsylvania Automatic Merchandising Council, meeting, Host Farm, Lancaster, Pennsylvania.

May 19-21—North Carolina Vending Association-South Carolina Automatic Merchandising Association, annual meeting, Myrtle Beach, South Carolina, site to be announced.

May 20-21—Kansas Tobacco-Candy Distributors & Vendors, yearly convention, Lassen Hotel, Wichita, Kansas.

May 21-25—National Restaurant Association, yearly convention, McCormick Place, Chicago.

June 16-18—Minnesota Automatic Merchandising Council, meeting, Izzatys Lodge, Mille Lac Lake, Minnesota.

July 29-Aug. 1—National Candy Wholesalers Association, national convention and trade show, Washington Hilton Hotel, Washington, D. C.

Sept. 14-16—Michigan Tobacco & Candy Distributors & Vendors Association, yearly convention, Boyne Mountain Lodge, Boyne Mountain, Michigan.

Sept. 22-23—National Automatic Merchandising Association, western management meeting, site to be announced.

Oct. 19-21—Ohio Association of Tobacco Distributors, annual convention and trade show, the Neil House, Columbus, Ohio.

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# Relocation Gives Milwaukee Operating Firm New Outlook

By BENN OLLMAN

MILWAUKEE — Like a new hat for a woman, relocating its headquarters will put spring and vigor into a coin machine firm.

Authority for this statement: Clarence Smith, owner of Milwaukee Amusement Co. He claims his move a year ago to new headquarters at 3824 W. Vliet Street, sparked fresh interest in the coin business for him and his roster of eight employees.

"Actually, we were forced to leave our old place of business because of urban redevelopment work going on there," says Smith. "Our new place is ideal for us. We are not far away from the inner city locations that still make up a big share of our route stops. And we are close to freeways leading to the suburban locations that are gaining in importance to us."

Among the chief gains resulting from the shift to new quarters has been a sharp boost in sales of used pool tables, jukeboxes and games for recreation room use. The large, open showroom is easily visible from the busy street.

The public interest in used pool tables and jukeboxes for home use has been "fantastic" since we moved in here, says Smith.

"Over the Christmas holiday period we could hardly keep up with the demand."

While used equipment for recreation rooms now brings welcome additional revenue, the firm's main interest still lies in its growing music and games routes. And he has no plans for diversifying into the food, candy or cigaret vending fields.

To perk up route receipts, pool table tournaments are encouraged by providing locations with prize trophies.

"We don't care to get involved in actually running these tournaments. But whenever our locations get them started, we do what we can to help the tournaments along. They are very helpful in stimulating action on all of the other coin equipment in the location while the tournaments are in progress."

How can today's jukebox operator keep his routes producing at profitable levels?

"The answer still lies in effective programming," Smith insists. "Music for each location should be planned according to the tastes of the spot's steady patrons. We have learned that the best way is to assign one man to the job of buying all our records and programming them for each location. It has helped us with savings in a number of directions. In addition to pinpointing musical selections, it trims overhead by eliminating duplication and overlapping of purchases that happen when each man buys records independently for his routes."

The system of individualized location programming is built around a notebook and a pigeonhole.

The notebooks contain detailed information on the musical requirements for each location and a running account of each record's volume of play. On the first page of each notebook is listed a classification of the spot based on the routeman's observation. The disk buyer makes his pick of the new releases at the one-stop according to this description of the location's needs.

A pigeonhole is assigned to each location in the record room. As records are purchased

for these locations or pulled from the inventory for reuse, they are put in the pigeonhole. All the routeman has to do is check each of the pigeonholes in the morning. He takes with him the notebook and replacement records. The following day he returns the disks he has taken off the machine and the notebook with all pertinent information.

Records are filed by artists' names, and grouped according to musical categories in the stock room. Main divisions are: westerns, jazz, blues, rock, and polkas. In addition, sections of the shelves are set aside for seasonal records, novelties, spirituals and standards.

Little LP's are stocked in a separate area and are becoming increasingly important, according to Smith.

The former grocery supermarket building that is now occupied by Milwaukee Amusement Co. is roomy beyond his expectations, says Smith. The brick structure contains 7,000 square feet on the street level, plus roughly the same area in

the basement. Dock space for four good-sized trucks is available at the rear of the building.

Parking space for 30 cars adjoins the building—more room than the firm actually requires. Added cash flow is obtained, however, by renting out a number of these parking spaces to neighbors.

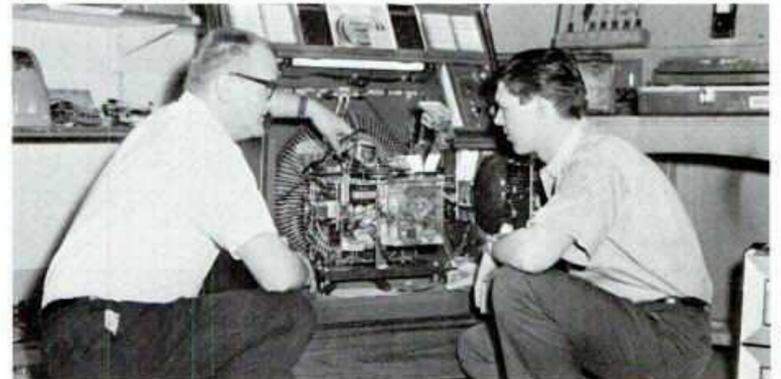
In business since 1962, Smith worked for several local coin firms for 10 years prior to going out on his own.

Straight dime play is the pattern in "almost all" of the Milwaukee Amusement Co. jukeboxes. What about the current talk in the industry about boosting the price to two for a quarter?

"We may eventually move to that price," says Smith. "I recall how reluctant many of us were to raise to dime play. But I don't honestly feel that my locations are ready to accept the higher price right now. Maybe in a year conditions will be riper. But it will require some really new and exciting piece of equipment to get us off this dime spot we seem to be glued to now."



VIEW OF THE NEW headquarters of Milwaukee Amusement Co.



SHOP MANAGER, Robert Karius, left, and maintenance man, Dennis Smith, check out music equipment before putting it on location.



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



### POP SPOTLIGHT

#### MORE OF THE MONKEES

Colgems COM 102 (M); COS 102 (S)

The Monkees keep their chain of No. 1 hits (singles and albums) unbroken with this highly potent LP. Their two-sided hit "I'm a Believer" and "(I'm Not Your) Stupid Thing" are included, along with a powerful vocal workout of "Your Auntie Grizelda." "Look Out (Here Comes Tomorrow)" is strong enough to step out on its own.



### POP SPOTLIGHT

#### COLOR MY WORLD/WHO AM I

Petula Clark. Warner Bros. W 1673 (M); WS 1673 (S)

The British singer sparkles in this beautifully balanced program of recent pops including her own hit versions of "Who Am I" and current chart rider "Color My World." Her interpretations of "Cherish" and "Reach Out I'll Be There" are knock-outs, and her affected British accent in "England Swings" is a delight.



### POP SPOTLIGHT

#### MUSIC TO WATCH GIRLS BY

Bob Crewe Generation. Dyna-Voice LP 9003 (M); SLP 9003 (S)

With their rendition of the title tune currently the biggest instrumental hit in the country, the Bob Crewe Generation has a hot chart item with this well-balanced program. Outstanding performances of "A Man and a Woman," "Anna," "Let's Hang On" and "Winchester Cathedral" are featured, along with two Crewe originals.

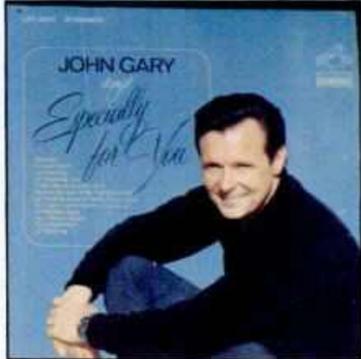


### POP SPOTLIGHT

#### JOHN GARY SINGING FOR YOU

RCA Victor LPM 3695 (M); LSP 3695 (S)

John Gary has another highly successful venture. He handles "Try to Remember," "Till We Meet Again" and the Beatles' "Michelle" with ease and assurance, and his compelling interpretation of "Til Tomorrow" is a standout. The fine arrangements by Joe Garson and Billy May sparkle in this Mort Rasmussen production.



**POP SPOTLIGHT**  
**SNOOPY VS. THE RED BARON**  
The Royal Guardsmen. Laurie LLP 2038 (M)

With their novelty smash "Snoopy vs. the Red Baron" as a basis, the Royal Guardsmen's debut album should skyrocket onto the charts. The clever program features "Li'l Red Riding Hood," "Alley-Oop" and "The Jolly Green Giant," with "The Battle of New Orleans" included for good measure. The group's interpretation of "Liberty Valance" is especially well done.



**POP SPOTLIGHT**  
**LOVE/DA CAPO**  
Elektra EKL 4005 (M); EKS 74005 (S)

Love's impact on the LP chart with their first release is still being felt, and this powerful follow-up album should strengthen their hold. Two singles hits "7 and 7 Is" and "She Comes in Colors" are included for immediate sales appeal, and Side 2 is completely given over to an ambitious project, "Revelations." Exceptional Paul Rothchild production.



**POP SPOTLIGHT**  
**MUSIC TO WATCH GIRLS BY**  
Al Hirt. RCA Victor LPM 3773 (M); LSP 3773 (S)

The trumpeter has a strong chart contender in this exceptional album built around the current hit instrumental "Music to Watch Girls By." A rousing "Wilkommen" from Broadway's "Cabaret" is a highlight, and a bluesy treatment of "If You Go Away" is worth the price of the album. Outstanding production by Jim Foglesong.



**POP SPOTLIGHT**  
**THE YOUNGBLOODS**  
RCA Victor LPM 3724 (M); LSP 3724 (S)

With the current single hit "Grizzly Bear" as a sales leader, debut album by the top-notch group should do well in the teen market. Selections include much folk-rock material with "One Note Man," "The Other Side of This Life" and "Four in the Morning" highlights.



**POP SPOTLIGHT**  
**FILM ON FILM**  
Enoch Light & the Light Brigade. Command PR 5005 (M); PR 5005 SD (S)

Enoch Light's new Project 3 label adds a new dimension to a beautiful program of film themes. "Born Free" is overpowered while "Hawaii" flows with shimmering grace and beauty. Tony Mottola's guitar, Robert Maxwell's harp, and Dominic Cortese's accordion take turns in the solo spotlight.

**POP SPOTLIGHT**  
**A CERTAIN SMILE—A CERTAIN SADNESS**  
Astrud Gilberto/Walter Wanderley Trio. Verve V-8673; V6-8673

A meeting of two outstanding talents is always a treat, and this Gilberto-Wanderley union is no exception. They offer their interpretations of recent hits "So Nice" and "Call Me," and adding new numbers "Nega" and "Goodbye Sadness." "Portuguese Washerwoman" is a delight.



**POP SPOTLIGHT**  
**MIMI HINES IS A HAPPENING**  
Decca DL 4834 (M); DL 74834 (S)

The multi-talented Miss Hines is at her very best in this diversified program. From the opening number "I'm the Greatest Star" to the closer "People" (both from "Funny Girl"), she's in top vocal form. Her warmly sensitive interpretation of "Sunrise, Sunset" is an emotional experience and her joyous romp through "Doodle Doo Doo" is a treat.



**SOUNDTRACK SPOTLIGHT**  
**GRAND PRIX**  
Soundtrack. MGM 1E-8ST (M); 1SE-8ST (S)

With two Oscar winning scores, "Lawrence of Arabia" and "Dr. Zhivago" to his credit, composer-conductor Maurice Jarre's scoring for the highly rated "Grand Prix" will warrant much attention. The hauntingly beautiful main theme should make its mark on the pop scene and add to the album's strength, while the secondary themes stand well on their own.



**COUNTRY SPOTLIGHT**  
**TOUCH MY HEART**  
Ray Price. Columbia CL 2606 (M); CS 9406

Undoubtedly the best thing Ray Price has turned out in a career of hits. Includes the hit "Touch My Heart," title tune of the LP, and a superb version of "A Way to Survive." He also comes through strong with "Swinging Doors" and "Am I That Easy to Forget." This will be a big seller.



**COUNTRY SPOTLIGHT**  
**1966 COUNTRY & WESTERN AWARD WINNERS**  
Various Artists. Decca DL 4837 (M); DL 74837 (S)

Outstanding collection of country hits is sure to become a big sales item. Jan Howard's "Evil on Your Mind," Bill Anderson's "I Love You Drops," Jimmy Newman's "Artificial Rose" and three Loretta Lynn gems are included. With the talents involved, this one can't miss.



**COUNTRY SPOTLIGHT**  
**THE COUNTRY GENTLEMAN**  
Carl Smith. Columbia CL 2610 (M); CS 9410 (S)

Carl Smith is consistently again on the country charts, and once again he's assured of a high position with this beautiful album. He gives his all in moving treatments of "Let's Walk Away Strangers," "Take the Ring Off Your Finger," "Triangle," and other songs of broken dreams and unrequited love.



**CLASSICAL SPOTLIGHT**  
**LATE MUSIC FROM THE ROYAL COURTS OF EUROPE**  
Julian Bream. RCA Victor LM 2924 (M); LSC 2924 (S)

Bream has come up with an engrossing album of 16th and early 17th century lute music. Among the gems are Fantasias by Molinaro, Dowland, Howett, Mudarra and Bakfark. The "Chromatic Pavan" of Phillips and its Galliard also prove interesting. Also represented are Landgrave of Hesse, Ferrabosco, Newsidler and Besard.



**CLASSICAL SPOTLIGHT**  
**TCHAIKOVSKY: SLEEPING BEAUTY/ROMEO & JULIET**  
Philadelphia Orch. (Ormandy). Columbia ML 6342 (M); MS 6942 (S)

Two warhorses receive sensitive dramatic treatments as Eugene Ormandy and the Philadelphia add to their recorded Tchaikovsky repertoire. From "Introduction" to "Apotheosis," the "Sleeping Beauty Suite" flows and sparkles. The "Romeo and Juliet Suite" is given a romantic reading.



**CLASSICAL SPOTLIGHT**  
**SCHUBERT SONGS**  
Judith Raskin/George Schick, Piano. Epic LC 3933 (M); BC 1333 (S)

Miss Raskin, an accomplished operatic and lieder singer, is superb in this pressing of 20 Schubert songs. It's difficult to single out a few from the fine performances but the "Lied der Mignon" and three songs on "Lied are Lyric Delights," as are three selections from "Die schoene Muellerin." George Schick accompanies competently.



**CLASSICAL SPOTLIGHT**  
**SCHUMANN: PIANO QUINTET/MOZART: PIANO QUARTET**  
Leonard Bernstein / Juilliard String Quartet. Columbia ML 6329 (M); MS 6929 (S)

Leonard Bernstein joins with the talented Juilliard String Quartet for the first time in these two piano chamber pieces to produce a fine unified interpretation.